

NORTHWESTERN Banker

AUGUST
1959



CHICAGO COFFEE BREAK



ACTION AT IOWA RODEO



BELGIUM HONORS BANKER



RECEIVES TOP AD AWARD

**Credit Files Aid
Farm Lending**

—Page 24

**Lobby Displays for
Local Merchants**

—Page 26

Increase your customer service



with the help of the **Merchants National**

The local banker belongs in every family circle. His counsel is based on an accurate and intimate knowledge of local conditions combined with facilities for complete bank service.

More than half of the banks in Iowa depend on The Merchants National for correspondent service to make state- and world-wide banking service available to their customers.

In addition to unexcelled correspondent banking facilities, we encourage banks to include our staff in their own plans whenever additional specialists can be helpful in rendering customer service. We also make our advertising material available without cost to help you tell the bank story to the people of your community. We would appreciate an opportunity to serve you.

The **Merchants** **National Bank**

CEDAR RAPIDS, IOWA

Member of FDIC



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AGAIN...

"Arizona's Bank"

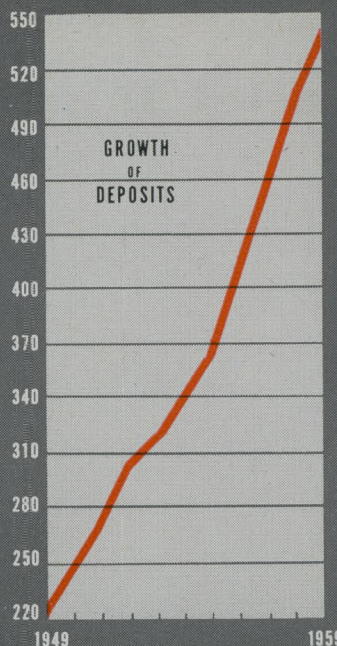
REFLECTS

ARIZONA'S

DYNAMIC

ECONOMY!

IN MILLIONS



Statement of Condition

AT THE CLOSE OF BUSINESS

JUNE 30, 1959

RESOURCES

| | |
|---|--------------------------------|
| Cash and Due from Banks | \$102,764,208.41 |
| U. S. Government Bonds | 94,575,720.35 |
| Other Bonds | 42,662,035.07 |
| Loans (Federally Insured or Guaranteed) | 75,678,490.86 |
| Other Loans (Less Reserve for Possible Loan Losses) | 250,488,214.68 |
| Accrued Interest Receivable | 2,945,241.67 |
| Buildings, Furniture and Fixtures | 12,489,098.74 |
| Other Resources | 5,350,934.43 |
| Total Resources | <u>\$586,953,944.21</u> |

(Compared with June 30, 1958)



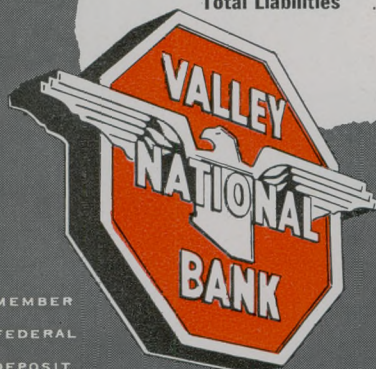
up \$35,800,000

up \$63,600,000

LIABILITIES

| | | |
|---|------------------|--------------------------------|
| Deposits: | | |
| Checking | \$312,472,521.28 | |
| Savings | 159,826,549.74 | |
| Public | 61,935,479.09 | |
| | | \$534,234,550.11 |
| Provision for Taxes, Interest, etc. | 3,401,608.35 | |
| Unearned Discount | 7,670,813.12 | |
| Other Liabilities | 2,853,938.45 | |
| Capital Funds: | | |
| Capital Stock | \$ 8,399,300.00 | |
| Surplus | 22,600,700.00 | |
| Undivided Profits | 5,793,034.18 | |
| | \$ 36,793,034.18 | |
| Reserve for Bond Account | 2,000,000.00 | 38,793,034.18 |
| Total Liabilities | | <u>\$586,953,944.21</u> |

up \$60,400,000



57 OFFICES

HOME OFFICE

PHOENIX, ARIZONA

Carl A. Bimson

PRESIDENT

Largest Bank in the Rocky Mountain States

MEMBER
FEDERAL

DEPOSIT



REPUBLIC NATIONAL BANK

OF DALLAS

Statement of Condition

June 30, 1959

Resources

| | |
|--|-------------------------|
| Cash and Due From Banks | \$257,031,460.49 |
| U. S. Government Obligations, Direct and Fully Guaranteed | 125,511,236.67 |
| State, Municipal and Other Securities | 12,551,107.84 |
| Stock in Federal Reserve Bank | 3,000,000.00 |
| Loans and Discounts | 551,179,373.01 |
| Bank Building and Equipment | 24,167,211.36 |
| Acceptances — Customers' Account | 630,648.68 |
| Other Assets | 1,328,511.19 |
| TOTAL | \$975,399,549.24 |

Liabilities

| | | |
|---|------------------|-------------------------|
| Capital | \$ 37,866,576.00 | |
| Surplus | 62,133,424.00 | |
| Undivided Profits | 2,088,409.42 | \$102,088,409.42 |
| Reserve for Contingencies | | 13,237,301.77 |
| Reserve for Taxes, et cetera | | 6,388,084.48 |
| Acceptances — Customers' Account | | 630,648.68 |
| U. S. Government Obligations Sold Under Repurchase Agreement | | 14,175,000.00 |
| Deposits: | | |
| Individual | \$624,346,093.45 | |
| Banks | 191,266,576.90 | |
| U. S. Government | 23,267,434.54 | 838,880,104.89 |
| TOTAL | | \$975,399,549.24 |

*Capital and
Surplus
\$100,000,000*

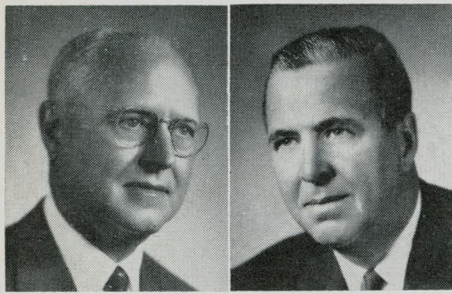
★
*Largest
in the
South*

MEMBER F.D.I.C.



California Bank Top Changes

The board of directors of California Bank, Los Angeles, has named Frank L. King to the newly created office of



F. L. KING

C. TWETER

chairman of the board and elected Clifford Tweter, president.

The announcement stated that Mr. King, formerly president, will continue as the bank's chief executive officer.

Mr. King had been comptroller of the Continental Illinois National Bank and Trust Company, Chicago, since 1930 before joining the staff of California Bank as executive vice president and director in 1943. He has been president of California Bank since 1945.

Mr. Tweter has been executive vice president and a director of California Bank since 1954.

Meet J. Fentriss Witherspoon (Esq.)

City National Bank and Trust Company of Chicago has begun a new advertising series in national and regional banking magazines. This series, directed to bankers, sells City National's correspondent bank services by means of a cartoon character created for City National by Richard Taylor of *New Yorker* fame. Mr. Taylor himself named his brainchild J. Fentriss Witherspoon, Esq.

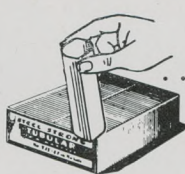
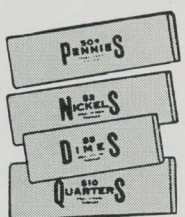


Over the coming months, this inquisitive banker will operate in a number of different situations around Chicago, such as the Pump Room, the Chicago Yacht Club, the Aquarium and Midway Airport, gathering valuable information for City National's banker customers. The tagline for all ads will be the same: "Your Eyes and Ears In Chicago."

City National is proud of J. Fentriss. He is intelligent, enterprising, aggressive—and not afraid of a gentle laugh at himself once in a while. Readers of banking magazines can expect to see a lot of him.

"STEEL STRONG" IS THE NAME TO LOOK FOR IN COIN HANDLING PRODUCTS

TUBULAR COIN WRAPPERS



The "Pop-Open" WRAPPER

... THEY PACK FLAT

SAVE 25% OF TIME IN MACHINE FILLING

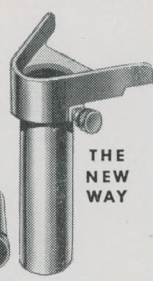
Designed for this special purpose, they save 25% of time in machine filling. Slight pressure of the thumb and finger, and they "pop open", yet pack flat. 1,000 of each denomination to a carton. In 6 colors for 6 different denominations of coins. Widely used by Banks.

... They Out Perform All Competition!

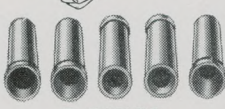
MANUAL COIN COUNTER



THE OLD WAY



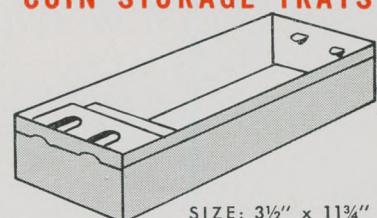
THE NEW WAY



5 SIZES

Speeds up coin counting. Merely push Tubular Wrapper up from the bottom, then count coins into the hopper, then withdraw filled wrapper and close open ends. You save much time in packaging coins with this handy device. Stems are of Bakelite in five different sizes.

COIN STORAGE TRAYS

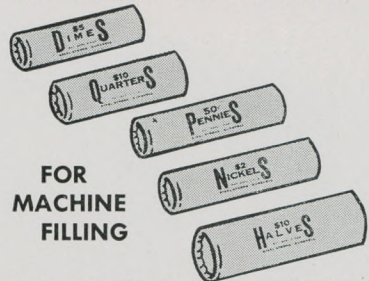


SIZE: 3 1/2" x 11 3/4"

WITH VARYING DEPTHS FOR DIFFERENT SIZE COINS

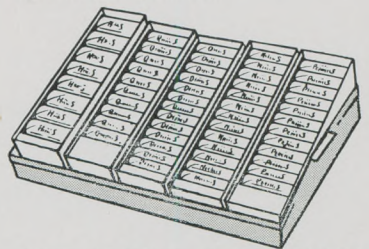
"Steel-Strong" Coin Trays afford a rapid system for handling wrapped coins. Stamped from one piece of heavy sheet steel, they are absolutely uniform and nest perfectly at any height. Double coated enamel outside, satin finish-plated inside. Colored capacity end labels. Teller merely counts number of filled trays and top rows of unfilled trays . . . giving him an accurate total of wrapped coins. Saves time, saves errors. STEP BLOCKS, EXCLUSIVE FEATURE of "Steel-Strong" Coin Trays permit fast loading of rouleaux into Trays, limiting the exact amount of the coin total as shown by colored end labels, which always match the color of the coin wrappers for easy identification of the coin denomination.

GUNSHELL COIN WRAPPERS



FOR MACHINE FILLING

Made extra strong as a result of unique construction . . . hence extra protection for coins. Non-clogging, neat packaging for all coins handled by machines. Ends crimp tightly. Packed 1,000 to a carton with crimped ends turned one way. They're great time savers.



LIFT PANS for COIN TRAYS

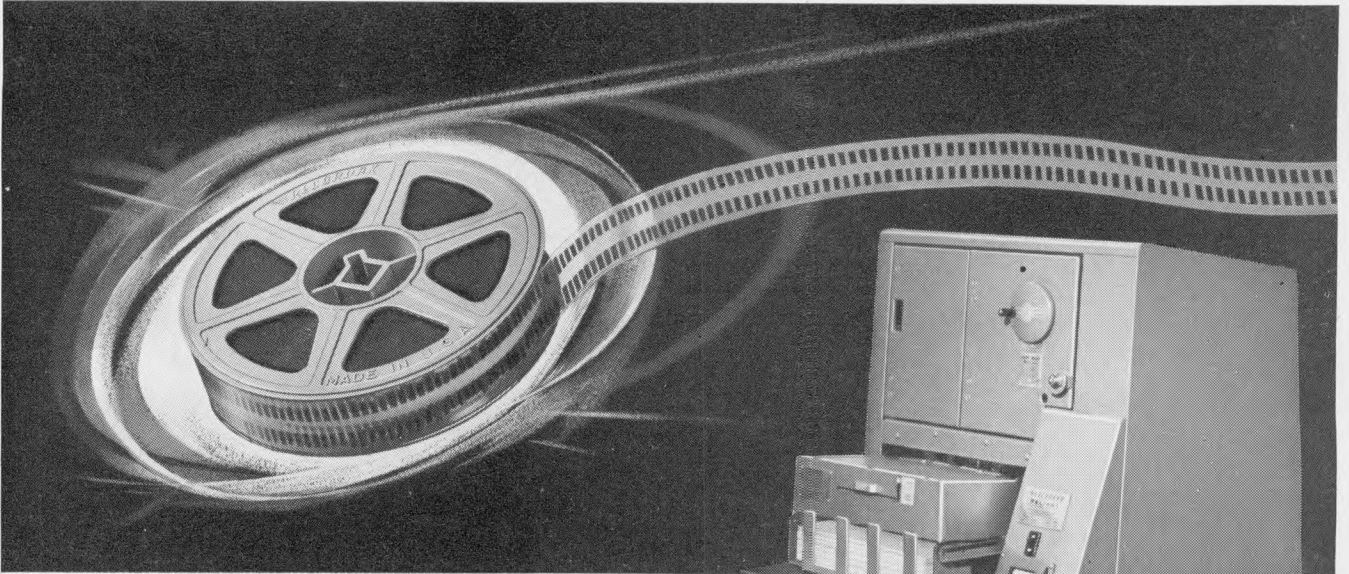
"Steel-Strong" Lift Pans serve to accommodate filled Coin Trays in the Teller's cage, and become a convenient carrier to and from the vaults for night storage. Illustration also shows Pan filled with loaded Coin Trays and the great advantage of all trays being the same length and width. This permits secure stacking and perfect nesting.

5 DAY FREE TRIAL

FOR INFORMATION WRITE TO... DEPT. W

The C. L. DOWNEY CO.
HANNIBAL, MISSOURI

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Federal Reserve Bank of St. Louis



*Made to work
hand in hand with automation*

The Recordak Reliant Microfilmer

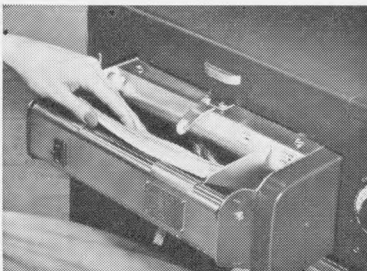
Even with the brilliant new electronic posting machines the need for precision microfilming is all-important. You still need complete and accurate records!

And these records are so much easier to get with the Recordak Reliant Microfilmer. *It's automated, too!* Lets you

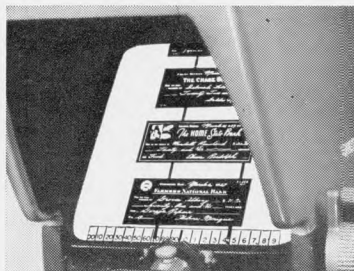
handle much more volume in less time!

Write today for further details on Recordak's 30-day free trial offer of the Reliant. No obligation whatsoever. Recordak Corporation, 415 Madison Avenue, New York 17, N.Y.

"Recordak" is a trademark



Automatic Feeder: The Reliant's high-speed feeder handles up to 400 checks a minute with remarkable precision.



Automatic Indexing: A Recordak exclusive, Kodamatic Indexing "codes" film record while you microfilm.



Automatic Cancelling: A low-cost Reliant accessory lets you cancel or endorse documents while they're microfilmed!

RECORDAK

(Subsidiary of Eastman Kodak Company)

originator of modern microfilming—now in its 32nd year

Northwestern Banker, August, 1959

NORTHWESTERN Banker

Oldest Financial Journal West of the Mississippi

Dear Editor

for your AUGUST, 1959, reading



“Always Enjoy the Northwestern Banker”

“Thought you might be interested in seeing our Statement of Condition and what our bank looks like in color.

“The folder covers a picture which Alcoa ran in a magazine in New York. They produced copies for distribution for us.

“The NORTHWESTERN BANKER continues to be a welcome piece of mail as I always enjoy reading your editorials, the feature articles, and news relating to banker friends in Iowa.”

*F. A. Lettow, President,
South Bay Bank, Manhattan Beach, California.*

Editor's Note: South Bay Bank on June 10, 1959, had capital, surplus and profits of \$305,014 and total assets of \$4,407,390.

3 Named Vice Presidents

First National City Bank of New York announces the appointment of Sidney W. Davidson, Jr., as vice president. Formerly an assistant vice president, he is assigned to the bank's



MITCHELL ROBERTSON DAVIDSON

Indiana-Michigan district in its national division.

First National City Trust Company appointed two vice presidents. They are Edward F. Mitchell and James E. Robertson. Ogden K. Myers was advanced from assistant trust officer to trust officer.

65th Year No. 865

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NORTHWESTERN BANKER

306 15th Street, Des Moines 9, Iowa, Telephone CHerry 4-8163

| | | |
|---|--|--|
| <i>Publisher</i> Clifford De Puy | <i>Associate Publisher</i> Malcolm K. Freeland | <i>Editor</i> Ben J. Haller, Jr. |
| <i>Associate Editor</i> Walter T. Proctor | <i>Associate Editor</i> Doyle Minden | <i>Auditor</i> Margaret Huffman |
| <i>Advertising Assistant</i> Elizabeth Cole | <i>Circulation Department</i> Lena Sutphin | <i>Field Representative</i> Paul Masters |
| <i>Field Representative</i> J. F. Neumann | <i>Field Representative</i> Al Kerbel | |

Frank P. Syms, Vice President, 505 Fifth Ave., Suite 1806, New York, MUrray Hill 2-0326
Milton P. Bock, Vice President, 854 Baker Building, Minneapolis, FEderal 6-9191

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

On the Cover

Chicago Coffee Break

The first delivery of South American coffee to reach Chicago via the new St. Lawrence Seaway was brought in last month on board the Grace Line's Santa Regina. In the cover picture, Alfred F. Miozzi (left), second vice president in the international banking department of Continental Illinois National Bank and Trust Company, Chicago, delivers the bill of lading to Jacob Kohn (center), board chairman of Continental Coffee Company. At right is the man responsible



SUCCESS IN TELEVISION CALLS FOR TEAMWORK

There are rules for capturing and holding attention — as valid as the rules contributing to sound banking practice. Psychology has advanced techniques of creating the right "image" for your bank . . . of obtaining high memory retention for your message. All these have now been used in the production of a new, fully - animated commercial series created specifically for banks.

A CUSTOM SERIES AT INDIVIDUAL PRICES

This "network quality" film uses the power of humor for its command of viewer attention, and to entertain while educating the viewer on your bank's facilities . . . gives your bank specific visual identity through a new technique of film conversion. Now your bank can have the advantage and prestige of premium priced animation at a price you can well afford to pay!

Write for FREE
AUDITION REEL and
Series Prospectus
TODAY!
No Obligation!

**CHRISTENSEN
KENNEDY
PRODUCTIONS**

2824 Harney St.,
Omaha 31, Nebr.



for the safe delivery, the Santa Regina's Captain Harold Andreassen.

Action at Iowa Rodeo

August is one of the top months for rodeos, state fairs and county exhibits all over the country. One of the most noted of these events is the annual Sidney Rodeo at Sidney, Iowa, which draws the top riders and cowboys from all over the United States and Canada. Sponsored by the Sidney American Legion since 1924, it is held on a 144-acre stock farm owned by the Legion, and attracts 60,000 people each year.

Pictured on the cover is world champion saddle bronc rider, Marty Wood, roaring out of the chutes. Similar exciting action will be seen at the 36th rodeo in Sidney this month, with two performances each day from August 18 through August 23. Specialty acts fill in the time between events. The main personality at the rodeo this year will be Dale Robertson, TV star of the Wells Fargo series.

Belgium Honors Banker

On behalf of King Baudoin of Belgium, Jozef Lodewyck (left), Belgian, consul general for the Kansas City area, presents the knight award in the

Order of the Crown to Bror W. Unge, assistant vice president of City National Bank & Trust Company and manager of its foreign department.

Mr. Unge was one of four Kansas Citians awarded medals in recognition of their contributions to good trade relations between the United States and Belgium.

Mr. Unge, a native of Sweden, came to this country in 1922 and for years operated an export and import business in Topeka, Kan. He came to City National to organize its foreign department in 1945. From 1950 to 1957 he was Swedish consul for Missouri and Kansas, and upon his retirement from this post, was made a knight of the Order of Vasa by King Gustav VI of Sweden. He is now consular agent of France for Kansas City.

Receives Top Ad Award

A plaque signifying his selection as "Most Valuable Member" of the Dallas Advertising League was presented to George J. Watts, vice president in charge of advertising and public relations for Republic National Bank. In the cover photo, Mr. Watts (right) is receiving the award from Fallon Snyder of Dallas, last year's winner.—
End.

Talcott Director

Curtis E. Neldner, a partner in the investment banking firm of White, Weld & Company, last month was elected a director of James Talcott, Inc., one of the country's oldest and largest independent commercial financing and factoring organizations.

New Offices



CONSTRUCTION on new, permanent buildings for five of its 23 offices in metropolitan Phoenix was started this year by the **First National Bank of Arizona**. First to be completed is the Indian School Road and 24th Street office, shown here in a dramatically lighted night photograph. Focal point of the contemporary-styled neighborhood office is the sleek, double-paneled vault door, located behind a window wall, visible from the street as well as the customer lobby. Vault door is by Diebold, Inc., and is the first of its kind to be installed in Arizona.

Elkirt Vertical Drapes



NOISELESS ECONOMICAL FUNCTIONAL WASHABLE

Outside appearance reflects the same uniformity of beauty and quality as inside.

Controls light and air. Eliminates glare, yet admits natural daylight.

Write for full details

ELKIRT CORPORATION
528 Eleventh St., Des Moines, Iowa
Dealerships Available in Good Territories, offering suitable Profit with Reasonable Investment.



Fifty Million Prospects for Profit

The official emblem of Christmas Club a Corporation is reproduced above. It is one of the best-known symbols on the American scene. In fact . . .

Over Fifty Million Prospects Know It!

Each year millions and millions of people—all prospects for the services of financial institutions—are re-acquainted with this emblem through the advertising of Christmas Club a Corporation. This advertising appears in newspapers, car cards, traveling displays, one-sheet posters, three-sheet posters, taxi posters, railway express trucks, roadside outdoor posters, outdoor displays, radio and banking publications.

These millions of people, many introduced to financial institutions for the first time by Christmas Club a Corporation, are prospects for *all* your services. They are your best source for profitable new business.

When you offer Christmas Club service and display the famous emblem of Christmas Club a Corporation, you invite them through your doors.

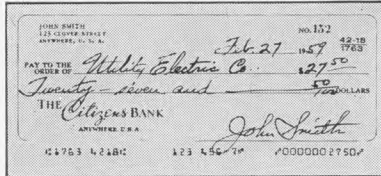
Christmas Club
a Corporation

Founded by Herbert F. Rawll

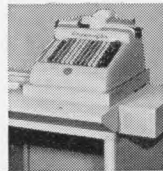
230 Park Ave., New York 17, N. Y.

Builds Character • Builds Savings • Builds Business for Financial Institutions

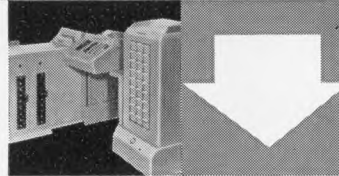
FROM
CHECKS
TO
COMPUTERS—



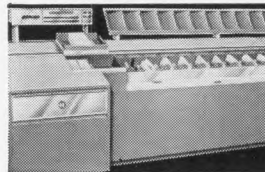
*Burroughs On-Premise and Off-Premise
Printing Facilities*



*Burroughs
Amount Printer*

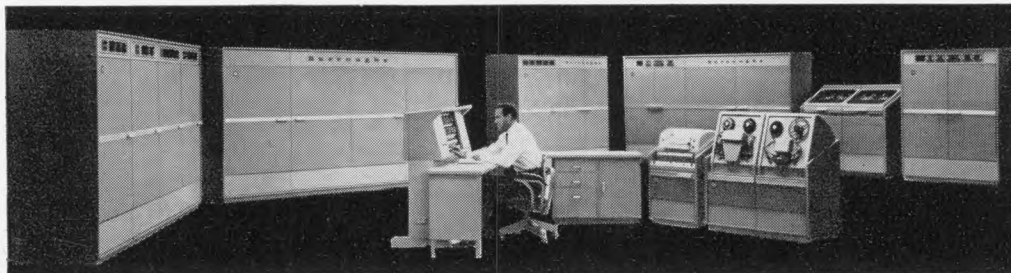


*Burroughs
Proof Encoder*



*Burroughs
Sorter-Converter*

ONLY BURROUGHS
CORPORATION
BRINGS YOU
THE ALL-INCLUSIVE
MICR* SYSTEMS



Burroughs Electronic Computer

Burroughs Corporation is ready any time you are to assist you in making full automation a reality in your bank. Ready with single-source responsibility for all aspects of bank automation—document preparation, processing and accounting. Ready with the most advanced equipment and services—from the printing of checks through proofing and high-speed sorting to ultra sophisticated computer systems such as the giant-capacity 220 in the medium-price range. Ready with professional counseling of the highest caliber: Burroughs Systems Counselors and Technical Support Group trained in the new technologies.

Ready with the new Burroughs Guaranteed Trade-In Allowance Program that protects your investment in machines and systems for interim use while you plan your MICR program.

Call our nearby branch. Or write Burroughs Corporation, Financial Sales Department, Detroit 32, Mich.

**Magnetic Ink Character Recognition*



Burroughs Corporation

"NEW DIMENSIONS / in automation for banks of every size"



The First National Bank of Chicago

Statement of Condition June 30, 1959

| ASSETS | | |
|--|-----------------------|---------------------------|
| Cash and Due from Banks | | \$ 632,315,517.53 |
| United States Government Obligations | | 668,712,850.97 |
| Other Bonds and Securities | | 193,612,791.71 |
| Loans and Discounts | | 1,355,056,327.36 |
| Real Estate (Bank Buildings and Adjacent Property) | | 1,176,104.39 |
| Federal Reserve Bank Stock | | 7,650,000.00 |
| Customers' Liability Account of Acceptances | | 2,987,757.20 |
| Interest Earned, not Collected | | 9,929,727.10 |
| Other Assets | | 9,402,719.91 |
| | | <u>\$2,880,843,796.17</u> |
| LIABILITIES | | |
| Capital, Stock | | \$ 125,000,000.00 |
| Surplus | | 130,000,000.00 |
| Undivided Profits | | 12,027,426.92 |
| Discount Collected, but not Earned | | 4,765,128.16 |
| Dividends Declared, but Unpaid | | 2,500,000.00 |
| Reserve for Taxes, etc. | | 32,962,984.75 |
| Liability Account of Acceptances | | 3,063,201.83 |
| Time Deposits | \$ 564,661,818.26 | |
| Demand Deposits | 1,734,150,728.67 | |
| Deposits of Public Funds | <u>263,711,501.09</u> | 2,562,524,048.02 |
| Liabilities other than those above stated | | 8,001,006.49 |
| | | <u>\$2,880,843,796.17</u> |

United States government obligations carried at \$334,357,190.36 are pledged to secure United States government and other public deposits, trust deposits, and for other purposes as required or permitted by law.

Board of Directors

JOSEPH L. BLOCK
Chairman,
Inland Steel Company

EDWARD E. BROWN
Chairman of the Board

CHESSER M. CAMPBELL
President,
Tribune Company

J. D. FARRINGTON
Chairman of the Board,
Chicago, Rock Island and
Pacific Railroad Company

MARSHALL FIELD, JR.
President and Publisher,
Chicago Sun-Times
Chicago Daily News

JAMES B. FORGAN
Vice-Chairman of the Board

WALTER M. HEYMANN
Executive Vice-President

ROBERT S. INGERSOLL
President,
Borg-Warner Corporation

HENRY P. ISHAM
President, Clearing Industrial
District, Inc.

HOMER J. LIVINGSTON
President

HUGHSTON M. MCBAIN
Director,
Marshall Field & Company

BROOKS McCORMICK
Executive Vice-President,
International Harvester Co.

HARRY C. MURPHY
President, Chicago, Burlington
& Quincy Railroad Company

LOUIS B. NEUMILLER
Chairman of the Board,
Caterpillar Tractor Co.

JAMES F. OATES, JR.
Chairman of the Board and
President, The Equitable
Life Assurance Society
of the United States

WILLIAM WOOD PRINCE
President,
Armour & Company

FRANK O. PRIOR
Chairman of the Board,
Standard Oil Company (Indiana)

GILBERT H. SCRIBNER
Scribner & Company

HAROLD A. SMITH
Winston, Strawn,
Smith and Patterson

R. DOUGLAS STUART
Chairman of the Board,
Quaker Oats Company

LOUIS WARE
Chairman of the Board,
International Minerals &
Chemical Corp.

JOHN P. WILSON
Wilson & McIlvaine

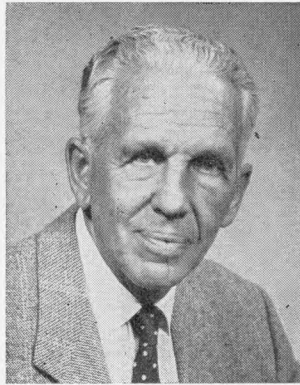
DR. ROBERT E. WILSON
Chicago, Illinois

ROBERT E. WOOD
Director,
Sears, Roebuck and Co.

Building with Chicago since 1863

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, August, 1959



ACROSS the DESK from the Publisher

Dear John L. McClellan:

United States Senator from Arkansas.

As a result of your examination of the Teamsters Union, the question now must be settled as to whether James Hoffa and his gang of criminals and racketeers is more powerful than the government of the United States.

As you put it in your report, Senator McClellan, "The Teamsters represent an issue 'that challenges the integrity and the very supremacy of our government.'"

"Action must come from two sources—from Congress and the courts."

We have often thought during the proceedings of your committee, what would have happened if the president of General Motors Corporation, or American Telegraph and Telephone Company or the American Bankers Association had damned and defied the members of your committee and the people of the United States the way Jimmy Hoffa has done? We are sure that the public would have been terrifically aroused and that remedial legislation would have been passed immediately.

Organized teamsters are one thing, but when they organize to attempt to control the entire commerce of the United States as well as the government itself, then it is time that something be done and done promptly.

Will a *constructive* labor bill be passed? We doubt it.

Representative Carroll Kearns of Pennsylvania said the bill "fails to correct the racketeering that has been revealed by the senate rackets committee.

"It exempts nearly 70 per cent of the unions from even reporting their activities."

After all the evidence which you have produced through your committee, if something is not done soon and speedily by congress and by the courts, then all of your efforts, Senator McClellan, will have been in vain.

Dear David O. Saunders:

Superintendent of Arizona Banks, Phoenix.

In the March, 1958, issue of the NORTHWESTERN BANKER we addressed an editorial to J. R. Heron, president of the Arizona Savings and Loan Association of Phoenix.

The association a year ago was advertising for new accounts and in its national advertising made these statements, "Now—earn 4½ per cent on insured savings at Arizona Savings.

"As a further guarantee of security, your account is insured up to \$10,000 by International Guaranty and Trust Company of Tangier, Morocco."

At that time we had recently returned from Tangier, and we could see no reason why a savings and loan association in Phoenix should have its accounts guaranteed (or attempt to do so) by an organization in Tangier.

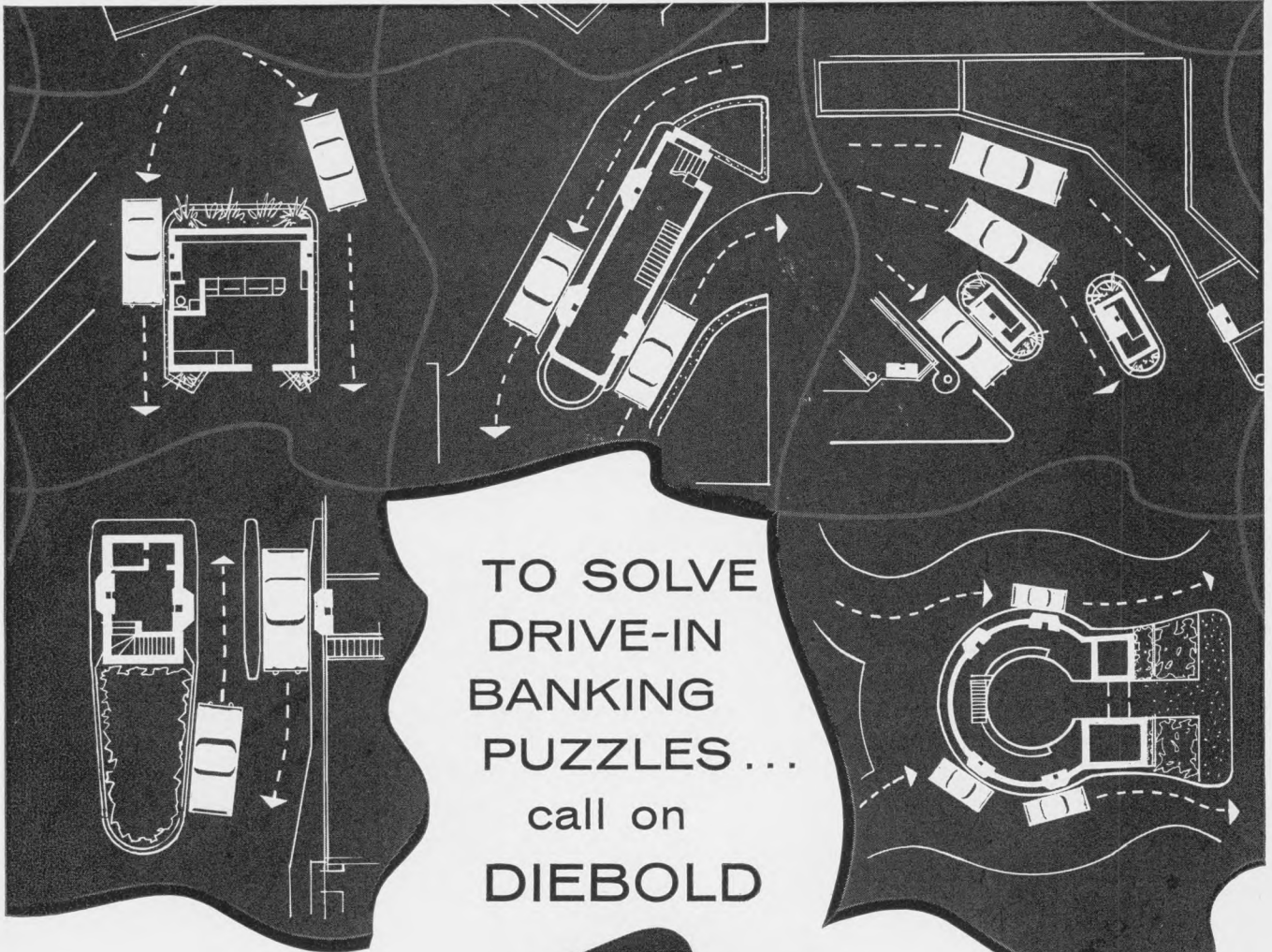
Now, a year later, the Arizona Savings and Loan Association is in receivership and you, Mr. Saunders, have been appointed to take over its affairs. With \$41 million in assets and 39,000 depositors in its main office and 15 branches, let's hope that you can save as much as possible from the "wreckage."

The Federal Savings and Loan Insurance Corporation was established to insure accounts up to \$10,000 in associations, the same as the Federal Deposit Insurance Corporation insures deposits in banks up to \$10,000, and why any individual would carry an account with a bank or with an association not a member of these insured corporations seems incredible.

What happened to the "guarantee of security" by the International Guaranty and Trust Company of Tangier, Morocco?

Lost, perhaps, in the sand dunes of the desert!

Clifford DePuy



TO SOLVE
DRIVE-IN
BANKING
PUZZLES ...
call on
DIEBOLD

Diebold's experience and leadership in drive-in banking offers you the most effective, most productive way to bring drive-in banking at its best to your bank.

Whatever your building situation, whatever the traffic pattern, Diebold's intimate knowledge of drive-in banking and comprehensive range of drive-in banking equipment will help you develop the kind of installation that is convenient for your customers and profitable for you.

To be sure your bank provides drive-in banking at its best, call on Diebold, manufacturer of the world's finest bank equipment for nearly a century.



**DIEBOLD DELUXE
DRIVE-UP WINDOW**

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BANK EQUIPMENT
CANTON OHIO

Gentlemen:
Please send me complete information about
Diebold Drive-In banking.

Name ----- Title-----

Company -----

Address -----

City----- Zone___ State_____

B-123

Northwestern Banker, August, 1959

IRVING TRUST COMPANY

NEW YORK

STATEMENT OF CONDITION, JUNE 30, 1959

ASSETS

| | |
|---|------------------------|
| Cash and Due from Banks | \$ 470,618,970 |
| Securities: | |
| U. S. Government Securities | 412,635,951 |
| Securities Issued or Underwritten by U. S. Government Agencies | 34,628,839 |
| Stock in Federal Reserve Bank | 3,347,100 |
| Other Securities | 9,677,923 |
| | <u>460,289,813</u> |
| Loans: | |
| Loans Guaranteed or Insured by U. S. Government or its Agencies | 29,287,034 |
| Loans Secured by U. S. Government Securities | 53,772,211 |
| Other Loans | 785,247,285 |
| | <u>868,306,530</u> |
| Mortgages: | |
| U. S. Government Insured F.H.A. Mortgages | 16,795,906 |
| Conventional First Mortgages on Real Estate | 349,431 |
| | <u>17,145,337</u> |
| Banking Houses | 16,535,973 |
| Customers' Liability for Acceptances Outstanding | 43,822,896 |
| Accrued Interest and Other Assets | 8,956,022 |
| Total Assets | <u>\$1,885,675,541</u> |

LIABILITIES

| | |
|--|----------------------|
| Deposits | \$1,677,146,752 |
| Taxes and Other Expenses | 13,642,980 |
| Dividend Payable July 1, 1959. | 2,080,800 |
| Acceptances: Less Amount in Portfolio | 46,108,922 |
| Other Liabilities | 7,252,666 |
| Total Liabilities | <u>1,746,232,120</u> |

CAPITAL ACCOUNTS

| | |
|---|------------------------|
| Capital Stock (5,202,000 shares — \$10 par) | 52,020,000 |
| Surplus | 59,550,000 |
| Undivided Profits | 27,873,421 |
| Total Capital Accounts. | <u>139,443,421</u> |
| Total Liabilities and Capital Accounts. | <u>\$1,885,675,541</u> |

U. S. Government Securities pledged to secure deposits of public monies and for other purposes required by law amounted to \$90,341,599.

