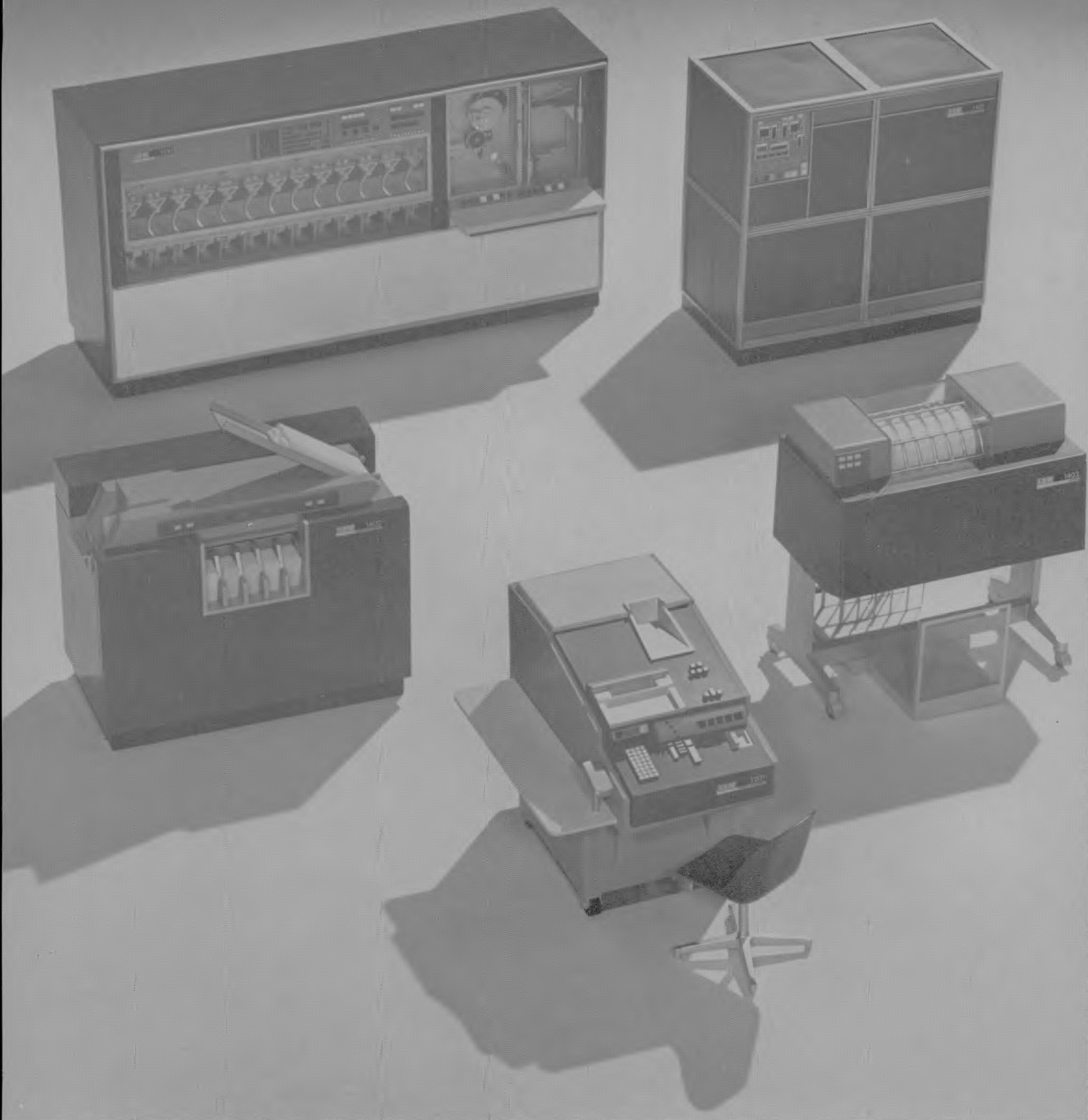


NORTHWESTERN *Banker*

DECEMBER
1960





MNB'S MODERN APPROACH TO BANKING . . . ANOTHER REASON WHY OVER HALF OF ALL IOWA BANKS ARE MERCHANTS NATIONAL CORRESPONDENTS

Here are models of some of the IBM units to be included in MNB's Electronic Datacenter. The Datacenter will be installed to provide even faster and better service to our customers. It will also be available to business, industry, and the professions. And whatever your needs, you can depend on Merchants National for the most modern, accurate, and prompt service. Your call will be welcomed.



**Merchants
National**

THE MERCHANTS NATIONAL BANK
OF CEDAR RAPIDS
MEMBER F.D.I.C.



No. 881. Northwestern Banker is published monthly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines 9, Iowa. Subscription, \$5.00 per year. Entered as Second Class Matter January 1, 1895, at the Post Office at Des Moines, Iowa, under the Act of March 3, 1879. <https://fraser.stlouisfed.org> Federal Reserve Bank of St. Louis

ALL NEW FROM THE GROUND UP!



DIEBOLD PANORAMIC DRIVE-IN BANKING WINDOW

graceful design that will be a handsome complement to the architecture of any bank. And beyond the beauty, is the down-to-earth practicality of the Panoramic window's installation savings: the front panel extends all the way down, greatly simplifying installation procedures, importantly reducing sub-structure building costs.

Another precedent-setting feature of the Panoramic window by Diebold is the new deal drawer with automatic full drop front and rising cover. This provides a more convenient opening for customers . . . helps speed transactions . . . serves more customers per hour.

Everything about this future-minded drive-in banking window is new—from its stainless steel construction

to its hi-fi intercom system. Make the Panoramic part of your drive-in banking plans! Mail coupon for complete details without obligation!

**DIEBOLD Incorporated Dept. B-123
CANTON 2, OHIO**

Gentlemen: Please send illustrated literature on the Diebold Panoramic Drive-in Banking Window.

Name

Bank

Address

City Zone State

DIEBOLD

INCORPORATED

Over 100 Years of Leadership

IN CANADA: DIEBOLD OF CANADA, LTD., TORONTO; AHERN SAFE CO., MONTREAL

Northwestern Banker, December, 1960

Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis

NORTHWESTERN Banker

Oldest Financial Journal West of the Mississippi

for your DECEMBER, 1960, reading

Dear Editor

66th Year No. 381



"Great Magazine"

"The NORTHWESTERN BANKER is certainly continuing its high standard reporting and we enjoy particularly the agricultural articles. Of course, I've always enjoyed the editorial page which Cliff writes to the 'high and the mighty' or those who are struggling for such positions. Cliff has a keen analysis and a beautiful way of chopping off the heads of the 'big spenders' either in politics or business or even banks. It's a great magazine."

P. C. Baichly, Assistant Manager, General Order-Credit Department, Ralston Purina Company, St. Louis, Missouri.

"Favorably Received"

"Thanks very much for the compliment involved in your column 'Across the Desk From the Publisher' in your November issue of the NORTHWESTERN BANKER.

"The fact that the booklet 'Sincerely Yours' has come to your attention confirms our belief that it is being favorably received."

W. A. McDonnell, Chairman of the Board, First National Bank, St. Louis, Missouri.

Promoted at Chemical

Robert Simpson has been appointed assistant vice president of Chemical Bank New York Trust Company.

He joined the bank in 1956 and became an assistant manager in 1959. A member of the bank's international division at 165 Broadway, he travels the Iberian Peninsula and all of Africa below the Sahara.

EDITORIALS

- 12 Across the Desk from the Publisher

FEATURE ARTICLES

- 5 Dear Editor
21 Frontispiece—Winter Scene
23 Low Cost Automation for Small Banks—*J. R. Helscher*
24 Solving Future Agricultural Credit Needs—*Roger L. Cunningham*
26 Using Loss Leaders in Your Bank—*Arthur A. Baer*
28 Expect "Steady" Business in 1961
29 Bankers You Know—*Wm. R. Chapman*
30 Calls for Solution to Farm Surpluses
31 Investment World Ponders Kennedy Era—*Raymond Trigger*
32 Carl A. Bimson Appoints A. B. A. Committees

INSURANCE

- 47 14 "Different" Advertising Ideas—*Frank Schaffer*

STATE BANKING NEWS

Minnesota News	51	61 Wyoming News
Twin City News	52	65 Nebraska News
South Dakota News	57	66 Omaha News
Sioux Falls News	57	72 Lincoln News
North Dakota News	59	75 St. Joseph News
Montana News	59	77 Iowa News
Colorado News	60	87 Des Moines News

OTHER FEATURES

- 92 Conventions
93 The Bankers' Market Place
94 In the Directors' Room
94 Index of Advertisers

NORTHWESTERN BANKER

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

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

Frank P. Syms, Vice President, 550 Fifth Avenue, New York 36, JUdson 2-7126
Milton P. Bock, Vice President, 654 Baker Building, Minneapolis, FEderal 6-5357

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

Northwestern Banker, December, 1960

Air Conditioning System at Chase Manhattan to Be Largest

THE biggest air conditioning system ever installed in an office building is going into the new \$131-million Chase Manhattan Bank in downtown New York. The world's sixth largest building—64 stories tall—will have nearly 2,000,000 square feet of floor space, a population of 15,000 employees, and 10,000 visitors daily. To keep them comfortable 51 air-handling systems will circulate 2,000,000 cubic feet per minute of temperature-controlled air day and night.

Punctuating the anodized aluminum exterior and compounding the air conditioning job are 8,800 windows with an area of 800,000 square feet. Other complications arise from the tens of thousands of people, office machines and lights. Lights alone will give off 17,000,000 BTU's an hour, enough energy to heat 350 average-size homes. Peak heat output from the building will be over 275,000,000 BTU's.

To handle this load the building

will have 9,100 tons of cooling capacity, enough to melt a block-square skyscraper of ice 20 stories high every day. Four carrier refrigeration units, the largest centrifugal compressors of their type ever manufactured, will do the job.

The building is "divided" at the 22nd story for air conditioning purposes. The first 21 stories plus the five-story basement are on one system, a second air conditioning system serves the 22nd to 60th floors.

16 Tellers Are Honored

Sixteen attractive bank tellers have been named regional winners in the Mosler Safe Company's contest to pick Miss Drive-in Bank Teller.



PEGGY LYON SHARON BERINGSO

Each winner will receive a matched set of leather pocketbook accessories and will reign for a year as regional Miss Drive-in Teller.

National winner in the contest, as already announced, is Miss Tamra Evans, a teller at the First National Bank in San Rafael, San Rafael, Calif.

Regional winners in NORTHWESTERN BANKER area are:

Miss Nancy Ann Bradford, University of Hills Bank, Denver, Colo.

Mrs. Sharon L. Beringson, Chicago Lake State Bank, Minneapolis, Minn.

Miss Peggy Lyon, Citizens State Bank, Lincoln, Neb.

California Promotions

Chairman Frank L. King of the California Bank in Los Angeles has announced the recent appointments of R. B. Frizzell, personnel relations department; Paul W. Hiltman, loan review department, and Orville R. Rule, main office, to assistant vice presidents.

Mr. King has also announced the promotion of Robert D. Brunette, El Segundo, to assistant manager, and Robert A. Barley and Thomas A. Hodgins, national division, to assistant cashiers.

Another Man on the GO from the "FIRST"

(of Course We Mean Kansas City's FIRST NATIONAL BANK)



And a Very Merry Christmas to You and Yours

As we approach the Yul tide season again, it is most gratifying to all of us at the First National Bank in Kansas City, Missouri, to wish a very Merry Christmas to You and Yours. It is also

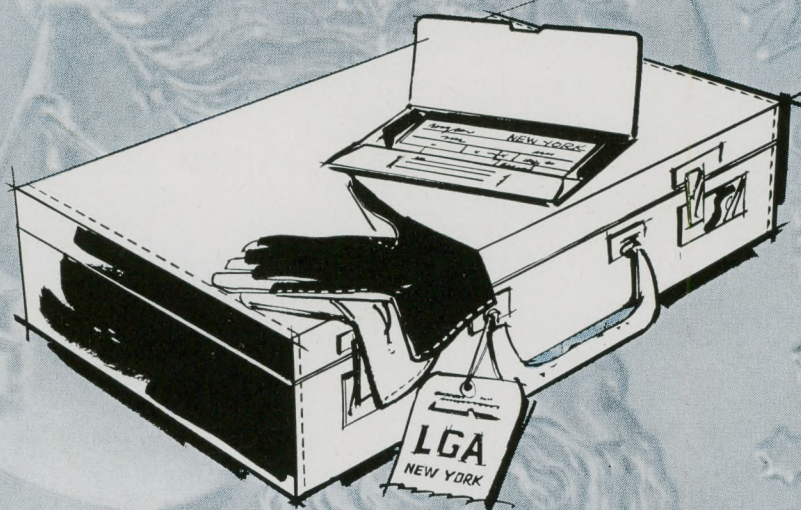
most gratifying to us in realizing that this is the 74th time we have had this pleasure. May this Christmas Season be a most happy and joyful one for all.



1886 1960
MEMBER OF FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1960

IN
NEW YORK . . .



Make Your First Stop
48 WALL STREET

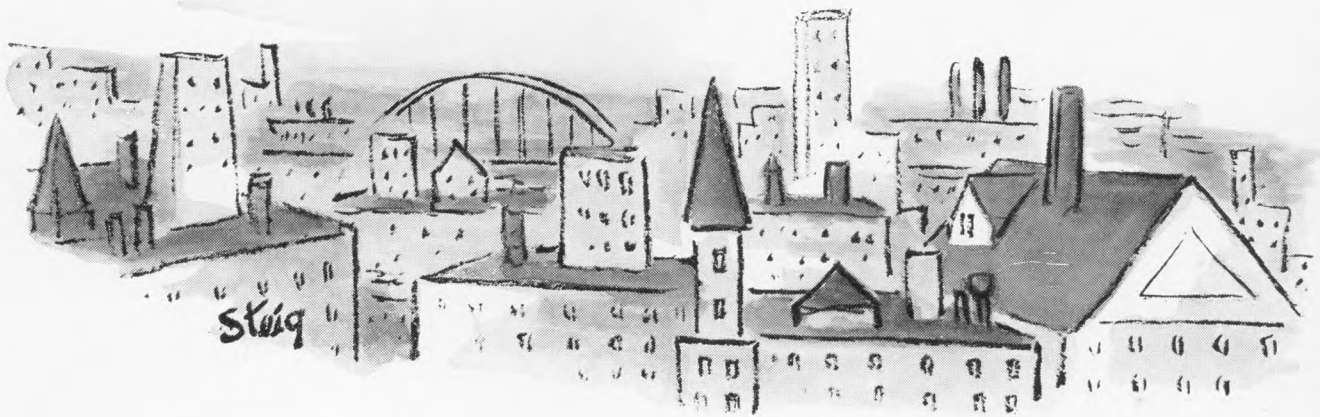
THE BANK OF NEW YORK

A sincere welcome and enthusiastic cooperation await you here to help you get *more* done, more pleasantly, in *less* time.

New York's First Bank • Founded 1784 • Main Office: 48 Wall St., New York 15, N.Y.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1960



we provide businessmen with letters of introduction
to our branches and friends overseas.*

* THE FIRST NATIONAL CITY BANK OF NEW YORK, of course!
Member Federal Deposit Insurance Corporation, naturally

Announces "In-Plant" Banking



KEY to LaSalle National's Employee Banking Service is this bulletin board display containing pamphlets describing the service as well as necessary forms. Examining the display are **Keith Cone** (left), vice president, and **Harold Meidell**, president.

THE La Salle National Bank of Chicago last month announced "in-plant" banking service for its corporate customers, enabling management to make available to its employees full banking services that can be handled by mail.

Named "La Salle's Employee Banking Service," it will give hourly and salaried employees the benefit of low bank rates for personal and car loans. Harold Meidell, president of La Salle National, stated, "Savings in this area, we know, can prove substantial."

He pointed out that many people spend as much as 10 hours a month running around to pay bills by cash. He added, "Studies throughout the country prove conclusively that a great deal of employee anguish and absenteeism is caused by financial difficulties. It is the purpose of La Salle's Employee Banking Service to offer a solution to this problem."

Mr. Meidell said preliminary studies show the new service can benefit management in these five ways:

1. Employee relations can be improved by helping eliminate employee money worries that contribute to inefficiency.
2. Company loans to employees can be eliminated to avoid embarrassment on the part of both employer and employee.
3. Management is relieved of employee financial problems and is available to handle other more pressing matters.
4. Management provides employees with a sound banking connection that can be considered a fringe benefit.
5. Company funds are not involved

and there is no contractual obligation to La Salle National Bank.

Three Talcott Promotions

Carl J. Grando and Kenneth E. Dougherty have been elected assistant vice presidents of James Talcott, Inc., and Andrew E. O'Donnell has been named assistant comptroller of the company, it was announced recently by James Talcott, chairman, and Herbert R. Silverman, president.

Talcott, founded in 1854, is engaged in all phases of industrial finance—accounts receivable, inventory and equipment financing, industrial time sales financing, factoring, rediscounting and equipment leasing. Offices and subsidiaries are located in New York, Chicago, Detroit, Boston, Atlanta, Los Angeles and Minneapolis.

New Senior Executives

Three senior vice presidents were elected recently by Security First National Bank, Los Angeles. They are Theodore W. Johnson, Frederick G. Larkin, Jr., and William E. Siegel.

Mr. Johnson, who has been with Security for 43 years, is in charge of the bank's Special Industrial Loan Division.