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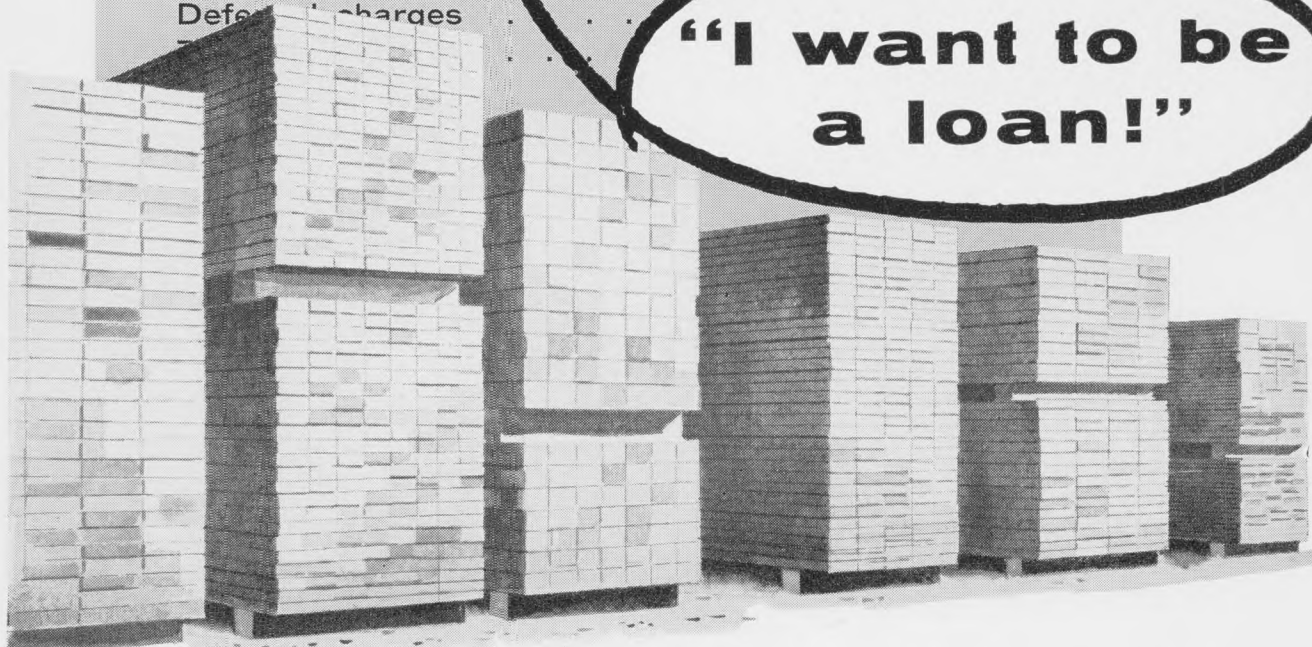
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

LAWRENCE LUMBER, INC. BALANCE SHEET

ASSETS DECEMBER 31

| | |
|---|--------------------|
| Cash in banks and on hand | \$ 87,406 |
| Accounts receivable | 396,128 |
| Prepaid expense | 43,000 |
| INVENTORY | \$1,231,000 |
| Total current assets | \$1,757,534 |
| Land | \$ 117,600 |
| Building and equipment | 210,485 |
| Construction work in progress | |
| Deferred charges | |

"I want to be a loan!"



Mr. Loan Officer—whenever you see a financial statement on which the INVENTORY “wants to be a loan”—why not call in Lawrence. Lawrence System Warehouse Receipts enable you to convert inventories into prime collateral for secured loans ranging from \$15,000 to \$1,000,000 or more.

LAWRENCE ON WAREHOUSE RECEIPTS



... IS LIKE CERTIFIED ON CHECKS

LAWRENCE WAREHOUSE COMPANY

NATIONWIDE FIELD WAREHOUSING

37 Drumm Street, San Francisco 11

100 N. LaSalle Street, Chicago 2 • 79 Wall Street, New York 5

OFFICES IN PRINCIPAL CITIES

The **FIRST**
NATIONAL CITY BANK
of New York



Head Office: 55 Wall Street, New York

78 Branches
in Greater New York

78 Overseas Branches,
Offices and Affiliates

Statement of Condition as of June 30, 1959

ASSETS

| | |
|---|------------------------|
| CASH AND DUE FROM BANKS | \$1,781,904,990 |
| UNITED STATES GOVERNMENT OBLIGATIONS | 1,226,842,463 |
| STATE AND MUNICIPAL SECURITIES | 491,200,554 |
| OTHER SECURITIES | 102,204,164 |
| LOANS | 4,078,243,244 |
| CUSTOMERS' ACCEPTANCE LIABILITY | 85,191,570 |
| FEDERAL RESERVE BANK STOCK | 18,600,000 |
| INTERNATIONAL BANKING CORPORATION | 7,000,000 |
| BANK PREMISES, FURNITURE AND EQUIPMENT | 46,327,774 |
| ITEMS IN TRANSIT WITH OVERSEAS BRANCHES | 20,260,007 |
| OTHER ASSETS | 13,360,143 |
| <i>Total</i> | <u>\$7,871,134,909</u> |

LIABILITIES

| | |
|--|------------------------|
| DEPOSITS | \$6,966,148,289 |
| LIABILITY ON ACCEPTANCES AND BILLS | 88,029,746 |
| FOREIGN FUNDS BORROWED | 8,525,700 |
| RESERVES: | |
| UNEARNED INCOME | 35,908,532 |
| TAXES AND ACCRUED EXPENSES | 44,856,868 |
| DIVIDEND | 8,280,000 |
| SHAREHOLDERS' EQUITY: | |
| CAPITAL | \$240,000,000 |
| (12,000,000 Shares—\$20 Par) | |
| SURPLUS | 380,000,000 |
| UNDIVIDED PROFITS | 99,385,774 |
| <i>Total</i> | <u>719,385,774</u> |
| <i>Total</i> | <u>\$7,871,134,909</u> |

Figures of Overseas Branches are as of June 23.

\$528,768,362 of United States Government Obligations and \$12,622,250 of other assets are pledged to secure Public and Trust Deposits and for other purposes required or permitted by law.

Member Federal Deposit Insurance Corporation

Affiliate of The First National City Bank of New York for separate
administration of trust functions

FIRST NATIONAL CITY TRUST COMPANY

Head Office: 22 William Street, New York

Capital Funds \$34,919,268

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Trustee, George F. Baker Trust

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President, The Anaconda Company

PERCY CHUBB, 2nd
Partner, Chubb & Son

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Corporation

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DeWITT A. FORWARD
Vice-Chairman

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Your eyes and ears in Chicago...

Speedy communications, diligent personal service, is why our many correspondent banker friends use City National as their eyes and ears in Chicago.

Big enough to handle *all* correspondent banking services... buy and sell... portfolio advice...

transfer of funds... clearings. Small enough to provide the personal attention *each* job needs. You always deal with an officer at City National.

Whenever you need diligent eyes and ears in Chicago, call on City National. We'd like to do business with you.

Member
Federal Deposit
Insurance
Corporation



CITY NATIONAL BANK

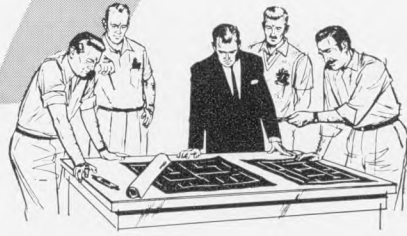
AND TRUST COMPANY OF CHICAGO

208 South La Salle Street • FRanklin 2-7400

© City National Bank and Trust Company of Chicago, 1959

Northwestern Banker, August, 1959

How to avoid seven common mistakes in new quarters planning



Your new quarters committee, facing decisions which will deeply affect your institution's future, needs all the information it can obtain about the planning and designing of financial quarters. For this is unfamiliar ground for most bankers, and mistakes made in the initial planning stages can be costly and even disastrous to your bank's future.

As a service to bankers, Bank Building Corporation makes available a series of informative brochures, created to help you avoid some common planning misconceptions and errors. Based on the experience accumulated on more than 3,500 completed financial projects, these booklets can be invaluable aids. Send for any or all of them today; no obligation!

THE PLANNING MISTAKES.....AND HOW TO AVOID THEM

1 Budget thinking that confuses price with true cost, sacrificing future profits for illusory savings.

Send for

THE TRUTH ABOUT NEW QUARTERS COSTS,

a penetrating analysis of budget problems in financial planning and design.

2 Over-emphasis on exterior appearance, too little stress on the expert planning of basic design that produces maximum efficiency.

Send for

SPECIALIZED PLANNING—BLUEPRINT FOR PROFIT,

with examples of planning techniques which saved thousands of dollars for Bank Building clients.

3 Considering new quarters as an expense, rather than an investment in increased business, improved operating efficiency, better profits.

Send for

WHAT HAPPENS TO BUSINESS AFTER A

BANK MODERNIZES, documented case histories of 57 banks whose modernization produced important results.

4 Deciding to remodel an existing structure, or build a new one, without a skilled analysis by experts.

Send for

BANKER'S GUIDE TO REMODELING,

an authoritative planning guide with details on many successful remodelings.

5 Failure to analyze fully the impact of the Motor Age on customers' banking habits.

Send for

GUIDE TO SUCCESSFUL MOTOR BANKING,

an informed study of the factors involved in planning drive-in facilities.

6 Acceptance—because of inadequate background information—of plans which do not measure up to today's competitive requirements.

Send for

PHOTO TOUR OF NEW BANKING QUARTERS,

with many photo-examples of outstanding financial design of both large and small banks, from Maine to California.

7 Belief that any designer, no matter how inexperienced in this technical field, can create a bank design that is most effective for you.

Send for

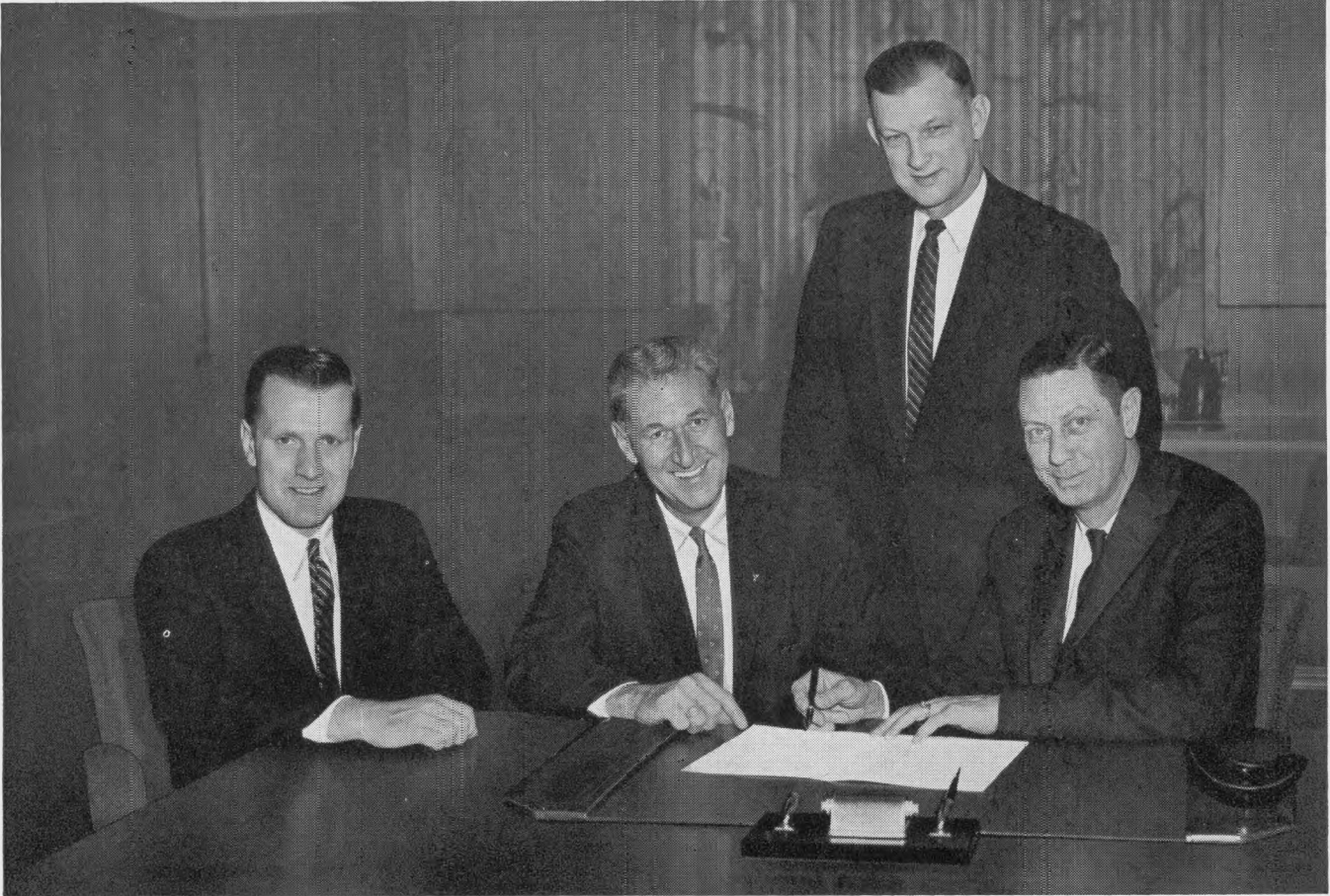
3300 BANKERS CAN'T BE WRONG,

and learn what other bankers (many of them near you) say about specialized, experienced financial design.

Send for any or all of these booklets...
Investigate before you invest!

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OF AMERICA

St. Louis, 1130 HAMPTON AVENUE
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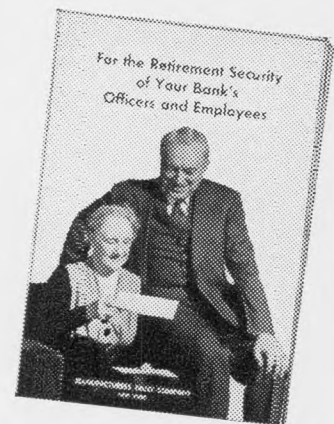
Francis Walters, president, First National Bank of Mishawaka, Indiana, signing the agreement establishing his bank's pension plan, as John Eggert, vice president and cashier (standing) looks on. Representing Manufacturers Trust at left Paul Tibbetts, assistant trust officer and Joe Snyder, assistant vice president. Joe Snyder has initiated pension plans for 42 banks in Indiana, Illinois and Iowa.

Signing Another Declaration of Independence

The picture above, taken in the office of our correspondent, The First National Bank of Mishawaka, Indiana—has a human as well as historical significance. It marks the 100th bank to join Manufacturers Trust Company's Retirement Program for Correspondent Banks.

Every day, more and more bank officers and employees in every corner of America are participating in the Program—can look forward to the greater independence and security made possible by the foresight and cooperation of the managements of their banks.

The Retirement Program for Correspondent Banks was created to bring to banks, of any size, all the important features and advantages found only in the most modern pension plans of large institutions. A booklet is available which describes the Program in detail, and gives precise facts about the low cost of a preliminary study and report on which a sound pension plan can be based.



For a copy of this booklet, write or phone Paul D. Tibbetts, HAnover 2-7200.

MANUFACTURERS TRUST COMPANY

Head Office: 44 Wall Street, New York 15, N. Y.

Member Federal Deposit Insurance Corporation

Northwestern Banker, August, 1959

IOWA'S FAVORITE CORRESPONDENT BANK

A successful Correspondent Bank Department . . . like a bountiful corn crop . . . must be planted in the fertile soil of helpfulness . . . be cultivated with care . . . and be nurtured with the sunshine warmth of friendliness and understanding.

Central

**NATIONAL BANK
and TRUST COMPANY**

FIFTH and LOCUST • DES MOINES, IOWA
Telephone—CHerry 3-8181

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—Northwestern Banker.

Northwestern Banker, August, 1959



Off-beat, side street location pays off *for the Bank of Bethesda*



"We thought we were taking a chance when we built our new drive-in branch in a new commercial area away from the main thoroughfares," says Mr. Edward D. Sacks, Vice President of Maryland's Bank of Bethesda.

"But it certainly paid off. New deposits attributable to this facility already exceed \$1,000,000. Customers say it's our uncongested location that makes banking with us so pleasant. What we feared might be a disadvantage has turned out to be one of our greatest assets.

"The entire cost of the installation was \$97,000, including land, building and equipment. We anticipated it

would pay for itself in five to six years, but our better than 15,000 cars monthly average has already cut our estimate on pay-off to three years.

"We looked at all the drive-in windows before deciding on Mosler. You can't ignore exclusive features like Mosler's draft-proof deposit drawer and constant, hi-fi speaker-microphone system. As a matter of fact ours is strictly a Mosler operation. In addition to four drive-in windows, we decided on a Mosler walk-up window, day and night depository and money safe.

"We're looking forward to opening another branch in a couple of months. You can bet it will be Mosler equipped."

Problem Solving—A Mosler Specialty. From auto banking to the largest bank vaults, Mosler design and manufacturing experience is at your service. Write for Mosler's "AUTO BANKING IDEA BOOK" and information on any banking problem involving banking equipment.

Integrated banking equipment by

THE MOSLER SAFE COMPANY

Dept. N, 320 Fifth Avenue, New York 1, N. Y. • World's Largest Builders of Safes and Vaults... Since 1848

Financing Your Local Industries

● *"Money finders" assist banks in promoting funds*

IN THE last decade hundreds of small cities and towns have successfully campaigned to attract and bring industry into their community. Inducements have ranged from provision of a completed plant to be amortized over a long term, to an advantageous tax structure for a specified number of years.

The small town environment has many plus values for industry: the labor pool is constant and superior; many economies in operation can be effected; the self-interest of the community in the success of a large employer establishes excellent public and labor-management relations.

Industry, in turn, makes its own signal contribution to the welfare of the community. It helps maintain a stable and well-balanced economy; it provides a source of steady employment which sparks home building, and the purchase of freezers and televisions and home furnishings and automobiles.

Financial Needs

While the gains from operation in a small community are understood and appreciated, many companies have been reluctant to make an apparently desirable emigration from the

big town because of their continuing financial needs. The very existence of an industry can be dependent on ready access to money sources. A manufacturer may require half a dozen different types of loans during a single year's operation. He may need money for expansion of raw materials or finished product inventory; he may need new equipment, or added production facilities, or accounts receivable financing, or factoring.

Ideally, one single program of financing encompasses all of these in one package. Generally, however, the facilities of local banks are not designed to fulfill all the multiple financial requirements of a sizable local industry. It is then that the services of a broker, joined to the knowledge of the local banker, can serve well to help establish a gratifying financial climate.

The records of Associated Loan Counsellors of Chicago, who are financial brokers, disclose numerous instances of banks which have taken the initiative in securing financing from outside sources for a local industry.

Non-Bankable Loan

There was, for example, the cheese

factory, located in a midwest dairy region, which required a non-bankable long-term loan for new equipment. The local banker was well aware that this new equipment would assure the company's continuing and gratifying profit. He also recognized that his customer, like many other businessmen, neither had the know-how nor the time to shop for money. At the request of the banker, Associated Loan Counsellors undertook to secure the necessary funds, and accomplished the assignment successfully.

The banker's efforts assured the continuance in the area of a progressive, profitable operation, whose prosperity will be reflected in the economic life of the entire community. Industry, with a view to resettlement, will inevitably recognize the value to any newcomer of such cooperation.

Another instance of a banker's efforts in behalf of a local concern is that of a manufacturer of a revolutionary machine for the plastic field. The local bank had financed the operation to the full extent of its limitations, for there was no question as to

LOCAL INDUSTRIES . . .

(Turn to page 86, please)

Northwestern Banker, August, 1959

Credit Files Aid Better Farm Lending

Written Especially for
The Northwestern Banker
By **J. D. LEMMERMAN**
Cashier
National Bank of Monmouth
Monmouth, Illinois

THE installation of credit files in a country bank seems to be becoming more the rule than the exception. This is being brought about by the increasing credit needs of farmers in an ever expanding industry and in many cases is being encouraged by the examining departments. Yet there are a large number of banks of all sizes that have failed to make one of the most valuable installations possible in modern lending operations.

I once heard the story of a vice president returning from the funeral of the president of his bank who said, "We just buried our credit department." This is so true in the banks that do not have credit files. Termination of service by reason of retirement or death of one individual brings about a situation that could take years to overcome.

Whether personal pride or unwillingness to share their responsibilities with others is the contributing factor, the fact remains that succession of management is hampered to the extent that the entire operation of the credit department is endangered.

Credit files are nothing more than a written record of a borrower's financial responsibility and credit needs. To assume the risk in meeting the credit needs of its customers a bank must have this information. They enable all loan officers to handle routine requests with confidence and provide a quick method for new loan officers to become familiar with the many lines of credit. They provide a written record of all agreements made with the borrower which prevents any misunderstanding that might arise, and most important of all, a good credit file gives the customer more confidence in the bank when he knows that more than one loan officer understands his needs.

Many articles have been written on the use of credit files but most of these have centered around operations in a large city bank. This type of system involves a file containing several sections of loan comments, analysis sheets, correspondence, newspaper

clippings, information on insurance, management and what have you. The complexity of this type of file is discouraging to the country banker handling principally agricultural credit.

The more simple the file, the more valuable it becomes to a small bank. A single folder with one side used to attach the comment sheet and the other for the financial statement is probably the most efficient. If it is desired to carry additional information on some of the borrowers another section could be added or the information could be attached under the financial statements.

In our bank we try to keep both the credit file and the procedure of using it as simple as possible. When we wait on a customer we bring the file to our desk so there is no chance of forgetting to enter a comment. The comment made by the lending officer is in longhand on the Credit File "Memo" shown in illustration No. 1. In this memo we cover the following points:

1. What we did (loaned, paid or renewed, etc.).

Illustration No. 1

CREDIT FILE MEMO

| | | |
|--------------------------|--|-----------------------|
| Date..... | Name..... | Total Credit |
| Promised to Loan \$..... | Wants to Borrow \$..... | Open |
| Endorsed \$..... | Paid \$..... | Secured \$..... |
| Renewed \$..... | Loaned \$..... | Fin. \$..... |
| @.....% Due..... | Secured by | Endorsers How Payable |
| | | |
| | | |
| | | |
| Statement Date..... | Recap of Loans and Additional Information (See other side) | |
| | Yes or No (strike one) | |
| | Signed..... | |

Illustration No. 2

RECAP OF LOANS

| Date of Note | Amount | Due Date | Secured by |
|--------------|------------|-----------|-------------------|
| 9-25-19.. | \$6,000.00 | 3-25-19.. | Open |
| 1- 5-19.. | 2,500.00 | 3- 4-19.. | Open |
| 2- 1-19.. | 3,000.00 | 8- 1-19.. | C/M on 60 steers |
| 2-28-19.. | 1,000.00 | 8- 1-19.. | Advance under C/M |

SELLING SCHEDULE

| Kind | Present Weight | Approx. Selling Date | Expected Weight | Price | Proceeds | Disposition of Proceeds |
|-----------|----------------|----------------------|-----------------|-------|----------|-------------------------|
| 100 Hogs | ..220 lbs. | 3- 1-19.. | 225 lbs. | 16c | \$3,600 | Pay \$2,000 on line |
| 120 Hogs | ..200 lbs. | 3-15-19.. | 225 lbs. | 16c | 4,320 | Pay 4,000 on line |
| 60 Steers | ..800 lbs. | 7-15-19.. | 1,000 lbs. | 25c | 15,000 | Pay balance of line |

2. How we did it (open or secured by chattel mortgage, etc.).
3. For what (operating expense, purchase of livestock).
4. Due date.
5. How it is going to be repaid or from what source repayment was made.

Some typical comments would be as follows:

- (a) Loaned \$2,000.00 @ 5% due....
...19... open, for operating expense. Has 100 hogs now weighing 100 pounds to go by due date and will repay from the proceeds.
Statement Date..... 19....
- (b) Renewed \$2,500.00 @ 5% due
.....19.. open. Part renewal of \$6,000.00 open due 6-1-1959 after a \$3,500.00 reduction from

the sale of 120 hogs, weight 225 pounds @ 15c—proceeds \$4,050.00. Has about 80 more hogs to go by due date.
Statement Date..... 19....

- (c) Paid \$5,000.00 @ 5% due
19... secured by Chattel Mortgage on 60 steers from the sale of the steers—1,110 pounds @ 27c. He is going to look at more cattle. I told him we would finance the purchase if he needed credit. We will need a new financial statement when a new loan is made.
Statement Date..... 19....

This produces all the information needed to maintain credit files. When the memo is completed it is attached to the credit file and placed on the loan secretary's desk who types the information on the comment sheet in the credit file.

After the bank closes, all files on which there has been activity during the day are passed among all of the lending officers. In doing this all are kept informed about the changes in the borrower's line and have knowledge of any loan commitments that were made during the day.

I wouldn't argue with some of the "old-timers" about the importance of financial statements at certain periods throughout the year but I would suggest that perhaps they are overlooking a method of supplementing the information disclosed in a statement.

A financial statement shows the borrower's financial position at a given time. Within a few weeks, however, the information contained becomes outdated. Livestock has increased in value or has been sold, grain on hand has decreased and the debt picture has changed one way or another. Naturally, a statement could be taken often enough to reflect these changes

A Counter Check That Is Safe

THE First National Bank of Lincoln, Nebraska, uses a counter check that combines the necessary elements of customer convenience along with protection for both customer and the bank. This check is

right hand corner as is customary on any check. At the left of the customer's signature line is type that says, "NOT NEGOTIABLE—To be used only at the counter of this bank and by the drawer personally."

| | |
|--|--|
| <p>IN 233B:10M DETACH THIS STUB AND RETAIN AS YOUR MEMORANDUM</p> <p>Date _____ 19____</p> <p>Withdrawn from The First National Bank of Lincoln Lincoln, Nebraska</p> <p>\$ _____</p> <p>RECORD THIS WITHDRAWAL ON STUB OF YOUR CHECK BOOK</p> | <p style="text-align: right;">LINCOLN, NEBRASKA _____ 19____</p> <p>Received in Person From My Checking Account at</p> <p style="text-align: center;">The First National Bank of Lincoln Lincoln, Nebraska</p> <p style="text-align: right;">42-1 1041</p> <p style="text-align: right;">_____ DOLLARS \$ _____</p> <p style="text-align: center;"><u>NOT NEGOTIABLE</u> TO BE USED ONLY AT THE COUNTER OF THIS BANK AND BY THE DRAWER PERSONALLY</p> |
|--|--|

used by checking account customers wishing to make a withdrawal from their account.

As shown on the check illustrated here, a line of small type reads, "Received in Person From My Checking Account at" and then the name "The First National Bank of Lincoln, Lincoln, Nebraska," appears in large type on two lines, centered on the check. The check is printed on yellow paper.

The customer fills in the written dollar amount as well as the amount in numbers, and signs it in the lower
For the convenience of the cus-

tommer, a stub is attached on which can be noted the date and the amount of withdrawal from the account. The customer tears off the stub as his record to be entered in his checkbook later.

Officials of The First National feel that this type of check effectively stops the bad check artist from cashing a string of First National Bank of Lincoln checks across the country. The only other checks on the counter are universal checks and, of course, the name of the bank must be written in on these checks.—End.

but, on the other hand, in dealing with farmers we are interested mainly in the property he has to sell.

The surest way to find you have made a capital loan is to rely on the borrower's net worth which includes his land and machinery without any regard to the property that is going to turn into cash and ultimately pay his line of credit.

We have found that by recapping the borrower's notes (and other debts or payments if necessary) and working out a selling schedule, we not only keep ourselves posted on the progress that the livestock is making, but we are able to match anticipated income against the borrower's debt and after allowing a reasonable margin can determine if he will be able to pay the debt.

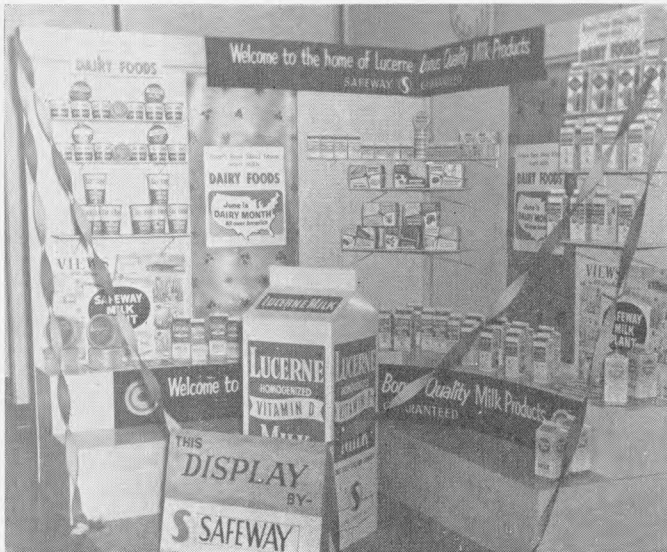
Illustration No. 2 shows the method we use in recapping the borrower's line and setting up a selling schedule. This is probably one of the most valuable parts of our operation and I would strongly urge any bank, whether they are already using credit files or merely anticipating their use, to consider a system of this type.

Prior to the use of credit files in a bank, much of the time of the loan

officers was spent with the examiner during his visit going over the many lines of credit. In most cases the financial statements were old enough that they didn't present the true picture at that particular time. Therefore, the information conveyed to the examiner for the most part was through the memory of one or more of the loan officers. How they kept all of this information in their mind has always been a mystery to me.

Through the use of credit files nothing is left to memory. The examiner has all of the information available to him by reading the comments in the credit files. Very little of the lending officer's time is needed and many loans that would be questioned meet with the examiner's approval because the history of the loans are available to him.

With the cooperation of all of the lending officers there is no reason why every bank, regardless of size, cannot have credit files. They provide a source of credit information that will be available during the absence of any one individual and through their use the bank can be of better service to the community.—End.



*Written Especially for
The Northwestern Banker
By J. E. SHELEDY
Cashier
First National Bank
York, Nebraska*

LIKE most banks, we have heavy customer traffic—greater even than most of our local merchants enjoy. A thought came to mind, why not provide an area in our lobby where local businessmen could display some of their merchandise, to be viewed by hundreds of potential customers who may never have entered their stores.

An informal survey with many York merchants revealed all to be enthusiastic about such a display area.

We had a teller's window in one corner of the lobby which was detached from the other units and was never used. Such space was adequate for both size and location.

Valuable Suggestions

Before any construction was begun, an interior decorator from a large department store was consulted. His suggestions proved invaluable on matters concerning size of the area, materials to be used, lighting and the other factors necessary for such unit. A recent Dairy Month display is shown above.

The display area is approximately eight by eight feet and has two pegboard backboards—each with a strip of Acrylite glass running vertically. For the display of merchandise, two portable steps were built by our local contractor, one about three feet in width and the second about half the size. Both fit snugly into the corners of the display area and can be altered or removed as necessary for each merchant's display. A number of shelves are also available which can be easily attached on the pegboard.

The two Acrylite glass panels are illuminated from behind which presents an attractive background for any exhibit. Also provided are several electric outlets in the area.

The floor of the display area is carpeted.

Once the construction of the display area was complete,

Provide Lobby Displays for Local Merchants

the next step was to arrange for the use of the area by bank customers. The entire list of business customers was screened with the idea of making the space available to all for whom it would serve a useful purpose. From the original list, those were eliminated who obviously would not desire to use the area. These included professional men, liquor dealers and others whose business did not lend itself to this type of advertising.

Personal letters were then written to all remaining business customers advising them that the display space would be available to them for periods of one week each. They were asked in the letter to call at the bank to draw for their week, since an attempt to arrange an appropriate week of the year for each type of business would have been impossible.

The response to the letter was beyond our expectations. We received requests for all the weeks in 1959 within the first five days and subsequent requests were assigned the weeks in 1960 in chronological order. The display area is now reserved through July of next year.

This plan of assigning weeks to merchants who desire the space also allows us to make the area available to new business accounts who have signed up since the first letter was sent out. Once the opportunity has been afforded to all merchants who wish to use the area, we will start the cycle again.

Each displayer is furnished a small placard with the business name printed as desired—including his choice of style of print and trade names or slogans used with the business. The placard is easily placed in a special frame which can be located at any spot in the area desired.

One Limitation

Only one limitation is made on the use of the display area—prices are not allowed to appear on any items displayed.

Local firms using the space are reminded three weeks in advance of their date by letter since many of them rely on wholesalers to assist them with display material. The letter is followed with a telephone call one week prior to their opening date.

New displays begin on Monday and must be removed Saturday afternoon after the bank closes.

Only one cancellation has been received for use of

LOBBY DISPLAYS . . .

(Turn to page 34, please)

How to set up your own . . .

Complete Audit Program

By H. L. BAUDER

Assistant Vice President

The Pueblo Savings and Trust Company
Pueblo, Colorado

ONE of the best controls that can be established in any bank, regardless of size, manpower or whether you have an auditor or not, is that of improved operations.

Directors should make provisions for a control officer, outline his responsibilities and require a report of his activities. Directors should then digest his suggestions for improvements in operations and control.

The control officer should have freedom to make checks and investigations necessary to his performance of duties. He should handle no cash and make no entries to the bank's books.

Nine Safeguards

Here are nine safeguards that any bank, regardless of size, can use:

1. Rotation of employees is an excellent deterrent to defalcations if done as a surprise and is of sufficient duration as to permit disclosure of any irregularities. An auxiliary benefit is the increased ability of employees to fill positions during illness and vacations, as well as their preparation for advancement.

2. Separate the handling of cash and the keeping of records. No individual should be allowed to handle a transaction from beginning to end. Automatic checks and balances will provide a high degree of protection.

3. Never allow a person, even the president, to pass up a vacation period. If two weeks are allowed, be sure the total time is taken all at once.

4. Observe the outside activities of your officers and employees. Have you ever looked at their checks, deposits and ledger sheets? Are they driving cars above their income level?

5. Hand in hand with the above, have someone in your bank available to talk over personal affairs with your employees if they want it. Many a problem can be talked down to size and solved before the embezzlement solution is considered.

Adequate Salaries?

6. Be sure salaries are adequate for work performed. If the salary available is not adequate for the expenses of the person in question, help him find a position where he can make enough to cover his expenses.

7. Direct verification is, many times, the only way to uncover irregularities.

It must be handled in a careful manner as the indirect public relations results can be either to your advantage or disadvantage. If the customer can be made to feel that the verification is for his benefit, you have won the battle. If he feels you are making him work for you or that you don't know whether your records are right or not, it will be detrimental.

8. Consider accruals as a further safeguard to defalcation. The value of such a system is in direct proportion to its complexity. However, you may find that auditing through accruals is less expensive and of more value than an equal expenditure of time and money for auditing by other means.

Easily Converted Items

9. Provision should be made for dual control of easily converted items such as reserve cash, negotiable collateral for loans and investment securities. Dual control procedures must

be observed regularly to determine if adequate protection is still available. Such control can be attained very easily even when only one lock is available. Recently, we had a single key lock on a cabinet upon which we wanted dual control. The addition of a clasp and a padlock allowed us to have dual control without great expense. A key shield for a combination will allow dual control on a single combination.

Here are some specific audit procedures that can be installed, suggested only as guides for your own thinking:

As cash and coin are the most liquid of all assets, keep reserve cash under dual control and order periodic verification of the reserve cash. Don't take for granted that cash inside the coin bag always tallies with the amount stated on the tag. A periodic liquidation of all reserve cash is good insurance.

Due From Banks

Due from banks is a fertile field for embezzlement. Separation of duties should be the by-word for this audit. Not everyone in the bank is authorized to sign checks so it is relatively easy to find a non-signer to reconcile these accounts. Other loopholes to plug are the pre-numbering of drafts, availability of only a working supply of drafts, no drafts signed in blank and cancellation of spoiled drafts.

The investment account, usually representing a large portion of the bank's assets, can be the easiest to



ORDER periodic verification of cash inside coin bags to see if it tallies with amounts stated on tags.

COMPLETE AUDIT . . .

(Turn to page 38, please)

Northwestern Banker, August, 1959

*Written Especially for
The Northwestern Banker*



By R. E. RAWLL
*Vice President
Christmas Club
a Corporation
New York, New York*

Here Are Reasons Why . . .

Financial Institutions Need Christmas Club

MILLIONS of people have outgrown the daydream stage. Their cars, their homes, their possessions and their positions are evidence that past "daydreams" have become realities. These are the people who have tremendous power to influence the thoughts and actions of other people still in the "daydream" consciousness.

There is very little opportunity to acquire wealth today, under our present tax structure, unless thrift and saving practices become a part of the individual's economic thinking. More than 13 million people have found Christmas Club the gateway to their economic growth.

Through the years, experience has demonstrated the fact that by saving small amounts of money regularly and systematically the yearly accumulation returned in one lump sum has raised the scope of the individual's capabilities. Once the door of the mind is opened to the individual's capacity, and the practice of self-reliance, responsibility and persistency has established confidence, the next step to enlarge one's goal becomes automatic.

Man's desire to be economically free is as basic as his desire to live. Christmas Club is one way of taking the first step in the lesson of freedom from want. It is a lesson based on one of man's greatest instincts, "giving." The idea of accumulating money for Christmas "giving" appealed to the

public. The Christmas Club method was so easy, people soon learned that by using the same method they could save a little more which would take care of their taxes or insurance or perhaps a luxury item which could not be purchased out of their income without a little sacrifice saving.

With each new adventure in enlarging their goals, people learned the habit of saving, the value of friendly relationships made at their Christmas Club financial institutions, and above all they learned a wonderful lesson in the importance of self accomplishment. Christmas Club members have become banking customers for every service a financial institution has to offer.

The business of a financial institution is people. Christmas Club brings people to the institution. The successful banker considers the needs of the people. The only way people can possibly attain the goals they set for themselves is to use to capacity their most powerful resource—their brain power. The startling changes in our way of life over the past years foretell of what will almost certainly happen during the next 20 or 30 years. For the rate of change is continuing, even accelerating. New businesses are developing new materials and new products that will present a host of challenging opportunities to individuals willing and able to exploit them.

There is already a fantastic increase in demand for higher education. Higher education costs money. To-

day's students are tomorrow's businessmen and scientists who will welcome the continued financial guidance of the institution that offered the Christmas Club to help them to save for their education.

Christmas Club gives the banker an opportunity to promote human relations. People who become a part of an institution where their smallest endeavor is recognized with sympathetic understanding and good will are not apt to allow a small increase in interest rate offered by another institution to attract them away from their friendly associations. That psychology applies also to larger savers. Even if an increase in dollars accumulated by increased interest rates is appealing to the large savers, friendship, understanding and considerate guidance in the management of their money will be worth much more than the increased interest rates. Promotion of friendship and demonstration of it is urgently needed.

Friendship is a commodity one cannot buy and is rarely lost if it is nurtured intelligently. It must be sincere, for even those people who do not have the ability to express their thoughts in erudite terminology can feel the difference between a grin and a genuine smile. Patronizing diplomacy can make an enemy out of a friend. With all the tools and useful services at his command, a banker must use them properly to attract the confidence of the people. Bankers need people but they need just as much the "know how" to make people their friends.