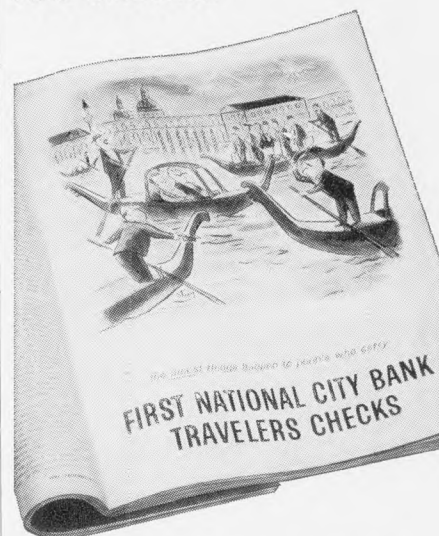
Mr. Larkin, head of Security's Bank Investments and Bond Department, received his M.B.A. from Stanford University in 1936 and joined the bank in the same year.

Mr. Siegel, in charge of the Branch and Office Administration Department, also was appointed vice chairman of the Central Loan Committee. He came to Security in 1933.

AS YOU READ THIS...

40 MILLION

READERS OF
TIME • NEWSWEEK
U. S. NEWS & WORLD REPORT
HOLIDAY • NEW YORKER
NATIONAL GEOGRAPHIC
SPORTS ILLUSTRATED
WITH MONEY TO SPEND
ARE BEING REACHED WITH
THIS MESSAGE



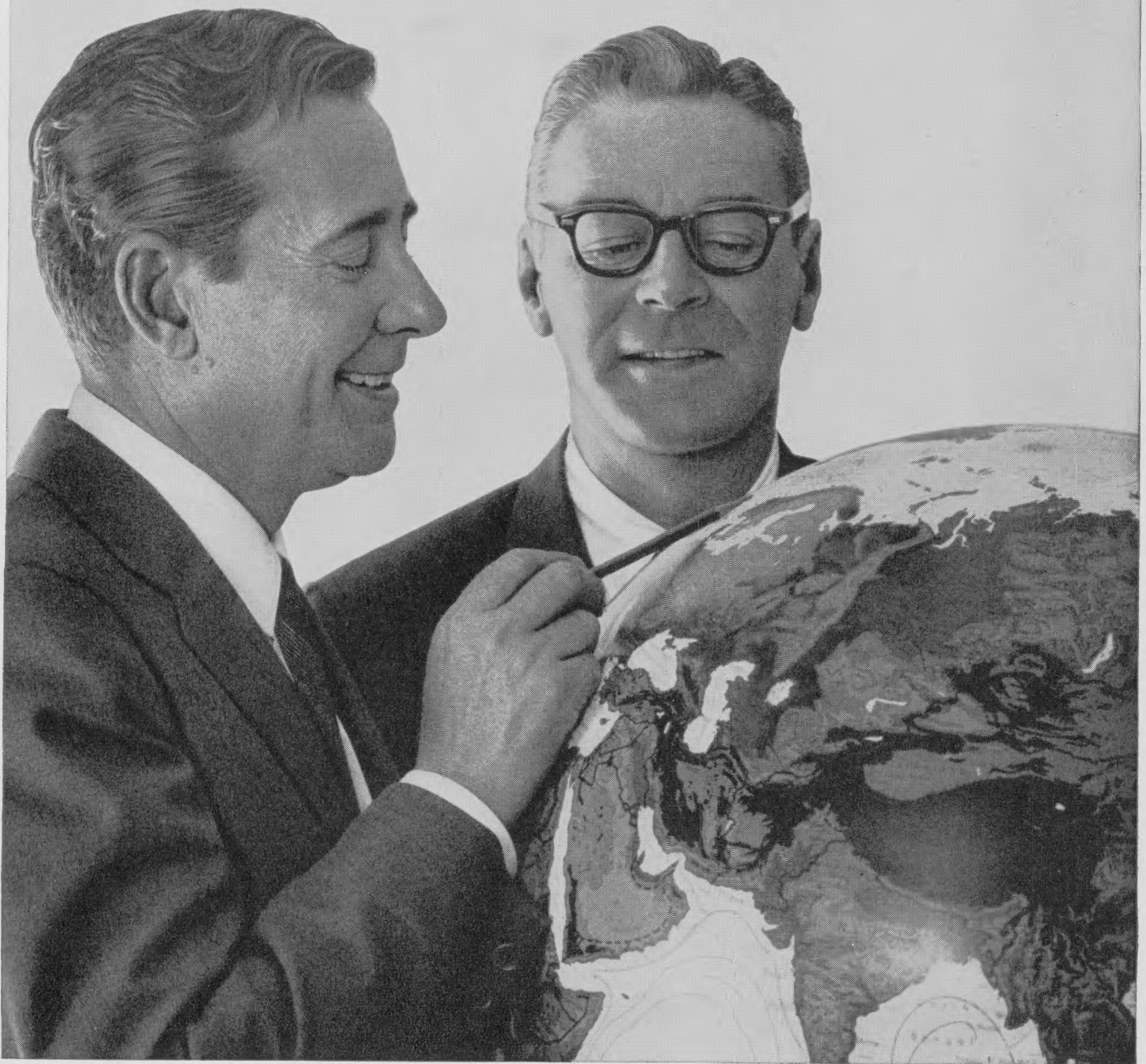
... DOES YOUR BANK OFFER
THESE PRESOLD CHECKS WITH

- 90% Selling Commission
- Choice of Wallet Colors
- Free Sales Aids

THE FIRST NATIONAL CITY BANK OF NEW YORK

Member Federal Deposit Insurance Corporation

Northwestern Banker, December, 1960



We put 50,000 overseas bankers at your service

By regular calls on correspondent banks with more than 50,000 branches throughout the world, our traveling bankers speed and smooth financial transactions for you and your customers. These correspondent bankers know their own communities as no outsider ever could, and we make their knowledge and experience quickly available to you. For fast and complete banking service, call Chemical New York.

Member Federal Deposit Insurance Corporation

Chemical Bank
New York Trust Company



Northwestern Banker, December, 1960



JOY TO THE WORLD

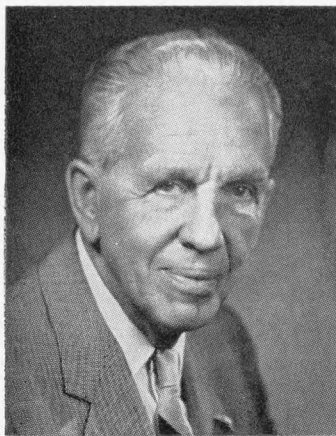


**The First National Bank
of Chicago**

Dearborn, Monroe, Clark & Madison Streets • Building with Chicago since 1863

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1960



ACROSS the DESK from the Publisher

Dear John F. Kennedy:

President-elect of the United States.

By a very thin margin of the popular vote of 67½ million you were elected President of the United States at the age of 43.

This was the closest popular vote in 72 years, or 1888 when Benjamin Harrison, Republican, defeated Grover Cleveland, Democrat.

As Rudolph F. Bannow, president of the National Manufacturers Association said: *"The narrow margin of victory certainly does not constitute a mandate for drastic revisions of national policy in any area."*

What won the election for you?

Basically it was the television debates about which your brother Robert Kennedy said, *"John F. Kennedy couldn't have won the presidency if Vice President Richard M. Nixon had not agreed to their nationally-televised debates. The debates pulled the rug out from under the argument of immaturity."*

If you run for reelection in 1964 your brother Robert said he would, "not approve such debates. Certainly the president will not debate someone who wants to be president."

So Richard Nixon extended to you a political courtesy (and a bad one for him) which your brother says you will not grant to your Republican opponent in 1964.

But the economic problems of the 1960's, all of which you so glibly promised to solve are now on your desk.

These include your commitments for (1) Pushing Federal Aid for school construction, (2) Increased teachers salaries, (3) Federal aid to distressed areas, (4) Medical aid for senior citizens under the Social Security Program, (5) New power projects in the West, (6) Higher minimum wages, (7) Stimulants for the housing industry, (8) A

new farm plan based on higher payments to farmers, (9) Increased military and space spending, and (10) More foreign aid funds.

Since you are also planning to solve the "farm problem" you no doubt noticed that your friend, ex-president Harry S. Truman said:

"The farmers all voted for the Republican ticket and I don't care what happens to them."

"Those damn farmers were voting on a strictly religious basis."

You better "care what happens" to the farmers of America even if they didn't start a "farm revolt" as your "hell raising" former president expected them to do.

You have also said, Mr. Kennedy, that you are going to balance the budget and not increase taxes.

If you do these things, you will have to have the wisdom of a Solomon and be experienced in the art of legerdemain.

If your fiscal and financial policies lead us down the road to inflation it will be a sad and sorrowful path for the United States and for all those people who depend on an income from bonds, annuities, pensions and fixed value investments.

It is our belief that a strong and conservative coalition of northern Republicans and southern Democrats will help to keep our fiscal policies from following some of your unsound theories.

Saville R. Davis, president of the Harvard Business School Association, sums up our elections by saying:

"Passion in speaking out, but moderation in acting, and in accepting the result of a vote—these settle the outcome of most American elections. That outcome is a periodic veering to the right and the left side of the road, but not off the road and with the applecart still standing."

So don't "get off the road" of progress, Mr. Kennedy, because we all want to "go forward" in this country, as we have been doing, but only if our program is based on a sound and solid foundation.

Clifford DePuy

Season's



Greetings

Christmas Club's Golden Year marks our first half century of friendly association with financial institutions — and on our Golden Anniversary we send special thanks and Season's Greetings to the thousands of financial institutions that continue to support and promote Christmas Club.

50 Years of helping people . . . To build habits of thrift • To control their financial environment • To overcome financial frustration • To raise their standard of living • To discover their hidden talents.

For 50 Years
a Symbol of Thrift



For 50 Years the
Gateway to Individual
Financial Security

Christmas Club

a Corporation

230 Park Avenue, New York, N. Y.

Founded by Herbert F. Rawll

Builds Character • Builds Savings • Builds Business for Financial Institutions

New 30-Story Park Avenue Bank

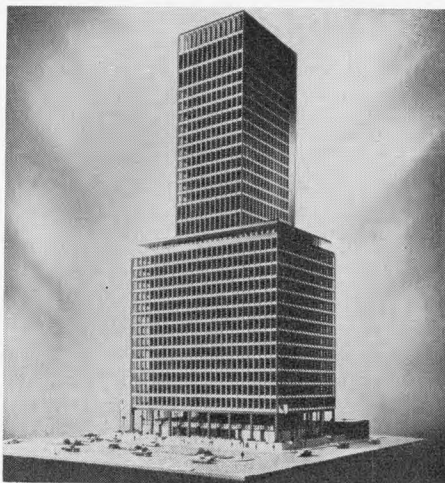
A STRIKING new facade treatment, a dramatic plan for decorative lighting and use of ground level setbacks and a colonnade base will be among many unusual features of a "gem-like" design for the new 30-story Bankers Trust Building which will rise on the westerly Park Avenue blockfront between 48th and 49th Streets in New York.

The new structure will stand on a raised terrace three feet above the sidewalk and will be set back nearly 13 feet from the building line. A colonnade and portico will form the exterior of the first two floors in a 16-story base, from which a slender 14-story tower will rise to a height of 412 feet above grade.

The face of the building will be comprised of floor-to-ceiling windows framed in a new exterior material of textured, buff-colored precast masonry. Completion of the new structure

is scheduled for the late summer of 1962.

The precast window units, which resemble picture frames, will measure six by 12 feet and will extend outward from the window line 12 inches.



Free standing lamp posts around the periphery of the raised terrace will light the base of the building and other lights on the roof of the 17th floor will perform the same function for the tower.

The two-story colonnade base will have columns of grey slate, with a shell of travertine enclosing the first floor recessed eight feet. The use of granite for the floor at the first level will be extended out onto the terrace and across the sidewalk to the curb.

The first level will serve largely as a reception area. Four escalators will lead dramatically from the front entrance to the main banking floor at the second level.

The bank has included an auditorium meeting room on the first level, at the 48th Street corner for use by its customers, employees and the neighboring community. This facility, which will be equipped for lectures, seminars and showing of audio-visual materials, will have a seating capacity of approximately 120.

The building will contain a total of more than 400,000 square feet of area with 20,000 square feet on each floor in the base and 7,500 square feet per floor in the tower.

The bank will maintain dual executive offices for its senior management team in the new building and in its main offices at 16 Wall Street in New York.

New Fed Directors

David M. Kennedy, chairman of the board of Continental Illinois National Bank & Trust Company, Chicago, and Gerald F. Langenohl, treasurer of Al-



D. M. KENNEDY

lis-Chalmers Manufacturing Company of Milwaukee, have been elected directors of the Federal Reserve Bank of Chicago for three-year terms, beginning January 1, 1961, according to an announcement by

Bert R. Prall, chairman of the board of the bank.

Mr. Kennedy succeeds Walter J. Cummings, chairman of the executive committee of Continental National Bank & Trust Company of Chicago, who is retiring as a director of the Federal Reserve Bank of Chicago after serving since January 1, 1937.

Mr. Langenohl has been a director of the bank for the past three years and has now been re-elected for an additional term.

TRIAL AND ERROR

Two years have passed since the MICR printing specifications were wrapped up and approved. If we were to appraise our present position in one sentence, we would say that the problems of research were largely behind us while the problems of implementation were very much in front of us. Despite the progress that has been made, we actually are just now entering the initial stages of mechanized check handling.

We think of research as being scientific, but as a matter of fact it is mostly trial and error. The scientific part deals with knowing what to try and how to interpret what we see. The remainder is nothing more than repetitious experimentation, and we have done plenty of that during the past two busy years. As a result, we have gained confidence with respect to measuring our abilities and defining our limitations.

Generally speaking, we now know

that our workmanship will measure up to the demands of the high-speed equipment that will process it. Also generally speaking, we know that there are times when it will not. As long as variables exist . . . and we recognize that they exist in machines just as they do in printing . . . we will never get away from trial and error.

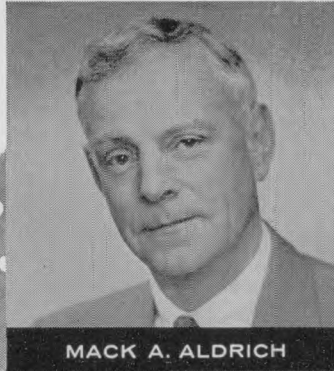
We are convinced that MICR is a sound, workable system. We are also convinced that it will hit a few reefs before it sails into smooth waters. Based on what we know now, we think that as time goes on printing will continue to improve, machines will come into more perfect adjustment, the reject rate will drop, and the promised economies of the system will be realized. Nevertheless, the next two years are likely to be as full of trial and error as were the last two, and we all would be well advised if we kept braced for the impact.

De Luxe
CHECK PRINTERS
Inc.

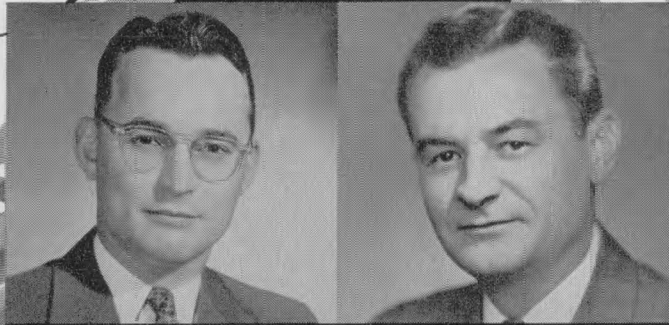
Manufacturing Plants at:

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

Holiday Greetings



MACK A. ALDRICH



JAMES E. BROWN

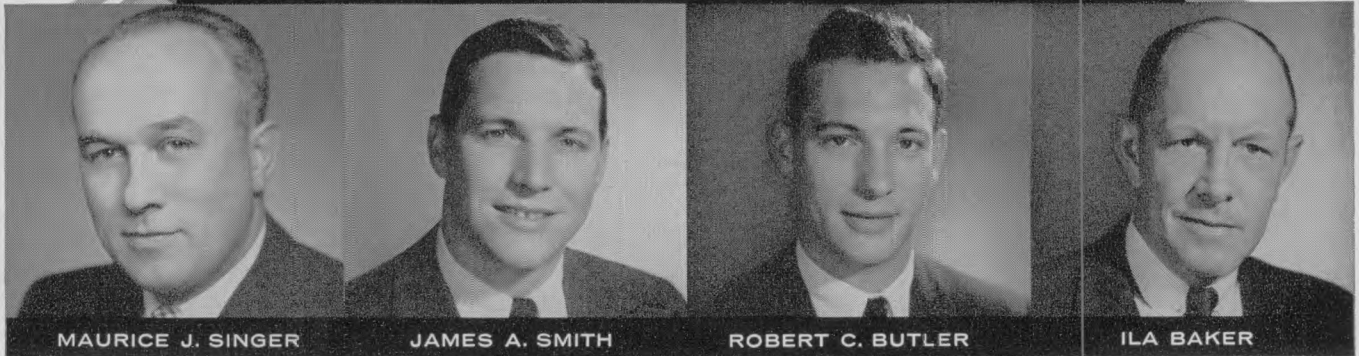
JOHN PISARKIEWICZ



JOHN F. WILKINSON

A. U. (JIM) HOOSS

EDWARD H. SCHOOR



MAURICE J. SINGER

JAMES A. SMITH

ROBERT C. BUTLER

ILA BAKER

Your Men from
MERCANTILE

MERCANTILE

ST. LOUIS, MISSOURI

TRUST

COMPANY

MEMBER
F. D. I. C.



THE CANADIAN BANK OF COMMERCE
HEAD OFFICE—TORONTO

CONDENSED STATEMENT AS AT OCTOBER 31, 1960

ASSETS

Cash Resources (including items in transit) \$	468,490,360
Government and other Securities.....	990,605,565
Call Loans	178,403,227
Total Quick Assets	\$1,637,499,152
Loans and Discounts	1,233,820,813
Mortgages and Hypothecs insured under the N.H.A., 1954	189,121,584
Customers' Liability under Acceptances, Guarantees and Letters of Credit, as per contra	31,910,538
Bank Premises	42,059,375
Other Assets	20,862,040
Total Assets	<u>\$3,155,273,502</u>

LIABILITIES

Deposits	\$2,916,469,467
Acceptances, Guarantees and Letters of Credit	31,910,538
Other Liabilities	21,902,049
Shareholders' Equity	
Capital Paid Up	\$ 54,000,000
Rest Account	130,000,000
Undivided Profits	991,448
Total Liabilities	<u>\$3,155,273,502</u>

STATEMENT OF UNDIVIDED PROFITS

Year Ended October 31, 1960

Balance of profit for the year after provision for *in- come taxes and after making transfers to inner re- serves out of which full provision has been made for diminution in value of investments and loans.....	\$12,599,784
Dividends	10,529,972
Amount carried forward	\$ 2,069,812
Transferred from inner reserves after provision for *in- come taxes exigible.....	6,000,000
Balance of undivided profits October 31, 1959.....	3,121,636
	<u>\$11,191,448</u>
Transferred to rest account.....	10,200,000
Balance of undivided profits October 31, 1960.....	<u>\$ 991,448</u>

*Total provision for income taxes \$20,080,000

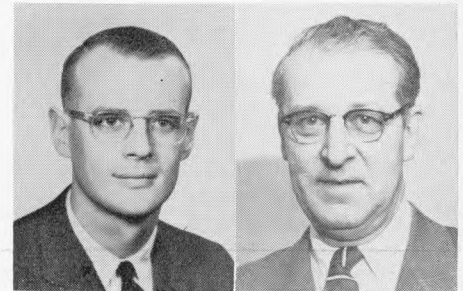
N. J. McKNON
CHAIRMAN AND PRESIDENT

J. P. R. WADSWORTH
GENERAL MANAGER

American National Promotes

Frederick R. C. Nixon and Peter B. Metzdorf have been elected as assistant cashiers of the American National Bank & Trust Company, Chicago.

Mr. Nixon is assigned as a commercial loaning officer in the Banking De-



F. R. C. NIXON

P. METZDORF

partment. He joined American National in 1959 after serving two years with the U. S. Marine Corps.

Mr. Metzdorf has been with American National for 27 years, holding positions including that of head teller and supervisor of commercial tellers. Currently, he serves as a trustee for the bank's Pension and Profit Sharing Fund.

Christmas Bonus Checks

Christmas will arrive early this year for 2100 Valley National Bank employees in 67 offices throughout Arizona.

By December 9 some \$550,000 in Christmas bonus checks were distributed to officers, regular personnel and part-time employees of the state-wide VNB banking system.

As in previous years, the bonuses—based on years of service—ranged up to a full month's pay.

Valley Bank President Carl A. Bimson explained that distribution was made well in advance of December 25 "in order to ease pressures of Christmas shopping for our employees."

Also, he said, merchants throughout the state are appreciative of added Yuletide sales stemming from bonus payments made during the first half of December.

**Trust Conference Sets
New Attendance Record**

A total of 687 trust executives from banks in 19 central states attended the 29th Mid-Continent Trust Conference of the A.B.A. in Chicago last month, establishing a new attendance record.

R. Emmett Hanley, senior vice president, City National Bank and Trust Company, Chicago, and president of the Corporate Fiduciaries Association of Chicago, was general chairman. Carl A. Bimson, A.B.A. president, appeared on the program.

One banker writes to another...

about our Group Life Insurance Plan for Correspondents

Dear Mr. [REDACTED]
Confirming our telephone conversation, I think you ought to get Mr. [REDACTED] to take a good look at the Manufacturers Trust Company Group Life Insurance Plan.

It is so economical that should he already have some other plan at [REDACTED] Bank, he might well consider dropping it and putting this in its place.

The plan is pure term insurance run on an annual cost-experience basis with a very minimum, fully disclosed, charge made by Manufacturers Trust for handling. Although the cost varies from year to year, depending upon experience, there are by now enough participants, consequently enough spread of risk, to make high costs for any one year very unlikely. I believe the highest cost for any one year since the inception of the plan has been lower than any other insurance available.

The plan is very simple and can easily be understood from the enclosed thermofax copy of the Manufacturers Trust report for 1959.

As I told you, this is no ordinary insurance selling plan. It is just plain common-sense operation for any bank to provide this at its own cost for all employees. The cost of carrying a balance at Manufacturers Trust is of course an item that must be considered, as it is available only to their correspondents. However, my experience has been that the balance I carry there has more than paid for itself out of other services rendered us by that bank.

Yours truly,

[REDACTED]
Chairman of the Board

The above letter speaks for itself. For obvious reasons, the names of the banks and principals involved are eliminated. To get the facts about this Group Life Insurance Plan, write or phone Mr. Joseph C. McNally.

MANUFACTURERS TRUST COMPANY

HEAD OFFICE: 44 Wall Street, New York 15, N. Y.

HAnover 2-7200

Member Federal Deposit Insurance Corporation



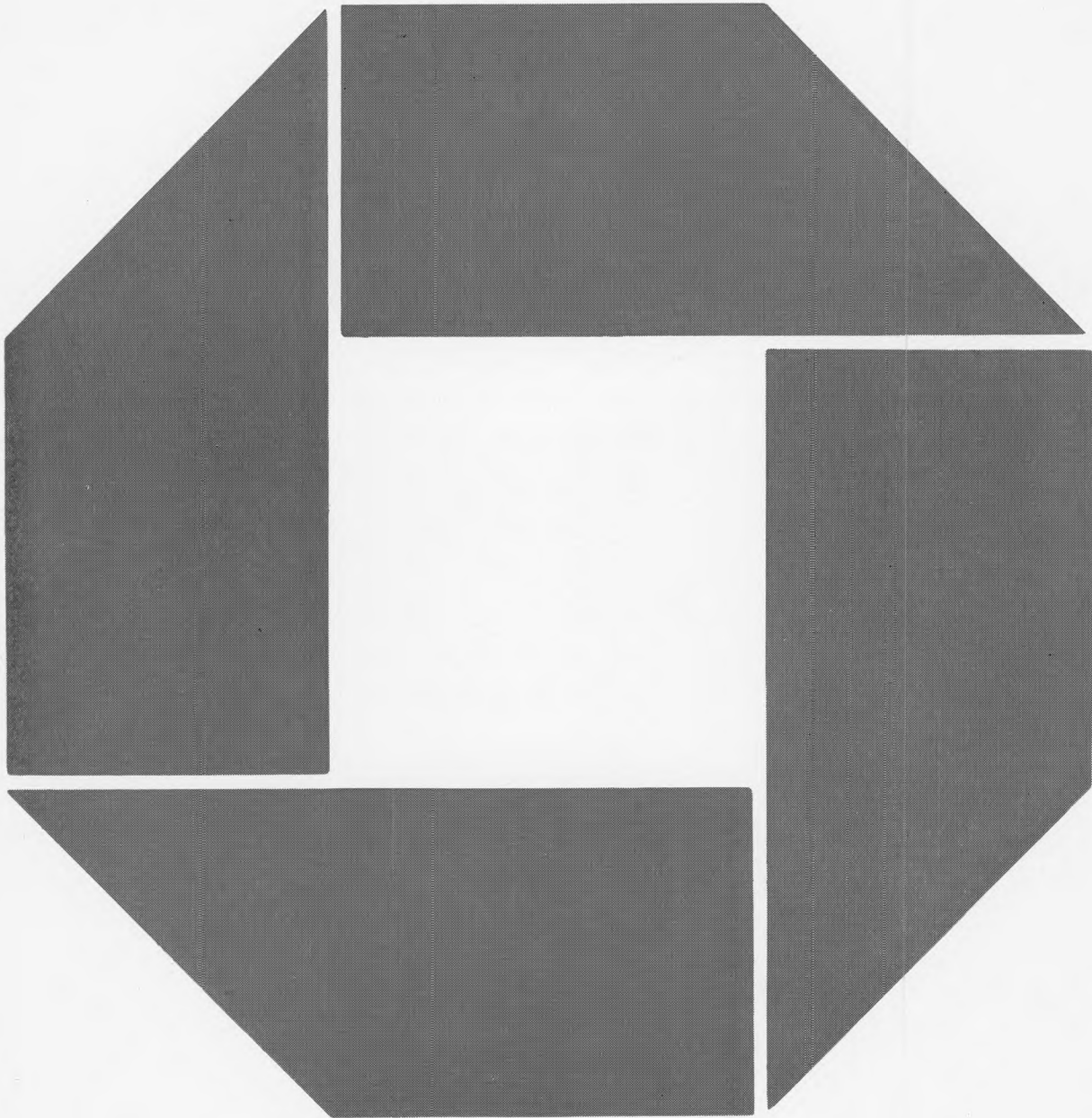
Season's Greetings



Commerce Trust Company

Kansas City's Oldest and Largest Bank
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1960



THE CHASE MANHATTAN BANK PRESENTS
A NEW SYMBOL OF GREATER USEFULNESS

Essentially our new symbol is a single unit made up of separate and distinct parts.

This strong, vigorous symbol, with its four sections bordering a square center, is indicative of our Bank's character and diversity.

We are many people and many departments, all working toward a single purpose—greater usefulness to business, industry and individuals.

In commercial or personal banking, trust or international services, we have experienced personnel and specialized departments to serve our friends at home or abroad.

By our new and distinctive symbol we at Chase Manhattan hope to be recognized and identified as time goes on. But we are well aware that only by our *works* will we be *known*.

THE
CHASE 
MANHATTAN
BANK

CHARTERED IN 1799

Head Office: New York 15, N. Y.

Member Federal Deposit Insurance Corporation

Northwestern Banker, December, 1960

One Solitary Life....

Here is a man who was born of humble parents in an obscure village, the child of a peasant woman. He grew up in another obscure village. He worked in a carpenter shop until He was thirty, and then for three years He was an itinerant preacher.

He never wrote a book. He never held an office. He never owned a home. He never had a family. He never went to college. He never put his foot inside a big city. He never traveled two hundred miles from the place where He was born.

He never did one of the things that usually accompany greatness. He had no credentials but Himself. He had nothing to do with this world except the naked power of His divine manhood.

While still a young man, the tide of popular opinion turned against Him. His friends ran away. One of them denied Him. He was turned over to His enemies. He went through the mockery of a trial. He was nailed to a cross between two thieves. His executioners gambled for the only piece of property He had on earth while He was dying — and that was His coat. When He was dead He was taken down and laid in a borrowed grave through the pity of a friend.

Nineteen wide centuries have come and gone and today He is the centerpiece of the human race and the leader of the column of progress. I am far within the mark when I say that all the armies that ever marched, and all the navies that were ever built, and all the parliaments that ever sat, and all the kings that ever reigned, put together have not affected the life of man upon this earth as powerfully as has that ONE SOLITARY LIFE.

Author Unknown

**Central National Bank
and Trust Company**
Des Moines, Iowa

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1960



G P 13442
LITHO IN U.S.A. ©

At August 509-1930

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, December, 1960



Your eyes and ears in Chicago...

Seasons Greetings from the heart of Chicago's financial district . . . where all year long it is our business to give you the vital information and services you need to conduct your business. That's why our many correspondent banking friends use City National as their eyes and ears in Chicago.

Big enough to handle *all* correspondent bank-

ing transactions . . . buy and sell . . . portfolio advice . . . transfer of funds . . . transit service around the clock . . . 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* or *from* 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

Copyright City National Bank and Trust Company of Chicago, 1960

Northwestern Banker, December, 1960

72-633
719

Keota, Iowa, 19 Nu.


Farmers Savings Bank
THE GOLDEN BUCKLE ON THE CORN BELT

Pay to the order of \$

Dollars

For

⑆0713⑆⑆0633⑆



PUNCHED HOLES across the top of the check are notched so that when a needle (below) is passed through a packet all checks notched fall free and are placed to the rear of the packet. When needle has been passed through all holes, checks are in proper order.

Low Cost Automation for Small Banks

*Written Especially For
The Northwestern Banker
By J. R. HELSCHER
Cashier
Farmers Savings Bank
Keota, Iowa*



WHEN will full automation be available to the small bank and at what price? This is a question often asked by many bankers where the daily activity does not warrant a large outlay for fully mechanical sorting equipment. However, my bank is no longer too concerned with this question because we have installed a method that will save us time and money and will tide us over until full automation is both possible and practical.

We have developed our sorting area along the top of the check with a series of marginal punched holes, and yet are complying with the ABA request to maintain the bottom area of the document free for magnetic ink and E13B font type. Through the use of these holes and the application of a long sorting needle we are able to increase our sorting efficiency at The Farmers Savings Bank as much as five times.

The base pocket checks were purchased with the pre-drilled holes, five to the inch, and are assembled into fillers of 25 checks. When customers request checks, a filler is issued by grooving his or her sorting digit at the top of the check. This grooving action requires a matter of seconds

and is accomplished on a small special machine designed for this purpose. This is the only action necessary to prepare the checks for sorting.

As the checks are returned to the bank from the field for payment we are now in a position to process our sorting in a much faster and more accurate manner.

A long sorting needle is passed through the first hole and as the needle is lifted the checks that have been grooved for that hole will fall from the needle. These checks are placed to the rear of the pack of checks. In turn, the needle is passed through each hole with the same action of placing the sorted checks to the rear of the pack. When the last hole has been reached the checks are now in complete alphabetical order (fine sorted).

A trained operator can sort from 2,000 to 2,500 checks an hour in this manner, and since it is not necessary to check the spelling of signatures the accuracy of sorting is increased. It is estimated that only from 2 to 3 per cent of the checks cannot be sorted due to mutilation and must be placed into the pack by hand.

As a by-product of this system we have also discovered that we have

achieved a proof of file which will save considerable time when statements are being completed. As each account has individual grooves at the top of the check it is only necessary for the clerk to glance at the file of checks to determine if they are properly filed. A misfiled check can be spotted at once.

Ralph Eastburn, president of Iowa State Bank & Trust Company, Fairfield, Iowa, also employs this same principal of sorting, but is developing it further into his special as well as the regular checking accounts.

In Cedar Rapids, however, the marginal sorting is being incorporated with deposit tickets as well as checks. Under the guidance of Frank J. Stastny, cashier, and T. F. Mrkvicka, assistant cashier, The First Trust and Savings Bank has placed deposit tickets to the rear of each filler of checks. When the filler is grooved for the account sorting digit the deposits in turn receive the same grooved effect. The tickets as well as the checks can now be sorted by the marginal punched process thus saving time in all areas of documents to be handled.

Much has been done in the banking industry in recent years to alleviate the tedious and expensive sorting problems, with the machine manufacturers contributing excellently to the ABA specifications of magnetic ink. However, the feasibility of the small bank to qualify for such high geared machinery is still far from practical. This marginal punched system with its ease of installation provides us with an inexpensive and efficient sorting method.—End.

Northwestern Banker, December, 1960

Summary of Questionnaire Sent to 40 City Banks in 21 States

Purpose: To discover how city correspondents in agricultural areas feel about cooperating with country banks in agricultural lending.

- | | |
|--|---|
| <ol style="list-style-type: none"> 1. Does your bank have an active interest in agricultural loans originating with country banks? Yes 34; No 4 2. Does your bank have an active correspondent bank department and have representatives on the road calling on banks? Yes 34; No 4 3. What per cent of your total deposits is represented by your country bank deposits? Ave. 18% Range 4-42 4. Percentage of your country bank deposits loaned back in the country Ave. 30% Range 5-80 5. Average number of your country bank accounts per man on the road Ave. 86 Range 25-200 6. Do your correspondent bank men have authority to make loan commitments in the field? Yes 26; No 2
If so, do you have a \$ limit? Range-Amount \$5M-\$100M 7. Are inspections on new lines from the country made before taking the loan?
In most cases 9
In some cases 14
In few cases 7 | <p>If prior inspections are not made, are arrangements made with country banker for subsequent inspections?
Yes 26; No 2</p> <ol style="list-style-type: none"> 8. Trend of your country bank deposit total in last 5 years (If data available, can you give percentage?)
Up 19 Down 1 Steady 9
Range 6-50% 9. Trend of your country bank loan total in last 5 years
Up 25 Down 1 Steady 4
Range 33-150% 10. In your opinion, will future bank credit for sound agricultural purposes be adequate from country banks and their correspondents in our changing agriculture?
Yes 26; No 4 11. Are government lending agencies a growing competitor for good agricultural loans in your area? Yes 22; No 8 12. Do government lending agencies lend a significant amount of money to farmers or ranchers in your territory?
Yes 26; No 4 |
|--|---|

An enlightening report on how close correspondent relationships will help in . . .

Solving Future

THE future role of correspondent banking in agricultural lending is one of the outstanding challenges confronting our commercial banking system. Commercial banks, in addition to their primary obligations to depositors and stockholders, have a fundamental obligation to their customers and communities in the extension of sound agricultural credit.

Our future role in agricultural lending will depend on several things. We will need to realize the significance of agricultural changes and their impact upon the American farm business. It will depend upon our understanding of the nature of expanding capital and credit requirements in agriculture. It will also depend upon our confidence in the agriculture of the future as a sound and profitable field for loans. Finally, it will depend upon the extent to which we effectively use our correspondent banking relationships in the agriculture economy of the future.