A little story will illustrate the point of human relations in two banks. A young lady, secretary to a television producer, read an interesting bank ad in the newspaper which promoted small savings. The bank in question was nearer her office than where she banked the daily deposits for her boss and where small savings accounts were not accepted. Her boss graciously permitted her to make the change, he also gave her his personal check for \$50 thousand to open an account for him. She entered the bank with the daily deposit of \$150 thousand and her boss' check for \$50 thousand. The doorman was very gracious when she asked the direction to the savings window and took her to one of the assistant vice presidents on the floor. This gentleman displayed his most professional grin and with red carpet service escorted her to the savings window. When she told him that she had seen the bank ad in the paper promoting small savings, he beamed his delight. But when she told him she would like to open an account for \$100 he closed his lips tight and with stiff formality directed her to another

window and left her standing alone. His change of manner changed her mind about the bank. She departed and walked five blocks out of her way to another bank. She asked there if they accepted \$100 accounts. The teller was charming and assured her that they would welcome her \$100 deposit. The teller's manner didn't change a bit, no matter how he felt, when she made the \$150 thousand deposit and arranged to open the \$50 thousand account for her boss.

The teller at that bank made a friend because he understood human relations. He made the young lady feel as welcome with her little \$100 account as with the larger deposits, and that friendship has grown through the years. It would take a very serious condition to make either the young lady or her boss change their banking connection. Moreover, she has directed many influential people to the doors of her bank. It is quite probable that the top executive of the other bank knew nothing of their employee's deportment, but human relations are often judged by a personal contact made at a bank.

Sometimes Christmas Club members are not presently financially able to support large bank balances, but they may have wealthy friends who are receptive to their enthusiastic recommendations of their Christmas Club Bank. Also, the non-profitable Christmas Club member today may well be a large depositor at some future time.

Christmas Club members like to feel that they belong to the institution that offers them this service. Bankers should never underestimate the power of the "word of mouth" publicity that Christmas Club members can broadcast. The satisfaction of more than 13 million Club members, who save over a billion dollars a year in the Christmas Club, not only contribute mightily to the wealth of the nation but it unifies public opinion that the financial institutions of this country are illuminating their communities with a helpful service that helps people to help themselves. This service can be made a basic starting point for the development of human relations and friendship.

A banker's place in society today takes on much of the obligations of a teacher. Two of the most important attributes the successful banker must possess are first, the ability to deal with all people and affairs equitably and second, the ability to read and absorb the written experiences of others. These attributes develop a feeling of human understanding which is necessary in dealing with people. The barrier of old-fashioned dignity, which has made people fear the banker, and

Business As Usual—in a Church!



TEMPORARY QUARTERS for the Dodge Center State Bank are in the old Methodist Church building located on the town's main street. Photo at left shows **Lyle McCormick** (left), pres., with **E. P. Hartner**, v.p. and cash. At right, Mr. McCormick discusses business inside the church building in front of a stained glass window with **Loyel Hoseck**, a director of the bank.

IT'S not often that a bank makes church news or a church makes banking news but it's happened at Dodge Center, Minn.

The Dodge Center State Bank recently moved into the old Methodist Church building. The move is a temporary one resulting from an extensive remodeling program at the bank.

Lyle McCormick, bank president, says the remodeling will be completed around November 1. In the meantime, it's "business almost as usual" in the church-bank building.

Mr. McCormick, a former employee of the First National Bank of Aberdeen, S. D., who moved to Dodge Center about three years ago, admits he's been on the receiving end of a "great deal of ribbing" because of the new banking quarters.

"It's gradually dying down," he says. "Actually, the church makes wonderful temporary quarters for our

bank. It's large and roomy and we're not at all crowded here like we were in our former building."

Mr. McCormick says he's had a little trouble getting adjusted to the stained glass windows. "They don't seem quite appropriate for a bank," he explains.

The Methodist congregation moved into a new building several years ago. The old building, located on Dodge Center's main street, has since been used as a temporary elementary school while a school building program was under way.

The bank's floor space will be doubled under the new setup and the building will have a 44-foot front. The project includes the installation of an electronic vault door and a new alarm system.

Included in the expansion and modernization program was the purchase of an adjoining building to provide extra space.—**End.**

still does to some extent, must be dropped. Much emphasis has been placed on the need for economic speed-up, but on the need for a spiritual speed-up much less has been said. Those who concentrate solely on "things" or "dollars" can hardly be trusted to use "things" or "dollars" for the essential good of mankind.

Because most of our modern bankers understand the human relations and educational programs necessary to acquire public confidence and friend-

ship, our banking system stands ready to accept the challenge of growth and progress in a startling new era which has already begun.

The contribution that Christmas Club has made, and will continue to make, to the banking fraternity in promoting good will, habits of thrift, development of character and public acceptance of other banking functions are good enough reasons why financial institutions need Christmas Club.—**End.**

GOOD workmanSHIP is in evidence here because the contractors drew up plans for the ship after copying drawings from library book on ships. Steel work on the bank is shown above the ship at right. Bank space will be doubled.



Full Steam Ahead at Rapid City

“Nautical but Nice” Remodeling Promotion Attracts Attention of Friends, Customers and Tourists

*A Northwestern Banker
Interview with*

WALTER W. PAILING
President

*Rapid City National Bank
Rapid City, South Dakota*

IT IS not an unusual sight these days to see a carload or two of out-of-state tourists stopping to take a snapshot of the large mock-up ocean liner which was set up recently in front of the Rapid City National Bank, which is being remodeled.

Tired of the usual boarded up sides with “peep holes,” Walter W. Pailing, president of the bank, asked Ed Hackett, one of the two sons who now operate Henry H. Hackett & Sons, contractors, to come up with “something different.”

Drew Up Ship's Plans

The something different turned out to be the ship shown in the picture above and in order to reproduce such a ship, Mr. Hackett went to the city library, made drawings from pictures

in a book about ships, drew up plans and then set to work.

The ship, called the S.S. Rapid City National, is marked on the bow with “1st Launched 1941” and “Second Launching 1959.” This refers to the date of the completion of the first portion of the building and the date the present remodeling is to be completed. The present addition and remodeling is to be completed and ready for occupancy January 1 or February 1.

Also on the ship are printed the names of firms doing the work at the bank and on the stern is painted the names of the “crew” or staff of the Rapid City National. This is shown pictorially in the lower left corner of this page.

A “Ship's Bulletin”

A “Ship's Bulletin” is tacked on the side of the ship each day and gives news of the day's weather, temperatures and interesting facts about the progress of the construction and remodeling at the bank.

The ship's portholes serve as “peep holes” through which passersby can watch the workmen.

“The reaction here to the project

has been very good,” said Mr. Pailing, “and it is especially interesting to watch tourists do a ‘double take’ when they cruise by the bank. Several stop to take another look and a picture of the ship.”

The bank building is now 50 by 140 feet and Mr. Pailing advises that this space is to be doubled during the present construction. “The bank will be 100 by 140 feet,” he said, “when the work is done.

Adding an Elevator

“We are adding an elevator for rented quarters upstairs and plan to occupy the whole downstairs portion of the building. The entire space downstairs will be like new as we are remodeling it all,” he continued, “and the lobby will be in the new addition. We will have an increased teller line and increased office space. Our book-keeping department will be in the new basement.”

An open house will be held some time after the first of the year to celebrate the completion of the present project, but plans for this have not been completed.

A comparison of deposits through the years indicates the growth of the bank and its area and Mr. Pailing said the outlook for the Rapid City National, the area and the entire state is very good.

Up \$3 Million

“We are up \$3 million over last year at this time,” he said, “and the demand here is up substantially.”

Deposits ten years ago (end of '49) were \$14,263,000; five years ago (end of '54) they were \$17,913,000, and at the end of last year they were \$26,255,000.

Newspapers, TV and radio around the state are featuring the unique idea of the ship as a remodeling promotion and this indicates there can be “something different” to attract public attention to your bank. All it takes, apparently, is a desire to do things a little differently.—End.

| ★ ★ S.S. RAPID CITY NATIONAL UNITED STATES ★ | | | | | |
|--|------------------|------------------|------------------|-------------------|---------------------|
| AT THE CAPTAINS TABLE | | | | | |
| WALTER PAILING | | A.E. DAHL | | H.J. DEVEREAUX | |
| EARL KELLER | | IVAN LANDSTROM | | FRED BARTH | |
| C.G. SKARTVEDT | | B.J. ROSKOS | | RUSSELL HALVORSON | |
| SHIPS CREW | | | | | |
| FRANCES VINCENT | CARL BANGERT | PHIL SCHROEDER | LYLE WELSH | HARRY MYERS | JERRY HARDER |
| CHARLIE CROW | PHIL ZASTROW | WILLIAM KILROY | ED. KEATING | MIRIAM DUNMIRE | GLADYS GILLES |
| JANICE MILLER | LORRAINE ALBERTS | VELLA CABLE | HELEN EHRLINGER | NELTHA NORBY | MAYBELLE SNYDER |
| ROSELLA WIPOND | ALICE BOGUL | RUTH JOY | MAVIS GRADO | LAVONNE WETHE | ESTHER MILLER |
| VIVIANNE PRICE | ALICE SUMMERS | GERALDINE PRICE | PAULINE GUFFEY | MYRNA WRIGHT | MARY VANDEVENTER |
| IRENE HIRSCH | VIOLET FORKNER | LAURA RADEKE | MILDRED STARK | ELLEN THOMPSON | FRANCES MYERS |
| BESSIE CAUBLE | SHIRLEY MOSSER | SONIA ANDERSON | DIANE HOLM | DONNA LOGAN | MARGARET MUEHLBAUER |
| ALBERTA MILLER | SHARON PAISLEY | RUBY FLAIG | LEANNE DAHL | LLOYD KLAUDT | BARBARA LOWRANCE |
| IRENE WEISHAAR | DORIS ESCHEN | WALTER LINDERMAN | GIDEON STROH | SHIRLEY FLOCK | LEONA FELDT |
| AGNES BACHMEIER | ADELLE LUERS | LORENE MIKOLASH | GONITA FLAGELAND | SONDRA HENNER | ED ROUGIER |
| BETTY JENSEN | BARBARA WICKHAM | SHIRLEY HOLLEY | JANICE GROW | LESLIE SHOONOVER | CONNIE HASSEBROCK |
| ANNA WILLIAMSON | DELORES KOENIG | NOREEN LEAO | LOIS ANN ORR | MARGARET BALDWIN | PEGGY VILLENEUVE |
| JANELLE CARLSON | | | NADINE WALSH | HELEN WYSS | ELAINE WHITE |

ON THE STERN of the ship is a listing of the ship's “crew”—officers and directors and all employees of the bank.

Northwestern Banker, August, 1959

A TTRACTIVE, enamel-backed book matches with no advertising message on them are doing a good public relations job for the Home Federal Savings and Loan Association, Knoxville, Tenn.

Based on the idea that word-of-mouth advertising pays off, Home Federal began sending these book matches to every person who opened a savings account with them. It was hoped that ladies would put them in the living room, use them when they had bridge parties, etc. They further hoped that when four ladies sit down at a bridge table one of them would comment on the attractive book matches and that her hostess will say, "They were given me when I opened a savings account at the Home Federal." This remark, it was hoped, should touch off a conversation that would be favorable to business.

The reaction was fine. Each week Home Federal receives two or three letters expressing appreciation for the matches. The program has been carried on for about five years. In many instances a guest will observe the matches in a friend's living room and say "So you have an account at the Home Federal, too."

"We spend about \$1,000 a week on advertising," says William C. Walkup, president, "and it is our feeling that this little program brings as good returns as anything we do."

The cost, including postage, matches, and boxes for mailing, is about 30 cents. Cost of monogramming and the tape runs 11 cents more.

THE First National Bank of Virginia, Minn., used this signboard as part of a series of unusual "apology" advertising displays that were



the 1ST NATIONAL BANK
OF VIRGINIA
"THE BANK THAT SERVICE BUILT" F.D.I.C.

developed in an attempt to inject a few "smiles" into its customers, to offset the inconvenience of plaster dust, broken partitions, blocked aisles and doorways and all the other disturbing influences that normally accompany a bank remodeling project.

D. W. Thompson, assistant cashier of the bank, reported that the reaction of customers to this type of an advertising "apology" was very favorable.

PR Ideas That Sell Your Services

A 1,600 PER CENT increase in safe deposit box rentals was achieved with a one-week promotion at the Merchandise National Bank, Chicago.

The promotion involved a lobby display, shown in the photograph, with



safe deposit boxes painted red, yellow and blue, and live "mums" in a planter box. A "second story man," a member of the bank staff, strolled about the premises with a sign on his back reading: "If everybody had a safe deposit box . . . I'd be out of business." Promotion folders were also handed out by contact personnel. In the accompanying photograph the "second story man" is shown trying to prevent the young lady from seeking safety of a safe deposit box for her necklace.

A CONVENIENT coupon-book method of savings is being used by the Central National Bank of Cleveland, Ohio, to help home owners meet their real estate tax payments.

Here is how the plan works: A user of the thrift account, as the plan is called by the bank, is given a book of 25 coupons to be used over a period of 50 weeks.

The customer opens an account for any amount from \$25 to \$250 and every other week pays from \$1 to \$10 on the account.

F. J. Blake, vice president of the bank, says the plan is most flexible, inasmuch as it can be used for any savings objective and the amounts saved per week, bi-weekly, per month or bi-monthly are completely dependent upon the needs and wishes of the customer.

The use of the coupons eliminated the need for deposit slips, saves time and is convenient. According to Mr. Blake, the plan serves to complete the bank's savings program.

FREE delivery of daily and Sunday newspapers to all patients in the local hospital has paid off handsomely for the First National Bank in Fort Myers, Florida.

An arrangement is made with the local newspaper whereby the bank pays one-half the regular price for the Sunday paper and three-fourths the

Good Morning

Hope you're feeling better.

We thought you'd like to keep up with what's going on in the world while you get healthy.

Here's our morning newspaper with the latest news.



compliments of

The First National Bank

regular price for the daily paper. The papers are delivered by a regular delivery boy of the local newspaper and the bank is billed each month. The cost is about \$65 per month.

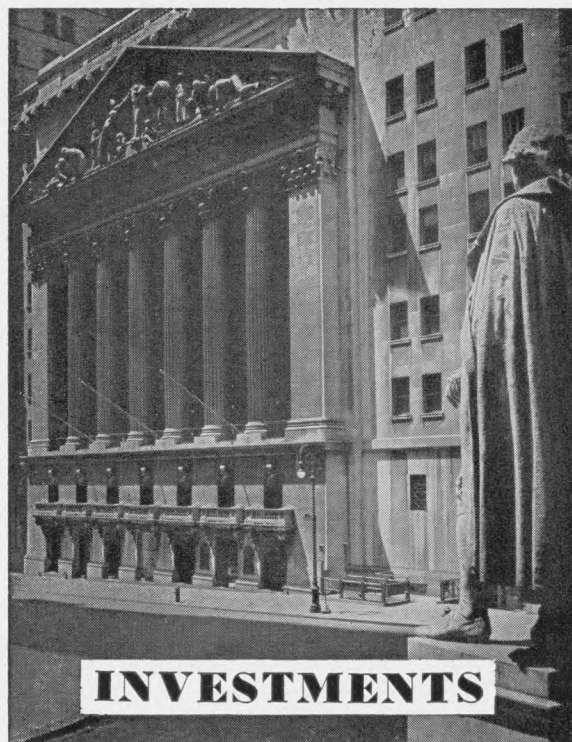
The pictured sticker goes on each paper.

"The idea has been very well received," says R. H. Ricks, assistant cashier of the bank, "and we have received a large number of letters thanking us for the service.

Northwestern Banker, August, 1959

Treasury Woes Mount As Short Term Yields Reach New Levels

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



THE Federal government is at last caught in a financial squeeze brought on by the refusal of Congress to live within the budget income and by the Treasury's unwillingness to raise the difference by borrowing at long term.

How the nation's fiscal managers will wriggle out of the trap they unwittingly set for themselves remains to be seen. Probably the uncomfortable current experience was needed if the legislators are to stop justifying fiscal recklessness on the grounds that "it is only money."

The Treasury's embarrassment is sure to exert a lasting influence of disquieting kind in the investment markets. The structure of basic yields, instead of reflecting the money flows of a seasoned and stable capitalist economy, has become distorted into a pattern more common to a fledgling state off on an all-considered expansionary adventure beyond its needs.

Short-Term Yields

For the moment, market yields on Treasury bills due in a year are about three-eighths of one percentage point higher than yields on Treasury bonds due in 10 years. And the return on the 10-year obligations are from three-eighths to one-half of one per cent more than that from long-term government bonds due in from 26 to 36 years. At this writing, Treasury bills due in July of 1960 are selling at a price to yield 4.65 per cent. Momentarily early this month, they traded at yields of 4.85 and 4.86 per cent. Such rates are competitive with the

best of long-term corporate bond investments, if not with the returns on government-insured and government-guaranteed long-term mortgages bearing Veterans Administration and Federal Housing Administration endorsement.

When short-term basic yields rise to such levels, the financial market-place tends to become heady. Investing interests are tempted to turn away from seasoned practices and to go fishing in strange waters. Such a diversion of the flow of investment money spurs borrowers to sudden shifts of thinking, too. The flow of investment money into "wait-and-see" vantage points returning high yields may tend in due course to reduce short-term yields and to cause long-term yields to rise. Would such fluctuations in turn spur borrowers to play "wait and see," too, and to concentrate their money requisitions in the short market? One thing is sure: when short-term investment yields bulge unduly both borrowers and lenders tend to become unduly rate conscious. Often the more important considerations of portfolio and debt management are let go into eclipse at a time when it is all the more necessary for financial managers to keep their head and for the headlong national economy to be held to a stable course.

Statutory Limits

The dismaying part of the picture is that the situation cannot be expected to stabilize itself merely because the Treasury and Congress show signs of being aware about the cause of the

trouble. Congress holds the means for bringing about a more stable condition, not only by means of budget reform, but in the field of debt management, too. Until Congress removes a 40-year-old prohibition against borrowing long term at a rate higher than $4\frac{1}{4}$ per cent, the Treasury has no choice but to borrow at short-term. And as things now stand, about half of the Treasury's 47 outstanding issues of bonds and notes are selling at yields higher than $4\frac{1}{4}$ per cent. In a word, history has left the old statutory limitation far behind.

The block that Congress has in money matters stems, of course, from attitudes toward the budget and the economy that became entrenched during the great depression. Carried into public office and re-elected repeatedly on platforms pledged to relieve unemployment and to prevent the private-property system from lapsing into "stagnation," the national legislature finds it hard to get concerned about the economic disorder of opposite kind—inflation.

Probably the money stringency that the Treasury is now experiencing is only the first of many symptoms to be registered before Congress gives up trying to treat the high-pressure economic disorders of today with medicine suited for the low-pressure disorders of the great depression.

How much further short-term money rates meantime might rise will de-

INVESTMENTS . . .

(Turn to page 89, please)



**big
stakes
in**

agriculture

The
LIVE STOCK
National BANK of Chicago

4150 South Halsted Street, Chicago, Illinois
Member Federal Deposit Insurance Corp.

The interests of the Live Stock National Bank of Chicago and the many banks in the mid-western live stock belt are deeply intertwined. Both have big stakes in agriculture. Our bank was founded ninety years ago to serve the live stock industry at the Chicago stock yards . . . and to serve banks in the farming communities that look to this great central market for the profitable sale of their live stock.

Our people, many of whom have come from rural areas, are thoroughly trained in the work you'd normally expect from a city correspondent . . . and their daily contact with the live stock market enables them to render a highly important *plus* service . . . to give up-to-the-minute information on every aspect of business carried on at Chicago's Union Stock Yards.

We're eager to serve you in *all* correspondent capacities. May we help you soon?

Provide Lobby Displays for Local Merchants . . .

(Continued from page 26)

the area, and that was because of illness of one of the businessmen. The week was easily filled with an art exhibit by students from the local high school. This exhibit was very well received and gave us the idea of making the space available to schools and other civic groups from time to time in the future.

We reserve the area during the three weeks in December prior to Christmas at which time one of our bookkeepers plays Christmas Carols twice daily on an organ which is supplied free by a music store. The Christmas music is piped over the chime system located on the top of the bank building and can be heard over most of the town. This feature was greatly enjoyed by local citizens

We believe the display area has been extremely beneficial to us from a public and customer relations standpoint. The interest in the displays has been excellent and the merchants have been very pleased.

Before the end of the first year, the area will have shown almost everything from a gaily decorated birthday cake by a local bakery to a small foreign automobile, and will have been used by nearly every type of business in a town of 8,000 population.

The total cost of the unit was small, and being portable, can be removed should the time come that interest lags or that business will require the return of the teller's window—**End.**

First of Chicago Promotions

Following the regular July meeting of the board of directors of The First National Bank of Chicago, Homer J. Livingston, president, announced two promotions in the official staff and the election of six new officers.

Guy A. Crum and Elmer A. Tittle were promoted from assistant vice presidents to vice presidents. Mr. Crum is the European representative of the bank in its new London office, and Mr. Tittle is in Division "G," one of the commercial loan divisions.

New assistant cashiers elected were

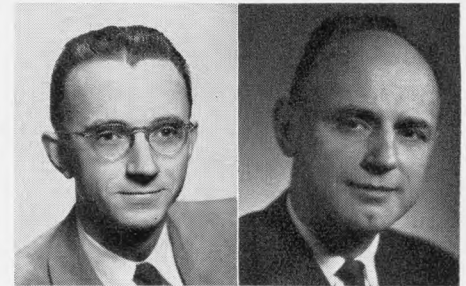
C. Hugh Albers, Stanley C. Golder, Elbridge Keith, Charles L. Monroe, and Marshall G. Rowley. Willis J. Lovitt in the trust department was elected assistant secretary.

Harris Trust Promotions

Kenneth V. Zwiener, president, announced eight promotions at Harris Trust and Savings Bank, Chicago, last month. Heading the list was a new vice president, Charles M. Bliss, in the banking department. Promoted to assistant vice presidents in the banking department were Mozart Love-

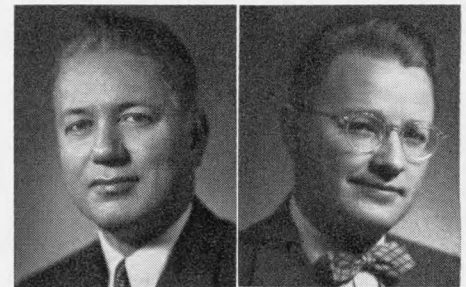
lace, V. Scott Rice, and Melvin C. Yocum.

Four new Harris officers named



C. M. BLISS

V. S. RICE



M. LOVELACE

M. C. YOCUM

were William R. Hodgson and Theodore H. Roberts, assistant cashiers, and Thomas C. Octigan and John R. Winter, assistant secretaries in the trust department.

Mr. Bliss joined the Harris Bank in 1944 and became assistant vice president in 1952. Mr. Lovelace joined the bank in 1929, and became an assistant cashier in 1953. He is a graduate of the Graduate School of Banking at Rutgers University, and the School of Financial Public Relations at Northwestern.

Mr. Rice, a graduate of the University of Illinois, joined the bank in 1934. He was appointed assistant cashier in 1951. Mr. Yocum joined the Harris in 1946. He attended Northwestern University, is a graduate of the Graduate School of Banking at Rutgers, and became an assistant cashier in 1953.



Do your *Clients*
have questions about

TAXATION...

in CANADA?

"Your Guide To Business in Canada," published by Canada's First Bank, includes a survey in laymen's language of the major Canadian taxes affecting your clients' business or personal interests in Canada. These include Federal and Provincial taxes, and special subsidiaries, investment companies and oil, natural gas and minerals. Your Canadian-minded clients will find it "must" reading.

To obtain your copy, write on your letterhead to our nearest U.S. office, or to the Business Development Department, Head Office.



BANK OF MONTREAL

Canada's First Bank Coast-to-Coast

BRANCHES IN ALL TEN PROVINCES

District Headquarters:

Halifax, Toronto, Winnipeg, Calgary, Vancouver

NEW YORK: 64 Wall St. • SAN FRANCISCO: 333 California St.

CHICAGO: Special Representative's Office, 141 West Jackson Blvd.

Head Office: Montreal

775 BRANCHES IN CANADA, U.S., GREAT BRITAIN AND EUROPE • RESOURCES EXCEED \$3,000,000,000

Northwestern Banker, August, 1959

Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis

Bank of America

NATIONAL TRUST AND SAVINGS ASSOCIATION

Condensed Statement of Condition June 30, 1959

(Figures of Overseas Branches are as of June 24, 1959)

RESOURCES

| | |
|--|----------------------------|
| Cash and Due from Banks | \$ 1,686,327,395.00 |
| United States Government Securities and Securities Guaranteed by the Government | 2,072,718,165.61 |
| Federal Agency Securities | 99,165,772.29 |
| State, County, and Municipal Securities | 719,787,228.95 |
| Other Securities | 139,009,500.21 |
| Loans Guaranteed or Insured by the United States Government or its Agencies | 1,466,080,961.20 |
| Other Loans and Discounts | 4,621,102,408.31 |
| Bank Premises, Fixtures, etc. | 142,856,056.31 |
| Customers' Liability for Acceptances | 135,715,079.59 |
| Accrued Interest and Other Resources | 76,650,698.91 |
| TOTAL RESOURCES | \$11,159,413,266.38 |

LIABILITIES

| | |
|--|----------------------------|
| Capital | \$160,000,000.00 |
| Surplus | 340,000,000.00 |
| Undivided Profits and Reserves | 122,367,837.04 |
| TOTAL CAPITAL FUNDS | \$ 622,367,837.04 |
| Reserve for Possible Loan Losses | 108,153,682.39 |
| DEPOSITS { Demand \$4,697,535,008.24 } { Savings and Time \$5,475,495,631.49 } | 10,173,030,639.73 |
| Liability on Acceptances | 138,342,905.25 |
| Reserve for Interest, Taxes, etc. | 117,518,201.97 |
| TOTAL LIABILITIES | \$11,159,413,266.38 |

Main Offices in the two Reserve Cities of California

SAN FRANCISCO • LOS ANGELES

Branches throughout California

Overseas branches: London, Manila, Tokyo, Yokohama, Kobe, Osaka, Bangkok, Guam

Member Federal Deposit Insurance Corporation • Member Federal Reserve System

Bank of America (International)

A wholly-owned subsidiary

Condensed Statement of Condition June 30, 1959

Home Office—New York, N. Y.

Branches: Duesseldorf, Singapore, Paris, Beirut, Guatemala City, Hong Kong, Kuala Lumpur

(Branch figures are as of June 24, 1959)

RESOURCES

| | |
|---|-------------------------|
| Cash and Due from Banks | \$149,151,911.82 |
| United States Government Obligations | 24,068,494.66 |
| Other Securities | 14,637,486.81 |
| Loans and Discounts | 164,441,484.97 |
| Customers' Liability for Acceptances | 26,484,943.98 |
| Accrued Interest and Other Resources | 2,683,826.51 |
| TOTAL RESOURCES | \$381,468,148.75 |

LIABILITIES

| | |
|--|-------------------------|
| Capital | \$34,000,000.00 |
| Surplus | 6,800,000.00 |
| Undivided Profits | 1,798,082.89 |
| TOTAL CAPITAL FUNDS | \$ 42,598,082.89 |
| Reserve for Possible Loan Losses | 2,619,540.82 |
| Deposits | 306,339,063.02 |
| Liability on Acceptances | 27,303,409.85 |
| Reserve for Interest, Taxes, etc. | 2,608,052.17 |
| TOTAL LIABILITIES | \$381,468,148.75 |

American National Has Special Check Loan Plan for Business

A UNIQUE concept in banking services, called Prefex, combining true convenience with a readily available line of credit, has been introduced by the American National Bank and Trust Company of Chicago.

Robert E. Straus, president, announced that "This plan, Preferred Executive Banking Service, or Prefex, is designed to meet the needs of today's busy executive. In a single package left within a company's office, management personnel can obtain all of the forms necessary to conduct checking, savings, and loan transactions without the necessity of leaving their desks.

"Following several month of intensive analysis, we discovered that foremost among the banking problems confronting individuals on the management level was the time factor. Most people found it difficult to make



R. E. STRAUS

frequent trips to their bank, and the complicated and numerous forms necessary for most transactions were a further demand on their time. Prefex answers these problems.

"When a company agrees to adopt the plan, a bank representative will provide one of the officers with a 'Prefex Banking Center' portfolio. Here, in one place, are signature cards, deposit slips, line of credit applications, and promissory notes. All of these forms have been simplified as much as possible, with a single deposit slip serving for both savings and checking account deposits.

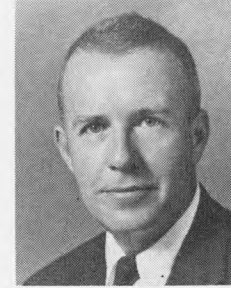
"Also, a short form is available to apply for a line of credit up to \$5,000. After making such application, the executive may use a part or all of the funds at any time for any purpose he desires merely by filling in a brief promissory note and forwarding it to the bank. And, the credit is revolving—principal amounts repaid may be borrowed again, even if the entire amount is not completely paid off.

"All transactions may be carried on by mail, and personal visits to the bank will be unnecessary. Further, after having their signatures verified

initially, participating personnel will deal directly with the bank, relieving corporate officers of any responsibility for the personal finances of their managerial group," Mr. Straus added.

Joins California Bank

Robert V. Daly, formerly with Campbell-Ewald Company, Detroit, has been appointed advertising director at California Bank, Frank L. King, president, has announced.



R. V. DALY

Mr. Daly brings to the new position a marketing and research background in advertising acquired in his assignments as account executive on a group of General Motors Parts and Accessory divisions, and several divisions of the Kroger Company.

On Tulsa Bank Board

Recently elected to the board of directors of the First National Bank and Trust Company of Tulsa was Eugene C. Taylor, vice president, maintenance and engineering, American Airlines.

Take Another Look
at
Arizona Banking

FIRST NATIONAL DEPOSITS* NOW OVER \$311 MILLION Up 15.5% OVER JUNE '58

*JUNE 30, 1959

Home Office
Phoenix, Arizona



FIRST NATIONAL BANK OF ARIZONA

Arizona's Partner in Progress
Since 1877

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

NO COSTLY SHELVEING NEEDED WITH
CONVOY "Chem-Board"*
RIGID, PERMANENT, INEXPENSIVE
record storage **FILES**



Chem-Board Storage Files are permanent. They cost and weigh about 50% less than steel; cost less than some corrugated paper files. They're shipped assembled, ready for use.

NOW—smooth, staple-free fronts make them suitable even for "front-office" use.

Available in letter, legal, check, deposit slip, tab card and many other sizes.

*CHEM-BOARD IS RIGIDIZED CORRUGATED BOARD PROCESSED TO REMARKABLE STRENGTH.

CONVOY, Inc.
STATION B, BOX 216-Q
CANTON 6, OHIO



**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
Vice President

M. J. CORBIN
Secretary-Treasurer

THE BANK OF NEW YORK

NEW YORK'S FIRST BANK • FOUNDED 1784

Statement of Condition, June 30, 1959

RESOURCES

| | |
|--|-------------------------|
| Cash and due from Banks | \$165,085,631.80 |
| United States Government Securities . . | 98,492,770.17 |
| Municipal and Other Public Securities . | 13,875,286.51 |
| Other Securities | 8,163,008.17 |
| Loans and Discounts | 271,021,788.17 |
| Banking Houses | 8,952,855.11 |
| Customers' Liability for Acceptances . . | 7,956,988.82 |
| Accrued Interest and Other Resources . | 3,688,992.48 |
| | <u>\$577,237,321.23</u> |

LIABILITIES

| | |
|--|-------------------------|
| Capital (270,000 Shares—\$100 Par) | \$ 27,000,000.00 |
| Surplus | 20,000,000.00 |
| Undivided Profits | 6,748,678.95 |
| Reserve for Contingencies | 3,073,715.56 |
| Dividend Payable July 1, 1959 | 675,000.00 |
| Deposits | 503,635,295.59 |
| Acceptances | 10,075,499.39 |
| Reserve for Taxes, Interest, etc. | 3,650,436.63 |
| Other Liabilities | 2,378,695.11 |
| | <u>\$577,237,321.23</u> |

Securities carried at \$15,687,118.75 have been pledged to secure U. S. Government Deposits and for other purposes as required or permitted by law.

48 Wall Street

Fifth Avenue Bank Office at 44th Street

Madison Avenue Offices at 63rd Street and 73rd Street

Member of the Federal Deposit Insurance Corporation

TRUSTEES

ALBERT C. SIMMONDS, JR.
Chairman

DONALD M. ELLIMAN
President

H. ADAMS ASHFORTH
Albert B. Ashforth, Inc.

JERVIS J. BABB
New York

ALEXANDER CALDER, JR.
Union Bag-Camp Paper Corporation

JOSEPH H. CHOATE, JR.
Choate Ronalds Reynolds & Hollister

WILLIAM M. CRUIKSHANK
Cruikshank Company

ARTHUR H. DEAN
Sullivan & Cromwell

ELI WHITNEY DEBEVOISE
Debevoise, Plimpton & McLean

MAGRUDER DENT
Joshua L. Baily & Co.

JOHN I. DOWNEY
New York

GEORGE C. FRASER
Texas Pacific Land Trust

DUNLEVY MILBANK
New York

THEODORE G. MONTAGUE
The Borden Company

M. NIELSEN
The Babcock & Wilcox Company

H. LADD PLUMLEY
State Mutual Life Assurance Company

HENRY J. SCHULER
New York

WILLIAM SHIELDS
New York

HOWARD C. SMITH
New York

JOHN FAIRFIELD THOMPSON
International Nickel Co. of Canada, Ltd.

JOHN C. TRAPHAGEN
New York

FRANKLIN B. TUTTLE
Atlantic Mutual Insurance Company

STEPHEN F. VOORHEES
Voorhees Walker Smith & Haines

ROY BARTON WHITE
Baltimore & Ohio Railroad Company

Named Supervisor by B of M

Ernest C. Winrow, manager of the Bank of Montreal's foreign exchange department at the bank's head office, Montreal, since 1953, has been appointed supervisor of the same department. Mr. Winrow will be responsible for the extensive B of M foreign-exchange operations throughout Canada. He is a Montrealer by birth, and for the greater part of his banking career has specialized in foreign-exchange work. During World War II his services were requested by the Foreign Exchange Control Board, Ottawa, and later the Wartime Prices and Trade Board, also in Ottawa.



E. C. WINROW

his banking career has specialized in foreign-exchange work. During World War II his services were requested by the Foreign Exchange Control Board, Ottawa, and later the Wartime Prices and Trade Board, also in Ottawa.

To Travel Missouri

Homer A. Lyle has joined the corre-

spondent division of Commerce Trust Company, Kansas City, and will travel Missouri as representative.

Mr. Lyle, who is the son of Harold Lyle, cashier of the Maitland (Mo.) Farmers Bank, joined Commerce Trust Company February 1, 1958.

COMPLETE AUDIT . . .

(Continued from page 27)

control. A letter to each safekeeping bank would verify the securities' existence and serve as a guide for checking to the general ledger control, to the subsidiary bond records and to the receipts and pledge certificates. This should be done by someone not connected with security transactions.

Loans are the most difficult to control. There are three phases of loan verification:

Loan Verification

1. Control upon new loans such as authenticity of the paper, comparison of each day's totals with actual notes, controlled disbursements of proceeds

and proper review by directors or their committee.

2. Control over the loan while it is carried on the books such as trial balances of the notes, maintenance of proper tickler records and past due lists or ticklers.

3. Adequate provision over collateral offered to secure the loan whether it is in the form of negotiable securities or over chattel remaining in the hands of the borrower.

Deposited funds are the most fertile field for embezzlement. One of the best control methods is that of seizing some statements, proving them to the control and sending them out without tellers or bookkeepers regaining control of them. Be sure all checks are cancelled immediately upon posting to prevent further use in any of the other banking channels.

Savings accounts also provide excellent ground for misappropriation of funds. Check your savings withdrawals against the signature cards and ask yourself how authentic the signature cards are.

Income and Expense

Income and expense are harder to control. An embezzlement relating to assets or liabilities would eventually be discovered, but one related to income and expense is likely to remain buried forever. A spot check of the exchange charges, service charges, safe deposit fees, rents and commission fees will provide adequate protection without a complete check. Again, use elements of surprise and irregularity.

Loans and discount and investment earnings can be best controlled by a tickler file on the notes and individual securities. Some accrual systems will furnish this control as a by-product.

In the expense section, one should look at the method of payment.

Salary expenditures can be checked against payroll slips, but what assurance do you have that the employee is getting the amount shown on the payroll ledger? Is disbursement by check, deposit or cash?

The most important thing I want to leave you in this article is that no one can set up an audit schedule for your bank . . . except you. Custom-tailor it to fit your measurements.—

End.

HOW MANY CHECK PRINTERS...

How many different check printers would you say might make the checks which each day are processed by any one large bank? Perhaps the bank itself might buy all its checks from one printer... or possibly two, three or four. In addition, the bank might buy special checks for its business accounts from as many as a dozen printers. But the checks bought direct by the companies that have accounts in that particular bank might be produced by hundreds of different printers from coast to coast.

What's the point? Well, the point is that no one bank can hope to control the many sources of supply of the checks that will be handled in its mechanized system. No one printer, simply because he happens to be skilled in the encoding of checks, can hope to produce all the checks for any given bank. All the checks produced by all the printers who customarily make checks must read in any electronic machine that any bank might use.

This nullifies any merchandising program that contemplates capturing a large segment of the check business, based upon claims that any one printer can do a more reliable job of encoding than another. We here at DeLuxe have lived with encoding since its inception, but our appeal for business will still be based on our ability to produce checks which in their entirety are attractive and salable to the customers of banks.

Encoding no doubt will be a part of the check, but it will not be the whole check. Service will continue to be our greatest concern because we think the customers should get their checks when they want them, regardless of whether they are encoded or not. So, despite our interest in mechanization, we do not look upon it as having any merchandising significance except to the extent that it adds something to a job that must be delivered on time.