Agriculture is in the midst of a vast technological and economic revolution involving the substitution of capital and technology for labor, resulting in the consolidation of small, inefficient and marginal farms into larger units.

Commercial Family Farm

The commercial family farm is emerging as the dominant type of farm business in the years ahead. Furthermore, this commercial family farm is emerging as a substantial sized business, with a total investment in land, equipment, and livestock ranging to \$50,000 and above. Investments of \$100,000 to \$200,000 are not uncommon. This commercial family farm is becoming a complex business involving the use of much machinery, many items of technology for production and livestock or other

specialized enterprises. It is becoming a high-volume, low-profit-per-unit business, placing an ever higher premium on efficiency in production and requiring a high level of managerial ability.

Because of the changing requirements for capital and credit uses, our farm businesses will require more credit in the future. They will need short term credit in larger amounts to supply the modern techniques in crop production, livestock feeding, dairying, or poultry enterprises. This short term credit will be needed for longer seasonal periods. Commercial banks are presently substantial lenders of nonreal estate credit and at present loan about 45 per cent of that total.

More credit will be needed for capital expenditures other than land, such as machinery, irrigation or land development, small building additions, livestock herds, or conversion to specialized enterprises. This type of credit usually requires loan terms from two to five years and is commonly referred to as intermediate-type credit.

The demand for real estate loans is strong for land purchases to consolidate units or other major capital expenditures. Banks extend about 15 per cent of this type of credit, as it is more suited to the institutional lenders.

Adequate Credit?

In recent years, some economists and agricultural writers, in the light of our changing agriculture and its impact on capital and requirements, have raised the question: "Will present sources of credit be adequate to permit our agriculture to grow?" They have suggested that more capital and credit will have to come from sources outside of agriculture. They point out that in the past more capital was produced internally from agricultural

From an address by
ROGER L. CUNNINGHAM
*Vice President, First Continental
 National Bank & Trust Company
 Lincoln, Nebraska*
*delivered at the recent A.B.A.
 Agricultural Credit Conference
 in Denver.*



Agricultural Credit Needs

income and by inflation of equities. They reason that with recent agricultural income down from the postwar highs, the farmer accepting a higher standard of living, and inflation of land slowing, previous sources of internal capital will be reduced.

They further suggest that inadequate sources of capital and credit from internal sources or present suppliers will result in new sources or types being required. We may possibly see loans made on extremely long terms or even of a permanent nature with no repayment schedule. It is my view that not even the government can afford such a luxury. They also suggest that corporate formations within agriculture may be necessary to attract outside capital, or the joining of several farms to one corporate operating unit will be needed to make capital available.

Integration has of late received a great deal of attention. It has been pictured as a rapidly growing source of capital and credit for agriculture. It seems particularly adapted to certain types of agricultural enterprises and has reached high development in the south. At this writing it appears that some of the glitter has been rubbed off of the idea that it is a substitute for sound credit. One has only to review the current and debt-to-worth ratios of the likely integrator industries to discover that as they grow along with agriculture, they will be busy with their own capital and credit problems.

Competitors

We sometimes hear bankers criticize or question the quality of increased agricultural credit requests, but competitors born of government and to some extent our indifference are picking up an increasing share of agricultural credit.

The Production Credit Associations, which have operated about 25 years now, loan \$1 out of every \$4 loaned in the nonreal estate credit field. They have aggressive loan solicitation programs involving effective advertising and country selling.

Finance companies in general supply substantial amounts of agricultural credit. Many of the machinery manufacturers have established their own finance companies. They insist in many cases they were forced into it, but have since learned to like the assistance they give to their sales volume and the income from finance charges. There is also the dealer-owned finance company formed as an aid to sales, whose owners like the fact that income from finance charges and reserves serves as a cushion for reduced margins on sales.

Then we have the seasonal type of dealer credit usually extended on very lenient terms in substantial amounts. A common expression among dealers is: "Everybody has to have a credit plan if he's going to be in business today."

Need Proper Loan Programs

As bankers, we often shrug our shoulders and say, "Yes, but we can't make that kind of loans—they can have them. We really haven't got the money anyway." This may be more of an excuse than a valid defense. We have seen that much of this credit has been good and repaid. Perhaps we have failed in developing proper loan programs to make sound loans on machinery, vehicles, or equipment.

SOLVING FUTURE NEEDS . . .

(Turn to page 74, please)

MANY of us can remember Jack Benny's story about the shoe merchant. "How much do I owe you?" asks Jack after selecting and fitting a pair of shoes. "Only \$6," sighs the shoeman. "That's awful cheap," says Jack (out of character). "Sure is!" rejoins the merchant. "We lose money on every pair we sell." "What do you know!" says Jack. "How do you stay in business?" "Oh, well," replies the merchant, "we make a little on the paper and string."

Are there aggressive retail bankers today, accepting the principal of loss leaders for retail banking, who hope to get by on what they make on the paper and string? There may be. I may even be one of them. For I thoroughly believe in so-called retail banking, and I am constantly driving my staff to think up and develop new banking services, or to copy service ideas already developed by other more able bankers, all in the effort to improve and to extend retail services in our bank. I find myself inclined to act, and let the chips fall where they may. Fortunately my officers are more practical, and they use their wits and the bank's modicum of cost accounting to hold expenses down and to maintain levels of service charges and earned interest which will well cover the cost of retail services, and still produce a gratifying return for the shareholders.

Banks are in business to make money. They must perform within a framework of federal and state regulations and controls, but they must make money so that the public will be willing, and even eager, to invest in their capital.

Let us take a casual look at some bank operations which, in the opinion of some bankers, need to be considered as loss leaders.

Checking Accounts

Low-cost checking accounts took the public fancy about 15 years ago. Easy to understand—a nickel a check, a nickel a deposit—obviously a bargain, for the cost was less than for the average postal money order, they had a wide appeal, and enterprising community banks opened up thousands of such accounts. This service was a powerful boost for retail banking; many of these people had never had a checking account, many had never used a bank before. But it was not long before some bank operating men discovered that low-cost checking was too low cost. The price per check was raised to 10 cents. A maintenance charge of 25 cents per month was added because it soon became clear that some of the accounts were so inactive that the per-check fees were not enough to pay for the paper stock involved. Later many banks increased

the monthly maintenance charge to 50 cents, but 10 cents remains the price for each check processed.

Nevertheless, the 1956 edition of the booklet titled "Trends in Bank Costs," prepared under the sponsorship of the Bank Management Commission and the Country Bank Operations Commission of the American Bankers Association, contains the following statement: "Special checking accounts offer an excellent example of the conflict which sometimes arises between costs and public relations policies. Many banks installed their special checking accounts with much publicity but little knowledge of the costs involved. Recent cost figures have shown that some of these banks are handling this business at a loss. A careful analysis of costs may lead to a re-examination of bank policy. Some proponents of the public relations point of view, however, contend that there are many offsetting arguments, which take into consideration: (1) the public's desire for this type of account, evidenced by the large number using it, (2) the bank's extensive advertising of this service sold these customers on the advantages accruing to them, (3) that any losses on these accounts are offset by other business obtained from these customers, and (4) that this service provides for the needs of a large segment of the public and helps to acquaint them with other services which can be obtained from banks."

I ask you if this language is not a perfect example of the rationalization of a loss leader service.

The article then proceeds to consider costs, based on a survey of a representative group of selected banks, and comes up with the statement that if the average number of checks written monthly against a low-cost account is six and one-half, with two deposits, and if the average balance is \$175, then the average net cost per special check is \$0.1169, or over 11½ cents.

This report is dated 1956. What are your costs in 1960? Or perhaps your computers and electronic sorters have already cut the excess costs down to size.

Safe Deposit Fees

Does your safe deposit vault operate at a profit, or must it be considered a "loss leader" operation? The booklet just quoted states on this subject that in well-rounded banks it is felt that if

Using

a safe deposit department breaks even, it is doing a good job.

Why should this be so? What is the competitive situation that produces such ridiculously low safe deposit box rentals? I have been told that there are banks which have offered safe deposit rent for one year scot-free, for the opening of a \$50 savings account. Is this not ridiculous? Hundreds of thousands of American families have acquired property in the last 20 years, the documentary evidence of which needs to be kept safe from theft and fire, namely in a private locked deposit box in the insured and well-protected vault of a bank. Is not such protection, coupled with competent, courteous entry service, worth a minimum of \$10 a year rather than \$5 a year?

Is a drive-in installation a loss leader in retail banking? My chairman, now deceased, considered it so. When we were building three years ago he used to refer to our long, narrow Motor Bank wing as the "bowling alley," and he insisted that we were spending too much in building costs just for teller services. I have been pressing our cost man for a study on this area of our bank, but he is reluctant because of certain obvious intangibles.

Our teller activity report for August, a light month, is interesting. We use a maximum of nine tellers in our main lobby, and a maximum of four tellers at drive-in windows. The lobby windows are open 33 hours a week; the drive-in area is open 51 hours a week. Drive-in totaled 13,081 transactions for the month against 12,608 for the main lobby. You may slice this any way you wish, but you still must admit that our customers find it convenient to use our Motor Bank.

The same report shows that our solitary mail teller chalked up 7,354 deposits for the month. I think she also relieves at the switchboard. Obviously this is not a loss leader operation. On the other hand, think of the mail teller's limited opportunities for developing public relations. We prefer the

Loss Leaders in Your Bank

program of giving lollipops to the small fry who come with Mom and Dad to drive-in, and in a few years we give them a no-charge college checking account, providing a parent has a regular checking account with us. Lollipops are just plain ordinary promotional expense but the no-charge college account is definitely a loss leader which we promote vigorously.

Particularly annoying in the small bank is the stock trading desk, where for a small fee of \$3 per transaction an officer of the bank is badgered into prognosticating the future of missiles, computers, petroleum, and Australian wool. We have just raised the fee in our bank to \$5, and I hope that we have thrown away the crystal ball, which anyway seemed to have become somewhat cloudy.

New Loss Leaders

And now, in addition to the old loss leaders which have worried us, and stimulated us over the years, new services are intriguing the imagination of the retail minded banker. I became very excited several years over the introduction of charge-account banking. It looked very good, had many features to recommend it, including the leverage of forcing the merchant to open an account with that bank in the town which adopted the program. It has had about a five-year trial and error period, has been successful in some communities, just so-so in others.

No one can yet predict what will happen to credit card banking.

We like check-credit in our bank, which is wrapped around the depart-

ment store concept of revolving credit. It is also on the testing ground. Since it is unsecured credit, with no fixed and definite maturity, applications must be screened with caution and judgment, and a system of review of credits rigidly followed. In 14 months of successful operation we have suffered two losses, the first a credit recommended to us by a bank president, and the second a Chicago policeman who filed voluntary bankruptcy. The delinquency ratio is minor, the book-keeping department does all the work, even to the extent of preparing and mailing the limited number of past due notices, and the income is handsome. The maximum amount we will extend is \$2,400, monthly payments are one twenty-fourth of the credit line approved, the service fee, including interest, is one per cent per month on the outstanding balance, plus a charge of 25 cents for each check processed. At the end of August we were processing 357 loan accounts, the average outstanding balance being \$743. Time will tell. At the moment, however, no one in our bank is willing to call this one a loss leader.

What other services will be shaping up in retail banking as by-products of electronic and computer installations in banks? Many bankers are looking with considerable interest at what the Union National Bank of Wichita is doing with its so-called "payroll deposit plan." As you know, that bank is proposing to do payroll accounting

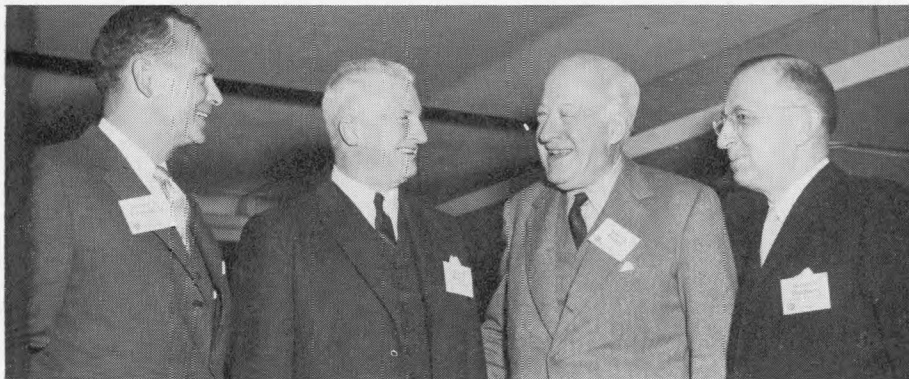
LOSS LEADERS . . .

(Turn to page 46, please)

By **ARTHUR A. BAER**
Chairman of the Board
Beverly Bank
Chicago, Illinois



Northwestern Banker, December, 1960



GREETING Secretary of Commerce **Fred-erick H. Mueller** (second from left) are First National Bank of Chicago executives (from left): **Gaylord A. Freeman, Jr.**, president; **James B. Forgan**, honorary chairman of the board, and **Herbert V. Prochnow**, executive vice president.

At First National of Chicago Conference

Expect "Steady" Business in 1961

By **BEN HALLER, JR.**
Editor

A MAJORITY of the 1,500 bankers and speakers at the 14th annual Conference of Bank Correspondents of The First National Bank of Chicago do not expect to see any dramatic changes in the economy during the coming year. Most of them indicated in a survey conducted during the two-day meeting that they expect activity in several key fields to be "about the same" as in 1960.

Several of the speakers who discussed future business conditions anticipate that the current "drag" or "recession" will bottom out in the second quarter, with business moving ahead quietly at a moderately increasing pace. None of them look for any drastic jumps such as have typified a few periods in post-war growth. They do not look for interest rates on loans to

drop off but to maintain their present level perhaps throughout the next year.

One of the highlights of the conference each year is the "Commercial Outlook for the Year Ahead" given by the senior vice presidents of the 11 lending divisions of The First National Bank. This took place at the noon luncheon the first day. Board Chairman Homer J. Livingston welcomed the group to the conference, then the divisional vice presidents were introduced by Gaylord A. Freeman, Jr., president. Each man gave a five minute synopsis of the business trend and outlook in the industries served by his division. A digest of their remarks will appear in next month's issue.

Host at the reception was Charles F. Newhall, vice president and head of

Division F, serving banks and bankers, assisted by the officers of the division's four geographical areas, and other bank officers. Dinner was served in Hotel Morrison's famed Terrace Casino as well as in the Grand Ballroom four floors above. Closed circuit television brought the entire program from the lower level to the rest of the group in the Grand Ballroom.

The evening speaker was the Hon. Frederick H. Mueller, Secretary of Commerce, who discussed "New Challenges to American Business," in which he told his audience that many of them would live to see the world's present population of 2.5 billion people doubled to 5 billion in the next 35 years at present growth rates.

Addressing the concluding noon luncheon the second day was popular Dr. Earl L. Butz, dean of agriculture at Purdue University. Dr. Butz reminded his audience that production per worker on farms has doubled in the last 20 years, the most remarkable increase in production efficiency in the American economy. He called the resulting release of 3 million farm workers for other types of work a sign of strong agriculture. Dr. Butz also emphasized that the decrease in farmer numbers, and the increase in size of farm does not mean 'family farming' is going out of style, but rather that it is more prominent with family units, the backbone of today's "agri-business."

More than 900 ladies accompanied the 1,500 men to the conference and the ladies were entertained at a dinner in the grand ballroom of the Palmer House. After dinner, Marshall Field & Company staged a special style show of 55 items of ladies' and young girls' clothing and accessories. —End.



SEVERAL BANKERS from Northwestern Banker area stopped at Division F headquarters after the conference to visit the four officers serving their area. Left to right, seated, are: **Hoyt Messerer**, exec. v.p., First National of Cedar Falls, Iowa; **Mrs. Messerer**; **Harold R. Deitemeyer**, pres., First National of Beatrice, Nebr., and **Victor C. von Meding**, a.v.p., First National of Chicago. Standing: **Milton Mehlfah**, cash., First National of Freeman, S. D.; **John C. Hemmerle**, **Jack W. Hallberg** and **Raymond V. Dieball**, a.e.'s, First National of Chicago, and **H. Wm. Blake**, pres., Northwestern National of St. Paul, Minn.

Northwestern Banker, December, 1960



Bankers You Know

Wm. R. Chapman

President

Midland National Bank
Minneapolis, Minnesota

WILLIAM R. CHAPMAN is president and a director of the Midland National Bank of Minneapolis. He was born at Yonkers, N. Y., on Valentine's Day, February 14, 1907, and in 1924 moved to Minneapolis where he finished his high school education.

In 1926 he started work as a bookkeeper at the Midland National Bank, became active in A.I.B. and holds the Standard Certificate and three Graduate Certificates. He also served as president of the Minneapolis Chapter in 1938-1939.

Mr. Chapman has appeared on the program of two national conventions, having been the leader of the credits conference at the 1952 Houston Convention. He was campaign manager for two successful candidates of the executive council of the American Institute of Banking and is currently a member of the Senior Advisory Committee of the Minneapolis Chapter.

Mr. Chapman entered the credit department of the Midland National Bank in 1928 where he remained until he was made manager of the installment loan department in 1936. In 1938 he was promoted to assistant cashier and in 1941 was made a lending officer on the commercial side of the bank. He became a vice president in 1944, a director in 1951, senior vice president in 1958 and president in 1959. He is also a member of the Credit Advisory Committee of Northwest Bancorporation and was formerly chairman for five years of the Installment Banking Committee of Northwest Bancorporation. He is presently a member of the Bank Management and Operations

Committee of the Minnesota Bankers Association.