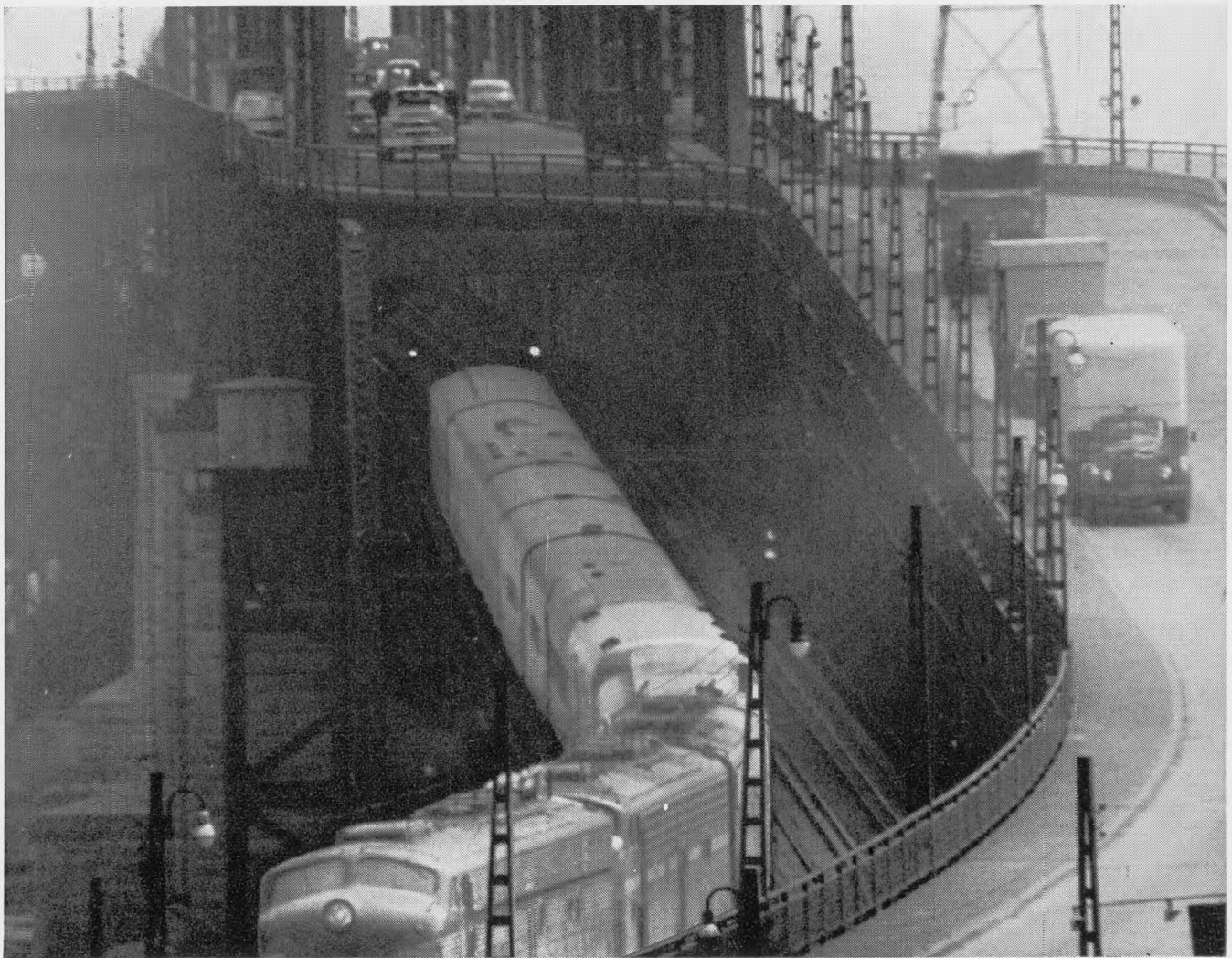


Manufacturing Plants at:

CLIFTON, PAOLI, CLEVELAND, INDIANAPOLIS, CHICAGO,
KANSAS CITY, ST. PAUL, DALLAS, CHATSWORTH

WAYNE HUMMER & Co.
CHICAGO

MEMBERS
NEW YORK STOCK EXCHANGE



Progress is on the move in St. Louis...

FIRST NATIONAL REPORTS IT FOR YOU

What's happening in one of the Midwest's major cities? Plenty! The face of Downtown St. Louis is changing as redevelopment programs move ahead. Industry is expanding... business activity is increasing.

To report these important changes to you... to give you ideas to use in your own community development programs, First National has prepared an informative 36-page booklet, "St. Louis—A Great Place

To Do Business."

Copies of this booklet are yours for the asking. Send your requests to Correspondent Bank Department, First National Bank in St. Louis, St. Louis 1, Missouri.

And remember... we're always ready to assist you in your own community development activities or in any phase of your banking operations. Helping your business grow is an important part of our business.



Member Federal Deposit Insurance Corporation

STATEMENT OF CONDITION, JUNE 30, 1959

| RESOURCES | |
|---|-------------------------|
| Cash and Due from Banks | \$153,382,557.37 |
| U. S. Government Securities | 104,906,519.45 |
| Loans and Discounts | 234,851,388.40 |
| Loans Wholly or Partially Guaranteed by U. S. Government | 49,798,339.06 |
| Other Bonds and Stocks | 27,868,282.97 |
| Stock in Federal Reserve Bank | 1,200,000.00 |
| Furniture and Fixtures | 649,789.21 |
| United Bank Building | 349,592.33 |
| Customers' Liability, Letters of Credit, Acceptances, etc. | 2,229,695.42 |
| Accrued Interest Receivable | 2,331,840.27 |
| Other Resources | 406,803.18 |
| | <u>\$577,974,807.66</u> |

| LIABILITIES | |
|--|-------------------------|
| Capital Stock | \$ 15,400,000.00 |
| Surplus | 24,600,000.00 |
| Undivided Profits | 10,193,417.90 |
| Total Capital Accounts | \$ 50,193,417.90 |
| Reserve for Taxes, Interest, etc. | 1,235,932.45 |
| Unearned Discount | 1,822,427.09 |
| Liability, Letters of Credit, Acceptances, etc. | 2,229,695.42 |
| Other Liabilities | 395,089.47 |
| Demand Deposits | \$427,637,209.27 |
| Time Deposits | 76,901,483.50 |
| U. S. Government Deposits | 17,559,552.56 |
| Total Deposits | <u>522,098,245.33</u> |
| | <u>\$577,974,807.66</u> |

Northwestern Banker, August, 1959

VNB Ads Get Recognition

VALLEY NATIONAL BANK'S "gay, off-beat" advertising and public relations approaches were the subject of a lengthy feature article last month in *Advertising Age*, the national newspaper of marketing.

Written by the editor, S. R. Bernstein, it credits the Phoenix bank's advertising philosophy—as conceived by President Carl A. Bimson and executed by Ad Director M. G. Reade—for helping Valley National to become "the 51st largest bank in the nation, with resources over a half billion dollars."

(NOTE: VNB resources now stand

at \$586 million and indications are it will crash the select list of "top 50 banks" as result of a \$60 million gain in deposits during the year.)

Mr. Bernstein highly praised Mr. Bimson for "his overriding belief that anything that helps Arizona people and business and industry helps the bank."

The article, containing photos of Mr. Bimson, Mr. Reade and Publicity Director Charles W. Pine, as well as reproductions of numerous VNB newspaper ads, makes favorable note of the emphasis the bank places on Arizona's economic, cultural and scenic attrac-

tions in its national advertising program, rather than merely listing VNB services.

After quoting extensively from President Bimson and Board Chairman Walter Bimson, the article devotes considerable space to Mr. Reade's "light touch and unorthodox advertising copy."

It notes that Mr. Reade personally writes all newspaper ads appearing in Arizona publications and that "his whimsical copy is given the full backing of both Bimsons."

Double proof of the effectiveness of VNB's ads is that in competition with 1,100 entries from 11 western states, Valley National Bank advertisements snared two major awards in the Advertising Association of the west's annual judging last month.

From Lake Tahoe, Calif., site of this year's competition, Mr. Reade received word that Valley Bank entries won both a second and third place plaque.

The latter award came in the category with the most entries—retail advertising—where Valley Bank was matched against hundreds of other businesses.

(The VNB entry, a newspaper ad, created by Mr. Reade, was titled "It Works for Shirts — Why Not for Banks?" It showed J. W. Pitts, business development vice president, wearing an eye patch.)

A farm publication entry netted the Arizona bank its second place award.

(Titled "A Loan on the Range," it appeared in several farm-ranch journals in the state.)

Bank Women to Milwaukee

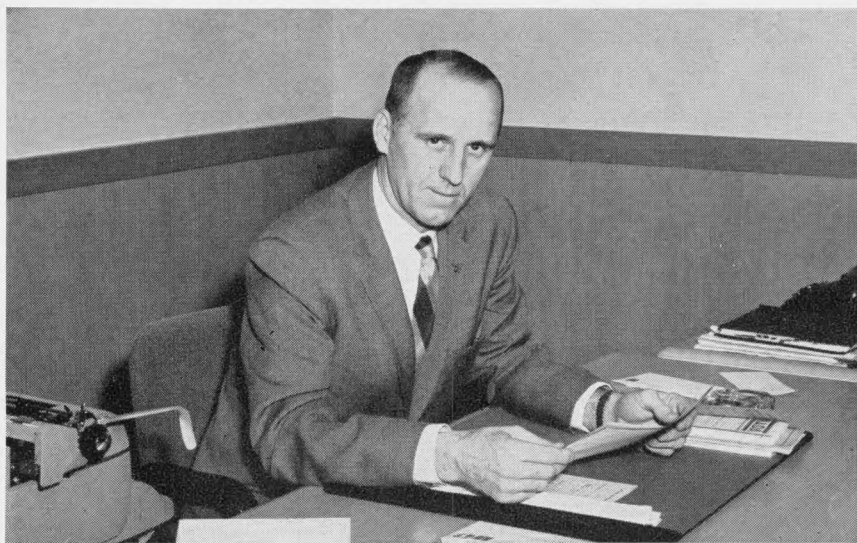
Marie B. Loeber, general chairman of the 1959 National Convention of the National Association of Bank Women, has announced the appointment of Catharine B. Cleary, vice president, First Wisconsin Trust Company, as program chairman for the convention. Arline Laedtke, assistant cashier, First National Bank, Oshkosh, Wis., has been appointed co-chairman of the program committee.

According to Miss Loeber, cashier, Wisconsin State Bank, Milwaukee, convention sessions will be held at Hotel Schroeder, Milwaukee, September 23-25.

Presiding officer at the convention will be Charlotte A. Engel, president of the association and trust officer at the National Savings and Trust Company, Washington, D. C.

Incoming president of NABW will be Helen L. Rhinehart, vice president of Brenton Companies, Des Moines, Iowa.

Convention program details will be published next month.



"Doane 'Farming for Profit' gives accurate information"

—says M. J. Keltner, Vice-President,
Peoples Savings Bank, Van Wert, Ohio

"Our bank has been using Doane 'Farming for Profit' to send to our farm customers for four years," says Mr. Keltner. "We find the accuracy of the material very good and we get many encouraging comments from folks receiving it."

Like Mr. Keltner, many bankers throughout the country are finding that their rural customers appreciate receiving complimentary copies of Doane "Farming for Profit."

Doane "Farming for Profit" is an authoritative bulletin that capsules the thinking of some of America's best agricultural brains into easy-to-read information that farm folks can use to save money and make money.

That's why bankers are using Doane "Farming for Profit" as the primary activity in their service-type public relations programs to build bank business through sounder agriculture in their areas.

Write for details on **EXCLUSIVE** use
of Doane "Farming for Profit"

Exclusive use of Doane "Farming for Profit" still may be available in your area. Write for details. "Farming for Profit" is edited by Doane Agricultural Service, Inc., America's oldest and largest organization engaged in farm management and agricultural research.

DOANE

AGRICULTURAL SERVICE, INC.

5142 DELMAR BLVD.

• ST. LOUIS 8, MO.

AMERICAN TRUST COMPANY

San Francisco

Statement of Condition, June 30, 1959

| RESOURCES | | LIABILITIES | |
|--|---------------------------|--------------------------------------|---------------------------|
| Cash on Hand and in Banks | \$ 312,851,624.00 | Deposits | \$1,676,165,260.34 |
| U. S. Government Obligations State, County and Municipal Bonds | 415,574,041.27 | Acceptances Outstanding | 1,023,242.76 |
| Other Bonds and Securities | 92,056,957.00 | Reserve for Unearned Discount | 16,869,024.95 |
| Stock in Federal Reserve Bank | 8,194,600.54 | Reserve for Interest, Taxes, etc. | 9,906,207.97 |
| Loans and Discounts | 3,000,000.00 | Other Liabilities | 4,148,387.36 |
| Bank Premises and Equipment | 963,500,761.31 | Capital Funds: | |
| Other Real Estate | 17,213,372.76 | Capital Stock (\$10.00 par value) | \$27,812,500.00 |
| Customers' Liability under Acceptances | 1.00 | Surplus | 72,187,500.00 |
| Accrued Interest Receivable and other Assets | 964,763.08 | Undivided Profits | 20,122,769.66 |
| | 14,878,772.08 | | 120,122,769.66 |
| Total Resources | \$1,828,234,893.04 | Total Liabilities | \$1,828,234,893.04 |

United States Government and other securities carried at \$221,918,185.34 are pledged to secure U. S. Government Deposits, other public funds, trust deposits, and for other purposes as required or permitted by law.

FRAZER A. BAILEY
San Francisco

WAKEFIELD BAKER
President, Baker & Hamilton

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*Chairman of the Board
Industrial Indemnity Company*

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Coldwell, Banker & Company

PETER COOK, JR.
Rio Vista

RANSOM M. COOK
President

PAUL L. DAVIES
*Chairman of the Board, Food
Machinery and Chemical Corporation*

CHARLES ELSEY
San Francisco

B. R. FUNSTEN
President, B. R. Funsten & Co.

DIRECTORS

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San Francisco

WILLIAM L. KEADY
*President, Fibreboard Paper
Products Corporation*

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Chairman of the Board

J. R. KNOWLAND
Publisher, Oakland Tribune

DANIEL E. KOSHLAND
*Chairman of the Executive Committee
Levi Strauss & Company*

ROGER D. LAPHAM
San Francisco

JAMES K. LOCHEAD
Piedmont

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Sugar Refining Corporation*

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*Vice President
Mailliard & Schmedell*

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*President, Homestake Mining
Company*

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*Chairman of the Board
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GEORGE G. MONTGOMERY
*Chairman of the Board
Kern County Land Company*

HERMAN PHLEGER
*Brobeck, Phleger & Harrison,
Attorneys*

ALLAN SPROUL
Kentfield

MARK R. SULLIVAN
*President, The Pacific Telephone
and Telegraph Company*

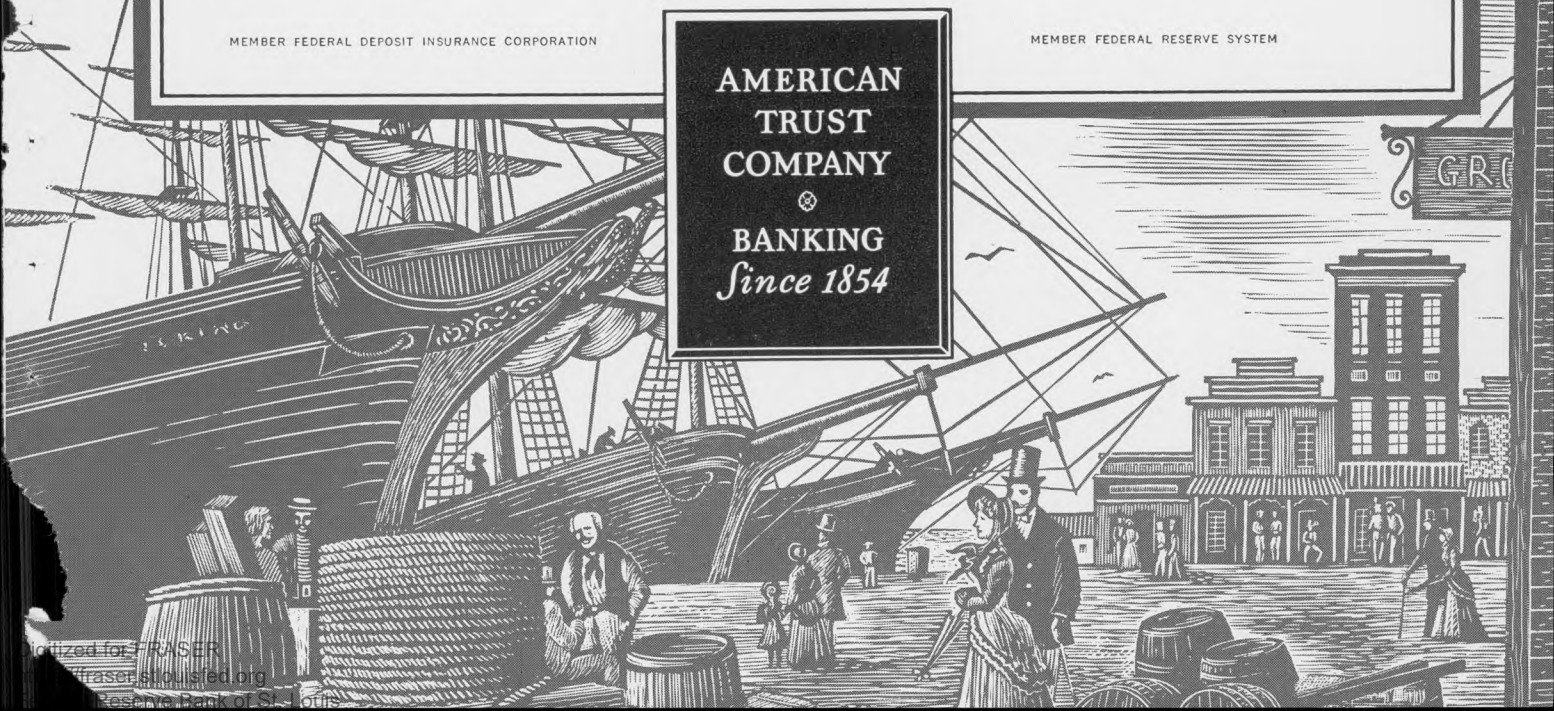
BEN F. WOOLNER
Attorney

100 BANKING OFFICES SERVING NORTHERN CALIFORNIA

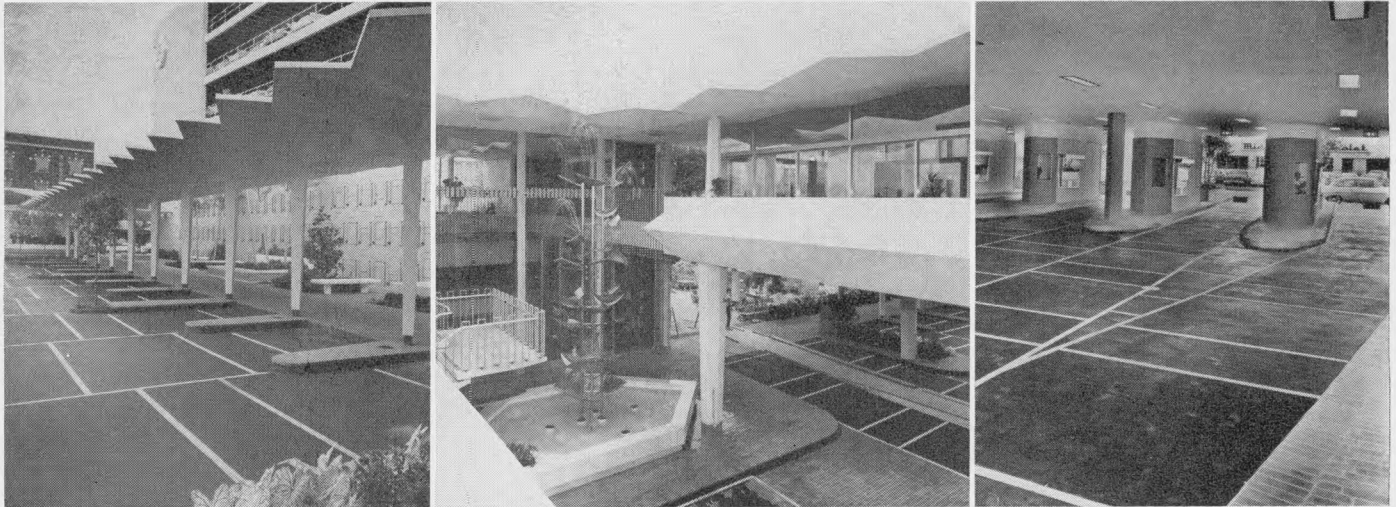
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

MEMBER FEDERAL RESERVE SYSTEM

AMERICAN
TRUST
COMPANY
BANKING
Since 1854



One of Nation's Largest Autobanks Opens in Tulsa



FLOATING concrete canopies, extensive landscaping and unusual concrete block patterns highlight the ground level auto-pedestrian mall (left) at First National Autobank. Benches, pools and planter boxes are spotted along the walkways. Un-

usual contemporary metal fountain (center) domines central area. Behind fountain is walk-in bank, at left is stairway to parking area, and at right are public meeting rooms. Six drive-up windows (right) have plenty of lane space.

THE First National Bank and Trust Company, Tulsa, last month opened the southwest's newest, and one of the nation's largest, drive-in banking facilities in the heart of downtown Tulsa.

Designed by the Tulsa firm of McCune, McCune and Associates, the Autobank covers nearly two-thirds of a downtown block. The new facility is expected to handle more than 2,000 customers daily at six drive-up windows and six walk-up windows.

As conceived by Board Chairman R. Otis McClintock and other bank officers, the Autobank is just as much a park as it is a drive-in banking facility. In fact, the bank's board of directors has officially designated the Autobank as "McClintock Park."

Opening of the First National Autobank was accompanied by plaudits from Tulsa city officials and civic leaders who pointed to the bank as a

spark that will kick off a campaign to revitalize the Tulsa downtown area.

Landscaping is one of the high spots of the Autobank, and the plantings were designed by Joseph O. Lambert, nationally known landscape architect of Dallas, Texas.

Twenty-three trees of five varieties, more than 1,000 evergreen plants of 15 different types, 380 vines and hundreds of colorful bulbs, annuals and perennials have been used to set off the striking design of the Autobank.

Adding to the unusual effect of the facility is the nighttime lighting, done by John Watson of Dallas.

Focal point of the Autobank is the centrally-located walk-in banking area, where Vice President Jack D. Porter, who will head the staff of 35 employees at the Autobank, has his desk. In this glass-enclosed area are five walk-up teller windows, officers' desks and

the elevator to the basement and second level.

One of the most unusual aspects of the Autobank is the Tom-Tom Room, located on the second floor. The room is designed as a meeting place for small and medium size groups. Decorated in colors of the southwest, and with a shaded balcony surrounding it, the Tom-Tom Room will be made available by the bank to civic groups in search of a meeting spot.

The Autobank, connected by pneumatic tubes to the main bank building a block away, also is linked to the central bookkeeping department by the first bank closed circuit television system in Tulsa.

The closed circuit television is especially useful in connection with First National's ONEstop banking program under which savings and checking deposits or withdrawals may be made at any teller window in the Autobank or the main bank building.

ASHWELL & COMPANY

COMMERCIAL
PAPER

COLLATERAL
LOANS

176 West Adams Street
CHICAGO 3, ILLINOIS
Telephone RA 6-5432



How To Improve Summer Working Conditions

IN *YOUR BANK* . . . working conditions, whatever the season, are a key to efficiency . . . and ultimately to profits. Working "elbow to elbow" in crowded, unattractive surroundings, your personnel don't—in fact, can't—do their best.

It's in this area of increasing internal efficiency that the specialists from Western Bank Contractors find best expression for their talents. The "western men," who know *banking and building*, start with FUNCTIONAL design—to plan for internal flow of work, in a climate designed for maximum efficiency. To discover the bene-

fits of bank modernization, you have only to check with the more than one hundred banks we've served. Tremendous increases in employee efficiency, old-customer loyalty, and new business accrue with amazing regularity to those progressive bankers who've instituted a modernization program, and who've consulted with bank design specialists from W.B.C.

Preliminary consultation is yours without cost or obligation. A brief note, a call, and we'd be happy to meet with you.



western bank contractors, inc.

MISSOURI DIVISION
62nd & Prospect,
Kansas City, Missouri

Mid-Year Statements Show Gain in Bank's Net Earnings

THE following reports have been received from these banks based on June 30, 1959, figures:

Chase Manhattan

Net operating earnings for Chase Manhattan for the first six months were \$29,430,000, or \$2.24 a share, compared with \$28,177,000, or \$2.14 a share for the same 1958 period.

Deposits of \$7,134,234,000 were down approximately \$303 million. Capital, surplus and undivided profits of \$644,066,000 at midyear 1959 were up \$24,421,000. Total assets are \$8,053,

251,000, compared with \$8,402,417,000 in June, 1958.

Midyear loan totals were approximately \$4 billion this year, and \$3.7 billion last year.

First National City

Net operating earnings of First National City and First National City Trust for six months were \$31,667,000, or \$2.64 a share, compared with \$29,835,000, or \$2.49 a share at midyear 1958.

Combined total resources were \$8,013 million, compared with \$8,217

million. Capital, surplus and undivided profits were \$754,305,000 at midyear, compared with \$741,348,000 a year ago. Total assets of the bank alone are \$7,871 million, compared with \$8,056 million a year ago. Deposits were off to \$6,966 million this year from \$7,133 million in 1958. Loans are at an all-time high of over \$4 billion, an increase of \$112 million from the \$3,966 million of a year ago.

Morgan Guaranty Trust

Morgan Guaranty's NOE for the first six months were \$20,142,792. This compares with earnings for last year of Guaranty Trust Company and J. P. Morgan Company of \$29,710,000. The two merged on April 24.

Total assets at midyear were just over \$4 billion, an increase of \$100 million since the merger. Loans total \$1,984,116,036, while deposits are \$3,334,011,968. Deposits are off just under \$100 million since the merger.

Capital, surplus, and undivided profits at midyear were \$516,803,971, an increase of \$4.5 million since April 24.

Manufacturers Trust

NOE for Manufacturers Trust increased 11.94 per cent for the first six months. They were \$11,343,544, compared with \$10,134,290 a year ago. This is \$2.25 a share for 1959 and \$2.01 per share for 1958.

Other comparative figures for midyear 1959 and midyear 1958 are: total resources of \$3,468,580,299, compared with \$3,479,602,031; deposits of \$3,080 million, compared with \$3,085 million; loans and mortgages of \$1,378,405,409, compared with \$1,446,360,516, and capital funds of \$227,304,146, compared with \$216,171,116.

Chemical Corn Exchange

At midyear Chemical Corn had NOE of \$14,932,000 or \$2.34 a share, compared with \$13,554,000 or \$2.13 a share.

Total capital funds were \$302,068,653, compared with \$291,527,218 a year ago. Resources were \$3,449,509,100 against \$3,493,520,161. Deposits were \$3,049,723,114 against \$3,086,154,226. Loans hit an all-time high of \$1,635,685,623 compared with \$1,527,904,212.

Bankers Trust of N. Y.

Bankers Trust NOE increased to \$12,357,003 at midyear after taxes, compared with \$10,973,248 in 1958 mid-year statement. This is \$3.07 per share against \$2.72 per share last year.

Total resources are \$3,006,165,989 compared with \$3,178,557,919 a year ago. Deposits are \$2,656,615,528 against \$2,819,846,073. Loans at midyear were \$1.5 billion against \$1.4 billion.

Hanover Bank

The Hanover reported NOE at mid-year of \$7,332,348 or \$1.83 a share, a

MID-YEAR REPORTS . . .

(Turn to page 75, please)



WE KNOW IT'S ABSURD!

to offer a recipe
to BANKERS...BUT BANKERS
are ALL OUTDOOR CHEFS

RECIPE BARBECUED TURKEY STEAKS

Ask your butcher to cut the steaks crosswise from a large frozen tom turkey in slices 1" thick. You will have some all-white-meat steaks, some that are part dark-meat, and some all dark-meat. Marinate the steaks for several hours in one part olive oil and one part white wine, herbed if you wish. Broil over charcoal, basting with the marinade sauce. In about 10 minutes you will have a delicious treat.

Do you have a favorite recipe you would like to share with your banker friends? Send it along if you wish.

Here's a RECIPE FOR GOOD BANKING

RECIPE Speed in Handling

Take 73 years of experience and mix with around the clock processing in a modern transit department. Don't let set long in any one spot . . . move out fast and efficiently.

Good Banking, we feel at the FIRST of Kansas City, means looking after all details fast and efficiently. Around the clock transit department speeds your items on their way hours and days earlier . . . send them to the FIRST of Kansas City.

**THE FIRST
NATIONAL BANK**

It's
GOOD BUSINESS
to send Your Items
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KANSAS CITY, MO.

Member Federal Deposit Insurance Corporation

Northwestern Banker, August, 1959

1,000 Banks Now Use *National* POST-TRONIC* Machines!

The Merchants Trust Company of Red Bank, New Jersey is the 1,000th bank to install the National POST-TRONIC... the electronically controlled posting machine.



Bank patrons of Red Bank and vicinity receive complete financial service through ultra-modern facilities of The Merchants Trust Company of Red Bank.

K. H. McQueen, President, discusses advantages of POST-TRONIC Machine's forms with A. C. Gopel, Vice President and Treasurer of the bank.



Confirmed reports to July 1 show 4,566 Post-Tronic Machines now in use in 1,029 banks in all 50 states, District of Columbia, Puerto Rico and Canada.

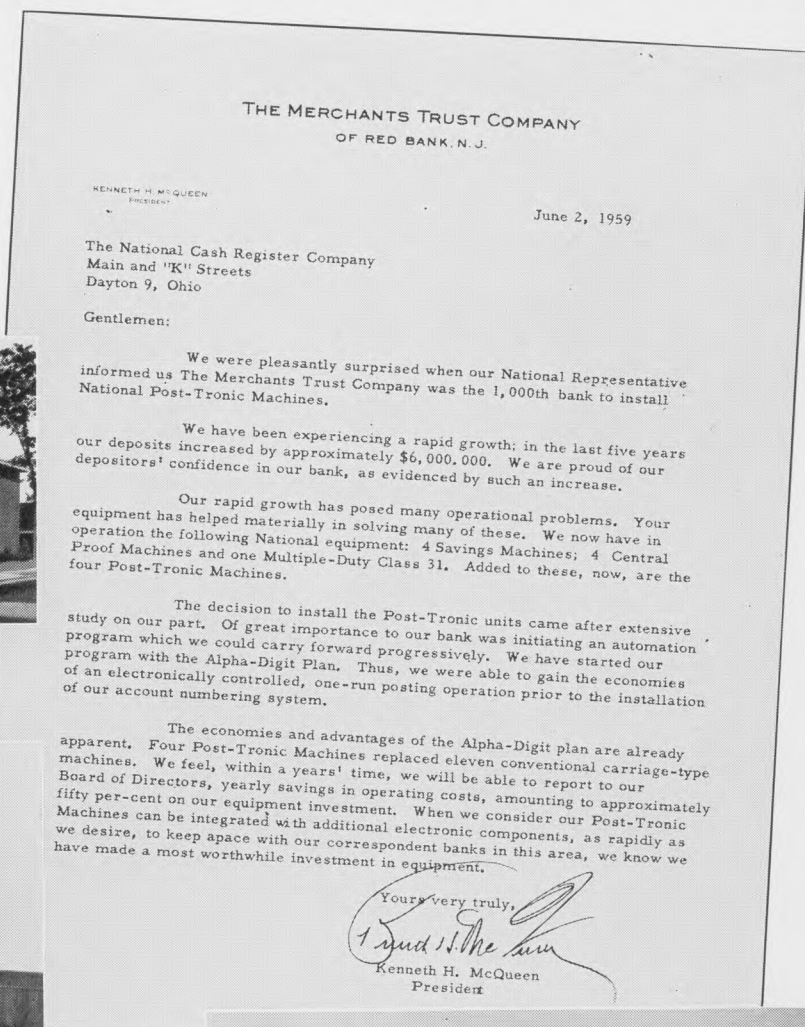
Call your nearby National representative *today*. He will show you how you, too, can obtain many time- and money-saving advantages *immediately* through one run electronically controlled posting by using *National* Post-Tronic Machines.

THE NATIONAL CASH REGISTER COMPANY, Dayton 9, Ohio

1039 OFFICES IN 121 COUNTRIES



75 YEARS OF HELPING BUSINESS SAVE MONEY



Four National POST-TRONIC Machines replaced eleven conventional machines in the bank's Bookkeeping Department.

*TRADE MARK REG. U. S. PAT. OFF.

*National**

ACCOUNTING MACHINES
ADDING MACHINES • CASH REGISTERS
NCR PAPER (NO CARBON REQUIRED)

Northwestern Banker, August, 1959

Mid-Year Bond Survey

THE tax-exempt bond market in April set new issue volume record for a single month of \$940,000 million, and in the first six months built up a total of \$4.3 billion, just short of last year's all-time first half record of \$4.4 billion.

"In recent years it has ceased to be much of a surprise when you mention that another record of some kind has been broken in the tax-exempt market," said Halsey, Stuart & Company, Inc., in its current Mid-Year Survey of

the tax-exempt bond market.

Today's volume of new issues is twice that of a decade ago, and 1959's first half supply kept a pressure on prices which brought yields to the highest point in a quarter century, Halsey, Stuart pointed out. "The range in average yield, based on a 20-year maturity, broadened a little but still was less than one-half of 1 per cent," the survey said. "A year ago the average yield of 20-year bonds varied about one-fourth of 1 per cent."

Inventories of unsold tax-exempts in the hands of dealers built up to a peak of \$340 million at April 24, making 1959 the sixth straight year in which the high exceeded \$300 million. Thereafter inventories gradually declined to a less top-heavy \$243 million at mid-year. These inventory fluctuations were relatively narrow as compared with last year when the low was \$155 million and the high set an all-time record of \$392 million.

Expectations are that the tax-exempt market will continue to expand, "and there are ample and sound reasons for these expectations," the company commented. The survey pointed out that in the first five months of 1959 voters approved more than \$816 million of new tax-exempt bond proposals while rejecting some \$219 million, where a year before they had approved \$684 million and turned down \$273 million. "And there are increasing numbers of projects in the works that will be financed by revenue bonds requiring no public vote."

Halsey, Stuart said the outlook is for continued strong competition for funds among three principal contestants—industry, where management sights are being raised on modernization expenditures; the various states,

counties, cities and other governmental units, which number close to 100,000, and the Federal Treasury which, in addition to substantial refundings, will have to raise new money estimated at from \$5 to \$10 billion in the second half of 1959.

"Further increases in volume of financing may result in higher interest costs, but the attractive yields already available from tax-exempt bonds are making a wider and wider appeal to individuals and to the many institutional and corporate investor groups," the survey commented.

"Never in history has the comparative advantage of tax-exempt income over taxable income been as attractive as now for the individual in the \$15,000 federal income tax bracket, and a proportionately greater advantage is available to investors in the higher tax brackets."

Education has been the largest source of tax-exempt financing so far in 1959, with school issues making up 26 per cent of the total in the first five months. Sewer and water bonds represented 16 per cent as the next largest category, and highways and related projects accounted for 9 per cent of the total.—End.

Named to Advisory Board

The election of E. V. Huggins to the advisory board on international business of Chemical Corn Exchange Bank, New York, has been announced by Harold H. Helm, chairman.

Mr. Huggins is chairman of the executive committee of the board and a vice president of Westinghouse Electric Corporation. He is chairman of Westinghouse Electric International Company and is responsible for the corporation's stockholder interests in Canadian Westinghouse, Ltd., and in Industria Electrica de Mexico.



When a good customer is currently not acceptable for bank credit...

MAY WE SUGGEST

That you contact ALC.

A bank may, if so desired, participate in an ALC arranged loan.

We have unique facilities for expediting:

Accounts Receivable Financing
Machinery and Equipment Loans
Inventory Loans
Construction Loans
Land Development Financing

May we send you information or discuss with you personally our unusual services?

Accredited Loan Correspondents

Registered Securities Dealers
Securities Department
State of Illinois

**ASSOCIATED
LOAN COUNSELLORS**
64 E. Lake St. • Chicago 1, Illinois

Northwestern Banker, August, 1959

Federal Home Loan Bank of Des Moines

DES MOINES, IOWA

Statement of Condition—June 30, 1959

| A S S E T S | |
|---|-------------------------|
| Cash | \$ 1,442,891.16 |
| Investments | 63,958,783.38 |
| Advances Outstanding | 103,544,191.50 |
| Accrued Interest Receivable | 312,069.13 |
| Deferred Charges | 74,907.97 |
| Other Assets | 826.00 |
| Total Assets | \$169,333,669.14 |
| L I A B I L I T I E S A N D C A P I T A L | |
| Deposits | \$ 38,891,639.89 |
| Accrued Interest Payable | 649,624.34 |
| Accounts Payable | 67.80 |
| Dividends Payable—July 10, 1959 | 513,377.36 |
| *Consolidated FHLE Obligations | 72,385,000.00 |
| Unamortized Premium on Consolidated Obligations | 70,439.72 |
| Capital Stock—Members | 53,031,000.00 |
| Surplus Earned | 3,792,520.03 |
| Total Liabilities and Capital | \$169,333,669.14 |

*Consolidated Federal Home Loan Bank Obligations now outstanding, in the amount of \$992,475,000.00, are the joint and several obligations of all Federal Home Loan Banks.



CONTINENTAL ILLINOIS NATIONAL BANK and TRUST COMPANY OF CHICAGO

Statement of Condition

June 30, 1959

RESOURCES

| | |
|--|---------------------------|
| Cash and Due from Banks | \$ 655,236,328.29 |
| United States Government Obligations | 592,946,952.66 |
| Other Bonds and Securities | 187,405,981.93 |
| Loans and Discounts | 1,179,574,573.00 |
| Stock in Federal Reserve Bank | 6,750,000.00 |
| Customers' Liability on Acceptances | 9,762,347.24 |
| Income Accrued but Not Collected | 9,906,231.81 |
| Banking House | 6,750,000.00 |
| Total Resources | <u>\$2,648,332,414.93</u> |

LIABILITIES

| | |
|--|---------------------------|
| Deposits | \$2,349,177,291.33 |
| Acceptances | 9,762,347.24 |
| Dividend Payable, August 3, 1959 | 3,000,000.00 |
| Reserves for Taxes, Interest, and Expenses | 9,556,836.28 |
| Reserve for Contingencies | 10,000,000.00 |
| Income Collected but Not Earned | 2,883,591.42 |
| Total Liabilities | <u>\$2,384,380,066.27</u> |

CAPITAL ACCOUNTS

| | |
|---|--------------------------|
| Capital Stock (3,000,000 shares. Par value \$33 $\frac{1}{4}$) | \$ 100,000,000.00 |
| Surplus | 125,000,000.00 |
| Undivided Profits | 38,952,348.66 |
| Total Capital Accounts | <u>\$ 263,952,348.66</u> |

Total Liabilities and Capital Accounts

\$2,648,332,414.93

United States Government obligations carried at \$262,589,157.09 are pledged to secure public and trust deposits and for other purposes as required or permitted by law.