He has addressed banking groups in a number of states, including the Junior Bankers' Conference of Minnesota, South Dakota and the Wisconsin Bankers Association, as well as filling numerous speaking engagements before other organizations. A member of the faculty of the School of Banking, University of Wisconsin for the past 11 years, he has been lecturing on "Inventory Financing" and "Accounts Receivable Financing." At the present time he is a past national president and director of the Robert Morris Associates, the national organization of bank loan officers and credit men.

When asked what is the most important problem facing bankers today, Mr. Chapman replied: "The consistent decline of commercial bank's share of the whole financial structure. Competition for the available money is very aggressive. The banks must be aggressive, too. Bankers must see that all institutions bear their equal share of taxation.

"Also, a problem is the confusion in the money market with respect to the law of supply and demand—rates versus loan demand. With the constant increase in salaries—our greatest single expense item—plus the large increase in fringe benefits, higher interest paid on savings and the decrease in deposits, it seems inevitable that banks need to have a higher average interest rate on commercial loans to make an adequate profit. Contrary to many impressions, the return on bank capital is usually 7½ to 9½ per cent, where most businesses are yield-

ing 12 to 20 per cent on capital. The return to commercial banks is very modest. This should have more publicity and it is up to the bankers to tell this story."

Mr. Chapman has taken a prominent part in civic affairs and is presently serving as chairman of the Budget and Distribution Committee of the Community Chest of Hennepin County, Inc.; vice president and director of Community Chest of Hennepin County, Inc.; director of Community Health and Welfare Council of Hennepin County, Inc.; member of board of directors and treasurer, United Fund of Hennepin County, Inc.; member, Endowment Committee, Y.W.C.A.; member of the board of directors, Minneapolis Clearing House Association, and vice president, director and member of the Executive Committee of Northwest Equity Corporation, a small business investment corporation. He is past chairman and member of the Industrial Committee of the Minneapolis Area Chamber of Commerce; member of the board of directors, American Cancer Society, Hennepin County Unit; treasurer of the United Negro Fund Campaign of Minneapolis; board member of Asbury Methodist Hospital Corporation and a member of the official board of the Hennepin Avenue Methodist Church. In addition, he is a member of the Rotary Club, Minneapolis Club and the Wayzata Country Club.

His family includes Mrs. Chapman; daughter, Marjorie; son, Bill, and three granddaughters. His hobbies are flying, speed boating and gardening.—End.

Northwestern Banker, December, 1960



LEFT: Clark Houghton, pres., First National of Iowa City; Mrs. Houghton; Lewis L. Holland, a.v.p., Live Stock National of Chicago, and John B. Rigler, pres., Central State Bank, Muscatine, Iowa. RIGHT: Mrs. Joe Lisek, Mrs. Alden Bagnall and Mrs. Lew Holland, hostesses at the reception for the



ladies; Mrs. W. Vennable, Grinnell, Iowa; Mrs. J. J. Krogman, Mrs. J. P. Bremmer and Mrs. J. D. Porter, all of Bloomington, Wis., and Mrs. David H. Reimers, whose husband is president of the Live Stock National of Chicago.

Calls for Solution to Farm Surplus

By BEN HALLER, JR.
Editor

IT WAS never more clear that the outcome of our present world struggle depends on the people of the United States," according to Allan B. Kline, former president of the American Farm Bureau Federation, in his address to 375 bankers and cattle feeders and their wives at the annual International Livestock Show Party hosted by The Live Stock National Bank of Chicago.

Mr. Kline went on to point out, after describing Russia's aim to rule the world, that he has considerable sympathy for people who try to get a commitment from Nikita Khrushchev for he will make one the first day, another the second day, then break both the third day. To further advance what we believe to be the American way of life, Mr. Kline asked his audience to consider "What are the principles that guide us? What are our beliefs?" He urged each person to read the book, "American Cause," by Dr. Russell Kirk.

Mr. Kline evaluated the present status of agriculture, pointing out that surpluses have meant that farmers have been paid \$8.5 billion in advance and when these stocks come out of surplus they will supplant current production in some way. He looks for some kind of adjustment in American agriculture, stating it is inconceivable that we can continue the policies that will stack up another \$8.5 billion surplus. But he wants the solution consistent with the principles this country has always believed in.

Mr. Kline warned that the people of a democracy like ours are far more liable to destroy ourselves by adopting

the policies of our opponents rather than being destroyed from without. He urged each man and woman to quit thinking politics is for someone else. Since agriculture has developed into a political problem it is up to the people involved with agriculture to get interested and follow through.

"We have a new president who is committed to an extremely 'liberal' program," he said, "but these liberal programs are not very likely to happen for we can't stand another inflationary period."

Mr. Kline's address was delivered following dinner at the Saddle and Sirloin Club in Chicago's famous Stock Yards building. Presiding at the dinner was David H. Reimers, president

of The Live Stock National Bank.

Earlier, the cattle feeders and bankers attending the meeting heard John Wetmore, agricultural economist for the Federal Reserve Bank of Chicago, discuss "The Farm Picture in the Months Ahead." Mr. Wetmore stated the cattle cycle increase is slowing but will continue to increase at the slower pace for several years. He forecast a decline in prices with a peak in cattle numbers.

For the coming year, Mr. Wetmore said he does not expect much change in the seasonal pattern of fat cattle—high in the spring and low in the fall

FARM SURPLUS . . .

(Turn to page 44, please)



FROM LEFT, Allan B. Kline, former president of the American Farm Bureau Federation; Alden S. Bagnall, sr. v.p., and David H. Reimers, pres., The Live Stock National of Chicago.

THE meaning of the election of Senator John F. Kennedy to the financial markets is still to unfold. Except for a brief flurry in the London gold market, the final weeks of the election seemed indifferent to its outcome. Stock prices backed and filled throughout October; bond prices drifted lower on scanty business. As had been expected by many in the financial district, the end of the campaign was marked by a substantial rally in stock prices. The bond market, however, still seems to be in a trance.

Evidently the investment world was waiting not so much to see who who be elected as to see what steps the President-elect would take to further campaign assertions and pledges. Certainly large parts of the investment community both here and abroad have been apprehensive about the implications of some of President-elect Kennedy's campaign statements and about the financial thinking of some of his purported advisers.

Is the independence of the Federal Reserve System about to pass into history?

Monetary Policy

Will the new administration try to use "monetary policy" that is, monetary policy in the narrow sense of interest rate manipulation—as a major means for controlling business fluctuations? Will the executive branch intervene in the long-term money market to force down the cost of borrowing money and the corresponding earning power of savings? Conversely, as a means of arresting the outflow of gold from the United States, will the government try to boost the earning power of short-term money—that created by the banks—to artificial heights so that foreign investors will be persuaded to leave their balances here?

These questions are not hobgoblins conjured by calamity stalkers. They stem from the campaign utterances of the President-elect. Mr. Kennedy said or implied:

- The short-term interest rate is probably too low in view of the tendency of foreign investors to repatriate their capital.

- The long-term rate is injuriously high to business.

- The independence of the Federal Reserve System is not at issue. There ought to be no interference with the "day-to-day" operations of the System. However, a victory for the Democratic candidate will mean that the Federal Reserve will change its course. He did not say that if the Reserve System is not willing he will have to use

Investment World Ponders Kennedy Era

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

force. He only predicted that the Reserve System will be willing.

- The Federal Reserve is not a "fourth arm" of government.

Campaign Promises

The implications of these campaign assertions, especially when viewed out of context, could be alarming. They would seem to suggest that Mr. Kennedy regards the Presidency as an agency for administering prices—in this instance, the price of the public's savings. In context, the assertions are not so dismaying. Unfortunately, the contextual reservations are not as explicit and emphatic as the outright denunciation of the Federal Reserve as a regulator of credit and the reflection cast on the System's historic freedom from political dictation.

It is arguable that Mr. Kennedy, as a campaigner, only said what he felt he had to say. That—circumspect man that he is—he didn't mean to set himself up as an authority in financial economies, but rather was depending on what was assured him by advisers who were professed specialists in the field. That he was aware, as a practical politician, that money management has been a catch-as-catch can of political controversy since time immemorial and that no one is ever asked to account for what he said the day before yesterday.

Cabinet Choices

Financial institutions, therefore, in appraising the impact of the election of Senator Kennedy on their professional interests, would do well to hold reservations about the radical implications of the campaign assertions at least until the President-elect shows

his post-election hand—his choices for key cabinet spots, and his formal requisitions on the Congress.

Such appraisals, to be realistic, should take into account things like these:

- Senator Kennedy, while winning the office of President Eisenhower, has, in a way, inherited the Eisenhower "curse"—the fact that a majority of the Congress does not see eye to eye with him.

- The Presidency is not three arms of government, but only one. The Congress may neither want nor be able to diminish the independence of the Presidential office, but it is a safe prediction that whatever Congress decides will be done will be done.

- It would be most rash to assume that President-elect Kennedy would try to enforce an interest-rate policy on the Federal Reserve System that was inconsistent with the course Congress was following on the appropriations front and that the Treasury was following on the debt management front. There is no less-contradicted axiom of financial economics than that balanced and effective money management requires the three "arms" of money sway to be headed in the same direction. If inflation is threatened, it is not enough for the central bank to arrest the growth of the money supply; it is imperative that Congress be uninhibited about levying taxes adequately to match or even exceed public spending; and it is imperative that the Treasury, in its market operations, direct its borrow-

INVESTMENTS . . .

(Turn to page 70, please)

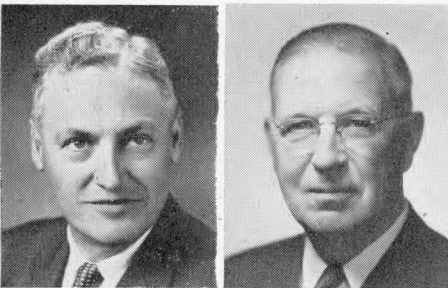
Carl A. Bimson

Appoints A.B.A. Committees

THE following bankers from the NORTHWESTERN BANKER area have been named to important A.B.A. committee posts by Carl A. Bimson, president of the A.B.A. and president, Valley National Bank, Phoenix, Ariz. Included are appointments made by Mr. Bimson since his election last September.

Listed are the committee chairmen and committee members in the area served by the NORTHWESTERN BANKER:

Executive Council—V. W. Johnson, president, First National Bank, Cedar Falls, Iowa (appointed for one year). L. A. Hollenbeck, president, Farmers & Merchants State Bank, Iroquois, S. D.



L. A. HOLLENBECK V. W. JOHNSON

Organization Committee

John B. Keeline, president, Central Trust and Savings Bank, Cherokee, Iowa, chairman.

Regional Vice Presidents—H. L. Gerhart, president, First National Bank, Newman Grove, Neb.; G. A. Redding, president, Windom State Bank, Windom, Minn.

State Vice Presidents

Colorado—J. H. Macdonald, president, Colorado Savings and Trust Company, LaJunta.

Iowa—E. F. Buckley, president,

Central National Bank and Trust Company, Des Moines.

Minnesota—A. G. Sirek, executive vice president, State Bank of New Prague.

Montana—J. D. Street, president, Security Bank & Trust Company, Bozeman.

Nebraska—Chase Neumann, president, Farmers and Merchants National Bank, Oakland.

North Dakota—O. K. Anderson, president, State Bank of Lakota.

South Dakota—Curtis A. Lovre, president, Northwest Security National Bank, Sioux Falls.

Wyoming—J. W. Pearson, president, First National Bank, Lovell.

Administrative Committee—Harry M. Bardt, executive vice president, Bank of America N.T. & S.A., Los Angeles, Calif., chairman.

A.B.A. Savings Bonds Committee—Reno Odlin, president, Puget Sound National Bank, Tacoma, Wash., chairman.

State Chairmen

Colorado—W. M. Watrous, executive vice president, Farmers State Bank, Brush.

Iowa—Chas. H. Walsh, president, Farmers & Merchants Savings Bank, Burlington.

Minnesota—John A. Moorhead, president, Northwestern National Bank, Minneapolis.

Montana—Claude M. Jones, chairman, First National Bank, Miles City.

Nebraska—Robert I. Stout, chairman, First National Bank, Tekamah.

North Dakota—Not available at press time.

South Dakota—Walter H. Frei,

chairman, Commercial State Bank, Wagner.

Wyoming—Max F. Stevens, vice president and investment officer, Wyoming National Bank, Casper.

Advisory and International Committee—William A. Mitchell, chairman, Central Trust Company, Cincinnati, Ohio, chairman.

Agricultural Committee—John H. Crocker, chairman and president, Citizens National Bank, Decatur, Ill., chairman.

Bank Executive and Staff Development Committee—William L. Butcher, chairman, County Trust Company, White Plains, N. Y., chairman; James J. Durkin, vice president and cashier, Colorado National Bank, Denver; Henry T. Rutledge, executive vice president, Northwestern National Bank, Minneapolis, Minn.

Bank Management Committee—C. Edward Cooper, senior vice president, Philadelphia, Pa., chairman; R. A. Bezoier, president, First National Bank, Rochester, Minn.

Bank Education Committee—Everett D. Reese, chairman, City National Bank and Trust Company, Columbus, Ohio, chairman.

Country Bank Operations Committee—Thos. G. Wilson, president, First State Bank, Conway, Ark., chairman; J. Y. Castle, president, McDonald State Bank, North Platte, Neb.; Thos. O. Cooper, president, Jefferson State Bank, Jefferson, Iowa; James B. McKeever, executive vice president, First National Bank of Holly, Colo.

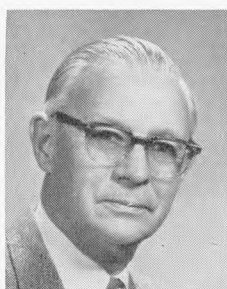
Credit Policy Committee—Carl M. Flora, vice president, First Wisconsin



J. B. KEELINE



H. L. GERHART



E. F. BUCKLEY



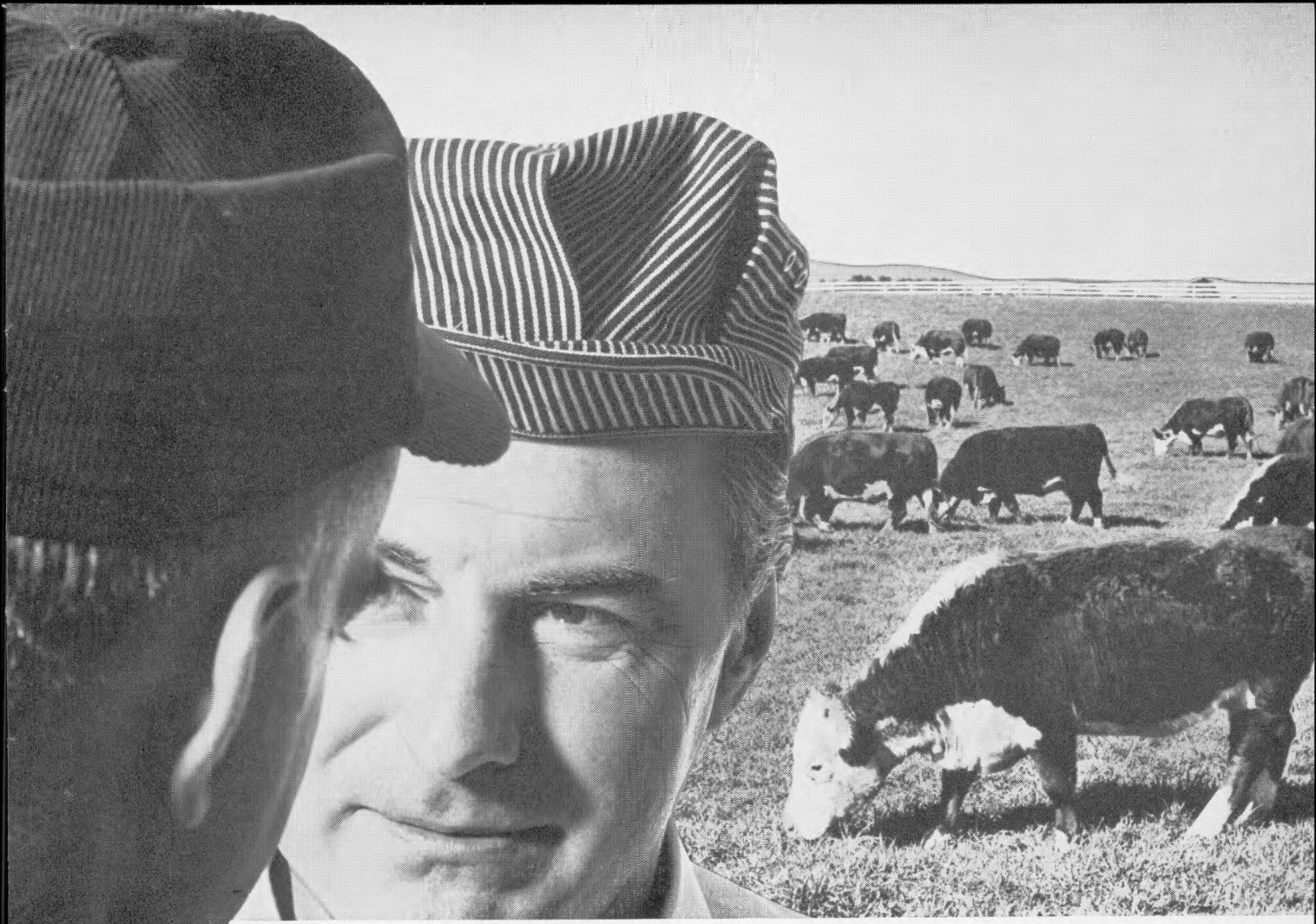
A. G. SIREK



J. D. STREET



C. NEUMANN



"My banker says..."