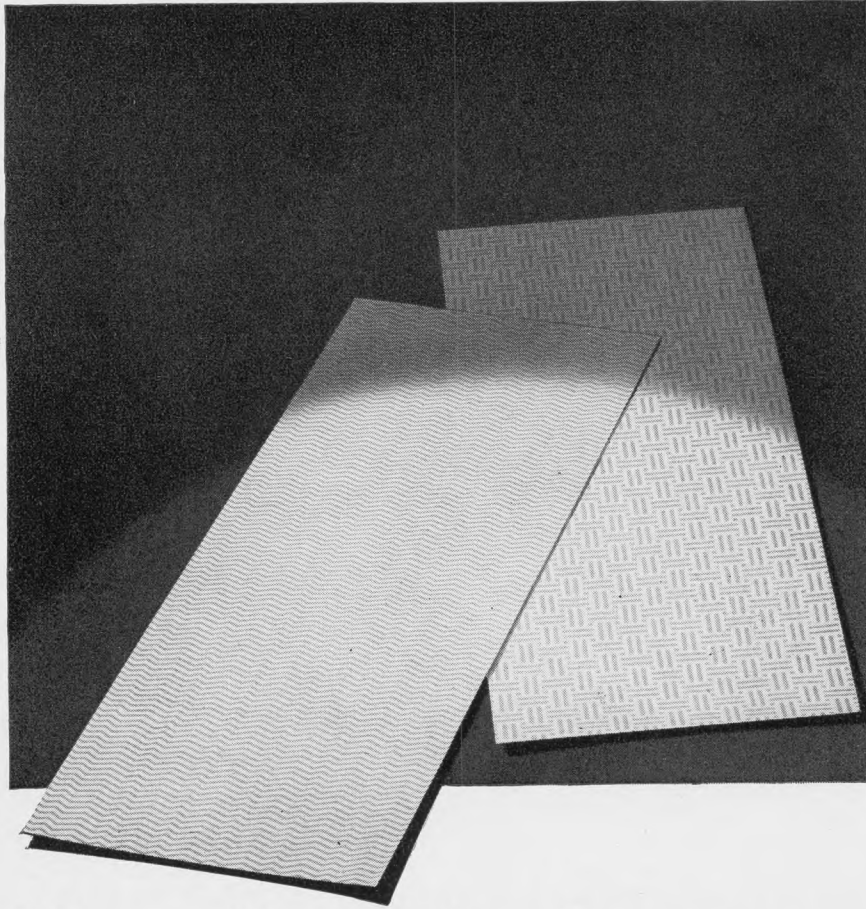
BOARD OF DIRECTORS

DAVID M. KENNEDY, *Chairman*

| | | |
|---|---|--|
| J. Q. ADAMS Real Estate | CALVIN FENTRESS, JR. Chairman of the Board Allstate Insurance Company | CHARLES H. KELLSTADT President Sears, Roebuck and Co. |
| RICHARD A. AISHTON President | LAWRENCE P. FISHER Director General Motors Corporation | JAMES R. LEAVELL Banker |
| CHAUNCEY B. BORLAND Managing Owner Borland Properties | WILLIS GALE Chairman Commonwealth Edison Company | MARK W. LOWELL Vice President and Executive Trust Officer |
| CHAMP CARRY President Pullman Incorporated | WILLIAM A. HEWITT President Deere & Company | WILLIAM H. MITCHELL Partner Mitchell, Hutchins & Co. |
| ALFRED COWLES Cowles Properties | JOHN HOLMES Director Swift & Company | ROBERT H. MORSE, JR. Vice Chairman of the Board of Directors Fairbanks, Morse & Co. |
| EDWARD A. CUDAHY Chairman of the Board The Cudahy Packing Company | FRANK W. JENKS President International Harvester Company | PHILIP W. PILLSBURY Chairman of the Board of Directors The Pillsbury Company |
| WALTER J. CUMMINGS Chairman of the Executive Committee | | HERMAN WALDECK Banker |
| JOHN F. CUNEO President The Cuneo Press, Inc. | | |

LOCK BOX H, CHICAGO 90, ILLINOIS
Member Federal Deposit Insurance Corporation

Northwestern Banker, August, 1959



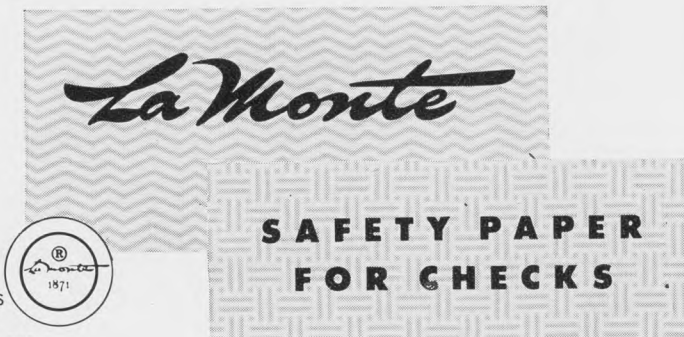
More than check paper...

The experience of years of manufacturing . . . continued growth . . . stability . . . service—these are some of the factors that have influenced banks and corporations to specify La Monte Safety Paper for checks.

Capacity and "know-how" are as essential as materials and machinery. So, too, are the skills of those who operate the equipment.

These elements are all inherent in La Monte Safety Paper . . . they are as much a part of the product as its color, sensitivity, strength or design.

THE
WAVY LINES®
AND THE NAME
BASKETWEAVE®
AND THE
DISTINCTIVE
BASKETWEAVE LINES
ARE
LA MONTE TRADE-MARKS.



GEORGE LA MONTE & SON • NUTLEY 10, NEW JERSEY

Northwestern Banker, August, 1959

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

Mosler Names Plant Manager

Appointment of Clinton M. Starks as manager of the Hamilton, Ohio, plant of the Mosler Safe Company was announced last month by Edwin H. Mosler, Jr., president.



C. M. STARKS

Mr. Starks will be responsible for production supervision, production control, quality control and industrial engineering. He will report to Carl P. Bartels, vice president, manufacturing.

Mr. Starks, who has 23 years' experience in manufacturing, is a former vice president and general manager of the City Tool Corporation of Dayton. He also has served as manager of manufacturing of one of the plants of Frigidaire Division of General Motors.

Displays Davis Cup

The Davis Cup, symbol of international tennis supremacy, was displayed by The Northern Trust Company of Chicago at its exhibit at the International Trade Fair.

The 59-year-old Davis Cup was made



ADMIRING Davis Cup are (from left) **Solomon B. Smith**, vice chmn., Northern Trust; **George E. Barnes**, senior partner, Wayne Hummer & Co., and 1st v. p. of U. S. Lawn Tennis Assn., and **Benjamin D. Waldie**, chmn., Waldie & Briggs, advertising agency for Northern Trust.

available to The Northern Trust by the U. S. Lawn Tennis Association in connection with the Chicago bank's telecast of the finals of the National Clay Court Tennis Tournament at Rover Forest, Ill., last month.

This was the fourth year that The Northern Trust has brought the River Forest tournament, leading clay court event in U. S. tennis each year, to Chicago television audiences.



Suggestions for Your Bank's Insurance Program

ALL bankers will undoubtedly be interested in the recent work of the insurance and protection committee of the Nebraska Bankers Association. Under the chairmanship of W. W. Marshall, Jr., president and cashier of the Bank of Niobrara, the committee has sent to all member banks in that state a revision of a recommended Insurance Program for Banks.

In a letter to the banks, Mr. Marshall stated, "When one considers that the theft or destruction of both a note case and liability ledger would involve total assets several times greater than the total of a bank's blanket bond, it seems imperative that definite safeguards should be established to insure the reproduction of those records that are vital to a bank's operation.

"With this in mind, your committee recommends that your bank review your microfilming procedure for the purpose of determining whether or not it adequately safeguards the preservation of vital records, and, further, that the film be stored in your fire-proof vault at all times."

In its recommended program, the committee discussed three main subjects 1. Loss of money and securities. 2. Loss through injury to person or damage to property. 3. Loss from fire and allied perils. An accompanying bulletin with charts tells about "The A B C of Coinsurance." The recommended program appears below:

1. Loss of money and securities.

Blanket Bond—The bank should provide for an adequate amount of bankers' blanket bond protection. The form 24 Blanket Bond is the broadest type of coverage available to the bank.

This provides coverage for dishonesty and fidelity losses on the part of employees, burglary, robbery, misplacement, theft and so forth on the premises and burglary, robbery, misplacement and disappearance away from the premises. It also covers other places of safekeeping such as correspondent banks. The form 24 has no limit as to mileage under the messenger or outside feature. The form 24 should be purchased as primary coverage for the bank and as a matter of fact we recommend that the form 24 be used for the entire bond coverage of the bank.

Some savings may be made by carrying form 24 as primary up to a certain amount and then buying a form 2 bond as excess over this. However, the form 2 is not as broad, does have a limitation as to the mileage basis for messenger coverage, and the savings is not very great.

We recommend that the minimum amounts of broad coverage as set forth by the American Bankers Association should be a yardstick as to the lowest amount to be carried by the bank. The bond in any event should be high enough to cover all money and securities in the bank premises and you should also have in mind that this bond is the only protection you have for dishonesty of employees. We might mention that excess fidelity in large amounts is available on bank employees as excess over the blanket bond. In view of some sizable bond losses in the country, the officers and board of directors should decide as to the amount of bonds which should be maintained on their bank.

Check Forgery — This protects the banks against loss through forgery

of customers' checks as well as their own issue, and we recommend that a deductible be applied to such check forgery in order to take advantage of a discount in rate, and also because we feel the banks should not turn in small claims, again our belief being that this is a part of banking operation and the expense is chargeable thereto.

Securities Forgery — This protects the bank against loss through loans on securities which may have been forged.

Safe Deposit Box Coverage — All banks should carry safe deposit legal liability coverage, protecting the bank for their legal liability for loss of securities in customers' safety deposit boxes. We feel that this policy, if carried in an adequate amount, furnishes the bank with all the legal protection it needs for the safe deposit box coverage.

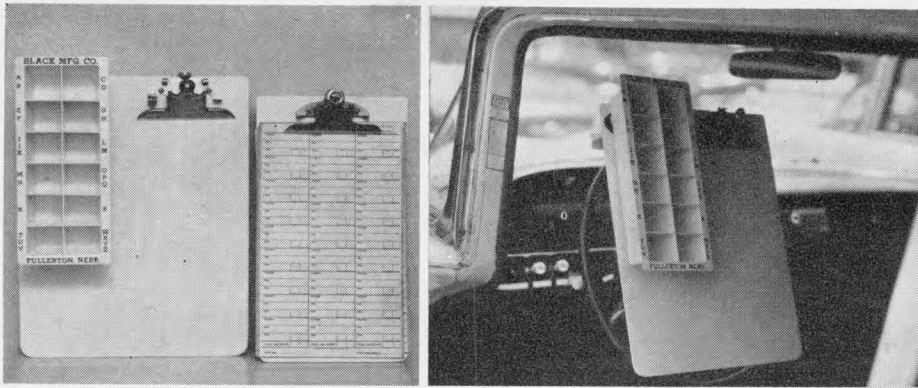
Safe deposit burglary and robbery coverage is available and will pay a loss if one occurs for either burglary or robbery of the safe deposit boxes.

Securities in Depository Banks—The blanket bond gives coverage on securities in depository banks, including the Federal Reserve. Many banks feel that they should have additional protection over and above their blanket bond and such coverage is available if desired.

2. Loss through injury to person or damage to property.

Comprehensive General Liability—All banks should carry high-limits, public liability coverage for the bank premises and including any other premises which they might own or rent. They also should include in this

Kit Speeds Clerking at Sales



PLASTIC sorting cabinet is shown at left in left photo, mounted on steering wheel desk. Beside it is plastic, double clip listing board for the listing clerk. Photo at right shows sorting cabinet and writing desk mounted on steering wheel for convenience of sales clerk.

A PRACTICAL system for clerking auction sales has been developed by Black Manufacturing Company, Fullerton, Nebraska, after more than 40 years of experience in clerking sales of all types. This sales clerk kit was designed by Everett M. Black, head of the firm and also executive vice president of the First National Bank in Fullerton.

The kit is neatly packaged in a heavy cardboard container and is complete with plastic, double clip listing board for the listing clerk, and a handy, plastic sorting cabinet with alphabetized pockets and mounted on a steering wheel desk. This makes it convenient for the settling clerk to park his car in a strategic place where he can watch the proceedings of the sale, as well as be in a location where people can readily settle with him.

By using this system the clerk not only speeds up settlement of the sale but eliminates those unsettled tickets or items which result when he has to look over sheet after sheet to pick out the items. Also, he does not have to do any posting.

The outfit features, and is built around, a special copyrighted three-copy sheet with built-in carbons mak-

ing it wind proof, and in this way the clerk has an exact copy for his records, the owner of the sale has the same, and the third sheet on heavy manila paper is perforated into 27 tickets size 1½ x 3 inches. This exact copy is given to the purchaser only after he has paid his bill or account.

This eliminates any argument as to whether or not a bill has been paid and gives the purchaser a good receipt for his records. All the clerk has to do after he has finished settling the sale is to add up the unpaid tickets and cash on hand and his sale should be balanced.

Many clerks using this system have found it very advantageous when they have been confronted with purchasers taking off without settling their accounts and taking with them their purchases arranged with sale clerks or owners. In this way, nobody loads any major purchases until they have produced their tickets, and in the case of strangers the license number of the truck or pickup can be taken, thereby eliminating a most embarrassing situation.

Many sales clerks report they save enough in overlooked small tickets each sale to more than pay for the supplies used.—**End.**

on the comprehensive policy, coverage on any automobiles owned by the bank, elevators, if any, non-ownership liability and coverage for repossessed cars. These coverages are all automatically provided under the comprehensive form of policy. If any bank does not now carry comprehensive liability form, we suggest that they contact their insurance agent and have this rewritten into the broad form with limits at least \$100,000 single limit with \$300,000 to \$1,000,000. The cost for these higher limits is not great and we recommend that the banks protect themselves most ade-

quately for this possible contingency.

(The committee urges each bank to carry a workmen's compensation policy in a reputable company. The premium is small and the hazard must not be uninsured.)

(The committee also urges each bank having a boiler in its building to provide boiler coverage in an adequate amount, not only for boiler damage, but because of expert inspections by insurance company engineers. Boiler extra expense coverage will pay for expenses of operation on other premises if boiler damage puts your building out of commission.)

3. Loss from fire and allied perils.

Fire and Extended Coverage—If the bank owns the building then we suggest that the value be checked if an appraisal has not been made within the last two years. We recommend that fire and EC (extended coverage) plus vandalism and malicious mischief be written to at least 80 per cent of the present value. We would mention the fact that it is possible to buy replacement coverage so that in event of a loss the bank may have available sufficient money to build the new building in the same location. This should be discussed with your agent if you are interested. Contents such as office equipment, business machines and so forth should be insured, to value on the same policy. Also we mention improvements and betterments for those banks who rent their buildings and have installed new light fixtures, re-decorated and gone to other expense on a building that is not theirs. This may be insured under a policy covering improvements and betterments.

Errors and Omissions—All banks who operate an insurance agency in the bank quarters should insist that the agency carry errors and omissions coverage. The agency, of course, is not in the same name as the bank. To the public, however, it appears that the bank is also handling the insurance.

Registered First Class Mail—This policy provides for coverage of money and securities when shipped by mail and the cost depends on the amount of such shipment.—**End.**

Mosler Announces Contest

A second annual contest to find the country's most personable and attractive bank drive-in teller is announced by the Mosler Safe Company.

The winner will be selected at the American Bankers Convention in Miami Beach, October 25-28, according to Edwin H. Mosler, Jr., president of the safe firm.

Bankers attending the convention will be asked to select the winner by ballot from among three finalists who will be in attendance as Mosler's guests. The winner will be awarded an all-expense paid week for two at the luxurious Plantation Inn in Ocho Rios, Jamaica.

The finalists will also be presented with complete costumes from Burdine's Sunshine Fashions, Florida department store.

Entry blanks can be obtained from any Mosler representative or branch office, or by writing Miss Drive-In Teller, Room 405, 50 W. 57th Street, New York 19, N. Y.



CHEMICAL CORN EXCHANGE BANK

165 Broadway, New York

Condensed Statement of Condition

At the close of business June 30, 1959

ASSETS

| | |
|---|---------------------------|
| Cash and Due from Banks | \$ 805,415,696.71 |
| U. S. Government Obligations | 473,971,194.50 |
| State, Municipal and Public Securities | 398,271,355.51 |
| Other Bonds and Investments | 22,831,520.99 |
| Loans | 1,635,685,623.40 |
| Banking Premises and Equipment | 23,112,677.68 |
| Customers' Liability on Acceptances | 65,028,145.40 |
| Accrued Interest and Accounts Receivable | 13,728,198.50 |
| Other Assets | 11,464,687.59 |
| | <u>\$3,449,509,100.28</u> |

LIABILITIES

| | |
|--|---------------------------|
| Capital Stock (\$10. par) \$ | 63,765,900.00 |
| Surplus | 186,234,100.00 |
| Undivided Profits | 52,068,653.45 |
| Reserve for Contingencies | 4,069,933.48 |
| Reserves for Taxes, Expenses, etc. | 7,288,700.14 |
| Dividend Payable July 1, 1959 | 3,825,954.00 |
| Acceptances Outstanding (Net) | 66,669,143.56 |
| Other Liabilities | 15,863,601.38 |
| Deposits | 3,049,723,114.27 |
| | <u>\$3,449,509,100.28</u> |

Securities carried at \$174,651,409.17 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

Directors

| | |
|---------------------------|--|
| FRANK K. HOUSTON | Honorary Chairman of the Board |
| N. BAXTER JACKSON | Chairman, Executive Committee |
| ROBERT A. DRYSDALE | Senior Partner, Drysdale & Co. |
| DUNHAM B. SHERER | New York |
| JOSEPH A. BOWER | Retired |
| THOMAS R. WILLIAMS | President, Ichabod T. Williams & Sons, Inc. |
| JOHN K. ROOSEVELT | Roosevelt & Son |
| HENRY UPHAM HARRIS | Partner, Harris, Upham & Co. |
| HAROLD H. HELM | Chairman |
| H. E. HUMPHREYS, JR. | Chairman, United States Rubber Company |
| CASON J. CALLAWAY | Farmer |
| ROBERT J. McKIM | President, Associated Dry Goods Corporation |
| MAURICE T. MOORE | Partner, Cravath, Swaine & Moore |
| JAMES BRUCE | Industrialist |
| J. ALBERT WOODS | New York |
| BENJAMIN F. FEW | President, Liggett & Myers Tobacco Co. |
| ROBERT G. GOELET | Real Estate |
| JAMES B. BLACK | Chairman of the Board, Pacific Gas and Electric Company |
| GILBERT H. PERKINS | Vice Chairman |
| ISAAC B. GRAINGER | President |
| KENNETH E. BLACK | President, The Home Insurance Company |
| ALEX. H. SANDS, JR. | Vice Chairman, The Duke Endowment |
| HENRY L. HILLMAN | President, Pittsburgh Coke & Chemical Company |
| CHARLES H. KELLSTADT | President, Sears, Roebuck and Co. |
| H. I. ROMNES | President, Western Electric Company, Inc. |
| <i>Advisory Committee</i> | |
| C. WALTER NICHOLS | Chairman, Nichols Engineering & Research Corporation |
| ROBERT GOELET | Real Estate |
| JOHN R. McWILLIAM | Retired |
| W. ROSS McCAIN | Hartford |
| FREDERICK E. HASLER | Chairman, Haytian American Sugar Company, S. A. |
| WILLIAM P. WORTHINGTON | Home Life Insurance Company President, |
| JOHN R. SUMAN | Oil and Gas Consultant |

Convenient Offices Throughout Greater New York

Every Banking and Trust Service at Home and Abroad

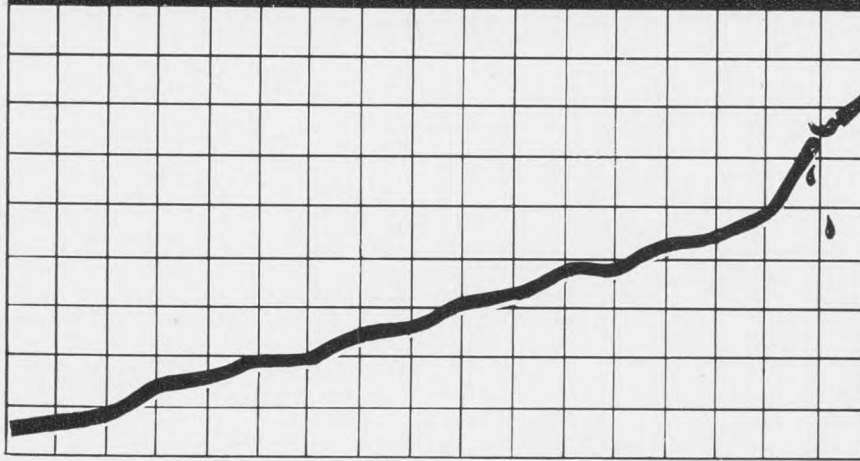
Charter Member New York Clearing House Association

Member Federal Reserve System

Member Federal Deposit Insurance Corporation

STATEMENT OF CONDITION

JUNE 10, 1959



RESOURCES

| | |
|--|------------------------|
| Cash and Due from Banks | \$20,167,423.02 |
| U. S. Government Obligations | 13,687,102.98 |
| Obligations of Federal Agencies | 5,364,416.90 |
| State and Municipal Securities | 169,092.95 |
| Federal Reserve Bank Stock | 75,000.00 |
| Loans and Discounts | 30,833,618.82 |
| Furniture, Fixtures, Equipment and Improvements | 856,707.07 |
| Other Assets | 6,655.24 |
| Total Resources | \$71,160,016.98 |

LIABILITIES

| | |
|--------------------------------------|------------------------|
| Deposits | \$66,749,141.91 |
| Capital | 1,250,000.00 |
| Surplus | 1,250,000.00 |
| Undivided Profits and Reserves | 1,910,875.07 |
| Total Liabilities | \$71,160,016.98 |

DEPARTMENT OF BANKS AND BANKERS

OTTO H. PREUS
Vice President

A. J. KNUTSON
Assistant Cashier

*"Strong Friend
of the
Independent
Banker!"*

The MARQUETTE National BANK
OF MINNEAPOLIS *Seventh at Marquette* FE 3-5411

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, August, 1959

Minnesota NEWS

W. A. GRAY **President** **Duluth**
K. A. WALES **Secretary** **Minneapolis**



Retires at Winona

John Ambrosen, senior vice president, Winona National and Savings Bank, Winona, retired recently after 42 years in banking. He will continue as a director.

Mr. Ambrosen is a past president and former director of the Southeastern Division of the Minnesota Bankers Association and for many years was secretary and treasurer of the Winona Clearing House Association.

Barnum Change

Walter C. Newman, former Cloquet resident, has been elected vice president of the State Bank of Barnum. He succeeds C. C. Hanson, who resigned in order to devote full time to the Barnum Realty Company.

New Director Named

Leo J. Gayou, plant manager at the Northwest Paper Company mill in Brainerd, has been appointed a director of the First National Bank, Brainerd. He fills a vacancy created by the death of Clyde Parker several months ago.

Duluth Construction

The First National Bank, Duluth, is completing an auto park directly across the street from the bank building. The site is the location of the old First National Bank building, recently razed. While the park is planned primarily for customer use, it will be open for public parking.

Owatonna "Charm" Class

Security Bank and Trust Company, Owatonna, recently conducted an informal "charm school" for 21 Steele County Dairy Princess candidates.

Included in the program were talks on correct clothing, grace, proper make-up, modeling, carriage and deportment, and public speaking. The event was enthusiastically received and plans are being made to make it an annual event.

Capital Increase

Capital stock of the First National Bank of Braham recently was in-

creased from \$100,000 to \$125,000 by the sale of new stock. The number of shares now outstanding is 1,250.

Banker and Son Die

The president of the Lowry State Bank and his cashier son were found shot to death in the bank recently. Officials ruled the deaths murder and suicide.

Authorities said Stanley P. Billey, 58, president and manager of the bank, shot his son, Arthur, 25, cashier, twice and then turned the gun on himself.

Examiners stated, prior to a complete investigation, they did not believe there was a shortage.

Banks Up Interest Rate

The First National Bank of Cloquet and the First National Bank of Spring Valley have announced increases in interest rates.

The Cloquet bank is now paying 3 per cent on savings certificates and certificates of deposit. The Spring Valley bank is paying 3 per cent on time deposits.

Honored at Retirement

Philip M. Boll, chairman of the board, Farmers and Merchants State Bank, Breckenridge, and his wife were guests of honor last month when directors, officers and employees held a dinner party on the eve of Mr. Boll's retirement from active duty at the bank.

He came to the bank in 1923 from the Breckenridge National and has served the Farmers and Merchants State as president since 1926. They were given a color TV set.

Lewisville Open House

The Merchants State Bank, Lewisville, held open house last month to celebrate the completion of its remodeling program. It was the second time the building has been remodeled since the present structure was completed in 1903.

Remodeling this year included rebuilt tellers' cages, new lighting, a ceramic tile floor, inclusion of a private office, and all new furniture.

Austin Changes

The following changes have been announced by R. F. Lichty, president, First National Bank, Austin:

George M. Leland, assistant vice president, was promoted to vice president; Adrian Tinderholt, assistant cashier, advanced to cashier; William Howley, a director since 1955, was named to head the new business development and public relations department and Richard L. Kelly, manager of bookkeeping and transit, was promoted to auditor.

Joins Staff at Askov

Arne P. Stovring, formerly of Askov, Minn., and most recently of Beloit, Kan., has returned to Askov to join the staff of the Security State Bank of Askov as head of the insurance department.

He was auditor, Federated Mutual Insurance Company of Owatonna with headquarters in Beloit before this change.

New Brighton Change

Stanley J. Grove has been appointed cashier of the First State Bank of New Brighton, according to Harold J. Pohlad, president. Mr. Grove has been in banking for 12 years, in Hastings and the Twin City area. He succeeds Lawrence L. Haglund.



S. J. GOVE

Announcements at Braham

The First National Bank, Braham, Minn., recently sent to its friends and customers a very informative letter which included: Mid-year statement, discussion of increased capital structure, news of contemplated new bank building, explanation of farm and business trends, a word of caution on inflation, explanation of interest rates paid and a paragraph selling the bank's services. The letter was signed by Oscar A. Olson, Sr., chairman.

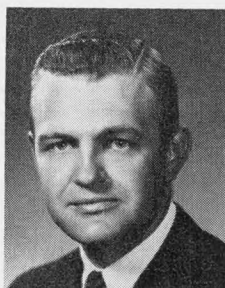
Capital stock was recently increased from \$100,000 to \$125,000 and surplus from \$114,000 to \$139,000, via sale of additional stock. From undivided profits, \$16,000 was added to surplus, increasing surplus to \$155,000. So, capital structure is now \$280,000, undivided profits and reserves are \$57,553, or a total capital, surplus, undivided profits and reserves of \$337,553.

The bank has acquired property across the street and architects already have been contacted to draw up plans for a new building.

Twin City News



ROBERT E. SIPPLE, former assistant cashier, Kraft State Bank of Menomonie, Wis., has joined the correspondent bank department of the American National Bank of Saint Paul as representative calling on banks in the upper midwest:



R. E. SIPPLE

Mr. Sipple began his banking career in 1952 at the Kraft State Bank, where he has served as assistant cashier the past six years.

* * *

Roy A. Bertelsen, St. Paul, has been elected president of the Hillcrest State Bank of St. Paul.

President of both the Minneapolis Builders Supply Company and Concrete Service, Inc., Mr. Bertelsen was an original stockholder of the bank, which opened for business in November, 1955. He has been a director since and has served as vice president.

Hillcrest State has a capital structure of \$237,000, consisting of \$100,000 capital, \$50,000 surplus, and \$87,000 in undivided profits and reserve. Its assets approaching \$3,000,000.

* * *

Donald A. Stecher has been elected cashier of the Capital City State Bank of St. Paul. He started his banking career 12 years ago. Mr. and Mrs. Stecher and their three children live in suburban White Bear Lake.

* * *

M. O. Grangaard, 73, former senior vice president, First National Bank of Minneapolis, died recently in Ocean-side, Calif. Since his retirement in 1950 he had been associated with the W. R. Olson Company, bank brokerage firm at Fergus Falls, Minn.

Mr. Grangaard had served as president of the Minnesota Bankers Association, director of the Federal Reserve Bank of Minneapolis, director of the First Edina National Bank and,

for 19 years, treasurer of the Minnesota Fair Board.

Funeral services and burial were in Minneapolis.

* * *

Earl P. Fredell, a veteran of nearly 30 years in banking, has been elected assistant cashier, First National Bank of Minneapolis. Mr. Fredell had been an officer of First Produce State Bank of Minneapolis since 1944.

Robert W. Rode, assistant cashier at First Edina National Bank, was elected cashier at First Produce, succeeding Mr. Fredell. **Galen Schmick**, chief clerk at First Edina, was elected assistant cashier there to succeed Mr. Rode.

* * *

The state of Minnesota has collected \$83,369 from bank accounts that have been inactive 20 years or more, under judgments issued recently in Ramsey County (St. Paul) district court.

The orders affected 258 banks throughout Minnesota. Most of the collections, \$43,046, came from the Twin Cities. Publicity had led to reclaiming by the owners of some \$27,000 in additional deposits.

Although the state takes custody of the money, the funds still can be recovered by the owners within the next 40 years.

* * *

Rollin O. Bishop, president, American National Bank of St. Paul, has been elected a trustee of Hamline University, St. Paul.

* * *

Harry G. Cross, 68, a director of Third Northwestern National Bank of Minneapolis, died recently. Services and burial were in Minneapolis. Mr. Cross was chairman of the board, Waterman-Waterbury Company.

* * *

Philip H. Nason, president, First National Bank of St. Paul, has been elected a director of Brown & Bigelow, Twin Cities advertising specialty firm. Mr. Nason fills a vacancy created through the death of **Charles A. Ward**,

who was succeeded as president by his wife.

* * *

Russell A. Nelson, vice president, Northwestern National Bank of St. Paul, is the new president of the Minnesota chapter, Robert Morris Associates, organization of bank loan officers.

Other officers are **Edward C. Brown, Jr.**, First National Bank of Minneapolis, vice president, and **Newton H. Dashiell, Jr.**, Northwestern National Bank of Minneapolis, secretary-treasurer.

* * *

Henry N. Snyder, First National Bank of St. Paul, has been appointed national associate councilman for the American Institute of Banking in Minnesota.

* * *

Emil Gensinger, auditor, Fidelity Bank & Trust Company of Minneapolis, is among 98 bankers completing a three-year course this summer at the University of Wisconsin school for bank auditors and comptrollers.

* * *

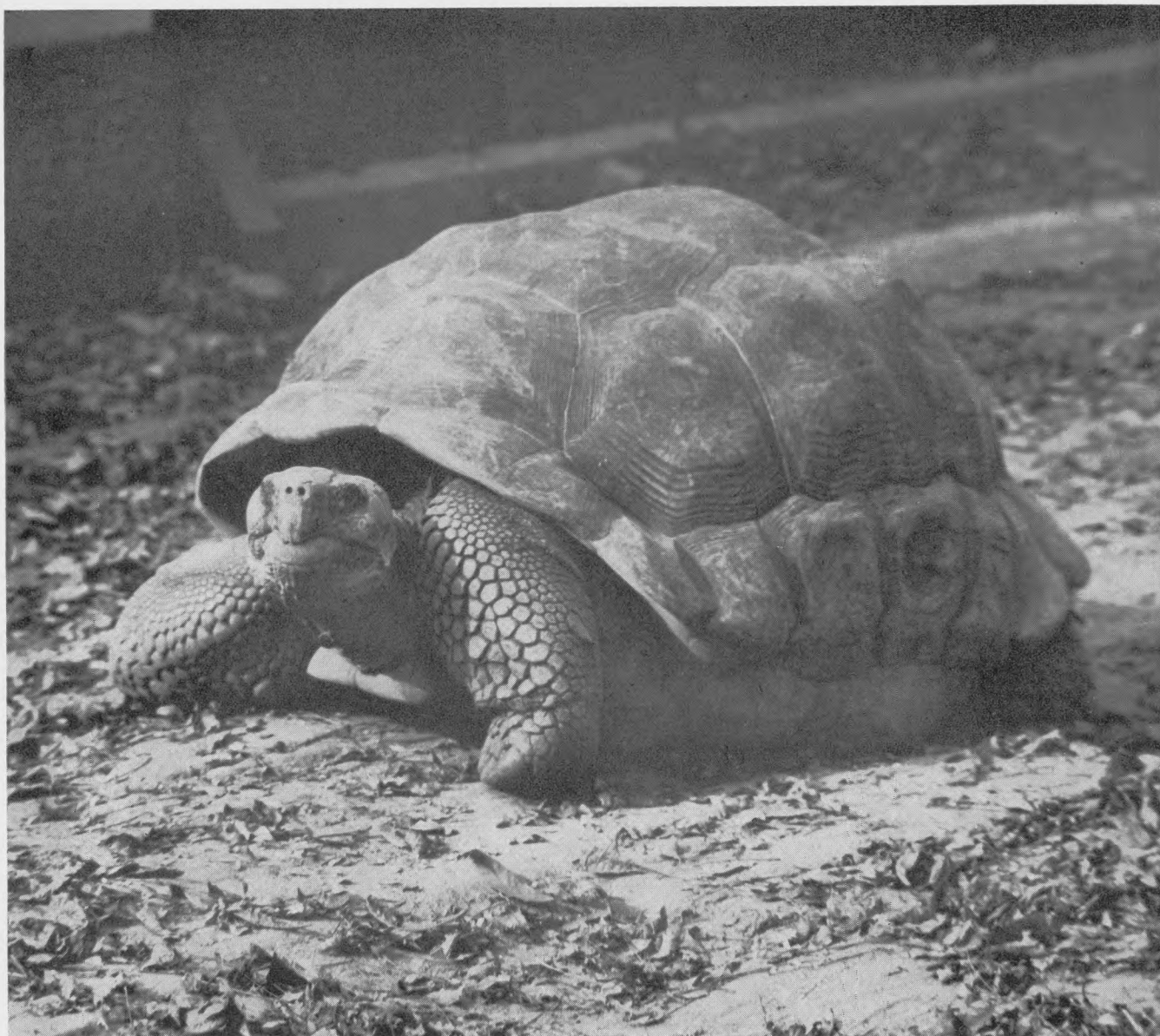
Bankers joined with real estate, construction and other financial groups recently in helping the Federal Housing Administration's Minneapolis office celebrate its 25th "birthday" at a party given by the groups at the Calhoun Beach Hotel.

Close to \$1 billion worth of applications for home loan insurance have been processed by the Minneapolis office since its founding. Of this amount, some \$300 million of insurance has actually been approved.

Wallace E. Berg is director of the FHA Minneapolis staff. He has 75 employees and four part-time employees.

John deLaitre, president, Farmers & Mechanics Savings Bank of Minneapolis, was one of two Minneapolis businessmen who represented their organizations as sponsors of an industry salute to the FHA at a dinner in Washington.

Mr. deLaitre is president of the Na-



The One Banker Who Wasn't Interested in Public Relations Ideas

Let's thank the good Lord there weren't many like *him* at the last FPRA Convention! Because most bankers who attended were considerably quicker and more perceptive to see the value of the Public Relations, Advertising, and Promotional ideas presented . . . many ideas culled from fellow-bankers all over the country.

This year's program promises to be even better. It'll pay you to attend. There'll be time for some fun, too. But mainly the big FPRA Convention means business . . . good future business for you. Get in touch with the FPRA right now, to assure yourself of a reservation. Write or call:



FINANCIAL PUBLIC RELATIONS ASSOCIATION

Clearing House for PR Ideas

231 So. La Salle St., Chicago 4, Ill., Tel: STate 2-5547

All bankers, member or not, you're invited to the FPRA Convention. Nov. 1-5, Americana Hotel, Miami Beach, Florida

Northwestern Banker, August, 1959

tional Association of Mutual Savings Banks. Accompanying him was **Walter C. Nelson**, president, The Eberhardt Company, and also president of the Mortgage Bankers Association of America.

* * *

Walter C. Johnson has been elected comptroller of the Northwest Bancorporation pursuant to resignation of that position by **Ray A. Scott**. The directors also elected **Eugene W. Fett** a new officer of the corporation with the title of assistant secretary.

* * *

Directors of First Bank Stock Corporation have declared a quarterly dividend of 42½ cents per share on the capital stock of the corporation, payable September 8, 1959, to stock-

holders of record at the close of business on August 14, 1959. This declaration constitutes the 87th consecutive dividend to be paid without interruption by the corporation since its founding in 1929.

Joseph H. Colman, president, reported that consolidated net operating earnings for the first six months of 1959 were \$6,932,625. This is the equivalent of \$2 per share on the 3,465,017 shares of stock outstanding on June 30, 1959, and compares with \$1.85 per share in the first six months of 1958 computed on 3,464,499 shares outstanding on that date.

Consolidated deposits, after eliminating inter-affiliate balances, were \$1,557,527,875, as compared with \$1,520,155,761 a year ago. Loans were

\$854,123,507 on June 30, as compared with \$767,837,962 on the same date last year.

* * *

Gilbert W. Urban, assistant controller of the First National Bank of Minneapolis, was elected director of publicity for the Minneapolis Chapter of the National Association of Accountants at their recent annual meeting. —End

Wants Interest Rate Held

A strong advocate of holding the line on savings interest rates at the present 3 per cent level is **S. J. Kryzsko**, president of the Winona National and Savings Bank, Winona. In letters to the Federal Reserve Board and the Federal Deposit Insurance Corporation, Mr. Kryzsko said:

"Current newspaper reports indicate that scattered banks around the country are urging an increase in the present 3 per cent limit for interest paid on time deposits. I'd be willing to bet that most of these banks are 'Johnnie-come-latelys' in the savings field or else large commercial banks with a small percentage of time money to total deposits.

"We who have been in it all our lives and now have time money totals exceeding 50 per cent or better of total deposits remember how difficult it is to come down once you go up in rate. In addition, we now again begin to feel the pressure of greatly increased cost of operations due to the substantially increased cost of deposit funds."

He noted that time money increases originate in large cities where loan rates can be adjusted, and that loan rate changes cannot be done the same way in country banks. He concluded his letter by saying, "We join what we believe is the majority opinion when we strongly urge you to hold the line for present rate limits in the current unsettled rate situation."

Joins Marshall Bank

Darrell Krogh has been added to the staff of the Western State Bank, Marshall. He formerly was with the installment loan department of the Security National Bank, Sioux City. His duties at the Marshall bank will include insurance and installment loans.

Promotions at Austin

George M. Leland has been promoted to vice president and **Adrian C. Tinderbolt** has been moved up to cashier at the First National Bank of Austin, Minn.

William M. Howley, a director of the bank for several years, has been named director of public relations and business development.

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SANTA BARBARA
Riviera

One of America's truly great hotels. World-famous for scenic beauty and superb cuisine. 9 acres of landscaped grounds and gardens with commanding views of Pacific Ocean and city of Santa Barbara. Ideal climate year around.

California's
most loved resort hotel
:: new king-sized pool

THE
El Encanto
HOTEL



ACCIDENT, SICKNESS and HOSPITAL INSURANCE AT COST!

Bankers are Select Risks and we have special coverage designed for Bank Men and Women. Write for Application and Information.

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



New! Pre-packaged American Express Travelers Cheques



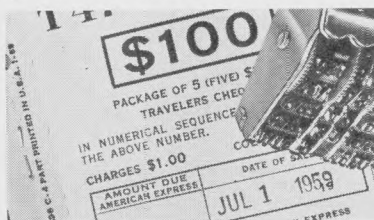
TELLER'S SALES KIT

Handy sales kit contains eight different packages ranging in value from \$50 to \$1,000. Many banks have already placed a kit with every teller.



NO COUNTING—NO PAPER WORK

Teller reaches for right package—that's all. Information once supplied by teller is now *pre-printed* on purchaser's application form.



JUST DATE—AND SELL THEM

All the teller need do is add date. Issuing pre-packaged American Express Travelers Cheques is about as easy as handling the equivalent in cash.



AT EVERY TELLER'S WINDOW

Now every teller can handle American Express Travelers Cheques easily and profitably—beginning with the peak sales season ahead.