... the fast way to get livestock proceeds back home from the Chicago market is to have Live Stock National handle the transaction"

You know how careful a banker must be about expressing an opinion. Words from you carry a lot of weight.

We know this, too. That's why we are particularly careful that the Live Stock Bank always serves you in a way that is most advantageous to you and your shipper.

In collecting and transferring livestock shippers' proceeds, this bank has unrivaled experience. Over the years we have perfected what we sincerely believe to be the fastest, most accurate procedures.

If you are not already acquainted with our Shippers' Service, we will be happy to have our man in your area call and give you full details. If you are one of the many banks that are presently suggesting this service to their customers, we thank you.

The
LIVE STOCK
National BANK of Chicago

4150 South Halsted Street, Chicago, Illinois
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

SERVING INDUSTRY AND AGRICULTURE FOR OVER NINETY YEARS

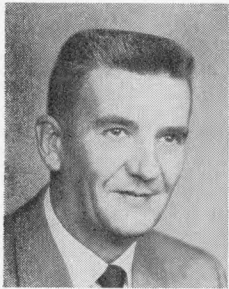
National Bank, Milwaukee, Wis., chairman.

Credit Unions—Archie K. Davis, chairman, Wachovia Bank and Trust Company, Winston-Salem, N. C., chairman; Robert M. Waters, president, Security Trust and Savings Bank, Billings, Mont.

Economic Growth Without Inflation—Casimir F. Sienkiewicz, president, Central-Penn National Bank, Philadelphia, Pa., chairman; W. Harold Brenton, chairman, National Bank of Des Moines, Iowa.

Economic Policy Committee—Jesse W. Tapp, chairman, Bank of America N.T. & S.A., Los Angeles, Calif., chairman; W. Harold Brenton, chairman, National Bank of Des Moines, Iowa (term expires 1963).

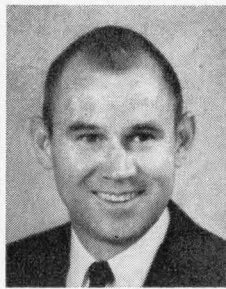
Federal Deposit Insurance Commit-



O. K. ANDERSON



C. A. LOVRE



J. W. PEARSON



H. W. SCHALLER

tee—D. Emmert Brumbaugh, president, First National Bank, Claysburg, Pa., chairman; Grant W. Anderson, vice president, Northwestern National Bank of Minneapolis, Minn.

Federal Procedures Committee—Richard A. Norris, president, The Riggs National Bank, Washington, D. C., chairman; Gerald O. Nelson, vice president, Iowa-Des Moines National Bank, Des Moines, Iowa.

Federal Legislative Committee—H. Monroe Kimbrel, executive vice president, First National Bank, Thomson, Ga., chairman; Frank P. Powers, president, Kanabec State Bank, Mora, Minn.; Harry W. Schaller, president, Citizens First National Bank, Storm Lake, Iowa.

Subcommittee on Agricultural Credit—Harry W. Schaller, chairman; Carl G. Breeze, president, Bank of Kremmling, Colo.; Otto Kotouc, Jr., president, Home State Bank, Humboldt, Neb.; Curtis B. Mateer, executive vice president, Pierre National Bank, Pierre, S. D.

Subcommittee on Mortgage Financing and Urban Housing—Robert H. Bolton, president, Rapides Bank & Trust Company, Alexandria, Va., chairman.

Subcommittee on Section 5219 U. S. Revised Statutes—Lee P. Miller, chair-

man, Citizens Fidelity Bank and Trust Company, Louisville, Ky., chairman; Erling Haugo, chairman and president, Sioux Valley Bank, Sioux Falls, S. D.

Subcommittee on Taxation—Robert L. Woodford, vice president and trust officer, Delaware Trust Company, Wilmington, Del., chairman.

Government Borrowing Committee—David M. Kennedy, chairman, Continental Illinois National Bank and Trust Company, Chicago, chairman.

Installment Credit Committee—Edward J. Frey, president, Union Bank and Trust Company, Grand Rapids, Mich., chairman; Thomas M. Kulp, vice president, First National Bank of Minneapolis, Minn.; Ted J. Welch, president, Peoples Bank and Trust Company, Cedar Rapids, Iowa.

Insurance and Protective Committee—Thomas F. Glavey, vice president, The Chase Manhattan Bank, New York, chairman.

Mortgage Finance Committee—Cowles Andrus, president, New Jersey Bank and Trust Company, Passaic, N. J., chairman.

Public Relations committee—William E. Singletary, vice president, Wachovia Bank and Trust Company, Winston-Salem, N. C., chairman.

Research Committee—Roy L. Reier-son, vice president, Bankers Trust Company, New York.

Retirement Committee—Vance J. Alexander, chairman, Union Planters National Bank, Memphis, Tenn., chairman.

Small Business Credit Committee—Arthur F. Maxwell, president, First National Bank, Biddeford, Maine, chairman; W. W. Summerwill, president, Iowa State Bank and Trust Company, Iowa City.

State Legislative Committee

Elwood F. Kirkman, president, The Boardwalk National Bank, Atlantic City, N. J., chairman; Eugene H. Adams, president, First National Bank of Denver, Colo.; G. H. Hernet, president, McIntosh County Bank, Ashley, N. D.; Otto Kotouc, Jr., president, Home State Bank, Humboldt, Neb.

Federal Legislative Advisory Committee Members

M. Monroe Kimbrel, executive vice president, First National Bank, Thomson, Ga., chairman.

Colorado—Not available at press time.

Iowa—Harold P. Klein, senior vice president, Iowa-Des Moines National Bank, Des Moines.

Minnesota—Arthur W. Sands, president, Western State Bank, St. Paul.

Montana—L. A. Christensen, chairman, Bank of Glacier County, Cut Bank.

Nebraska—H. D. Kosman, president, Scottsbluff National Bank, Scottsbluff.

North Dakota—William Stern, president, Dakota National Bank, Fargo.

South Dakota—Tom S. Harkison, president, National Bank of South Dakota, Sioux Falls.

Wyoming—Ralph E. Barton, president, Wyoming National Bank, Casper.

State Legislative Advisory Committee Members

Elwood P. Kirkman, president, the Boardwalk National Bank, Atlantic City, N. J., chairman.

Colorado—H. P. Mendenhall, president, Rocky Ford National Bank, Rocky Ford.

Iowa—Charles J. Spies, president, Iowa Trust and Savings Bank, Emetsburg.

Minnesota—K. O. Sattre, president, Blue Earth State Bank, Blue Earth.

Montana—D. J. Dundas, president and trust officer, Great Falls National Bank.

Nebraska—George A. Knight, president, Citizens State Bank, Lincoln.

North Dakota—Adrian O. McLellan, president and trust officer, Merchants National Bank and Trust Company, Fargo.

South Dakota—Rex Terry, cashier, Fort Pierre National Bank, Fort Pierre.

Wyoming—A. L. Kendig, executive vice president, State Bank of Wheatland.

Uniform Tax Treatment Committee—Joseph M. Naughton, president, Second National Bank of Cumberland, Md.

Foundation for Education in Economics—Richard G. Stockton, chairman, executive committee, Wachovia Bank and Trust Company, Winston-Salem, N. C., chairman of the board of trustees.

Stonier Graduate School of Banking—John W. Remington, president, Lincoln, Rochester Trust Company, Rochester, N. Y., chairman of the board of regents.—End.



CASA ROSADA (EXECUTIVE OFFICES OF THE ARGENTINE GOVERNMENT)—FIVE BLOCKS FROM BANK OF AMERICA.

Now...a man-on-the-spot in Buenos Aires!

Bank of America has now opened a branch in Buenos Aires, conveniently located at Maipu 250 in the heart of the city's financial district.

Together with our long-established Representative Office in the Argentine capital, our Buenos Aires Branch now offers you *complete* international banking service.

From Buenos Aires to Bangkok, from Manila to Milan—other Bank of America men-on-the-spot are ready to represent you in your dealings abroad. Each is an authority on his locale. He knows how to expedite your business in his part of the world.

Why not find out more about our International Banking Organization? Just give us a call.

OVERSEAS BRANCHES: London • Manila • Tokyo • Yokohama • Kobe • Osaka • Bangkok • Guam • Okinawa • Lagos • Buenos Aires; REPRESENTATIVE OFFICES: New York • Washington, D. C. • Chicago • Mexico City • Rio de Janeiro • Buenos Aires • Lisbon • Milan • Zurich • London • Paris • Beirut • Duesseldorf • New Delhi • Tokyo; BANK OF AMERICA (International) — a subsidiary: New York • Guatemala City • Paris • Duesseldorf • Hong Kong • Singapore • Kuala Lumpur • Beirut; BANCA D'AMERICA E D'ITALIA: over 60 Branches throughout Italy; CORRESPONDENTS WORLD-WIDE

BANK OF AMERICA

NATIONAL TRUST AND SAVINGS ASSOCIATION • MBR. F. D. I. C.
HEAD OFFICES: SAN FRANCISCO 20 • LOS ANGELES 54
BANK OF AMERICA (INTERNATIONAL) NEW YORK CITY 5

Northwestern Banker, December, 1960

Philadelphia Merger Planned

THE board of directors of The Philadelphia National Bank and Girard Trust Corn Exchange Bank have approved a plan for a merger of the two banks.

A joint announcement was made by Frederic A. Potts, president of Philadelphia National, and George H. Brown, Jr., president of Girard, who said the merger is subject to the adoption of a formal agreement by both boards, the approval of the shareholders of both banks, and the required approval by Federal banking authorities.

The merger will result in a bank with total resources exceeding \$1,750,000,000. Capital and surplus will be \$150,000,000, and the legal lending capacity to any one borrower will be \$15,000,000.

The principal officers will be as follows: Frederic A. Potts, president of Philadelphia National, will be chairman and chief executive officer; George H. Brown, Jr., president of Girard, will be president and chief administrative officer; Geoffrey S. Smith, chairman of Girard, will be vice chairman and chairman of the executive

committee; John McDowell, executive vice president of Philadelphia National, will be executive vice president, and George R. Clark, vice chairman of Girard, will be a vice chairman.

Continental Promotion

Wallace W. Wilson has been promoted to vice president of Continental Illinois National Bank and Trust Com-



W. W. WILSON

pany of Chicago.

Mr. Wilson joined Continental in 1956 as a petroleum engineer in the bank's oil and public utilities loan division and was elected second vice president in 1957. The division

operates nationally and is one of the largest oil and utilities loan groups in the country.

Born in Mandan, N. D., Mr. Wilson graduated from Pomona College and was chief reservoir engineer with Continental Oil Company and an assistant professor of petroleum engineering at the University of Texas before coming to the bank.

West Coast Dividend

Wells Fargo American Trust Company, San Francisco, has declared a 10 per cent stock dividend in addition to the regular 40 cent quarterly cash dividend.

The stock dividend will be distributed on January 16, 1961, to stockholders of record December 6, 1960. The quarterly dividend is payable on January 5 to stockholders of record December 5.

Republic National Dividend

Shareholders of the Republic National Bank of Dallas last month voted approval of plans for a stock dividend of 78,888 shares, with a value on the present market in excess of \$5,000,000, and simultaneous announcement was made of payment to the bank of a \$2,000,000 cash dividend by The Howard Corporation, et al., whose shares are held in trust for the shareholders of the bank.

Simultaneously with payment of the \$2,000,000 cash dividend by The Howard Corporation, et al., \$2,053,344 will be transferred from the bank's undivided profits account to surplus, increasing surplus to \$56,720,124. Upon completion of proposals, capital and surplus will be \$105,000,000. Capital funds, including undivided profits and reserve for contingencies, will total more than \$122,000,000.

it's **warm**
it's **dry**
it's **sunny**
in Arizona!

Please tell your friends and customers headed our way that Valley Bank service is as dependable as Arizona's famed climate!

P.S. - You can come, too!

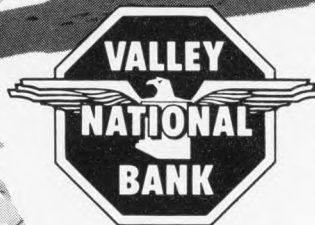


"Everywhere in Arizona"

67 OFFICES

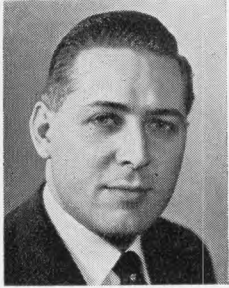
Resources \$641 Million

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Top FPRA Recruiter

Robert W. Williams, vice president, LaSalle National Bank, Chicago, was honored during the annual FPRA convention last month in Boston for



R. W. WILLIAMS

bringing in the greatest number of new members into the association during the past year.

Mr. Williams personally recruited 16 new members. The state of Illinois, of which Mr. Williams is mem-

bership chairman, also attracted the greatest number of new members. Total new members of the entire association for the past year was 301.

New Physicians Firm

A new firm to assist midwest communities in obtaining a permanent, resident physician has been organized under the name of Physicians & Associated Service, Inc., with headquarters in Des Moines. Richard H. Hoch is manager.

Rural communities particularly have found it difficult to obtain the services of a full-time doctor, says Mr. Hoch, and this is where the new company can be of help. He states his professional group comes well recommended by various medical societies and through acceptance of the company's program by the medical profession has built an active file of interested physicians seeking practice locations in midwest towns.

Mr. Hoch reports that representatives of the company call on numerous doctors in a number of states, representing individual communities on a fee basis.

Regional NABW Meetings

Six regional NABW conferences for 1961 were announced recently by association President Marion Anderton, Bank of America, San Francisco.

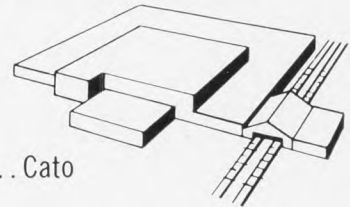
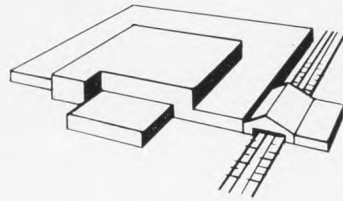
In early spring the National Association of Bank Women members will gather in Boston; Seattle; Miami Beach; Oklahoma City; Scottsdale, Ariz., and Lincoln, Neb., to conduct clinics and business sessions on latest banking trends.

NABW members from the middle-west will convene in Lincoln May 19-21, at the Cornhusker Hotel. Co-chairman for the meeting will be Mrs. Evelyn M. Whiting of the First National Bank and Trust Company in Lincoln, and Mrs. Eva McBride, chairman of the board and president of The Commercial Bank, Blue Hill, Neb.



From the world Inventory of great ideas

“LET NOTHING
PASS
THAT WILL
ADVANTAGE
YOU”



... Cato

Great ideas provide the foundation for sound business practice.

Many of America's leading banks have long used St. Paul Terminal's Preferred Warehouse Receipts as bonded collateral upon which to secure loans—beyond open line credit limits.

Let us show you how inventory control through St. Paul Terminal's field warehousing can increase your banking services, good will, and profits.



**ST. PAUL TERMINAL
WAREHOUSE COMPANY**

Offices in principal cities

425 East 8th Street • St. Paul, Minnesota

Northwestern Banker, December, 1960

Bank of America Opens Building

EIGHT STORIES high with 13½ acres of floor space, this \$17 million structure features the most advanced electronic and mechanical equipment available for banking services. The only public banking area is a motor branch offering drive-in and walk-up service on part of the ground floor.



95 PROOF MACHINES and their operators are easily accommodated in this spacious Central Office in Bank of America's new building. Occupying about one-third of the one-and-a-half acre third-floor of the building, the Central Office is one of 30 departments scheduled for the building.

ONE South Van Ness, a new type bank building which will house the greatest array of modern technological banking equipment ever installed in one location, was unveiled

in downtown San Francisco late last month by Bank of America President S. Clark Beise.

Eight stories high with 13½ acres of floor space, the \$17 million structure

features the most advanced electronic and mechanical equipment available for banking services.

The only public banking area is a motor branch offering both drive-in and walk-up services on part of the ground floor.

At a special press preview Mr. Beise told newsmen:

"One South Van Ness stands as physical evidence of a new age in banking.

"Electronic science has developed miraculous tools for bankers to use in bringing newer, speedier and cheaper services to the public.

"We have this equipment.

"We needed a building where it could be utilized to the maximum capacity at all times. One South Van Ness provides the space and flexibility to centrally locate many electronic tools and coordinate their operation.

"It assures lowest cost production to ourselves and to our customers."

More than 60 per cent occupied today, when full activated next March, One South Van Ness will be the working home of 1,600 employees in 30 service and administrative departments serving the bank's Bay Area branches and, in some cases, the entire world-wide organization.

The ERMA Center is currently performing all the bookkeeping detail for 120,000 checking accounts and at full capacity will serve approximately 87 branches in the San Francisco area.

The Data Processing Center now being installed will handle all Timeplan and real estate loan accounting for 172 branches in northern California, plus settling the exchange of checks and deposits between the 702 branches of Bank of America.

Canadian Farm Problem

In its monthly *Commercial Letter*, the Canadian Bank of Commerce, Toronto, points out that Canadian farmers are facing situations very similar to those confronting American agriculture.

"We can only hope," the *Letter* states, "that the increased productivity which up to this time has been so important a factor in creating farm surpluses, may, wisely used, yet be the salvation of the agricultural industry by reducing costs, lowering prices and this to some extent increasing demand, both at home and abroad."

Elected Chase Director

Jeremiah Milbank, Jr., chairman of the executive committee and a director of Commercial Solvents Corporation, has been elected a member of the board of directors of The Chase Manhattan Bank, New York.

CALIFORNIA'S

welcome
to the world



SANTA MONICA'S

Miramar
and NEW TOWER

California's World Famous Resort overlooking the Blue Pacific where Wilshire meets the sea. Twenty minutes from International Airport. 450 luxurious rooms and bungalows, all with television and radio. Complete convention facilities. Banquet rooms for up to 2,000, air-conditioned. Exciting new Venetian Room and Cantonese Room. Swimming pool . . . Beautiful grounds and landscaped gardens. Rates from \$8.

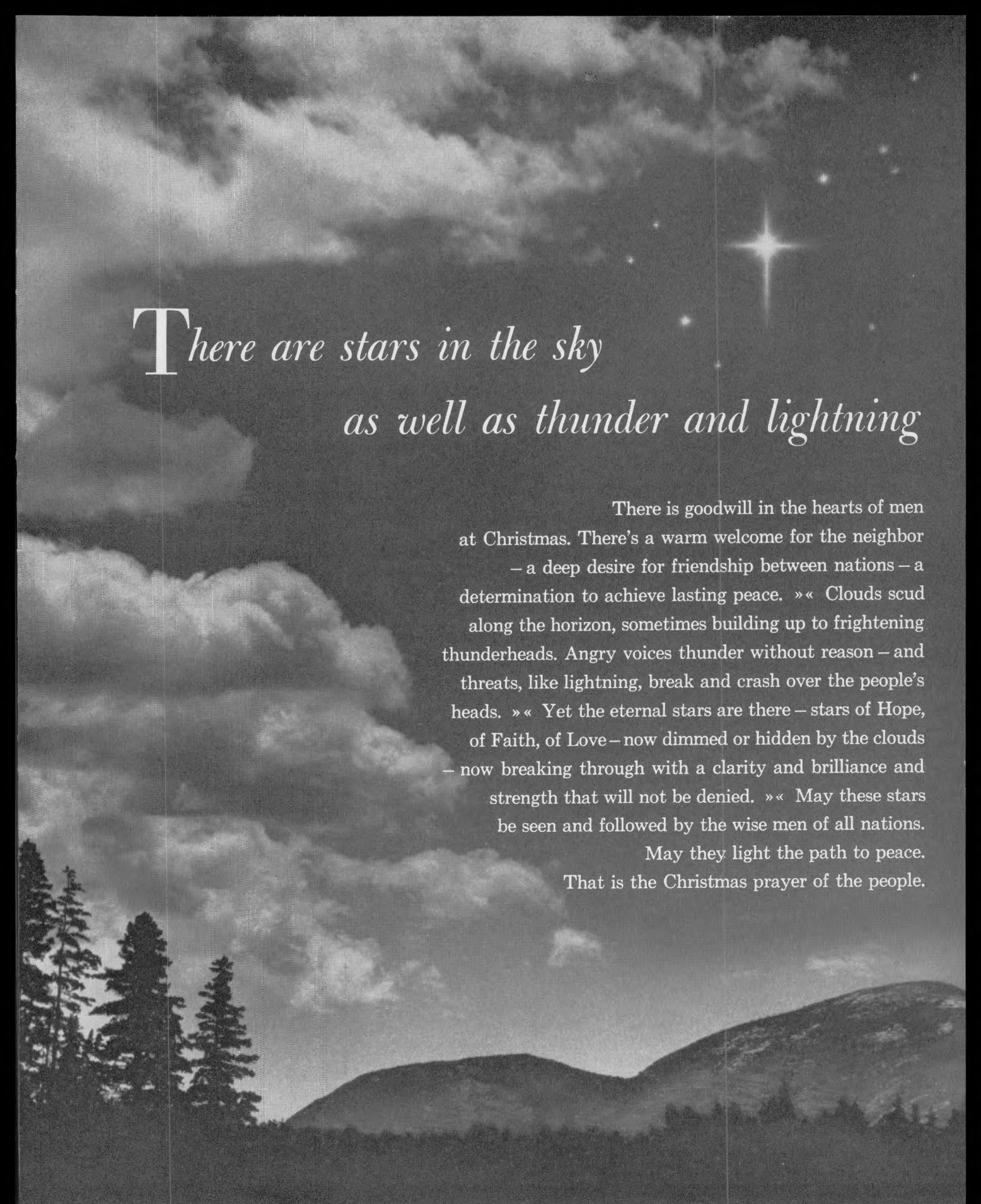
Across the U.S.A. and in HAWAII

MASSAGLIA
CREST OF GOOD LIVING

JOSEPH MASSAGLIA, JR., President

Santa Monica, Calif. Hotel MIRAMAR	Washington, D. C. Hotel RALEIGH
San Jose, Calif. Hotel SAINTE CLAIRE	Hartford, Conn. Hotel BOND
Long Beach, Calif. Hotel WILTON	Pittsburgh, Pa. Hotel SHERWYN
Gallup, N. M. Hotel EL RANCHO	Cincinnati, O. Hotel SINTON
Albuquerque, N. M. Hotel FRANCISCAN	Denver, Col. Hotel PARK LANE
Honolulu Hotel WAIKIKI BILTMORE	

CHICAGO MIDWEST HEADQUARTERS
BOOKING OFFICE: 200 E. WALTON DE 7-6344
World famed hotels—Teletype service—Television



*There are stars in the sky
as well as thunder and lightning*

There is goodwill in the hearts of men at Christmas. There's a warm welcome for the neighbor – a deep desire for friendship between nations – a determination to achieve lasting peace. »« Clouds scud along the horizon, sometimes building up to frightening thunderheads. Angry voices thunder without reason – and threats, like lightning, break and crash over the people's heads. »« Yet the eternal stars are there – stars of Hope, of Faith, of Love – now dimmed or hidden by the clouds – now breaking through with a clarity and brilliance and strength that will not be denied. »« May these stars be seen and followed by the wise men of all nations.

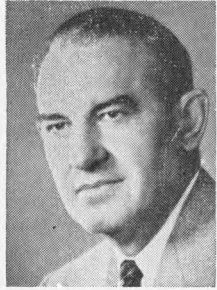
May they light the path to peace.
That is the Christmas prayer of the people.

CHRISTMAS 1960 • BANKERS TRUST COMPANY, NEW YORK

Once more we reprint this now familiar prayer of ours, exactly as it was written thirteen years ago.

Plan ABA Credit Conference

BANK lending policies under a new national administration in Washington will be the central theme for discussions at the 13th National Credit Conference of The American Bankers Association, which will meet at the La Salle Hotel in Chicago, January 23 and 24, 1961, according to Carl M. Flora, chairman of the Credit Policy Committee of A.B.A.



C. A. BIMSON

Speakers representing banking during the two days will be headed by A.B.A. President Carl A. Bimson, president, Valley National Bank, Phoenix, Ariz. Among others will be: M. Monroe Kimbrel, executive vice president, The First National Bank, Thomson, Ga.; D. C. Sutherland, senior vice president, Bank of America N.T. & S.A., San Francisco; Howard J. Stoddard, president, Michigan National Bank, Lansing, Mich.; Philip S. Shoemaker, vice president, Pittsburgh National Bank, Pittsburgh; Thomas

C. Boushall, chairman of the board, Bank of Virginia, Richmond; Casimir A. Sienkiewicz, president, Central-Penn National Bank, Philadelphia, and a panel representing the Robert Morris Associates, the national association of bank credit men.

Rounding out the program will be nationally known industrialists, including: Clair C. Lasher, general manager, General Electric Company, Phoenix, Ariz.; Morris J. Vollmer, vice president and treasurer, A. O. Smith Corporation, Milwaukee; George Bunker, chairman of the board, The Martin Company, Baltimore, and Donald MacArthur, treasurer, Sears Roebuck & Company, Chicago.

New Assistant Comptroller

O. Paul Decker, president of National Boulevard Bank of Chicago, announced recently the election of H. Ward Birch, Jr., as assistant comptroller of the bank.

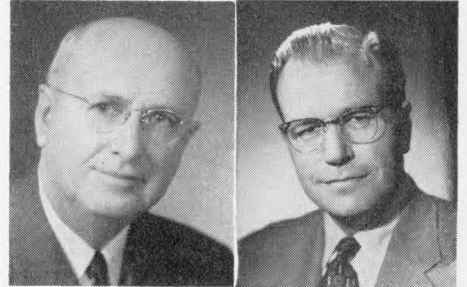
Mr. Birch, who joined National Boulevard in October of this year, has a background of 19 years in the public accounting and banking field, including seven years as a bank auditor and comptroller.

of \$200,000,000, increasing its loan limit to \$20,000,000.

At the end of October, Security's total resources were \$3,528,844,493. Total deposits were \$3,149,053,275.

Colorado Football Party

A record 539 guests attended the correspondent bank football party sponsored by the Central Bank & Trust Company, Denver, according to Max Brooks, president.



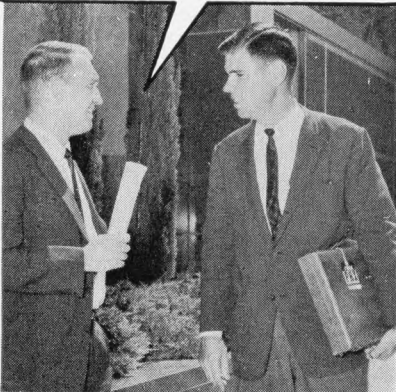
E. M. BROOKS

M. G. BROOKS

The group saw Colorado's thrilling 7-0 victory over the University of Oklahoma. After the game, the entire party returned to the Cosmopolitan Hotel for a cocktail party, dinner and dancing. The climax of the party was a sincere welcoming address by Board Chairman Elwood M. Brooks. It was the bank's biggest correspondent bank party. Guests attended from 10 states.

FIRST IN ARIZONA

"Ted, First National Bank will tell you everything about Arizona."



Yes, Arizona's oldest bank knows the state through and through. Send for "Arizona's Challenge of the '60's," a free report giving projections on future population, employment, bank deposits, income and other vital facts. Contact First National *first* and see how we can serve you.

Business Development Dept.
First National Bank
Phoenix, Arizona
Alpine 8-7212

FIRST NATIONAL BANK OF ARIZONA

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Hanover Dividend

Trustees of The Hanover Bank, New York, have declared a stock dividend of one share for each nine held, payable February 28, 1961, to stockholders of record at the close of business January 31, 1961.

This will increase the number of shares outstanding from 4,500,000 to 5,000,000 and the capital of the bank from \$45,000,000 to \$50,000,000. Stockholders will be asked to authorize the necessary amendment of the bank's charter at the annual meeting January 18, 1961. The dividend also is subject to approval of the state superintendent of banks.

It is anticipated that after payment of the stock dividend the regular dividend of \$2 per share will be continued on the larger capitalization.

Trustees also declared a regular quarterly dividend of 50 cents a share, payable January 3, 1961, to stockholders of record December 14, 1960.

Security First Dividend

Directors of Security National Bank, Los Angeles, recently voted a 10 per cent stock dividend, subject to approval by the shareholders at their annual meeting January 10, 1961.

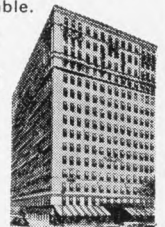
Upon completion of the action, the bank will have a capital and surplus



ONE OF NEW YORK'S FINER HOTELS

On the city's most famous thoroughfare, 5th Avenue in exclusive Washington Square. Spacious single rooms from \$10 daily. With air-conditioning from \$12-\$14. Lavish 2 & 3 room apartments with serving pantries. Television available.

SPECIAL RATES on a monthly basis. Additional substantial savings, on unfurnished and furnished apartments on lease.



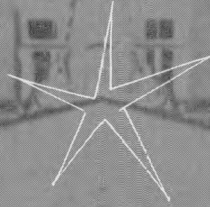
Write for descriptive brochure
N. Scheinman, Managing Director

fifth Avenue Hotel

24 FIFTH AVENUE at 9th STREET

EVERYONE AT CONTINENTAL JOINS US IN WISHING YOU

A VERY *Joyous Holiday Season*



Bill Grove

Lou Hammerstrom

Ed Murphy - Art Frey

Vince Flynn ✧ Art Littlefield

Homer Burnell ☆ Chester Fitzgerald

John Jenson - Andy Paine ☆ John Perkins

George Kernan ✧ John Nichols - Harold Conley

Bill Resseguie - Fred Naber - Bob Suhr ✧ John Murray

Herb Meyer - Ed Dresselhuys - Berf Brittain - Stu Mac Intire

Ralph Abelt ☆ John Adams ✧ Lee Parkin - Lee Ray - Bernie Jacobs

Bruce Benner - Bill Noonan - Merle Glanville ✧ Art Jackson - Vic Dixon

Gene Stevens - Dick Rastetter ☆ Wayne Allen - John Falvey ✧ Ed Mc Grath

Don Miller - Bill Babcock - Tom Downen - Chuck Hall ✧ Jim Johnson - Larry Frowick

Paul Miller - Jim De Cantillon ✧ Chuck Battey - Gene Jamillo ☆ Jerry Mast - Glenn Schultz

CONTINENTAL

ILLINOIS NATIONAL

BANK

AND TRUST COMPANY OF CHICAGO

Member F.D.I.C.

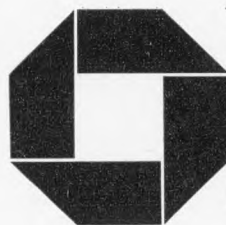
Northwestern Banker, December, 1960

New Symbol for Chase Manhattan

THE Chase Manhattan Bank, New York, has started using a new symbol which is a non-representational, geometric form.

Instead of the monograms, busts of founders, drawings of buildings and other emblems common to banks, Chase Manhattan has chosen an abstract octagon divided into four parts, which will in time, the bank's marketing officials hope, come to represent the bank itself and nothing more. The bank is abandoning a complex trademark based on a map of the United States and an inset globe. The new

symbol will be used in advertising, on checks and other forms, on letterheads and publications and as a decoration in the bank's buildings.



NEW SYMBOL



OLD SYMBOL

Introduction of the new symbol was timed to coincide with the completion of a new glass and aluminum 60-story head office building in downtown New York which the bank hopes to occupy soon. Chermayeff & Geismar Associates, designers of the symbol, were also commissioned to design a new Chase Manhattan alphabet and logotype which will be used in the bank's advertising and publications and in signs in the new building.

Work on the new symbol project began over two years ago.

NCR Sales Record

Sales of The National Cash Register Company for the third quarter of 1960 set a new record for the period of \$109,990,886, an increase of 6 per cent over the previous high of \$104,252,585 established in the third quarter of 1959.

At the same time third-quarter net income this year totaled \$4,591,504, up 3 per cent over last year's third-quarter earnings of \$4,475,345, and second only to the company's third-quarter earnings in 1956.

For the first nine months of 1960, sales totaled \$315,768,220, compared with \$298,953,356 for the comparable period of 1959, an increase of 6 per cent and also an all-time high for the nine-month period.

New Tulsa Equipment

Plans have been announced by the First National Bank and Trust Company, Tulsa, to install a new fully mechanized data processing system valued at \$433,000. The order has been placed with International Business Machines Corporation for what IBM terms its "magnetic character sensing equipment," according to R. Otis McClintock, bank chairman. Delivery is expected in middle 1961.

Heads Trust Department

Wayne B. Crewell has been appointed vice president of Security First National Bank's head office trust department in Los Angeles.

Mr. Crewell, former assistant vice president, will continue to head staff management and operations in the trust department.