Now—American Express Travelers Cheques are *pre-packaged* in the exact amounts and denominations your customers request most often. These pre-packaged Cheques can accommodate up to 80% of your Travelers Cheques sales. They make it possible to reduce issuance time to about 90 seconds . . . to sell Travelers Cheques at all tellers' windows with ease and efficiency . . . to increase your bank's Travelers Cheques sales . . . to offer faster and better service to your customers. For further details or supplies, please write to Mr. Olaf Ravndal, Senior Vice President and Treasurer, American Express Company, 65 Broadway, New York 6, N. Y.

AMERICAN EXPRESS COMPANY

MONEY ORDERS • CREDIT CARDS • TRAVEL SERVICE • FIELD WAREHOUSING • OVERSEAS COMMERCIAL BANKING • FOREIGN REMITTANCES • FOREIGN FREIGHT FORWARDING

Northwestern Banker, August, 1959

Capital Increased

Capital stock of the Security State Bank, Pine Island, has been increased from \$50,000 to \$75,000. Surplus also is \$75,000, with total capital accounts at more than \$215,000.

Led Cerebral Palsy Drive

James H. Claypool, vice president, Northern City National Bank, Duluth, was general chairman of the 1959 United Cerebral Palsy Fund Drive.

Mr. Claypool was appointed shortly before the drive was to begin and the campaign, just now ended, was declared very successful. He was head of the "53-Minute March," a theme that is used to dramatize the frequency with which cerebral palsied children are born in the United States.

B of M Stock Subscribed

Following the expiration on July 10 of the offer of a new issue of capital stock to Bank of Montreal shareholders, Arnold Hart, B of M president, announced that, as a result of the widespread response from many new shareholders, as well as from those shareholders to whom the offer was made, over 99 per cent of the shares offered was subscribed.

The subscription percentage, Mr.

Hart said, exceeded the very satisfactory response to a similar offer of shares two years ago. During the subscription period the price of the bank's stock continued to rise, going from 56¼ to a high of 62½.

The new issue of shares will add \$6,750,000 to the paid-up capital of the Bank of Montreal, bringing it to \$60,750,000, the highest for any Canadian bank, while the rest account will be increased by \$14,850,000, to bring it to \$137,850,000.

Heads Executive Committee

Lewis A. Lapham, a member of Bankers Trust Company's board of directors and its executive committee



L. A. LAPHAM

for the past nine years, has been named chairman of the executive committee, it was announced in New York last month by William H. Moore, chairman of the board.

Mr. Lapham, who has been president of Grace Line Inc. since 1955, has resigned that position to de-

vote full time to his new duties with the bank.

At the same time, Howard M. Koster, Daniel M. Lucy, Edgar A. Manning, Jr., and William E. Pelley, all formerly assistant vice presidents, were named vice presidents, it was announced by Mr. Moore.

Reports Increased Net

James Talcott, Inc., one of the country's oldest and largest independent commercial financing and factoring organizations, reports that consolidated net income in the first six months of 1959 reached \$1,516,051, up 51 per cent from the \$1,004,008 reported for the similar period last year, according to R. R. Campbell, midwest vice president of the company.

After provision for preferred dividends, earnings equaled \$1.49 per share on the 950,507 shares of common stock outstanding, as compared with \$1.28 per share on the 706,966 shares outstanding in the first half of 1958.

James Talcott, chairman, and Herbert R. Silverman, president, said that the 105-year-old firm's volume of business in the first half of 1959 amounted to \$495,717,000, compared with \$384,835,000 for the same period a year ago.

THE BANK

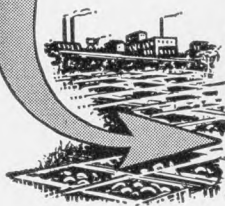


AT THE YARDS

- CARL L. FREDRICKSEN
Chairman of Board
- CLIFFORD L. ADAMS
President
- STANLEY W. EVANS
First Vice President
- WILLIAM C. SCHENK
Vice President
- JOHN S. HAVER
Asst. Vice Pres. and Cashier
- JAMES L. SMITH
Asst. Vice Pres. and Auditor
- KINLEY W. SMITH
Asst. Cashier
- BEN E. HOLTDORF
Asst. Cashier
- EDWARD L. NEWELL
Asst. Cashier
- MALCOLM H. ERICKSON
Assistant Cashier
- JAMES J. MCGILL
Assistant Cashier
- R. K. DRAPER
Representative

REPORT OF THE CONDITION
At the Close of Business June 10, 1959

| RESOURCES | |
|--|------------------------|
| Loans and Discounts | \$13,862,234.21 |
| United States Bonds and Notes | 5,779,206.10 |
| State, County and Municipal Bonds | 2,249,130.07 |
| Federal Reserve Bank Stock | 45,000.00 |
| Interest Earned, Not Collected | 164,561.81 |
| Leasehold Improvements | 32,749.79 |
| Furniture and Fixtures | 60,953.90 |
| Other Assets | 8,358.46 |
| Cash on Hand and Due from Banks | 7,128,592.24 |
| | \$29,330,786.58 |
| LIABILITIES | |
| Capital Stock | \$ 400,000.00 |
| Surplus | 1,100,000.00 |
| Undivided Profits | 336,413.80 |
| Total Capital Accounts | \$ 1,836,413.80 |
| Reserve for Interest, Taxes and Expenses | 226,646.85 |
| Interest Collected, Not Earned | 89,324.42 |
| Deposits | 27,178,401.51 |
| | \$29,330,786.58 |

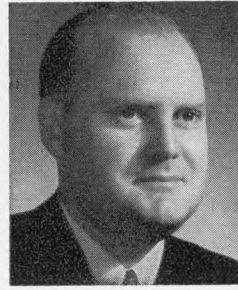


The
LIVE STOCK NATIONAL BANK
Sioux City, Iowa

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

South Dakota NEWS

A. BOYD KNOX President Salem
CARL E. BAHMEIER, JR. Secretary Huron



Gorden H. Maxam Reports:

State Banks in Good Shape

THE comparative abstract showing the condition of South Dakota state banks and trust companies at the close of business June 10, as compiled by Gorden H. Maxam, superintendent of banks, shows deposits in state banks have increased \$42,273,648 over the call of June 23, 1958, but are \$10,410,978 lower than of December 31, 1958, an all-time high.

Regular loans have increased \$15,342,510 over June 23, 1958, and are slightly more than that amount over the December 31, 1958, figures. CCC loans show an increase of \$448,099 over June 23 a year ago, but are \$12,057,806 under the December 31, 1958, figure.

In connection with time deposits, they show an increase of \$13,173,325 over June 23, 1958, and are \$5,580,211 over December 31, 1958. Total deposits show a reduction of \$6,732,256 since the last call on March 12, 1959, but loans are higher. It is usual for deposits to decrease to some extent during the first part of the year and build back up in the fall of the year when livestock and grain are marketed. The report reflects a healthy condition insofar as South Dakota state banks are concerned.

"First State Bank Week"

When remodeling of the First State Bank of Roscoe was completed recently, the mayor of Roscoe proclaimed the week "First State Bank Week" and there was dancing. The dance was sponsored by the bank and three cash prizes were given. Also, about 40 bankers from the area and the larger midwestern cities were entertained at a dinner two days before the dance. A radio broadcast of bank

opening events were aired on a half-hour program later in the week.

A. N. Johnson, president of the bank, reports that the day of the broadcast was the bank's 56th anniversary.

New Officers at Carthage

At a recent meeting at the Farmers State Bank in Carthage, Mrs. D. P. Amsberry was named a director, D. P. Amsberry was elected president of the bank and W. L. Henden became vice president. M. B. Harmon is a director and Dale Morstad, cashier.

E. B. Patten, who has moved to Mankato, Minn., was president of this bank for several years.

Capital Increase at Howard

Gorden H. Maxam, superintendent of banks, reports that an amendment was approved to the articles of incorporation of the Miner County Bank of Howard at a recent meeting of the state banking commission.

This increased the common capital from \$37,500 to \$50,000.

SDBA Considering Analysis

Being considered by the bank management committee of the SDBA is a survey of "Operation Cost Analysis." To determine the amount of cooperation that can be expected, cards were sent to South Dakota bankers recently with these topics, one of which is to be marked or checked by a bank officer, and returned to SDBA headquarters in Huron:

1. Our bank will cooperate in a Cost Analysis Questionnaire.
2. Our bank is not interested in this project.

3. If the survey is conducted, we would desire a Size Group discussion at the Bank Management Clinic.

Walter Pailing, president, Rapid City National Bank, is chairman of the committee.

10 Junior Employees Graduate

Ten South Dakota bank employees were awarded diplomas last month for completing two sessions of the Junior Employees School, sponsored by the SDBA in cooperation with the University of South Dakota School of Business. Eleven others completed their freshman year.

Members of the instructional staff included: Ray Christianson, First National Bank, Aberdeen; Byron Lopp, public relations consultant, Denver; K. E. Raschke, assistant to the president of the University; Walter Willy, Security Bank, Madison, and R. F. Patterson, dean of the school of business.

Representing the bankers association were: Boyd Knox, Salem, president; Carl Bahmeier, executive secretary, and Russell Knudsen, Yankton, chairman of the association.

New Quarters at Stickney

The Farmers State Bank of Stickney opened for business in its new location last month. The new home for the bank is a modern brick building built in 1956 and is diagonally across the street from the old quarters.

Fred G. Bormann, president and chairman of the board, received the original charter for the bank in July of 1919 when the bank was organized at Beardsley, and has been active in its management since that time.

All new fixtures and an all-new interior, plus a new vault, make this one of the modern banks of the area.

As this is the farmers' busy time, open house will be held later.

Counties "Over the Top"

At the end of the half-way mark for the year, Aurora and Potter Counties are first in South Dakota to attain 100 per cent or more of their 1959 U. S. Savings Bonds goal. F. R. Loevinger and C. F. Stilgebouwer head the Aurora and Potter campaigns, respectively.

Right behind them are McPherson, Charles Mix and Maakon Counties.

THE NATIONAL BANK OF SOUTH DAKOTA

Huron

Sioux Falls

Vermillion

9th at Phillips ♦ Minnesota at 33rd

Member of Federal Deposit Insurance Corporation

Affiliated with FIRST BANK STOCK CORPORATION

Sioux Falls

JOHN E. GRIFFITH, president of Lewis Drugstores and a director of the Northwest Security National Bank, was appointed to the education committee of the United States Chamber of Commerce for 1959-60. The appointment was made by **Erwin D. Canham**, president of the national organization. The committee analyzes problems facing education and advises the Chamber on policies and programs to improve business-education relations.

* * *

Sioux Falls Chapter, American Institute of Banking, was represented at the group's midwest regional conference in Lincoln, Neb., by **Richard Munce** and **Martha Voss**, Northwest Security National Bank, and **Conrad Otterness**, South Branch, National Bank of South Dakota.

* * *

Joyce L. Nordstrom, an employee of the Northwest Security National Bank, died in a local hospital at the age of 21. She had been hospitalized since June 27.

* * *

The case of the proposed Stock Yards Bank for Sioux Falls has been taken to the South Dakota Supreme Court. The State Banking Commission filed an appeal with the high tribunal from Circuit Judge **Roy D. Burns'** judgment remanding the petition to the commission for further consideration. **Gordon Maxam**, state banking superintendent, said the commission felt it had given due consider-

ation in 1956 when it rejected the application for the new bank. The commissioners said Sioux Falls already has more banks per capita than most cities. The petition for a new bank was filed by **H. D. McKinnon**, **Emmet E. Brewick**, **P. L. Mader**, **John P. McQuillen** and **R. W. Douglass**. They appealed the commission's ruling to the courts, and Judge Burns remanded it to the commission May 28 of this year.—**End.**

Group Meeting Dates

Group meetings dates of the South Dakota Bankers Association have been scheduled and they are:

November 9 Rapid City
November 10 Mobridge
November 11 Huron
November 12 Sioux Falls
November 13 Watertown

Bowdle Couple Honored

Mr. and Mrs. Henry C. Gross recently celebrated their golden wedding anniversary when more than 300 friends and relatives honored them with a reception at the Bowdle Legion Hall, Bowdle, S. D. Mr. Gross is president of the Bowdle State Bank.

The Gross' four children and families were on hand to make the arrangements and Mr. Gross reports that "it was a huge success."

Madison Capital Increase

An increase in the capital stock from \$100,000 to \$200,000 and has been approved by stockholders of the Security Bank of Madison. This will be accomplished by selling 1,000 shares for \$100 per share to present stockholders on the basis of their present holdings.

It is planned also to raise the surplus account from \$237,500 to \$300,000, thus capital and surplus will be \$500,000, providing a ratio of \$1 of capital for each \$10 of deposits.

Moves to Mobridge Bank

Arthur J. Peterson, 35, staff member at the Deuel County National Bank of Clear Lake the past 10 years, has joined the staff of the Citizens Bank of Mobridge.

Carthage Change

D. P. Amsberry, formerly vice president, has been elected president of the Farmers State Bank, Carthage, succeeding E. B. Patten, who has moved to Mankato.

W. L. Henden, assistant cashier, was promoted to vice president and Dale Morstad remained as cashier. Mrs. Amsberry and M. B. Harmon were elected new directors.

Gamble's Sales Are Up

Sales for Gamble-Skogmo, Inc., Minneapolis-based retailing and wholesaling firm, for the month of June were the highest sales for any month in the company's 34-year history.

The firm reported consolidated net sales for the month of June, 1959, were \$14,425,884 against sales of \$9,766,317 for June of 1958, an increase of 47.7 per cent over last year.

Consolidated net sales for the first six months of 1959 were \$66,445,007 against sales of \$53,126,416 for the same period a year ago, an increase of 25.1 percent.

Gamble-Skogmo and subsidiaries consists of 370 company-owned and operated stores and 1,921 authorized dealers, or a total of 2,291 outlets. This compares with 324 company-owned units and 1,837 authorized dealers, totaling 2,161 in 1958.

Minneapolis-Moline Changes

Arthur E. Smith, manager of marketing services at Minneapolis-Moline, has been promoted to the newly established position of merchandising manager of the marketing division, Matt Carroll, vice president-marketing, has announced.

Mr. Smith has named John Ransom, product manager, to the position of advertising and sales promotion manager.

Nutrena Sets Sales Record

An all-time record for sales during a single year has been announced by Nutrena Mills, Inc., Minneapolis, midwest livestock and poultry feed manufacturing subsidiary of Cargill, Incorporated.

The record, set during Nutrena's crop year ending May 31, saw sales top those of 1957-58 by 23.8 per cent, according to Ralph V. Grier, general sales manager, who credited the increase to the introduction of new livestock and poultry production systems, increasing use of bulk feeds and intensified sales programs.

Nutrena operates 14 mills and distributes a full line of feeds in 26 midwestern and southern states.

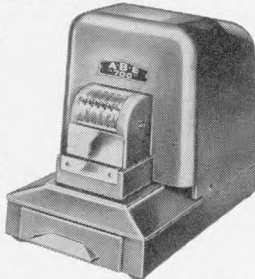
Elected to Board

Herman H. Pevler, president of the Wabash Railroad, was elected a director of First National Bank in St. Louis, at a meeting of the bank's board last month, according to William A. McDonnell, chairman of the board.

Mr. Pevler assumed the presidency of the Wabash Railroad on July 1, succeeding Arthur K. Atkinson, who became chairman of the board.

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Perforator
Desk Model
Trouble FREE
— Fast —
No Operator
Fatigue



FREE TRIAL! WRITE TODAY!
American Bank Equipment
Perforators

By

BUD GREENSPAN

4775 Decatur, Omaha 4, Nebraska

Coupon Loan Systems

Check Endorsers, Signers

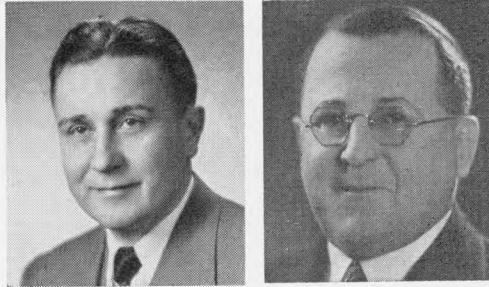
Certifiers and Numbering Machines

Paper Cutters and Shredders

Prompt Service On All Makes Check
Cancelling Perforators

North Dakota NEWS

ALF GARNAAS President **Sheyenne**
C. C. WATTAM Secretary **Fargo**



Upper Midwest Ag Officers

At the recent Upper Midwest Agricultural Council's annual conference, held recently in Fargo, new officers were named for 1959-60.

They are: Phil R. Sanquist, vice president, Security Bank & Trust Company, Bozeman, Mont., president; Lawrence Lamberty, farm representative, Northwestern National Bank, Rochester, Minn., vice president, and Maynard Lawrence, farm representative, First National Bank, Willmar, Minn.

Condition of State Banks

A RECENTLY published abstract of Dakota State Banks, dated June 10, 1959, reveals these figures:

| | |
|--|------------------|
| Total Deposits June 23, 1958 (State Banks)..... | \$263,644,090.79 |
| Total Deposits June 10, 1959 (State Banks)..... | 293,589,678.57 |
| Increase in Deposits June 23, 1958 to June 10, 1959 (State Banks) .. | 29,945,587.78 |
| Total Deposits June 23, 1958 (All Banks)..... | 696,685,556.38 |
| Total Deposits June 10, 1959 (All Banks)..... | 758,274,238.84 |
| Increase in Deposits June 23, 1958 to June 10, 1959 (All Banks) .. | 61,588,682.46 |
| Total Reserve Available June 10, 1959 (State Banks)..... | 36,168,395.18 |
| Total Reserve Required June 10, 1959 (State Banks)..... | 29,358,967.86 |
| Excess Reserve June 10, 1959 (State Banks)..... | 6,809,427.32 |

Receives Increase Approval

The McVille State Bank, McVille, N. D., has received approval of its planned capital stock increase from \$25,000 to \$50,000.

Remodeling at Finley

The ceiling of the Citizens State Bank, Finley, N. D., is being lowered and the interior of the bank is being remodeled. L. A. Sayer is president of the bank.

Devils Lake Opening

The all-new \$200,000 Ramsey National Bank, Devils Lake, was opened to the public last month and a grand opening was highlighted by guided tours, attendance prizes, souvenirs and refreshments.

The evening before the two-day public open house, a special showing was staged for bankers attending the Northeast District Workshop, sponsored at Devils Lake by the North Dakota Bankers Association.

Fred C. Hoghaug is president of the bank and was pleased at the turnout during the bank's opening celebrations.

Grafton A.I.B. Officers

Harvey Momerak, assistant cashier, Walsh County Bank, Grafton, was recently elected president of the Grafton Chapter of A.I.B. Other officers are: Lyle Johnson, assistant cashier, The Grafton National Bank, vice president; Carol Ganyo, secretary, and Betty Vatnsdal, treasurer.

Fed Reserve Officers to Minot

Directors of the Minneapolis Federal Reserve Bank met last month in Minot, N. D., for their "out-of-the-state" meeting. A luncheon was held at Riverside Lodge so Minot bankers and businessmen could visit with the Minneapolis bankers.

Minot Federal Progress

The recent statement of the Minot Federal Savings and Loan Association reports assets of \$31,416,495 and that recent dividends paid were \$385,000. Minot Federal has doubled its total re-

sources the past five years, announces Harry P. Simpson, president. This growth has made necessary the purchase of additional land to be used as a building site.

Open House at Casselton



PROJECTED ALUMINUM grillage enabled the Casselton State Bank's architects to screen the original top half of the structure in an effective, practical manner. The lower half of the building is encased in aqua ceramic tile. The patron's entryway features a vaulted, cantilevered canopy; and the identification of the structure was accomplished through the use of cast-aluminum script, covered with baked, persimmon-colored enamel.

THE Casselton State Bank, Casselton, held open house last month to mark the grand opening of its recently enlarged and modernized banking quarters.

Visitors registered for more than 20 prizes and toured the bank. Refreshments were provided and guests found the "Open the Safe" contest a highlight of the event. A \$100 prize was given the lucky safe opener.

Richard T. Carley, president of the bank, pointed out an 80-foot mural which depicts local color and form with individual sections showing farming, commercial, urban and industrial areas.

New "customer corners" or lounges, employees' lounge, and new fixtures and conveniences supplement the new Diebold safe in making this a completely new bank inside and out.

Northwestern Banker, August, 1959

First International Bank Opening



THE First International Bank of Watford City moved into its new quarters recently and an open house was held after officers, personnel and equipment were settled.

The new structure, across the street from the old building, features all of the latest in bank conveniences and equipment and is a credit to the community it serves. Odin N. Stenehjelm, with the bank since its start in 1910, is president of the bank.

Highlights of the open house, according to Lee M. Stenehjelm, executive vice president of the bank, and past president of the North Dakota

Bankers Association, include: Watford High School Band played for the grand opening; E. N. Bjornstad of Arnegard, 95 years old, made the first deposit at the new drive-in window (he was one of the first depositors in 1910); refreshments and souvenirs.

Featured in the bank, which serves a wide area in western North Dakota, are Diebold vaults and safe deposit boxes.

Resigns From Commerce Trust

Roberts S. Williams, assistant cashier of Commerce Trust Company,

Kansas City, Mo., resigned July 31 to establish a ready-to-wear business in Sarasota, Fla., together with his wife. Both Mr. and Mrs. Williams have had considerable business experience in the ready-to-wear field. Construction is now under way on the new building in Sarasota to house this new enterprise.

Mr. Williams is the son of Joseph C. Williams, honorary chairman of Commerce Trust Company.

Plan Capital Increase

Shareholders of the First National Bank of Phoenix, Ariz., in a special meeting recently approved a plan recommended by the directors to increase the capital of the bank by means of a 5 per cent stock dividend and the offering for sale to shareholders of 48,300 new shares at \$35 per share, according to Sherman Hazeltine, board chairman.

The new issue was to be offered on the basis of one new share for each 20 shares held.

With the sale of the new shares, capital funds of the bank will be in excess of \$23,000,000 with 1,014,300 shares of stock outstanding.

SOME BANKERS ARE DIFFERENT



We are equipped to give you service, whether it's here in the Rocky Mountain Area or in space. We will fly to your assistance; we will handle your items promptly; we'll get you tickets for any event... or for your first trip to Mars. Just call on us. You'll find we are different.

Your Denver Correspondent

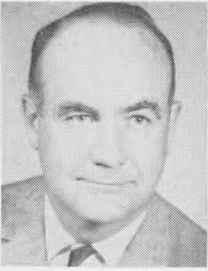
"Check with Central"... YOU CAN BANK ON US

THE CENTRAL BANK AND TRUST CO.

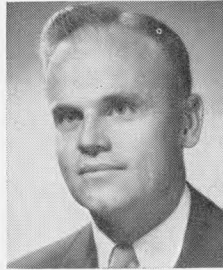
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Colorado-Wyoming News



T. D. BROWN, Sterling
President
Colorado Bankers Assn.



JACK DEVEREAUX, New Castle
President
Wyoming Bankers Assn.

Fed Bankers Meet in Denver

LEADING monetary and banking authorities gathered in Denver last month for the annual joint board meeting of the Federal Reserve Bank of Kansas City and its Denver branch. Heading the list of guests were: William McChesney Martin, Jr., chairman, board of governors, Federal Reserve System; Charles N. Shepardson, member, board of governors, and Ray M. Gidney, comptroller of the currency.

President H. G. Leedy reported on the Kansas City Fed's activities, while Clarence W. Tow, vice president, and Ray J. Doll, agricultural economist, commented on economic conditions in the Tenth Federal Reserve District. Another Federal Reserve Bank president, Karl R. Bopp of Philadelphia, discussed financial and economic activities.

Other officers from the Kansas City Fed included H. O. Koppang, first vice president; D. W. Woolley, vice president, and George Clay, vice president and general counsel. Denver branch officers attending included Cecil Puckett, vice president in charge of the branch, and H. L. Stempel, cashier.

The two boards had a joint meeting. Raymond W. Hall, partner in the Kansas City law firm of Hillix, Hall, Hasburgh, Brown and Hoffhaus, is chairman of the Kansas City board, and Aksel Nielsen, president of The Title Guaranty Company of Denver, is chairman of the branch board.

Denver bankers and officers of the Colorado Bankers Association were guests of the Kansas City Fed at a luncheon following the board meeting.

Following a custom of many years, members of the group were guests that evening of John Evans, president of the First National Bank of Denver, for dinner and the opera at Central City.

New Trust Officer

Larry E. Scott has been appointed trust officer of the Greeley National Bank, Greeley, according to A. H.

Trautwein, president. Mr. Scott previously was associated with First National Bank of Denver in the new business development division. He is a member of the Colorado, Denver and South Dakota Bar Associations.

Heads Loan Department

Douglas W. Caldwell, vice president, has been elected to the board of the First National Bank, Pueblo, and has been named to head that bank's commercial loan department.

Loveland Changes

H. Keith Richards, assistant cashier, has been promoted to cashier of The Home State Bank, Loveland. Vern Manahan, formerly vice president and cashier, is continuing with the bank as vice president only. Don Benson, in the installment loan department of the First National Bank in Loveland since 1956, has joined The Home State, succeeding Mr. Richards as assistant cashier.

Wyoming

Two New Directors

Frank King, Laramie businessman, and John A. Stevenson, Wyoming rancher, state senator and legislator,

Bank Awarded Charter

THE Colorado Bank Commission recently issued a charter to the Evergreen State Bank, Evergreen. It will be the first bank to serve the mountain resort community which now has a population of 4,870.

Capital structure of the new bank totals \$100,000. Directors are Jack P. Rouse, Evergreen, manager of the Colorado Central Power Company; Leo N. Bradley, Golden, lawyer; Frank H. Devitt, Denver insurance agent; Charles V. Glover, New Mexico banker, and John D. Casey, Evergreen real estate dealer.

The commission also took under ad-

have been elected to the board of the First National Bank of Laramie, increasing the membership of the board from five to seven.

New Bank at Cody

The First State Bank of Cody, recently chartered, opened for business last month. The bank is capitalized at \$400,000.

This is the first new state bank to open in Wyoming for nearly a generation, with the exception of the First State Bank of Laramie which was actually the moving of a bank from Hanna to Laramie.

Officers of the new Cody bank are: W. F. Messenger, president; Melvin C. McGee, vice president; Warren T. Cowgill, cashier, and Ernest T. Goppert, Jr., secretary. Directors are Jerry W. Housel, chairman; John S. Bereman, Joseph A. Gautsch, Warren B. McCall and John J. Winninger in addition to the named officers.

The new bank will occupy quarters now used by the First State Corporation.

New Loan Plan

R. J. Hofmann, president, American National Bank, Cheyenne, announced last month that Ameri-Matic, a revolving loan account with personal check privileges, has been inaugurated by the bank.

Loan amounts run from \$200 to \$1,200 with monthly payment from \$15 to \$100.

Charter Denied

An application for a charter to form another bank in Powell was denied last month by the Wyoming department of banking. The denial stated "another bank in Powell was not warranted at this time." A group of Powell citizens had made the application about one year ago.

visement a new petition to charter the proposed Southwest State Bank in Denver. Proposed capital of this bank is \$350,000. Sponsors of the bank say they wish to specialize in drive-in banking. The charter previously had been rejected but this decision was reversed in the courts and the banking board ordered to reconsider.

Officers of the proposed Southwest State Bank are Oswald F. Benwell, retired Denver investment broker, president; Frank W. Beiser, Colorado state investments officer, executive vice president, and James A. Savage, retired Denver investment broker, chairman of the board.

W.B.A. Committee Chairmen

THE following committee chairmen have been appointed by the executive council of the Wyoming Bankers Association to serve for the next year:

Agricultural—Merl Case, cashier, First National Bank, Kemmerer.

Auditors and Comptrollers—L. N. Chase, cashier, Stock Growers Bank, Wheatland.

Credit School—D. D. Giddings, vice president, First National Bank of Casper.

Emergency Operations—John W.

France, president, Rawlins National Bank, Rawlins.

Installment Loan—Orval E. Little, assistant vice president, Wyoming National Bank, Casper.

Legislative—Carl Robinson, vice president and cashier, Star Valley State Bank, Afton.

New Cheyenne Bank

Federal approval has been granted for a third national bank in Cheyenne. The new bank will be known

as the Cheyenne National Bank and have a capital structure of \$600,000.

Organizers of the new bank are Carlin Smith, Cheyenne businessman; John Pattno, Cheyenne attorney; Governor J. J. Hickey; Dr. K. L. McShane, Cheyenne physician and surgeon; C. D. Reisner, manager of the Cheyenne J. C. Penney Company store; Sol Bernstein, Cheyenne businessman; George Forges, president, Bank of Laramie; Walter B. Phalen, Cheyenne attorney, and Teno Rancalio, Cheyenne attorney.

Cheyenne's existing banks are the American National and the Stock Growers National. The American National is constructing a new multi-story building, and there is a possibility the new bank will move into the present American National building when construction is complete.

Cody Changes

The following personnel changes have been made at the Shoshone-First National Bank, Cody:

Wesley J. Thring resigned as cashier to enter private business; Kenneth L. Miller, former assistant cashier, moved up to cashier; Marjorie Hubbard, former teller, moved to assistant cashier, and Harold Winterholler, formerly of Worland, joined the bank as a teller.

Glacier NABAC Meeting

Forrest C. Hedger, vice president, Great Falls National Bank, told bankers about "Bank Emergency Preparedness Program in Montana" at the Glacier Conference of the N.A.B.A.C. recently.

"Get Paid for Your Services" was presented by Earl Johnson, assistant cashier, First National Bank of Lewistown, and Ken Cooley, assistant cashier, Northwestern Bank, Lewistown.

Luncheon speaker was R. L. Samson, vice president, Union Bank and Trust Company, Helena, with "Trends in Installment Lending."

John B. Bell, president, The Title Insurance Company, and Sherman V. Lohn, partner, Garlington, Lohn & Robinson, Missoula attorneys, presented facts of interest to bankers and Mr. Johnson of Lewistown again took the stand to discuss "What's Your Problem?"

Post-Tronics Installed

The First National Bank & Trust Company, Helena, has installed three new electronic bookkeeping machines for its checking account department. The "Post-Tronic" machines replace eight conventional machines, according to Fred Heinecke, president.

IN DENVER

FIRST

IS FIRST

FOR OUTSTANDING
CORRESPONDENT
BANKING SERVICE

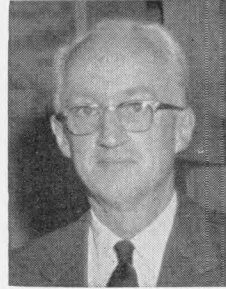
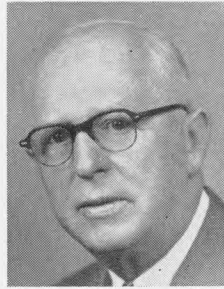


THE FIRST NATIONAL BANK OF DENVER
consolidated with The International Trust Company
MEMBER FEDERAL DEPOSIT INSURANCE CORP.

** providing outstanding banking service since 1860!*

Montana NEWS

C. M. JONES President Miles City
R. C. WALLACE Secretary Helena



Whitefish Change

Harlan Evans, formerly assistant vice president, First National Bank, Kalispell, has been named executive vice president of the First National Bank, Whitefish.

Anaconda Director

W. A. Emanuel, manager of the Anaconda Reduction Company, has been named a director of the Daly Bank and Trust Company, Anaconda, according to Lowry Kunkel, executive vice president.

Mr. Emanuel succeeds David R. Nelson who resigned when transferred to New York City.

Miles City Changes

E. H. Mohl, St. Francis, Kan., has been named cashier of the Miles City Bank and Ray Grant, Custer county's state senator, has been named assist-

ant cashier in charge of the real estate loan department.

Mr. Mohl comes to the Miles City Bank after three years at the Citizens Bank of St. Francis. Prior to that time he was an examiner for the Comptroller of the Currency in the midwest.

Cashier Resigns

C. A. "Pat" Callan has resigned as cashier of the Toole County State Bank, Shelby, to devote his time to the acquisition of another bank. A. E. Anderson, presently assistant cashier, will succeed Mr. Callan.

New Butte Director

Edward I. Renouard, vice president in charge of western operations of the Anaconda Company, recently was named a director of the Metals Bank and Trust Company, Butte. He fills

a vacancy created by the death of Chester H. Steele.

T. J. Wagener

T. J. Wagener, 65, vice president, First National Bank, Glasgow, died recently as a result of a heart ailment. Mr. Wegener became vice president of the Glasgow bank last January after retiring as president of the First Park Bank, Livingston. He was a director of both banks.

H. C. Groff

H. C. Groff, president, Farmers State Bank, Victor, died recently. Funeral services were to be held in Victor.

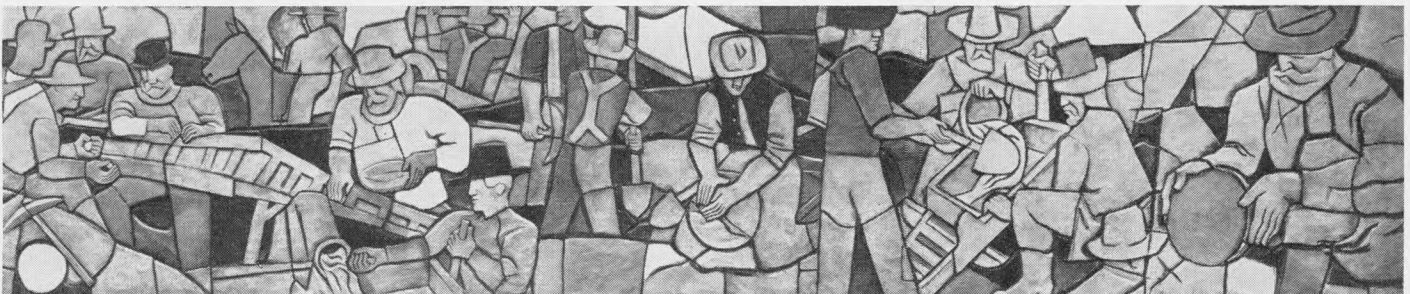
Capital Increase

Capital stock of the Great Falls National Bank, Great Falls, has been increased from \$700,000 to \$800,000 by a stock dividend. Number of shares outstanding is 8,000.

Wibaux Promotion

Ronald T. "Cup" Quade has been promoted to cashier of the First National Bank, Wibaux, succeeding R. C. Thrans who resigned to go into private business in White Sulphur Springs. Mr. Quade had been assistant cashier at the First National.

Union Bank & Trust Co. Holds Opening



ONE OF THE LARGEST murals in any bank any place is part of the main banking room at the new Union Bank and Trust Company building in Helena. The 70-foot long and 5-foot 4-inch high mural was created by A. Rudy Antio. About one-third of

the 9,000-pound art object is shown above. The mural depicts typical scenes from early gold mining camps in western Montana. It is composed of more than 500 individual ceramic tiles.

THE Union Bank and Trust Company, Helena, moved into its new quarters last month, the largest structure to be built on Helena's main street in a generation.

Located at the corner of Last Chance Gulch and Lawrence Street, the new building consists of three stories, each with more than 10,000 square feet of floor space. The bank occupies the basement and the first two floors with the top floor rented for office space.

Started over a year ago, the new home for the Union Bank features three drive-up teller windows, parking for 20 customers, a music system for low-level background music, the huge



RECENTLY COMPLETED new building of the Union Bank and Trust Company, Helena.

mural shown above, a \$100,000 gold collection, a heated sidewalk, a five-foot weatherball, and a unique clock with separate dials to indicate hours, minutes and seconds, in addition to some of the most modern banking facilities available.

The main floor houses the teller stations, commercial department and bank loan department. The lower level houses the safe deposit sections, an employee lounge and meeting room, boiler room, storage rooms and employee locker rooms. On the second floor is the trust department, real estate loan department, bookkeeping department and directors' room.

Open house was held July 25 and 26.

Northwestern Banker, August, 1959

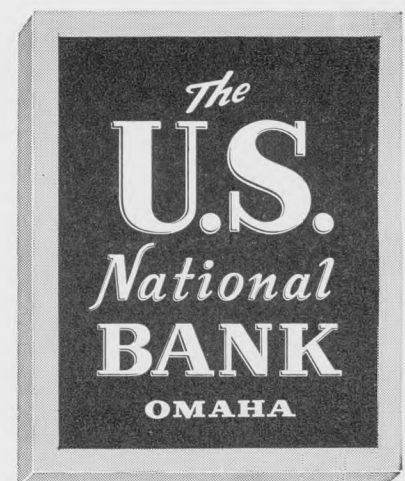


The sun was still high when this correspondent loan was set

It was late morning when our telephone operator at the U. S. National took the call. One of our correspondent bankers in western Iowa was telephoning. Could we join him in making a large loan to a manufacturer of grain bins? Two of our officers jumped in a car and arrived in the banker's community that afternoon. They talked with the banker and the manufacturer and settled the loan on the spot. Elapsed time from the banker's telephone call to completed transaction: 4 hours.

You'll like doing business with U. S. National Bank. An efficient team offers complete correspondent service — with immediate attention to your requests. Fast service to fill your needs. Just call ATlantic 8765, Omaha.

Member Federal Deposit Insurance Corporation

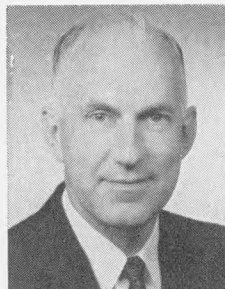


Northwestern Banker, August, 1959

Nebraska NEWS

HAROLD E. ROE President Bennington

HARRIS V. OSTERBERG Secretary Omaha



Plan New Drive-In Facility

Scottsbluff National Bank, Scottsbluff, has announced plans for a drive-in teller facility and parking lot at First Avenue and Seventeenth Street in Scottsbluff.

H. D. Kosman, president, estimated cost of the one-story building at \$40,000. This will be one of the first detached drive-in facilities in Nebraska. The construction of this type of facility was made possible by passage of a new state law during the past legislative session.

Honor J. D. Stocker

John D. Stocker, president, Otoe County National Bank, Nebraska City, recently was presented a gold watch from employees and directors of the bank in observance of his 40th anniversary as a banker.

80th Anniversary

The First National Bank, Stanton, observed its 80th anniversary last month. The bank was opened for the first time on July 2, 1879.

Elected Trustee

S. N. Wolbach, president, First National Bank, Grand Island, recently was elected a trustee of the Nebraska Independent College Foundation. The foundation embraces seven church-related, non-tax-supported colleges in Nebraska.

Kearney Changes

Wayne R. McKinney, formerly vice president, was elected executive vice president of the Platte Valley State Bank, Kearney, at the semi-annual meeting of directors last month.

Bond Sales Up

The sale of \$6,110,016 in E and H U. S. Savings Bonds during June pushed total sales in Nebraska to \$58,245,753 for the first six months of the year. This is 62.2 per cent of the quota.

New Hours Given

New hours for the Farmers State Bank, Millard, are from 9 a.m. to 3 p.m. Monday through Thursday, from 9 a.m. to 6:30 p.m. on Friday, and

closed all day Saturday, according to an announcement by Grove Nelson, vice president and cashier.

Remodeling Planned

The Gering National Bank, Gering, has purchased the former Neeley Drug building which adjoins the bank and plans extensive remodeling. Dale Sorensen, president, reported that the fronts of the two buildings will be "matched up" and several changes made to better accommodate bank customers.

Retirement Announced

L. Rowe Gillett, chairman of the board, National Bank of Norfolk, retired recently from active participation in the management of the bank after 41 years of banking, 20 of which had been as president of the Norfolk bank. He will reside in Norfolk and remain chairman of the board. Henry Reynolds is now president.

Speakers Revealed

Dr. Earl L. Butz, dean of agriculture, Purdue University, and Dr. Tenynson Guyer, Ohio's "Ambassador of Good Will," have been named as two featured speakers for the annual convention of the Nebraska Bankers Association which opens October 11.

Dr. Guyer will speak at the annual banquet October 11 and Dr. Butz is scheduled to speak Monday morning, October 12.

36 Plan Schooling

It has been announced that 36 Nebraska bankers will attend the Wisconsin School of Banking in Madison, August 16 to 29. A freshman class of 12 and a graduating class of 16 is included in that number.

Completion Nears

Completion of construction on the Fremont National Bank's new annex is scheduled for late September, according to Thomas Milliken, vice president.

The bank is expanding into a building adjacent to the present bank building. Remodeling of the interior and placing bedford stone on the exterior is included in the project.

Give 4-H Magazine

Wm. F. Wenke, president, Pender State Bank, and Paul Langenberg, cashier, First National Bank, Walthill, again this year purchased subscriptions to the *National 4-H News* for each 4-H Club family in Thurston County.

Joins Fremont Bank

Hugh Hansen, who recently resigned as superintendent of the Masonic-Eastern Star Children's Home in Fremont, has joined the staff of the First National Bank, Fremont, according to Francis R. Orshek, president.

Heads David City Bank

Paul Kosch, with the First National Bank of David City the past 26 years, most recently as vice president, has been elected president of that bank.



P. KOSCH

He succeeds V. E. Dolpher, president of the bank for 23 years, resigned as a step toward retirement. Chairman of the board, he plans to retire from that position the first of next year. Clyde Jones, in banking since 1912 and who has been at the bank since 1934, moves from assistant cashier to vice president, and Lee Snell, who came to the First National in 1949 from the Omaha First National, becomes cashier.

Elected at Wahoo

Fred W. Wagner, president, Farmers State Bank, Ithaca, Neb., has been elected vice president of the First National Bank at Wahoo, succeeding the late Dr. R. F. McCreery. He will be in charge of the bank's farm service development program.

Mr. Wagner has been with the bank at Ithaca since 1925 and its managing officer since 1934. Active in ag work in Saunders County, he was secretary, Saunders County Soil and Water Conservation District from 1946 to 1959. Also, he is county U. S. Savings Bond chairman.

Mr. Wagner will retain his position with the Ithaca bank, but Marie Basel, vice president, will be in charge of its operations.

Parking Lot Planned

J. Y. Castle, president, McDonald State Bank, confirmed last month that the bank is interested in buying a city parking lot as a possible site for a drive-in bank facility. No formal action has been taken.



Omaha News

THREE promotions at The Center Bank were announced last month by **W. B. Hargleroad, Jr.**

Milton B. Coffey, manager of the mortgage loan department, was elected vice president; **Marvin H. Frey**, manager of the installment loan department, was elected assistant vice president, and **Therese M. Wees** was elected assistant cashier.

* * *

Ernest T. Tanner, vice president of the First National Bank of Omaha, has been appointed president of the Ad-Sell League of Omaha.

* * *

C. E. "Brick" Paulson, assistant cashier at the First National Bank of Omaha, graduated from the school of financial public relations at Northwestern University at Evanston, Illinois. The two-year course was a two-week course each year.

* * *

Mrs. Helene Lesak, paying teller at the Packers National Bank of Omaha,

was recently named to the national board of the A.I.B. and attended the organization's national convention at Philadelphia.

* * *

Dan Dworak, assistant cashier and auditor at the Packers National Bank of Omaha, graduated from auditors' school at the University of Wisconsin. The auditing course covers a four-year period.

* * *

J. M. Hart, Jr., vice president of the North Side Bank of Omaha, attended the school of banking at the University of Wisconsin sponsored by the Central States Conference of Banking Associations.

* * *

Omaha city officials have indicated they probably will have to borrow \$400 thousand from banks this fall for special assessment financing. City Finance Director **Edwin J. Hewitt** made the announcement. Money obtained in this way will be paid to

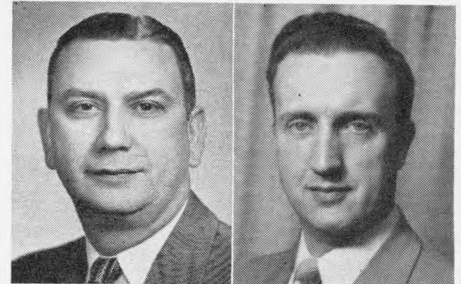
contractors who perform the work on residential street projects. Special assessments against the property owners in the improvement districts then will replenish the fund. Last year the city government borrowed \$300 thousand from banks.

* * *

Employment reached a new all-time high in Omaha with 181,500 jobs. The figure was released by the **Nebraska Division of Employment Security**. In terms of payroll dollars, the increase over last year at this time equals at least a half million dollars. Unemployment has reached its lowest point since 1956 in Omaha and Council Bluffs.

* * *

Arthur R. Larsen, cashier, has been promoted to assistant vice president, and **Don Prohaska**, assistant cashier, was named cashier of the Stock Yards National Bank, according to **A. J. Hallas**, president.



A. R. LARSEN

D. PROHASKA

Mr. Larsen has been associated with the bank since 1928. Mr. Prohaska joined the bank in 1931. From 1936 to 1954, when he rejoined the Stock Yards National, he was employed by an Omaha commission firm and served in the army.

* * *

Omaha's 10 commercial banks have increased interest rates on savings accounts from 2.5 per cent to 3 per cent. The increase is retroactive to July 1. —End.

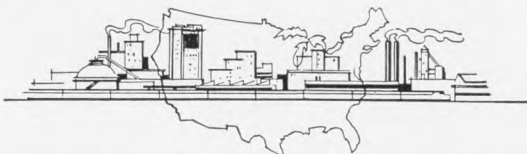
Iran Bankers Visit

The First State Bank of Gothenburg was host from June 29 through July 3 to a group of men who hold key positions in the Agricultural Bank of Iran.

During their stay they visited various farms to observe how credit has affected farming operations. They studied farm credit operations at the bank also.

Municipal and Corporate Bonds Listed Stocks Unlisted and Local Stocks

ORDERS EXECUTED ON ALL PRINCIPAL EXCHANGES



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Chairman

WILLIAM J. COAD
Chairman of the Board
Ramo Investment Company
(Formerly Omar Incorporated)

A. W. GORDON
Chairman of the Board
Omaha Loan & Building
Association

KENNETH C. HOLLAND
President
Carpenter Paper Company

WILLARD D. HOSFORD, JR.
Vice Pres. and General Mgr.
John Deere Company, Omaha

LEONARD E. HURTZ
Honorary Chairman of the Board
Fairmont Foods Co.

JOHN R. JIRDON
Livestock and Grain
Morrill, Nebraska

HENRY C. KARPf
Vice Chairman

PETER KIEWIT
President and Treasurer
Peter Kiewit Sons', Inc.

CLARENCE L. LANDEN
President
Securities Acceptance Corporation

WILLIAM D. LANE
Omaha, Nebraska

LOUIS F. LONG
President
The Cudahy Packing Co.

HOWARD M. LUNDGREN
President
Woodmen of the World Life
Insurance Society

LLOYD H. MATTSON
President
Industrial Chemical
Laboratories, Inc.

W. B. MILLARD, JR.
President

DANIEL J. MONEN
Senior Vice President

V. J. SKUTT
President
Mutual Benefit Health &
Accident Assn.

A. V. SORENSEN
Chairman of the Board
Midwest Equipment Co.

ARTHUR E. STODDARD
President
Union Pacific Railroad Co.

ROBERT H. STORZ
Chairman of the Board
Storz Broadcasting Company

W. CLARKE SWANSON
President
Paxton and Gallagher Co.
Director
Campbell Soup Company

J. LeROY WELSH
President
Buller-Welsh Grain Co.

Statement of Condition

June 10, 1959

RESOURCES

| | | |
|---|-------|------------------|
| Cash and Due from Banks | ----- | \$ 79,551,028.41 |
| Securities | | |
| Bonds of United States and Government Agencies | ----- | \$41,952,911.88 |
| State and Municipal Bonds | --- | 20,244,274.80 |
| Corporation Bonds | ----- | 1,239,509.88 |
| Stock in Federal Reserve Bank | ----- | 63,436,696.56 |
| Loans and Discounts | ----- | 480,000.00 |
| Bank Building and Fixtures | ----- | 124,150,945.02 |
| Other Real Estate | ----- | 1,097,088.98 |
| Other Resources | ----- | 1.00 |
| | ----- | 1,483,228.50 |
| | | <hr/> |
| | | \$270,198,988.47 |

LIABILITIES

| | | |
|--|-------|------------------|
| Capital Funds | | |
| Capital Stock | ----- | \$ 6,000,000.00 |
| (300,000 Shares Par Value \$20.00) | | |
| Surplus | ----- | 10,000,000.00 |
| Undivided Profits and Reserves (Earned) | ----- | 5,674,835.28 |
| Unearned Interest Collected | ----- | \$ 21,674,835.28 |
| Reserve for Taxes, Interest and Other Expenses | ----- | 666,995.26 |
| Dividend Declared and Unpaid | ----- | 2,031,638.24 |
| Bills Payable | ----- | 150,000.00 |
| Deposits | ----- | 9,000,00.00 |
| | ----- | 236,675,519.69 |
| | | <hr/> |
| | | \$270,198,988.47 |

Member Federal Deposit Insurance Corporation

Northwestern Banker, August, 1959

Opinion on Branch Banking

Nebraska's attorney general ruled last month that bookkeeping and transit operations of a bank in a separate building did not constitute branch banking, but limited the opinion to the facts presented in the case. The opinion stated that these operations have no contact with the public and do not contemplate the receiving of deposits or paying of money to the public. Branch banking, on the other hand, contemplates to some degree this contact with the public.

Scottsbluff Change

Robert G. Finke, associated with the Scottsbluff National Bank since 1957, has been elected assistant cashier. He was with Sinclair Refining Company at Scottsbluff before joining the bank.

Sponsors Baseball Awards

Five outstanding members of Chadron's ward baseball teams will receive honors at the end of the baseball season again this year when they are presented First National Bank's Joe Webster Memorial Award. This is the sixth year of the awards.

Dalton Banker's 30th

Directors and wives of the Dalton State Bank honored Lyle Rabe, executive vice president, at a dinner recently at Dalton. The occasion was his 30th anniversary with the bank.

Beatrice Hours Change

The Beatrice banks—Beatrice National and First National—announced recently that they are closing Saturdays. New hours are: Week days except Friday—9:30 a.m. to 3 p.m. (drive-in window remaining open an extra hour). Fridays—9:30 a.m. to 3 p.m., and 5 p.m. to 8 p.m.

Bennington Changes Hours

The Bank of Bennington has announced that it will remain closed Saturdays but will remain open Friday until 7 p.m.

Bowling Team

"INSUFFICIENT FUNDS", a bowling team sponsored by the American National Bank, Kimball, Nebr., took second place in its league. Members of the team and bank officers are, from left, **Dean T. Dearinger**, president; **Madelyn E. Ledbetter**, cashier; **Mary Rohrbaugh**, teller; **Dorothy Lacey**, teller; **Marlene Walker**, assistant cashier; **Robert R. Bentley**, vice president and **C. E. Nelson**, chairman of the board. The four women formed the team.

Hour Changes at Elkhorn

Farmers State Bank, Elkhorn, Neb., has announced Saturday closing with Friday hours extended until 7 p.m.

3 Per Cent at Fremont Banks

All three of the Fremont, Neb., banks are now offering 3 per cent on new certificates over \$1,000. Savings certificates of under \$1,000 draw 2½ per cent and savings accounts draw 2 per cent.

Revolving Credit Plan

A revolving credit plan has been inaugurated by First National Bank of Fremont. The system involves a combination of credit and loan features. As checks are written, loans become effective.

Sportsmen Elect Banker

Francis Orshek, president, First National Bank, Fremont, was re-elected president recently of the Nebraska

State Sportsman's Association, sponsors of the Annual State Trapshoot.

New Interest Rates

Officials of the Washington County Bank, Blair, Neb., have announced the payment now of 3 per cent on 12-month Time Saving Certificates and 2½ per cent on savings deposits.

Edward M. Nielsen

The Central National Bank at Columbus was closed recently for the funeral of Edward M. Nielsen, a director of the bank.

Greeley Bank Improvements

M. J. McQuillan, cashier, City National Bank, Greeley, Neb., announced recently that work has begun on the remodeling of the bank. Improvements include glass doors, new windows and lowered ceilings.

Crawford Mortensen Memorial

A memorial was dedicated recently to Crawford J. Mortensen, well-known Ord, Neb., banker who died earlier this year.

The Memorial is a brick repository and bulletin board, constructed on the northeast corner of the Presbyterian Church site in Ord.

Wins Bowling Championships

J. P. Allen, Jr., vice president, Security State Bank, Oxford, Neb., was pleased recently to return from the Holdrege City Bowling League championships with two beautiful trophies, one for high series, with a score of 615, the other a team high for the season of 234. The bank's team won the ABC team championship and the league championship.

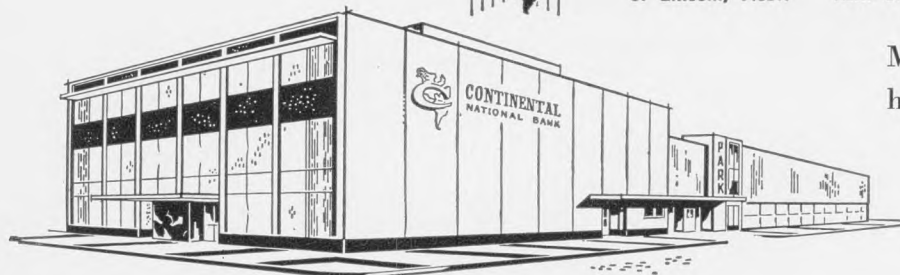
3 Per Cent Rates, West Point

The First National Bank and Farmers & Merchants National Bank, West Point, Neb., have raised interest rates to 3 per cent on savings and time deposits.



THE CONTINENTAL National Bank

of Lincoln, Nebr. 12th and N Streets Member Federal Deposit Insurance Corporation



Make the new Continental your headquarters while in Lincoln—free parking anytime.

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FIRST NATIONAL BANK

OF OMAHA



Member Federal
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Corporation

Northwestern Banker, August, 1959

A.I.B. Meeting Draws Big Crowd



A.I.B. picnic at Capitol Beach Amusement Park, Lincoln.



BANQUET speaker was **Dr. William H. Alexander** (extreme right) of Oklahoma City. At his right is **Louis L. Roper**, a.e., First National, Lincoln, who was co-chairman of the general coordinating committee. Seated next to Mr. Roper is **Robert Rutherford**, national exec. secy. of A.I.B.

THE American Institute of Banking Midwest Regional Conference drew more than 300 A.I.B. members to Lincoln last month for one of the most successful and well attended meetings ever held in the area.

A big picnic at Capitol Beach Amusement Park, followed by free rides and dancing, got the annual meeting off to a flying start.

At the Saturday business session the following morning, Lincoln's Mayor B. E. Boyles extended an official welcome to the conference. An all-day work session at the Cornhusker Hotel followed, with panels on A.I.B. history, membership, public relations, speech activities, large and small chapter administration, and women's committee activities.

Nebraska Governor Ralph Brooks was the luncheon speaker. The main speaker during the business sessions

was Robert Rutherford, A.I.B. national secretary, New York. At the Saturday night banquet, 365 persons listened to the dynamic Dr. William Alexander of Oklahoma City.

The eight state area is made up of Colorado, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota and South Dakota. Large delegations attended from Denver, Pueblo, Colorado Springs, Des Moines, Cedar Rapids, Sioux City, Topeka, Wichita, Minneapolis, St. Paul, St. Louis, Kansas City, Omaha, Fargo, Bismarck and Sioux Falls, along with many others.

General chairman of the conference was A. W. Griffin, executive vice president, Continental National, Lincoln. Vice chairmen were A. S. "Chico" Chaves, vice president, First National, and Wilbur Baack, vice president, National Bank of Commerce. General coordinators were James Nis-

sen, assistant cashier, National Bank of Commerce and president of the Lincoln A.I.B. Chapter, and Louis L. Roper, assistant cashier, First National and immediate past president of the Lincoln A.I.B.

Joins North Platte Staff

John Berquist, formerly with the U. S. National Bank in Omaha, has joined the staff of the First National Bank, North Platte.

Silver Anniversary, Hooper

Mr. and Mrs. Donald Shaffer celebrated their silver wedding anniversary recently with open house at their home. Mr. Shaffer is assistant cashier of the First National Bank at Hooper, Neb.

St. Joseph News

J. M. FORD II, was elected chairman of the board of The First National Bank, St. Joseph, at a recent regular meeting of the bank's directors. He succeeds **John D. McCaskey**, who has resigned that position to rejoin The First National as an active vice president.

Mr. Ford, who retains his position as president, joined The First National in 1944 after four years' service during World War II and previous banking employment with the Missouri Valley Trust Company and Farmers and Traders Bank of St. Joseph.

Mr. McCaskey originally joined the bank in 1947. Prior to that, he was president, Home Bank, Savannah. In 1952 he resigned as vice president of The First National to become secretary-treasurer, St. Joseph Fuel Oil Company.

In addition to these two men, other directors of the bank are: **R. E. Jones, Jr., Macon Dudley, Russell A. Peck, L. M. Pinkston, James Potlitzer, Francis Smith and William M. Wyeth, III.**

* * *

Beverly Pitts, president of the American National Bank, and his family spent a mid-summer vacation in Canada and at the Wismo Club, Stone Lake, Wis.

* * *

Charles Richmond, vice president of the American National Bank, and Mrs. Richmond flew to New York to attend a wedding July 18 on Long Island.

* * *

Everett Crume, vice president, Tootle National Bank, left last month, accompanied by his wife, on a vacation trip to the Black Hills of South Dakota, Yellowstone Park and the Tetons, Estes Park and Salt Lake City.

—End.

BUSY?

Reading Time: 5 Seconds

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For livestock loan inspections, loan participations, transfer of sales proceeds, and carrying your excess credit lines, we can serve you best.

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LIVESTOCK EXCHANGE BLDG.

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MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

THE ONLY BANK IN OMAHA'S UNION STOCK YARDS

Northwestern Banker, August, 1959

Lincoln News



HOWARD A. CHAPIN III, and **Robert D. McNutt** have been elected vice presidents of the First Trust Company, according to **E. N. Thompson**, president.

Mr. McNutt will continue as trust officer and Mr. Chapin will continue to serve as trust investment officer.

Vincent Goeres has been appointed assistant trust investment officer and

Carter Iddings was named assistant trust officer.

It also was announced that a stock dividend of one share for each five now held by stockholders of record July 1 has been declared. The resulting capital structure will be \$600,000 capital, \$600,000 surplus and \$210,297.42 undivided profits.

* * *

Plans have been announced for a **First National Bank** drive-in teller facility on the northwest corner of 13th and L Streets. The facility, now in the design stage, will have five or six drive-in windows, large driveway areas and convenient access to the streets.

The project is to be completed this fall.

* * *

Edmund W. Tabell, nationally known Wall Street analyst, was the featured speaker at the most recent luncheon of 100 businessmen sponsored by the First Trust Company and the First National Bank.

This was the third in a series of luncheon meetings devoted to analysis of economic and financial trends sponsored by the two banks.

* * *

The **First National Bank's** annual all-women employees' party was held recently at the Lincoln Country Club. There were 85 women present.

* * *

Lincoln bank clearings for the first of 1959 increased \$25,665,114 over last year. The total for the first six months was \$305,640,407.

* * *

Ted Thompson, vice president, National Bank of Commerce, recently was one of the invited guests of **L. B. Maytag, Jr.**, president of Frontier Airlines, Inc., on a Lincoln Inaugural Flight from Lincoln to Denver and return.

Mr. Thompson, with **A. F. Jorgensen** and **Gene Eaton**, both vice presidents, also attended the annual Abbott Bank picnic recently at Alliance, Neb.

John Shipferling, assistant cashier, recently was elected treasurer of the Serra Club of Lincoln.

* * *

In an opinion written for **Edwin N. Van Horne**, Nebraska director of banking, the Nebraska Attorney General ruled the state may not invest its funds in time deposits. **Governor**

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STATEMENT OF CONDITION

JUNE 10, 1959

ASSETS

| | |
|---|------------------------|
| Cash and Due from Banks | \$16,356,465.18 |
| U. S. Government Bonds | 20,169,073.27 |
| Other Bonds and Securities | 7,330,724.50 |
| Federal Reserve Bank Stock | 138,000.00 |
| Loans | 27,257,908.28 |
| Interest Earned Not Collected | 390,162.00 |
| Banking House and Equipment | 626,105.68 |
| Other Assets | 17,022.74 |
| Customers Liability—Letters of Credit | 10,000.00 |
| Total Assets | \$72,295,461.65 |

LIABILITIES

| | | |
|--------------------------------|------------------------|-----------------|
| Capital | \$2,300,000.00 | |
| Surplus | 2,300,000.00 | |
| Undivided Profits | 845,280.70 | \$ 5,445,280.70 |
| Discount Unearned | 473,691.11 | |
| Reserve for Taxes, Etc. | 393,310.21 | |
| Deposits | 60,473,179.63 | |
| Bills Payable | 5,500,000.00 | |
| Letters of Credit | 10,000.00 | |
| Total Liabilities | \$72,295,461.65 | |

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Northwestern Banker, August, 1959

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TIMELOCK EXPERTS
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OMAHA

Ralph Brooks announced last month the treasurer would purchase short-term government bonds with \$5,000,000 withdrawn from banks. The legislature refused to approve a governor-sponsored bill requiring banks to pay 3 per cent interest on state money.

* * *

Richard D. Hitz of the mortgage department of The First Trust Company has graduated from the School of Mortgage Banking sponsored by the Mortgage Bankers Association of America in conjunction with Northwestern University.

* * *

The **Continental National Bank** has appealed to Lancaster District Court the action of the County Board of Equalization which shows the value of the bank's total capital as \$2,999,132.

This is the amount showing on the 1959 personal property return, but the bank then deducted \$11,560 as value of real estate owned by the bank, and \$1,015,467 as the actual value of shares of stock in Continental Building Corporation. These deductions then lowered the bank's listed value of its actual capital stock for tax assessment to \$1,972,105. The assessor and the Board of Equalization disallowed the deduction for stock in the building corporation.

The bank told the District Court the tax on this basis is "discriminatory and violative of the requirement for tax uniformity" required by the Nebraska Constitution.

MID-YEAR REPORTS . . .

(Continued from page 44)

gain from the \$7,067,256 or \$1.77 a share a year ago.

Deposits at midyear totaled \$1,621,472,636 against \$1,575,193,152. Assets are \$1,853,529,690 against \$1,800,824,631. Loans were up to \$940,077,724 from \$869,535,882 a year ago. Capital funds totaled \$175,347,069 at midyear.

Bank of America

The nation's largest bank reported NOE for midyear 1959 of \$40,181,798 or \$1.57 per share on the 25.6 million shares outstanding. This compares with \$1.45 for the like period of 1958.

Loans hit a new high of \$6,087,183,369, an increase of more than \$624 million over the 1958 midyear period. Deposits were reported at \$10,173,030,639, an increase of \$473,535,189 over a year ago. Total resources are \$11,159,413,266, an increase of \$379,566,458 over 1958, while total capital funds now amount to \$730,521,519.

American Trust

NOE for American Trust of San Francisco were \$5,960,933 or \$2.14 per share at mid-1959, compared with \$5,145,991 and \$1.85 a share a year ago.

Deposits rose to \$1,676,165,260 from \$1,617,490,234. Loans and discounts also rose, hitting \$963,500,761 compared with \$832,430,163 at mid-1958. Total resources are \$1,828,234,893. Total capital funds increased more than \$3 million to \$120,122,770.

Crocker-Anglo

Midyear NOE for Crocker Anglo National of San Francisco totaled \$37,696,106, a gain from the \$33,483,726 for the first half of 1958.

Deposits totaled \$1,563,624,228, up \$137 million from a year ago. Loans of \$930,333,665 increased more than \$171 million during the year. Assets gained \$168 million to reach a new high of \$1,750,309,651.

Bank of California

Bank of California, San Francisco, reported NOE for the first six months of \$1,772,249 or \$1.38 per share. The 1958 figure was \$1,770,423 and \$1.38 per share.

Deposits of \$563,141,127 increased more than \$5,440,000 over a year ago. Loans and discounts advanced to \$321,717,688 from \$284,892,620. Total resources are \$636,860,846, compared with \$620,073,690 a year ago.

Security First of L. A.

The first six months of 1959 pro-

duced NOE for Security First National of Los Angeles of \$11,685,386, or \$1.97 per share, an increase of 18 cents per share over mid-1958.

Deposits totaled \$3,177,079,407, a gain of \$240,370,000 over 1958. Loans of \$1,386,027,395 were up from \$1,152,556,502 a year ago. Total resources are \$3,450,828,491, an increase of more than \$247 million.

California Bank

California Bank of Los Angeles recorded NOE for the first half of 1959 of \$3,913,581, or \$1.78 per share, compared with \$3,199,811 or \$1.47 per share a year ago. This is a 22 per cent gain.

Deposits at mid-1959 were \$1,165,134,649, an increase of nearly \$118 million. Loans were up \$111 million to a total of \$573,240,800. Capital funds are nearly \$70 million.

Valley National

Valley National of Phoenix reported a \$60.4 million increase in deposits in the past year to bring mid-1959 deposits to approximately \$534 million. Loans of \$326 million were up \$35.8 million from a year ago. Resources stood at \$586 million at midyear, a gain of \$63.6 million over a year ago. Capital funds also gained, with \$5.1 million being added to bring the total to \$38.8 million.

First of Phoenix

First National of Phoenix continued the trend upward noted by practically all banks in the west and southwest, reaching the highest levels in its history. Resources at midyear were up \$43 million to \$338 million, an increase of 14.61 per cent.

Deposits increased \$42 million to \$311 million, a gain of 15.5 per cent. Loans gained more than 21 per cent, with an increase of \$30 million, bringing the loan total to \$169 million. Capital funds were up \$1 million, making a total of \$21 million, a gain of 3.55 per cent over June, 1958.

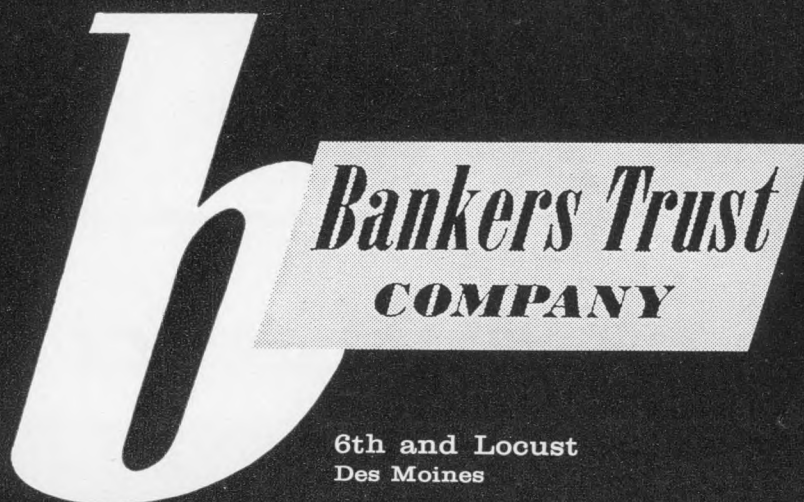
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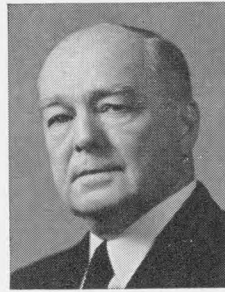
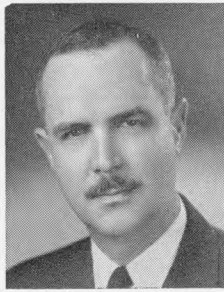


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Iowa NEWS

JOHN B. KEELINE President Cherokee
FRANK WARNER Secretary Des Moines



Centerville Bank Sold

One of the largest Iowa bank stock sales of the year was completed last month when Wilson K. Ervin of Mount Pleasant purchased more than



W. K. ERVIN

75 per cent of the capital stock of the Centerville National Bank, Centerville, from Mrs. Almira B. Sawyers and the Francis L. Sawyers estate.

The sale, representing an investment of more than a half million

dollars, was negotiated by Henry H. Byers, president, Bankers Service Company, Des Moines.

The Centerville National, with capital accounts of \$607,862 as of June 10 and totals assets of \$6,157,687, is the largest of three banks in Centerville, the county seat of Appanoose County.

Mr. Ervin has been elected president of the bank, succeeding Mrs. Sawyers who retains a stock interest and will continue as chairman of the board. No other personnel changes have been made, except that Mr. Ervin was elected to the board, succeeding Mrs. Sawyer's son, Dr. John L. Sawyers, of Nashville, Tenn.

Capital Increases

Capital stock was increased by common stock dividend in the following banks, according to Joe H. Gronstal, Iowa superintendent of banking:

At the Rubio Savings Bank of Brighton, from \$25,000 to \$50,000; at the State Bank of Bussey, from \$25,000 to \$50,000, and at the Benton County Bank & Trust Company, Vinton, from \$100,000 to \$150,000.

Sioux City Increase

Shareholders of the Security National Bank, Sioux City, have voted to increase the common stock of the bank from \$1,200,000 to \$1,400,000 by issuing \$200,000 in a stock dividend. An additional increase is to be made by selling 3,000 shares at \$150 a share, increasing the capital to \$1,700,000 and the surplus from \$1,300,000 to \$1,450,000.

The new stock will be offered first to present stockholders on the basis of one share for every four now held.

75th Anniversary

The Exchange State Bank, Wesley, held open house last month in recognition of the 75th anniversary of the bank, according to L. H. Kleinpeter, vice president and cashier.

Detlef Ihms

Detlef Ihms, 70, a director of the Central Trust and Savings Bank, Eldridge for the past 25 years, died recently at a Davenport hospital, according to Robert J. Tank, president.

Walter Robinson Honored

Walter T. Robinson, who has been Iowa loan guarantee officer for the Veterans Administration since 1945, planned to retire from that post on August 1 but has acceded to the request of VA officials that he stay on for at least a short time.

Mr. Robinson was presented with a plaque for "outstanding service to the home building industry" by the Home Builders Association of Des Moines last month.

He was president of the Citizens State Bank at Donnellson, Iowa, from August, 1942, until January, 1950, at which time he was elected chairman of the board, the post he now holds with the bank. Prior to moving to Donnellson, he had been cashier of the Newton National Bank since the early 1930's.

Conference Plans Set

Plans are nearing completion on the fifth annual Installment Lending Conference to be held September 13, 14 and 15 at the Hotel Kirkwood in Des Moines, according to Frank Warner, secretary, Iowa Bankers Association. A complete program for the conference will appear in the September issue of the NORTHWESTERN BANKER.

Three Services Added

Three new customers services have been announced by the Citizens Savings Bank, Anamosa. A drive-in window, a night depository and Friday night hours were included.

Candidate for Fed Board

V. W. Johnson, president of the First National Bank in Cedar Falls, will be a candidate this fall for reelection as a Class A, Group 3 director of the Federal Reserve Bank of Chicago.

Group 3 directors represent banks with capital and surplus of \$400,000 or under who are members of the Federal Reserve System.

Mr. Johnson's present term will expire this fall.

Joins Postville Bank

John A. Walther, associated with the Citizens State Bank of Belle Plaine for four and a half years, has joined the Citizens State Bank, Postville, as assistant cashier, according to M. F. Chevalier, cashier.

Peter Jonas

Peter Jonas, 77, director of the Alton Savings Bank, died last month after an extended illness.

Plan Lovilia Office

The State Bank of Bussey has announced plans to open an office at Lovilia in the former location of the Farmers and Merchants Savings Bank, according to John W. Bolton, executive vice president.

Norman Kotz, cashier of the State Bank of Bussey, will be in charge of the new office.

Groszkruers Honored

Mr. and Mrs. Paul Groszkruer recently were honored on their 40th wedding anniversary. Mr. Groszkruer is cashier of the Citizens State Bank, Belle Plaine.

Start Investment Firm

The Merchants National Bank, Cedar Rapids, and The Morris Plan Company were authorized last month to organize a small business investment company. The firm has an initial paid-in capital of \$302,000, held entirely by The Morris Plan Company and the Merchants National Bank.

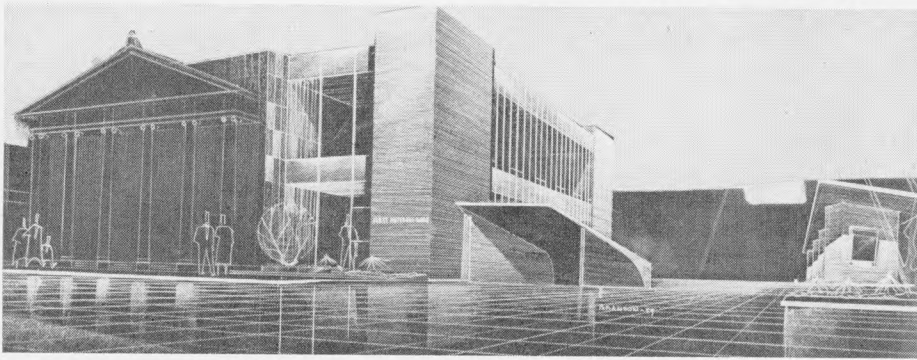
85th Anniversary

The Steele State Bank, Cherokee, recently observed its 85th anniversary. The bank was founded by T. S. Steele and his son, T. H. Steele.

Heads Loan Department

Carl Coates, Centerville, has been named to head a new small loans department at Corydon State Bank. The new department will make small, short-term loans at a higher than usual interest rate to persons who need a small amount of money for an emergency.

First of Sioux City Expanding



WORK IS UNDERWAY on the new addition to the **First National Bank** building in Sioux City. This architect's sketch, prepared by the designers, Bank Building and Equipment Corporation, St. Louis, shows the present building at the left on a corner location. Several old buildings were torn down to make way for the new structure, parking facilities and the four drive-up teller windows shown at right. The bank property now extends a half block along the front and also in depth.

Delmar Savings Promotion

The Delmar office of the Jackson State Savings Bank, Maquoketa, has initiated a savings account promotion with the cooperation of a Delmar feed firm.

For every 500 pounds of any Pillsbury's feed purchased at the Delmar Grain & Feed Company, Inc., the customer receives a savings certificate that can be used to open an account

at the Delmar bank office. Each certificate is worth \$1 and only two savings account certificates are allowed for each family.

Coralville Cashier

Berton W. Smith, formerly cashier and assistant trust officer, Wright County State Bank, Clarion, has been elected cashier of the Coralville Bank & Trust Company, succeeding Alvin

W. Jasper, who will become vice president of a bank at Blythe, Calif.

2,000 at Opening

More than 2,000 persons attended the open house held recently at the Iowa Trust and Savings Bank, Emmetsburg, in observance of the bank's 30th anniversary and completion of an extensive remodeling and redecorating project.

Fairbank Opening

The Fairbank State Bank held a grand opening of their newly remodeled quarters last month.

Heads Rotary Club

F. E. Ovrom, president, Farmers State Bank, Keosauqua, has been elected president of the Keosauqua Rotary Club.

Earl Brockman

Earl Brockman, 71, organizer of the Farmers State Bank, Marion, and active in the management of that bank until 1938, died recently at a Cedar Rapids hospital.

60th Anniversary

The Lone Rock Bank, Lone Rock, held open house last month in observance of its 60th anniversary. The bank was the first permanent building constructed in Lone Rock. Many door prizes were given in observance of the anniversary.

Drive-In Opening

One of Iowa's first drive-in bank offices opened last month at Mason City. The opening of the facility was announced by Robert Isensee, president, United Home Bank and Trust Company.

The new facility is located at the United Home's customer parking lot. Hours are from 8:30 a.m. to 4 p.m. weekdays and 8:30 a.m. to noon Saturday.

H. O. Webb

H. O. Webb, 71, retired cashier, Sheffield Savings Bank, died recently following a heart attack while visiting his children in Chula Vista, Calif. He retired from the Sheffield bank in 1955.

Storm Lake Increase

An increase in capital from \$150,000 to \$250,000 and in surplus from \$175,000 to \$250,000 has been announced by the Citizens First National Bank, Storm Lake.

According to H. W. Schaller, president, the new capital and surplus of \$500,000 is the largest of any bank in that area.

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Northwestern Banker, August, 1959

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**THE SECURITY SAVINGS BANK
MARSHALLTOWN, IOWA**

June 10, 1959

| RESOURCES | | LIABILITIES | |
|-----------------------------------|------------------------|-------------------------------------|------------------------|
| Cash and Due from Banks | \$ 2,056,177.81 | Capital Stock | \$ 300,000.00 |
| U. S. Government Securities | 4,525,279.00 | Surplus | 300,000.00 |
| Maturing in 1 yr. \$2,026,711.75 | | Undivided Profits and Reserve | 561,031.84 |
| Maturing in 2-5 yrs. 2,198,567.25 | | Other Liabilities | 16,999.42 |
| Maturing in 6 yrs. 300,000.00 | | Deposits | 13,898,450.04 |
| Municipal Bonds | 1,343,410.91 | Demand | \$8,730,906.37 |
| Federal Reserve Bank Stock | 18,000.00 | Time | 5,053,424.52 |
| Loans and Discounts | 6,937,003.39 | U. S. Government.. | 114,119.15 |
| Overdrafts | 972.35 | | |
| Bank Premises | 169,668.24 | | |
| Furniture and Fixtures | 25,969.60 | | |
| | \$15,076,481.30 | | \$15,076,481.30 |

OFFICERS

WILL A. LANE, President
R. M. WILSON, Executive Vice President
W. A. LANE, JR., Vice President
and Trust Officer
N. C. NIELSEN, Vice President

WENDELL STANLEY, Cashier
ESTA CONN, Assistant Cashier
W. H. PFEIFER, Assistant Cashier
T. M. SAWYER, Assistant Cashier
MERLIN MEYER, Assistant Cashier

Member of the Federal Deposit Insurance Corporation

Member of the Federal Reserve System

FIRST NATIONAL BANK

CEDAR FALLS, IOWA

Statement of Condition June 30, 1959

| RESOURCES | | LIABILITIES | |
|--------------------------------------|-----------------------|-------------------------------------|-----------------------|
| Cash and Due from Banks | \$1,499,136.51 | Capital Stock | \$175,000.00 |
| United States Government Bonds | 3,457,668.31 | Surplus | 175,000.00 |
| State and Municipal Bonds | 909,154.67 | Undivided Profits | 168,113.05 |
| Stock in Federal Reserve Bank | 10,500.00 | Reserve for Contingencies | 44,750.88 |
| Loans and Discounts | 1,966,658.66 | Interest Collected not Earned | 35,124.02 |
| Banking House | 51,380.14 | Deposits | 7,301,829.63 |
| Furniture and Fixtures | 5,319.29 | | |
| | \$7,899,817.58 | | \$7,899,817.58 |

OFFICERS

W. E. Brown, Vice President
H. C. Messerer, Executive Vice President
Philip S. Berg, Vice President

V. W. Johnson, President
C. J. Iserman, Cashier
R. E. Holland, Asst. Cashier
R. W. Briden, Asst. Cashier and Auditor

Member, Federal Reserve System
Member, Federal Deposit Insurance Corporation

Fred Dimmitt

Fred Dimmitt, assistant cashier at the Union Bank and Trust Company, Ottumwa until his retirement in 1948, died last month at the age of 87.

Heads County Bankers

John B. Kelly, assistant cashier, Iowa Trust and Savings Bank, Emmetsburg, was elected president of the Palo Alto County Bankers Association at a recent meeting. William Thomas, cashier, Palo Alto County State Bank, was elected secretary-treasurer to succeed Mr. Kelly.

Sioux City Promotions

Three promotions at the Woodbury Bank and Trust Company, Sioux City, have been announced by F. A. Evans, president.

A. R. Miller, cashier, was promoted to assistant vice president. He will take charge of the new credit-check plan department and will continue as trust officer.

W. L. Buck, assistant cashier, was moved up to cashier. He will continue as assistant trust officer.

G. R. "Jake" Bishop, head teller, was promoted to assistant cashier.

Williamsburg Changes

R. O. Moll, cashier, was promoted to executive vice president and Mrs. Melba O'Donnell was promoted to assistant cashier recently at the Security Savings Bank, Williamsburg.

Waukon Improvements

Waukon State Bank, Waukon, recently installed a walk-up window, furnished by the Mosler Safe Company, Hamilton, Ohio.

Increase Interest Rate

The following Iowa banks have announced an increase in savings account interest rates to 3 per cent:

Farmers State Bank and First National Bank, Marion; First Trust and Savings Bank and City National Bank, Cedar Rapids (four other Cedar Rapids banks had announced increases earlier); Union Bank & Trust Company, Strawberry Point; Iowa Trust & Savings Bank and Mahaska State Bank, Oskaloosa; First National Bank, Iowa Trust & Savings Bank and Centerville National Bank, Centerville.

Capital Increase

Capital stock of the Poweshiek County National Bank, Grinnell, has been increased from \$100,000 to \$200,000 by a stock dividend. There now are 2,000 shares outstanding with a par value of \$100 each.

It also was announced that walk-up

window service has been made available from 8 to 9 a.m. and from 3 to 5 p.m. daily.

Honor George Schaller

George J. Schaller, chairman of the board, Citizens First National Bank, Storm Lake, has been voted Storm Lake's outstanding citizen for 1959. Mr. Schaller is the first to receive this recently inaugurated award.

Keystone Remodeling

An extensive remodeling program at the Keystone Savings Bank is to be completed this month. Included in the project are a new entrance, a lowered ceiling, new lighting, a new bookkeeping room, new furnishings, a private conference area and air conditioning.

Open Parking Lot

A customer parking lot was opened last month at the Guaranty Bank and Trust Company, Cedar Rapids.

Leo O'Brien

Leo O'Brien, president, Security State Bank, Independence, died after a brief illness last month. He was 73. In addition to his banking interests, Mr. O'Brien operated a clothing store in Independence.

Monticello Director

Cecil L. Goettsch, Monticello funeral director, has been elected director of the Monticello State Bank, filling a vacancy created by the death of Dr. T. M. Redmond.

Open Janesville Office

An open house was held last month to mark the opening of the new Janesville office of the State Bank of Waverly. Willard Osineup, assistant cashier at the Waverly bank, will manage the Janesville office.

Joins Tipton Bank

Jerry McCoy, recently discharged from the Air Force, has joined the First National Bank, Tipton, as farm representative. He is a graduate of Coe College.

School Board Post

Dwight Wuster, cashier, Walnut State Bank, has been named secretary of the Walnut Community School board of education.

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Des Moines News



S. G. BARNARD has been promoted to vice president and cashier of the Bankers Trust Company,



S. G. BARNARD

J. M. BARNES

according to an announcement by **J. W. Hubbell**, chairman of the board.

Mr. Hubbell also announced the advancement of **J. M. Barnes** from assistant secretary to assistant trust officer.

Mr. Barnard joined the Bankers Trust Company in April, 1929, starting as a bookkeeper. He was promoted to assistant secretary in 1944 and to trust officer in 1949. In November, 1951, he was promoted to secretary and trust officer. As vice president and cashier he succeeds the late Fred C. Atkins.

Mr. Barnes was born in Wapello, Iowa. He joined Bankers Trust in 1940, starting as a messenger and

working in several departments before joining the trust division.

Holmes Foster, Des Moines, senior examiner, state banking department, has been named assistant to the superintendent. He will retain the senior examiner title. **Dean Bencke**, in charge of District 2, with headquarters in Webster City, and **Robert Lorge**, in charge of District 4, Waterloo, have been promoted from examiners to senior examiners. The announcement was made by **Joe Gronstal**, state banking commissioner.

Employees of the **South Des Moines National Bank** were feted the first of this month at an all-bank picnic at the Brenton farm, northwest of Des Moines.

Rollo Bergeson, former Iowa secretary of state, was recently elected president of the West Des Moines State Bank, according to **Hal S. Chase**, who has resigned as president to become chairman of the board. Mr. Bergeson has been a director of the bank five years.

It was announced also that **Leo Capdevielle**, with the bank more than three years, most recently as assistant cashier, has been elected cashier.

Forrest P. Galbraith, 51, executive

vice president and cashier of the bank, died last month aboard his boat at Dubuque. In failing health the past few years, Mr. Galbraith apparently died of a heart attack. He was city treasurer of West Des Moines and had been active in many civic and social organizations.

David G. Wright, vice president and cashier, State Bank of Des Moines; **Allon E. McGlothlen**, assistant cashier, Valley Bank and Trust Company, and **Mary Harry** of the Central National Bank were panel members at the recent District 10 A.I.B. annual conference in Lincoln.

James R. Rasley, assistant cashier, Iowa-Des Moines National Bank, was graduated last month from the School of the Financial Public Relations Association at Northwestern University.

C. C. Hubbell, vice president, and **Cyrus D. Kirk**, assistant vice president, Bankers Trust Company, plan to attend the Graduate School of Banking at the University of Wisconsin this month. Mr. Hubbell will be completing his study and Mr. Kirk will be starting his first year there.

Walter K. Stephenson, auditor at Bankers Trust Company, was graduated last month after three years of study at the NABAC school for bank auditors and comptrollers at the University of Wisconsin. He studied accounting the first year, bank auditing the second, and completed the course with bank controls last month.

The annual employees' party of **Bankers Trust Company** was held last month at the **J. W. Hubbell** home. The Keith Killinger band provided music for the dancing.

Robert L. Carson, comptroller, Iowa-Des Moines National Bank, retired the last day of last month after 47 years in the banking profession.

He joined the Des Moines National in 1912, the Iowa National in 1915 and was elected an officer of the Iowa-Des Moines National in 1943.

The Iowa-Des Moines National Bank held open house last month to show the newly-decorated quarters of its installment loan department.

The week-long showing revealed that the department floor—increased from 2,200 to 2,800 square feet—is covered with soft, plush carpeting and the windows have been completely modernized. A new air conditioning unit has been installed, serving the installment loan department and the new Motor Bank which is scheduled



When Building or Remodeling use the BANK PLANNING SERVICE

of the **KIRK GROSS COMPANY** and its "TIME-ENGINEERED" Equipment

Kirk Gross trained Bank experts can recommend ways to improve flow of traffic, add teller windows without increasing space, suggest ways to save money, time and worry.

KIRK GROSS Co.
BANK EQUIPMENT

Westfield and Duryea Streets

Waterloo, Iowa

Telephone ADams 4-6641

No. 6 in a series of
Valley Bank Customers



The Valley Bank is proud to have the Highland Park State Bank on its growing list of correspondent banks.

IOWA BANKERS



Twenty years in banking—from messenger to executive vice president—make up the background of Charles K. Grochala, head of one of Iowa's fastest growing banks.

Mr. Grochala helped organize the Highland Park State Bank in Des Moines late in 1951. Despite his youth—29 at the time—he had acquired broad experience in 13 years at the Valley Bank & Trust Company. Working through all the various departments, he was then in charge of the credit department.

In January, 1952, the Highland Park State Bank opened for business in a quonset building with four full-time employees. Just five years later deposits were in excess of four million dollars and the bank was forced to seek larger quarters.

A large nearby building was chosen and extensively remodeled. Today, with triple its former space and 34 employees, the bank has deposits of more than seven million dollars. Two drive-in teller windows and a large off-street parking area contribute to the bank's steady growth.

Mr. Grochala is married and has five children; Krystof, Ann Marie, Marilyn, Timothy and James.



Walnut at Fourth Street

VALLEY BANK & TRUST CO.

Member, Federal Deposit Insurance Corporation

Des Moines, Iowa

Installment Loan Department Is Remodeled



STATEMENT OF CONDITION

At Close of Business June 10, 1959

ASSETS

| | |
|-----------------------------------|------------------------|
| Cash on Hand and due from Banks | \$ 4,929,305.49 |
| United States Government Bonds | 5,403,387.51 |
| State, County and Municipal Bonds | 3,522,484.04 |
| Federal Reserve Bank Stock | 51,000.00 |
| Loans and Discounts | 14,254,391.27 |
| Overdrafts | 2,215.55 |
| Bank Premises | 109,506.63 |
| Furniture and Fixtures | 46,390.24 |
| Other Assets | 20,145.09 |
| | \$28,338,825.82 |

LIABILITIES

| | |
|-------------------|------------------------|
| Capital Stock | \$ 700,000.00 |
| Surplus | 1,000,000.00 |
| Undivided Profits | 320,893.98 |
| Reserves | 233,279.83 |
| Deposits | 26,084,652.01 |
| | \$28,338,825.82 |

OFFICERS

| | |
|---|--|
| C. E. CAMPBELL, <i>Chairman of the Board</i> | ROBERT V. COOPER, <i>Asst. Vice Pres.</i> |
| LOWELL J. WALKER, <i>President</i> | GERALD J. CURRAN, <i>Asst. Cashier</i> |
| DALE K. DeKOSTER, <i>Exec. Vice-Pres.</i> | WILLIS J. VOLLENWEIDER, <i>Assistant Cashier</i> |
| FRANCIS R. LaBARRE, <i>Vice-President</i> | E. JAMES O'CONNOR, <i>Asst. Cashier</i> |
| EARL J. UNDERBRINK, <i>Vice-President and Cashier</i> | FORREST D. LOFTON, <i>Auditor</i> |
| MERLE W. RODGERS, <i>Asst. Vice Pres.</i> | FREDERICK KOCH, <i>Trust Officer</i> |

DIRECTORS

CARL A. BLUEDORN, *President*, Zeidler Concrete Products Machinery Co.; K. L. BRAGDON, *Northwestern Mutual Life Ins. Co.*; CLARENCE E. CAMPBELL, *Chairman of the Board*; JAMES F. CARNEY, *Carney, Alexander, Marold & Co.*; CARL R. DAVIS, *Real Estate*; DALE K. DeKOSTER, *Executive Vice-President*; A. D. DONNELL, *President*, The Rath Packing Co.; JAMES G. EASTON, *Investment Management*; WILLIAM H. HINSON, *Vice President and Treasurer*, Hinson Mfg. Co.; WARREN A. HOLDEN, *President*, Construction Machinery Company; FRANCIS R. LaBARRE, *Vice-President*; HARRY A. LIMBERT, *Vice-President*, Central Fibre Products Co.; R. W. WAITE, *Retired*; HARLEY A. WALDON, *General Manager*, John Deere Waterloo Tractor Works; LOWELL J. WALKER, *President*, *Advisory Council*, GEO. E. PIKE and CARLETON SIAS.



Waterloo, Iowa — Dial ADams 4-4471

NEWLY-REMODELED AND ENLARGED installment loan department of the Iowa-Des Moines National Bank was the scene of open house last month. All new are: Fixtures, furniture, antique white vinyl grasscloth walls, antique white heavy sheer homespun fabric drapes, suspended acoustical ceiling and indirect lighting.

to open about November 1.

Twenty-six people are employed in this department. Charles R. Clift, vice president, is in charge.

Five door prizes were awarded lucky guests during the department showing.

All of the new furniture was supplied by Koch Brothers, Des Moines.

Heads NABAC Group

T. J. Nicholls, assistant cashier, Peoples Trust and Savings Bank, Indianola, was elected president of the Central Iowa Conference of NABAC at the group's annual meeting.

Other officers are Donald F. Prunty, assistant cashier, Central National Bank & Trust Company, Des Moines, vice president; Harold Lewis, assistant cashier, Hartford-Carlisle Savings Bank, secretary-treasurer, and R. M. Wilson, executive vice president, Security Savings Bank, Marshalltown, director.

Ogden Open House

The City State Bank, Ogden, held open house recently to commemorate the completion of a remodeling project and the 75th anniversary of the bank. A black onyx marble facing, moving of the bookkeeping department to the second floor and several interior improvements were included in the remodeling project.

Honor Ben Summerwill

Ben E. Summerwill, vice president, Iowa State Bank & Trust Company, Iowa City, has been elected chairman of the board of representatives of the Iowa City Council-Manager Association.

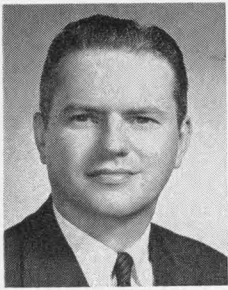
Harlan Expansion

An extensive remodeling program nearing completion at the Harlan National Bank, Harlan, according to F. J. Lewis, president.

The interior of the bank has been extensively remodeled and a complete new front has been built. Additional space has been gained by filling a formerly unoccupied alley adjacent to the bank. The remodeling was designed by A. Moorman and Company, Minneapolis.

Chicago Fed Promotion

Charles J. Scanlon has been elected first vice president of the Federal Reserve Bank of Chicago and will take office on September 1, succeeding Ernest C. Harris, who retires on that date.



C. J. SCANLON

Mr. Scanlon, 43, a native Chicagoan, entered the employ of the bank as an office boy in 1933 at the age of 17. He was made an assistant examiner in 1938,

and was subsequently promoted through various positions to the office which he presently holds, that of chief examiner.

Announcement was made also of the election of Leland M. Ross as chief examiner to succeed Mr. Scanlon in that position on September 1. Mr. Ross has held the post of assistant chief examiner.

Carl E. Allen, president of the bank, paid tribute to the retiring Mr. Harris, who served the bank for more than 16 years.

Lets Building Contracts

The St. Paul Fire and Marine Insurance Company announces that contracts totaling more than \$5,000,000 have been let for the new addition to the home office building in downtown St. Paul.

About 30 firms from over the nation competed for the work and the installations.

The contracts were let on July 8 and next day workmen on the home office site began laying out the forms. Excavation for the project has been underway through the Ashbach Construction Company, St. Paul. From 100 to 150 men will be employed on the job.

The steel, glass, marble and aluminum building will be on Washington, facing east toward downtown, between West Fifth and West Sixth

Streets. The first part of the building will be finished in September, 1960, and the entire structure a year later, according to Childs & Smith, architects of Chicago. The company now owns the entire block in which its home office is located, having extended its holdings in recent years by buying adjacent property.

This will be one of the few modern office buildings in the nation to have escalators which will carry from the ground floor and up, through the other five floors. Office area of 441,030 square feet will be available to the St. Paul when the home office is built, an increase of 45 per cent.

Chemical Corn Merger

At special meetings held concurrently in early July, shareholders of Chemical Corn Exchange Bank and The New York Trust Company approved the proposed merger of those institutions.

Substantially more than the necessary two-thirds of the outstanding stock of each bank was voted in favor of the plan. Before becoming effective, however, the merger requires approval of the superintendent of banks of the state of New York and other authorities.

It is proposed that New York Trust, with assets of over \$850 million, will

Condensed Statement of Condition

June 10, 1959

ASSETS

| | |
|---|-----------------|
| Cash and Due from Banks..... | \$ 5,018,014.38 |
| U. S. Government Securities..... | 7,934,393.02 |
| Obligations of Other Federal Agencies..... | 335,918.62 |
| Obligations of States and Political Subdivisions..... | 2,056,396.36 |
| Stock in Federal Reserve Bank..... | 45,000.00 |
| Loans and Discounts | 13,024,860.51 |
| Bank Premises, Furniture, Fixtures | 422,042.30 |
| Interest Earned, Not Collected..... | 152,658.86 |
| Customers' Liability—Letters of Credit..... | 17,395.50 |
| Other Assets | 10,034.74 |
| | \$29,016,714.29 |

LIABILITIES

| | |
|---|-----------------------------|
| Capital Stock | \$ 400,000.00 |
| Surplus | 1,100,000.00 |
| Undivided Profits | 354,923.51 |
| | Total Capital Account |
| | \$1,854,923.51 |
| Reserve for Interest, Taxes, Expenses, etc..... | \$ 184,119.35 |
| Interest Collected, Not Earned..... | 170,076.11 |
| Liability—Letters of Credit..... | 17,395.50 |
| Other Liabilities | 394.00 |
| Deposits | 26,789,805.82 |
| | \$29,016,714.29 |

JOE T. GRANT, President
 HAROLD V. BULL, Senior Vice President
 and Trust Officer
 WILLIAM L. TEMPLE, Senior Vice Pres.
 EDWARD V. HOFFMAN, Vice President
 ERNEST A. JOHNSON, Vice President
 and Trust Officer

ERNEST A. KENNY, JR., Vice Pres. & Cash.
 HAROLD H. STRIFERT, Vice President
 NEAL C. TENNIS, Vice President
 HOMER V. GARRETSON, Asst. Vice Pres.
 IRA J. SMITH, Assistant Cashier
 GEORGE D. VINSON, Assistant Cashier
 MELVIN L. FILKINS, Auditor



NATIONAL BANK IN SIOUX CITY

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
 MEMBER FEDERAL RESERVE SYSTEM

When you need fast, efficient correspondent banking service, you can depend on the First National Bank in Sioux City. At the hub of a four-state area, the First National serves banks in Iowa, Minnesota, Nebraska and South Dakota.

be merged into Chemical, with assets of \$3.4 billion, under the name Chemical Bank New York Trust Company. Shareholders of Chemical authorized 2,100,000 additional shares of capital stock, making a total of 8,476,590 shares, and increased the par value to \$12 from \$10 per share. The additional 2,100,000 shares are to be exchanged for present stock of New York Trust in the ratio of 1¾-for-one, respectively. The merged bank will have total capital funds in excess of \$388 million, on the basis of June 30 figures.

The combined staff will be about 7,000. Resources will be \$4.3 billion.

Harold H. Helm will continue as chairman and Isaac B. Grainger as president of the merged bank. Adrian

M. Massie will become chairman of the trust committee. Hulbert S. Aldrich, president of New York Trust, will become a vice chairman along with Gilbert H. Perkins, now vice chairman of Chemical. Each of these executives will serve on the board of directors of the merged bank, along with 16 men from the Chemical board and four from the New York Trust board.

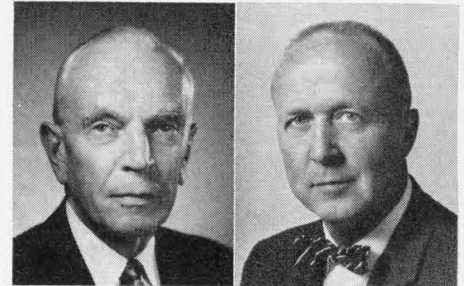
B of A Promotions

Vice President Ben F. Edwards, Jr., has been selected as president's assistant, personnel, at Bank of America's head office, it was announced in San Francisco recently.

As a member of President Beise's

personal staff Mr. Edwards will represent him as special personnel counselor, particularly with senior branch and administrative officers, and as his personnel liaison officer.

It was also announced by Jesse W. Tapp, board chairman, that Jay H. Thomson has been promoted to assist-



B. F. EDWARDS, JR. J. H. THOMSON

ant vice president in B of A's corporation and bank relations department. In this position he will travel in eight states of the middle west, contacting other banks and large business firms.

Mr. Thomson will have the territory formerly served by Assistant Vice President Thomas S. Merrill, who has been promoted to vice president and a senior officer's post at San Diego.

A graduate of Kansas State University, Mr. Thomson started his banking career in Topeka, Kan., joined B of A in 1939 and has held officer rank since 1945. He will travel in Kansas, Missouri, Nebraska, Indiana, Ohio, Illinois, Michigan and Minnesota.

LOCAL INDUSTRY . . .

(Continued from page 23)

the worth of the product or its potential. The company was in urgent need of additional funds to expand its production facilities, to buy raw material in volume, and for its increased payroll.

The company had one alternative—to move to another town which offered as an inducement ample manufacturing facilities and favorable financing. Loyalty to the bank and the community which believed in them prompted the owners to reject the offer. Subsequently, the company was referred to Associated Loan Counselors who secured sufficient funds to assure continuance of the operation to the benefit of the community.

Cow Pool

Some weeks ago an Iowa cattle dealer, interested in establishing a cow pool, came to Associated Loan Counselors with his financing problems. On the premise that few lenders would be familiar with the concept of cow pools, Associated Loan Counselors retained an expert in the dairy field to write a complete report on this

6 WAYS to boost bank profits

1. **ADVERTISING AND PROMOTION**—you can get advice and guidance from a large and able staff—and use a complete mat service that makes for more effective advertising at lower cost.
2. **NEW BUSINESS DEVELOPMENT**—La Salle's staff can show you how your bank can attract customers through addition of services and more attractive presentation of services.
3. **MORE EFFICIENT SYSTEMS AND METHODS**—are you taking advantage of the best bank operation methods?
4. **EMPLOYEE TRAINING**—call on La Salle to help provide a training program that will increase employee effectiveness.
5. **CREDIT SERVICE**—broaden the scope of your credit service by making use of La Salle facilities.
6. **TRUST SERVICE**—whether you have a trust department or not, making use of La Salle experience and guidance can assure your customers of *complete* trust service.

Want to know more? Call Max Roy.
The number is STate 2-5200.



135 S. La Salle, Chicago 90
STate 2-5200
Complete Trust Service

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

interesting operation, and give an opinion on its potential. The mortgage department was briefed, and the writer who was chosen to prepare the confidential report, began his job of research. The cattle dealer was ably guided by his local banker during the preliminary discussions with Associated Loan Counsellors. Eventually, this banker accompanied his client to Chicago for a final conference with Associated Loan Counsellors executives, the cow pool expert, and the head of the mortgage division. At that time, the banker pledged \$40,000 as participation in the required \$275,000 loan. This loan is as yet not ready for presentation to lenders. But suitable money sources have been alerted, and the "merchandising" of the loan has begun.

This "merchandising" of a loan is something new in the financial world. It actually begins from the moment Associated Loan Counsellors undertakes to seek money for a prospective borrower. An "alert" is sent to suitable lenders, and when the financial statements, the completed forms, the supporting information, and other pertinent material is received, financial data is analyzed and coordinated, and a writer assigned to prepare the comprehensive report which eventually goes to lenders. It is the writer's job to convert figures and answers to cleverly contrived questions into a swiftly paced story from which the whole picture of a business and of management emerges. There can be no distortion of fact or figures, but every presentation must be a selling tool. Once edited, the copy goes to production for type-setting, for proofing, and printing. When completed, the mortgage department takes over and the "selling" of the loan begins by personal solicitation, by telephone, and by mail.

Thus, if a valued bank customer is currently non-bankable, Associated Loan Counsellors will shop for his financial requirements. If the bank itself could make the loan subject to more satisfactory balances, the Associated Loan Counsellors will arrange compensating deposits. If a bank wishes to make available only a portion of a required loan, Associated Loan Counsellors will seek the rest of the required funds. In all of these situations the relationship between

bank and customer remains intact. Many loans are referred to Associated Loan Counsellors in addition to those referred by banks. Insurance companies, commercial lenders, and fellow members of the American Institute of Financial Brokers send business to Associated Loan Counsellors. Mr. and Mrs. H. J. van Buskirk, co-owners of Associated Loan Counsellors, define their business as a "shopping service for money." They do what is best described as "creative selling," which is a blend of merchandising, promotion, and of highly specialized know-how.

More and more, the banker in the

smaller cities and towns is concerned with the creation or the maintenance of a good financial climate for industry. It helps established business to grow, it is a magnet to new industry. The local banker is the key figure. On him rests the major responsibility. His personal concern with the financial needs of every customer must be continuous whether or not that customer is currently bankable. A banker is the symbol of solidity, of security in every community, unless he himself destroys the image. But if he cherishes the faith imposed in him, the community and its people are surely destined for progress.—End.



The Drovers National Bank is a direct member of the Chicago Clearing House Association and the Federal Reserve System.

Drovers' Location makes Immediate Credit possible on livestock proceeds...

You will note, from the above Yards diagram, that Drovers is ideally situated to serve your farmer customers more promptly. Our proximity to the commission firms, located in the Exchange Building, enables us to process livestock returns as fast as the stock is sold.

To make sure your livestock customers receive this fast Drovers service, have them fill out a Drovers shippers order. We'll gladly send you a supply upon request.

Friendly service to Livestock Producers for more than 75 years



Continuous service to correspondent banks since February 12, 1883

The Drovers Banks

UNION STOCK YARDS, CHICAGO 9, ILLINOIS

MEMBERS, FEDERAL DEPOSIT INSURANCE CORPORATION

BANKS BOUGHT and SOLD
All Negotiations Confidential
 A NATIONAL CLEARING HOUSE
 FOR EXPERIENCED BANK EXECUTIVES
 WITH CAPITAL TO INVEST
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WANT ADS

Rates 20 cents per word per insertion. Minimum: 10 words.
NORTHWESTERN BANKER
 306 15th St. Des Moines, Iowa

Ag Representative Available

Farm planning technician desires position with country bank. Eight years with Soil Conservation Service. College grad with agronomy major and economics minor. Can keep accurate reports and records. Farm background. Excellent references. Write TWX, c/o Northwestern Banker, 306 15th St., Des Moines 9, Iowa.

BANKERS WANTED

for positions available now—especially men experienced either in commercial lending, credit or trust work. In confidence and without cost to you, write for application.
BANK PERSONNEL CLEARING HOUSE
 (Employment Agency)
 503 N. Washington
 Naperville, Illinois

For Sale

Used Electric Check Cancellor
 Used Electric Coin Sorter
 Bud Greenspan
 4775 Decatur Street
 Omaha 4, Nebraska

Colorado Position Wanted

Executive officer of Iowa bank, with extensive loan, management and organizational experience, wishes to locate in Colorado. For information and references, write H D W, c/o NORTHWESTERN BANKER, 306 15th Street, Des Moines 9, Iowa.

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 OFFICE SUPPLIES
 LEADERSHIP MATERIALS
 CATALOGS



Koch Brothers
 GRAND AVE. AT FOURTH

New Warehouse Manager

Wesley G. Johnson has been named district manager for Iowa for the St. Paul Terminal Warehouse Company, St. Paul, according to an announcement by Richard C. Schall, vice president.



W. G. JOHNSON

Mr. Johnson has been in the St. Paul office for the past seven years. He has had extensive experience in the seed business, and previous to World War II, he was with the Production Credit Association. He is a native of Hector, Minn., and served with the 34th Division during the war. He replaces George Mickelsen, who has entered his own business, moving to Minnesota.

Harris Trust Exhibit

Harris Trust and Savings Bank, Chicago, joined with exhibitors representing 65 nations and thousands of products to participate in Chicago's hit International Trade Fair at Navy Pier last month.

The crowd-drawing feature of the

display was an automatic dollar bill changer. The machine changed dollar bills at the rate of one every 30 seconds during the fair.

Sharing the spotlight with the bill changer was a scale model of the new Harris Bank building, a display of coins of the member countries of the United Nations, a fibre glass wall embedded with foreign currency, and a scale with an accompanying chart which gave the dollar value of certain pound amounts of gold. Visitors were able to determine their weight in gold. For example, a 200 pound man is worth \$112,000 in gold. This was one of the few times that most husbands could prove they are worth more than their wives.

Resigns Fed Post

Robert C. Masters, who has been director of the division of examinations, Federal Reserve System, since July 1, 1957, has requested that for reasons of health he be relieved of his responsibilities as director of the division. The board has acceded to his request, and effective August 1 he assumed the role of associate director, in which capacity his long and extensive experience in the field of bank supervision will continue to be available to the industry.

Frederick Solomon, assistant gener-

Statement of Condition

First Security Bank & Trust Company

Charles City, Iowa

June 10, 1959

RESOURCES

| | |
|--|------------------------|
| Cash and Due from Banks | \$1,353,736.13 |
| U. S. Securities | 2,637,888.38 |
| Total Cash and U. S. Securities | \$ 3,991,624.51 |
| Municipal and Other Tax Exempt Bonds | 664,298.17 |
| Other Bonds | 693,125.00 |
| Loans and Discounts | 4,947,099.97 |
| Overdrafts | 650.30 |
| Furniture and Fixtures | 53,812.78 |
| | \$10,350,610.73 |

LIABILITIES

| | |
|-------------------------------|------------------------|
| Capital | \$ 250,000.00 |
| Surplus | 250,000.00 |
| Reserve | 200,000.00 |
| Undivided Profits | 206,380.95 |
| Total Capital Accounts | \$ 906,380.95 |
| Demand Deposits | \$5,794,348.22 |
| Time Deposits | 3,360,956.25 |
| U. S. Deposits | 288,925.31 |
| Total Deposits | \$ 9,444,229.78 |
| | \$10,350,610.73 |

OFFICERS

MERTEN J. KLAUS, President
 WM. A. HERBRECHTSMEYER, Vice President
 KENNETH S. CLANCY, Cashier
 WM. R. MATHIS, Asst. Cashier

Member of Federal Deposit Insurance Corporation

al counsel since 1948, has been appointed to the post of director of the division of examinations to succeed Mr. Masters.

Iowa Appointment

The St. Paul Fire and Marine Insurance Company announced the appointment of Special Agent Hebert R. Hahn who will headquarter in the company's Des Moines, Iowa, office and will travel northeastern Iowa, working with Special Agent E. B. Jobe, whose territory is being enlarged at this time. Both men are under the general supervision of Iowa Manager M. Toussaint.

Two Join Bank of California

Elliott McAllister, board chairman of The Bank of California, San Francisco, announces the appointment of Richard D. Powers and Gordon K. Craig as assistant trust officers.

Mr. Powers comes to the west coast from St. Paul, Minn., where he was assistant trust officer with The American National Bank of St. Paul for seven years.

Mr. Craig is also from the midwest,

INVESTMENTS

(Continued from page 32)

pend, first of all, on the pace of economic activity in the nation, and secondly, on how the rate of saving is maintained. As the moment, the prospect for a lower structure of interest rates is remote.

Economic Pressures

Yields throughout all parts of the market testify to the economic pressures under which the economy is operating at a time the Federal budget has been \$12,000,000,000 out of balance. In April the Treasury borrowed \$4,200,000,000 on two issues of discount bills, the longest of which was of a one-year term. The long borrowing cost the Treasury just under 3.9 per cent on the average. Within three months the government went to market again to borrow \$5,000,000,000 of more cash on two more bill issues. The major borrowing—\$3,000,000,000 of 258-day bills—cost the government 4.075 per cent. The balance—\$2,000,000,000 of one-year bills—cost 4.728 per cent. It was this issue that sold momentarily in the market to yield 4.86 per cent. Subsequently the yield receded by .20 of 1 percentage point.

The new supply of bills brought the total of such market paper to about \$37,000,000,000. There are now more than 30 issues of the discount bills

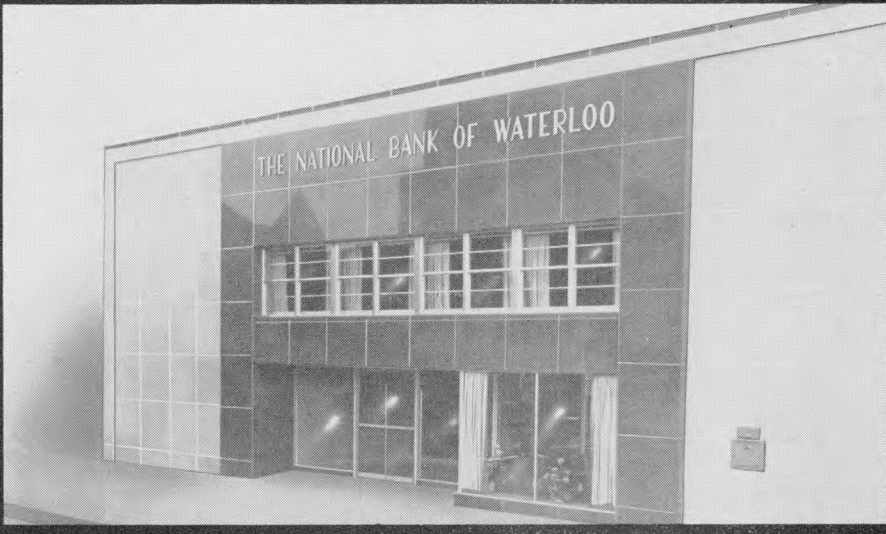
outstanding, ranging in maturity from a week to a year and in yield from 2.5 per cent to 4.6 per cent. The long-est-dated bills of the weekly 91-day issues are selling at a yield of slightly more than 3¼ per cent, and those of the 182-day series at slightly less than 4 per cent.

Elsewhere in the government market, the highest yields are from securities of postwar issue due in 1961 and 1963. The 2½ per cent notes of 1963 sold early this month at 93½ to yield about 4.58 per cent. The vulnerability of this part of the market is due to the fact that commercial banks still hold such issues as secondary reserves. In a period of rising loans

the Treasury issues are sold out of the bank investment portfolio to take pressure off statutory reserve positions.

It is more difficult to judge the market status of the long-term Treasury issues because of the scanty supply available. Orders for a few million dollars worth of such securities could raise their market standing materially in short order. Just how they would be affected by new issues of long-dated bonds is conjectural. It seems probable that the Treasury will take steps to tap the long end of the market as soon as it gets the go-ahead from Congress about breaking through the 4¼ per cent rate ceiling.—End.

for fast correspondent service



see NATIONAL BANK OF WATERLOO

Let our complete facilities. . . our
staff of friendly, helpful Iowans . . .
save you valuable time on all items
and collections.

Send your items to us for fast,
accurate, efficient banking service.

THE NATIONAL BANK OF WATERLOO

WATERLOO, IOWA

Member . . . Federal Deposit Insurance Corporation • Federal Reserve System

YOUR STATE BANKERS ASSOCIATION
OFFICIAL SAFE, VAULT AND
TIMELOCK EXPERTS

F. E. DAVENPORT & CO.

OMAHA



In the DIRECTORS' ROOM



"Think It Through"

Two farmers at a county fair were fascinated by a booth where little celluloid balls bobbed on top of water jets. Customers were offered substantial prizes if they succeeded in shooting any one of the balls off its perch. One of the farmers spent six quarters in a vain attempt to pick off one ball. Finally his friend pushed him aside and picked up the rifle.

"Watch how I do it," he said.

He took a single shot. All six balls disappeared.

As they walked away from the booth laden with prizes the unsuccessful one marveled.

"How did you ever do it?" he asked.

"It just took some figuring," explained the winner. "I shot the man who was working the pump."

Ask a Silly . . .

A workman was perched on the top of a ladder, cleaning the clock above the entrance to a bank. Suddenly an inquisitive passerby hailed him.

"Something wrong with the clock, mister," he asked.

"No," replied the workman, "I'm near-sighted."

A Wonderful Talk

The reporter returned from a speech.

"Well," asked the editor, "what did our candidate have to say?"

"Nothing."

"Then keep it down to a column."

Before Taxes?

A nearsighted old lady had spent some time in a curiosity shop. "What is that ugly old figure in the corner worth?" she asked at last.

"About \$50,000," whispered the horrified salesman. "That's the proprietor."

That's the Truth

News reporter: Will there be any change in men's pockets this year?

Fashion designer: Very little.

It's True . . . Think Back

Wise and wealthy old men give advice to young men when the former can no longer set a bad example.

Basic Economics

The boys at the corner drugstore were discussing girls. "Aw," said one of the older ones, "girls are a dime a dozen."

"Gee," signed one of the younger lads, "and all the time I've been buying jelly beans."

". . . Said a Mouthful"

First pelican: That's a fine fish you have there.

Second pelican: Well, it fills the bill.

Short Answer

Mary: What happened when you asked the boss for a raise?

George: Oh, he was like a lamb.

Mary: What did he say?

George: BAH!

"Like I Told Ya!"

"What kind of ice cream do you have?" he asked the pretty waitress.

The young lady answered in a hoarse whisper, "Vanilla, strawberry, and chocolate."

The customer, trying to be sympathetic, asked, "You got laryngitis?"

"No," she rasped, "just vanilla, strawberry, and chocolate."

He's Fairly Mean

"The boss is mean," the man told his wife, "but he's fair."

"What do you mean by that?"

"Well, he's mean to everybody."

It's Mutual

You know what a bargain is. It's a business deal in which two people are certain they got the better of each other.

"Irony"

Teacher: Can you tell us something about the iron age?

Student: I'm afraid I'm too rusty on the subject.

Stupid Man

Man: How did you come to fall in the lake, little boy?

Boy: I didn't come to fall in the lake, Mister, I came to fish.

No Joke

This is not a joke. It is designed to urge you to do something. Here are a few suggestions: (1) Read the following paragraph to all driving members of your family, (2) include the paragraph in your talks to organizations, (3) drive better yourself and urge family members, prospects and clients to do likewise, (4) memorize the figures and state them to everyone you talk to, (5) write two or three letters to important people in government and public safety.

Here's the paragraph:

Traffic accidents last year cost the nation \$7,255,600,000. This is an average of nearly \$20 million a day . . . or about \$13,800 a minute! We can use this money to better advantage.

CONVENTIONS

August 9-21, Colorado School of Banking, University of Colorado, Boulder.

September 21-23, NABAC Annual Convention, Statler Hotel, Boston.

September 21-24, 46th Annual Convention, Mortgage Bankers Association, Hotel Commodore, New York City.

September 23-25, National Association of Bank Women, Schroeder Hotel, Milwaukee.

October 4-7, Annual Fall Conference, Robert Morris Associates, Edgewater Beach Hotel, Chicago.

October 11-12, Nebraska Bankers Association, Sheraton Fontenelle Hotel, Omaha.

October 20-23, National Association of Supervisors of State Banks, Diplomat Hotel, Hollywood-By-the-Sea, Florida.

October 25-28, American Bankers Association, Miami Beach.

November 1-5, Financial Public Relations Assn., Annual Convention, Americana Hotel, Bal Harbour, Florida.

November 1-4, Iowa Bankers Association, Annual Convention, Hotel Fort Des Moines, Des Moines.

November 5-6, ABA Mid-Continent Trust Conference, Statler Hotel, Detroit.

November 9-10, ABA National Ag. Credit Conference, Netherland-Hilton Hotel, Cincinnati.

November 9-13, South Dakota Group Meetings.

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