IMPERIAL BANK OF CANADA

Condensed 86th Annual Statement

October 31, 1960

ASSETS

Cash resources	\$ 174,923,279
Securities and call loans	297,752,814
Total quick assets	\$ 472,676,093
Loans	488,743,479
N.H.A. mortgages	57,330,501
Bank premises	13,974,119
Letters of credit and other assets	24,981,559
	<u>\$1,057,705,751</u>

LIABILITIES

Deposits	\$ 970,701,599
Letters of credit and other liabilities	30,224,523
Total liabilities to the public	\$1,000,926,122
Capital, rest and undivided profits	56,779,629
	<u>\$1,057,705,751</u>

STATEMENT OF EARNINGS

Profits after making transfers to inner reserves and after income taxes \$5,200,000	\$ 4,134,135
Dividends	2,686,822
	\$ 1,447,313
Undivided profits brought forward	1,572,316
	\$ 3,019,629
Transfer to rest account	2,000,000
Balance of undivided profits	\$ 1,019,629

STATEMENT OF REST

Balance October 31, 1959	\$ 40,220,507
Transfer from undivided profits	2,000,000
Premium on capital stock subscriptions	99,493
Balance October 31, 1960	<u>\$ 42,320,000</u>

J. S. PROCTOR,
President

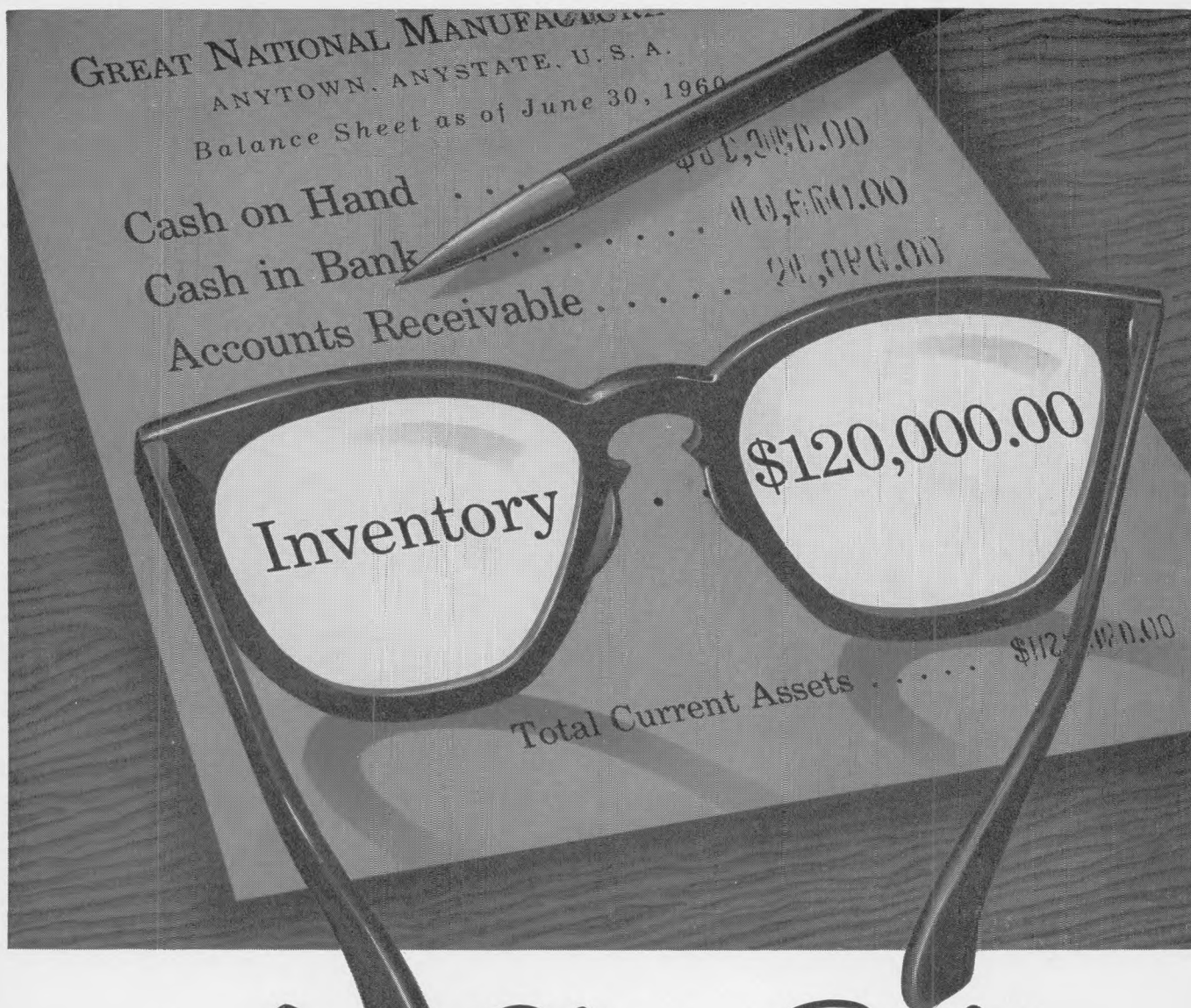
H. W. THOMSON,
General Manager

IMPERIAL
the BANK that service built

0206

WAYNE HUMMER & Co.
CHICAGO

MEMBERS
NEW YORK STOCK EXCHANGE



In Plain Sight...

THE BEST LOAN COLLATERAL

Even though inventories are in plain sight, they are often overlooked as prime collateral for secured loans.

So MR. LOAN OFFICER – the next time you see INVENTORY in plain sight on a financial statement – why not call in Lawrence. The use of Lawrence Field Warehouse Receipts enables your bank to make safe and profitable inventory loans. It also makes it possible for you to provide your customers with needed working capital on a secured basis.

LAWRENCE ON WAREHOUSE RECEIPTS

LAWRENCE
SYSTEM

... IS LIKE CERTIFIED ON CHECKS

THE LAWRENCE COMPANY

NATIONWIDE FIELD WAREHOUSING

CHICAGO 2, ILLINOIS
100 North LaSalle Street
DENVER 2, COLORADO
818 17th Street Building

PORTLAND 4, OREGON
Cascade Building
ST. LOUIS 2, MISSOURI
Boatmen's Bank Building

SAN FRANCISCO 11, CALIFORNIA
37 Drumm Street
SEATTLE 4, WASHINGTON
Exchange Building

SPOKANE 8, WASHINGTON
Empire State Building
WICHITA 8, KANSAS
1714 North Vassar Avenue
NEW YORK 5, NEW YORK
79 Wall Street

OFFICES IN PRINCIPAL CITIES

Canadian Foreign Aid Too Small

By JOHN S. PROCTOR, *President
Imperial Bank of Canada
Toronto, Canada*

IN HIS address to the 86th Annual Meeting of Shareholders of the Imperial Bank of Canada, John S. Proctor, president, discussed the business outlook and in conclusion emphasized that in his opinion Canada should do more in "non-military foreign aid."



J. S. PROCTOR

"We need boldness and imagination in our approach to foreign aid," said President Proctor. "For a nation of our productive potentialities and high living standards the aid we extend now to other countries is much too small. A great increase in non-military foreign aid could be fully justified on moral grounds alone; our status as a nation would be enhanced by such a policy. Nor is it discreditable to any nation following such a policy that providing aid to others will, by maintaining de-

mand, help it to avoid the economic waste of large scale unemployment.

"The growth of the economies of other countries is of prime importance in bringing about that world of expanding trade and human intercourse which is of such importance to our economic and political well-being. The continued loss of gold by the United States, partly as a result of its aid program, means that other countries must provide more aid. If we are to play that part and bear that influence in world councils to which we aspire, we must act as a full and mature member of these councils."

Burroughs Increase

Burroughs Corporation's world-wide revenue increased 12 per cent to \$287,320,000 in the first nine months of 1960 as compared with the same period in 1959, Ray R. Eppert, president, announced.

Net income taxes increased 17 per cent to \$6,198,000 for the first nine months of 1960 compared with \$5,312,000 in the same period last year.

Based on the average number of shares outstanding, earnings per share were 93 cents for the first three quarters of 1960 compared with 80 cents in the same 1959 period.

Although present economic trends are difficult to predict, the fourth quarter is normally the best of the year for Burroughs.

FARM SURPLUS . . .

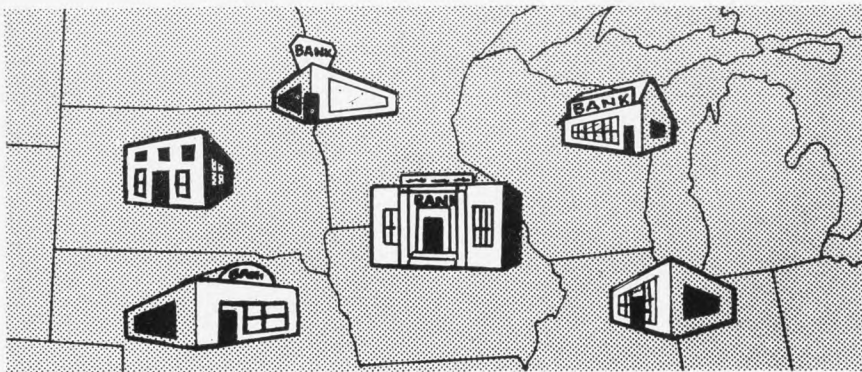
(Continued from page 30)

—other than the high being reached slightly earlier in the spring, probably in March.

He revealed that in a recent meeting in Washington of agricultural economists of the Federal Reserve Banks and the Department of Agriculture it was announced that a cattle census completed in 36 states shows there are 7 per cent fewer cattle than had been estimated all along by the D. of A. After adjustments of various kinds that will change this figure slightly, Mr. Wetmore stated, this lower level of cattle numbers still doesn't change the outlook much.

Mr. Wetmore looks for good hog prices for the first half of 1961, and lower in the second half. In response to a question from a cattle feeder, he said he believes 1961 farm income, with average weather, should be about the same as 1960. Asked whether he would buy heifers or calves at this time, Mr. Wetmore pointed out that fat cattle prices probably will rise until March and feeder prices would parallel them. He thinks short-term feeding is best now.

Following the dinner, the guests and their wives accompanied officers of The Live Stock National to the International Horse Show and Rodeo.—**End.**



Most Upper Midwest Banks Carry St. Paul's Bankers Blanket Bond

Here's why: Modern banking requires modern bonding service. That's why most Upper Midwest banks bond with St. Paul. St. Paul's Bankers Blanket Bond Form 24 with extended coverages not only guarantees standard protection, but offers many up-to-date, optional coverages, too. For more information, call your nearest St. Paul Agent.

For more information
call your
St. Paul Agent
today



HOME OFFICE
385 Washington St.
St. Paul, Minn.
CA 4-3737

KOCH BROTHERS
PRINTERS
ESTABLISHED 1889
STATIONERS OFFICE OUTFITTERS BOOK BINDERS BUSINESS MACHINES
GRAND AVE. AT FOURTH DES MOINES, IA



ST. LOUIS CITY HALL



ST. LOUIS CITY HALL

Rendered vividly in inks by illustrator Otto Keisker, this picture was awarded first prize in the seventh annual Christmas Card Competition sponsored by First National Bank in cooperation with the St. Louis Artists' Guild. Mr. Keisker, a resident of outlying Glendale, once performed for the bank in another capacity. His first job out of high school, in 1923, was in the bank's check collection department. Two years later he left the bank to attend art school. He is today one of the Middle West's leading illustrators.



Sincere best wishes
for a merry Christmas
and a happy new year

FIRST NATIONAL BANK IN ST. LOUIS



Using Loss Leaders . . .

(Continued from page 27)

and payroll tax accounting for its customers, with the special gimmick being the automatic transfer, without a pay check, of the employee's earnings from the employer's account to the employee's account, both accounts, of course, being in the same bank.

Installment Loans

At the other end of the spectrum is the installment loan department, which radiates success and profit. In

our bank our vigorous installment loan department is currently producing almost one-third of our gross income with the use of approximately one-sixth of our investible funds. Of course, we have been riding the crest of the wave, boom times, infinitesimal loss ratios, inconsequential delinquency ratios.

But even in this lush meadow the loss leader problem raises its ugly head. If the banker is retail minded,

he wants to make as many loans as possible; he wants to win new customers for his bank by meeting their personal loan needs. But he soon discovers that there is a profit factor separate from the enterprise of his loan officers, separate from their good judgment on credits, separate from their astute use of the 78th method, and that is the net cost of putting an installment loan on the ledgers and the cost of servicing it for 12 months, or 18 months, or 36 months. In other words, in simple words, a 12-payment \$100 personal loan is a loss to the bank at a 6½ per cent discount rate. Our men insist that it costs well over \$15 today for acquisition costs and maintenance of a modest-sized installment loan. We simply cannot afford to accommodate the small personal borrower.

Should such obvious unprofitable business as the small personal loan be held in the bank, in the loss leader department? The answer seems to be "No," for the reason that obviously such a borrower cannot afford other bank services, and so we cannot look to him for profitable business in other departments.

I will skip over some obvious loss leader operations in a retail bank, such as the collection window, the savings bond redemption window where the Treasury doles out 10 cents per redemption for 16 cents worth of work, and the Christmas Club window.

Actually, banks are wholesalers and retailers of money and services. The big banks have been traditionally wholesalers, and some of them would like to remain so, and probably will, but the pressure for retail banking is great. One after another the big banks have opened their marble portals to consumer credit, low-cost checking accounts, and in Texas, where banking in general has an extravagant flair, the big banks have incorporated drive-in windows in their expensive downtown skyscraper structures.

In my opinion, retail banking faces an expanding, exhilarating and challenging future. Loss leaders are definitely a necessary tool in that development, and bankers must accept them. If you ran a corner grocery store you would have to carry bread, even if you sold it at a loss, or your customers might go to the other corner store for bread and for the rest of the groceries. But bankers, and grocers, should bear in mind that the profitable portions of the business need to be proportionately sizable to produce an over-all satisfactory profit. Perhaps it is time to run a cost study on the various operations in your bank to determine your profit and loss areas.—**End.**

Banker Agents Recommend

* E.M.C. FOR COMMERCIAL COVERAGE

FIRE • BONDS • CASUALTY
INCLUDING WORKMEN'S COMPENSATION

- Money-saving premiums
 - Nationwide claim service
 - 4,000 independent agents
 - Branch Offices coast to coast

PROTECTION IN ACTION — EVERYWHERE!



*
A NATIONAL INSTITUTION
Employers

MUTUAL CASUALTY COMPANY

DES MOINES 7, IOWA

ASSETS OVER \$50 MILLION

INSURANCE



Every Independent Agent Will Want These Ideas for His Files

14 "Different" Advertising Ideas

By **FRANK SCHAFFER**
Vice President
Doremus & Company
New York City

THE possibilities for agents' advertising are endless, and they are largely untapped. As "for instance," here are 14—count 'em, 14—sales ideas in capsule form which have worked for independent agents in different parts of the country. Some of them, I hope, will be brand new to you. Some of them, I hope, you can use yourself to good advantage.

Idea Number 1

Make home appraisals the subject of your newspaper and direct mail advertising. An agent in **New York** sent out a direct mail letter to each of his fire customers asking if he would sell his home today for the amount for which it was insured. Most important, he cited the specific dollar figure in each case. Two out of three of his customers increased their home insurance.

Idea Number 2

Offer your prospects the opportunity to buy their insurance in installments. You, of course, determine whether to use a bank plan, a company plan, or a plan like Afco. A **Texas** agent who is a heavy advertiser now spends his entire advertising budget on premium budgeting. Over a two year period, this advertising has produced over 4,500 new customers!

Idea Number 3

Encourage your customers to increase their automobile insurance limits. An agent in **New Jersey** (who does a great deal less advertising than that Texas agent) stressed the importance of increasing bodily injury limits in a direct mail campaign. During three summer months, with a minimum of effort, he increased the B.I. limits on 36 policies.

Idea Number 4

To build public confidence, publicize the claims you pay. An agent in **Pennsylvania** used an attractive folder to advertise the prompt payment of a staggering \$96,000 loss to one of his

customers. On the left appears a reprint of a newspaper story about the loss; on the right, a letter announcing prompt payment of the claim.

Idea Number 5

Indicate unusual ways in which you serve your customers. An agent in **Florida** ran this ad when one of his business customers was burned out. It demonstrated with utmost simplicity the value of an independent agent. The ad announces that a men's store is operating a temporary office in this insurance agency, and that anyone wishing to file claims, pay accounts or obtain information from the store can do so there.

Idea Number 6

Use a combination of different media. An agent in **Rhode Island** used several different media and finally settled on a combination of radio and direct mail to promote a new merit-rating automobile policy just issued by one of his companies. The company paid for a portion of this advertising. During the first five months of 1960, the agent sold 500 new policies as a direct result of this advertising, with an average premium of \$93 per policy. He had to make only two personal calls. Incidentally, 67 per cent of these new customers came from Allstate!

Idea Number 7

Try unusual sizes or positions for your advertising. A **Pennsylvania** association runs small, six-line advertisements on the front page of the local newspaper. These look like news briefs or classified advertising, and get high readership. One reads:

"TROUBLE? We can't keep you out of it but an INDEPENDENT agent can be at your side in no time flat. Call a 'Serves You First' insurance agency NOW!!!"

Idea Number 8

Don't be afraid to set the record straight on competitive claims. An

agent in **Indiana** got fed up with the local deluge of misleading direct writer advertising, and composed this ad in reply:

"AT NIGHT . . . ALL CATS ARE GRAY. Insurance Policies are beautifully engraved, and the printing is a work of art. And unless you have a loss, one policy is as good as another. But who selected the insurance company? Who examined the form and suggested the amount of coverage? Only your independent insurance agent can perform these services for you. Many other so-called agents are actually company employees who are subject, of course, to discharge if they do not perform their duties as directed by their superior."

Idea Number 9

Offer some special service to the community. An agent in **New Hampshire** builds good will via the telephone. He has installed an automatic telephone device for reporting weather forecasts. People in the community can get up-to-the-minute weather news by dialing a number in his agency.

Idea Number 10

Cash in on local news events that relate to insurance. A **Kentucky** agent has been advertising on the same local radio news program for five years. He has commercials prepared on fire insurance which the station uses whenever there is a local fire. The same for windstorm, burglary, and other news events.

Idea Number 11

When a new development emerges in the business, get your local association to take large, dramatic space to advertise it. A good ad run by the

ADVERTISING IDEAS . . .

(Turn to page 89, please)

Northwestern Banker, December, 1960



Like having an extra microfilmer!

*New RECORDAK RELIANT 500 Microfilmer
lets various departments microfilm with
their own interchangeable film units.*

Takes only a few seconds to slide out one film unit and insert another in the new Reliant 500.

This instant change-over enables two departments to use the same microfilmer and still maintain record continuity . . . keeps departmental items on separate rolls of film just as if two microfilmers had been used. (Film units for the new Reliant 500 are available with reduction ratios of 40 to 1, 32 to 1 or 24 to 1.) Choice of one unit included in microfilmer cost.

New speed on every job!

In one minute your Transit Department can photograph the fronts and backs of 500 checks. *In one minute* your Trust Department can photograph 185 letter-size documents. All items are indexed on the film in the microfilming operation, which makes reference easier. At the same time, checks can be cancelled or endorsed when accessory Recordak Endorser is used.

Write today for free 4-color folder giving details on this trim and wonderfully capable new Recordak Microfilmer. Recordak Corporation, 415 Madison Avenue, New York 17, N.Y.

RECORDAK®

(Subsidiary of Eastman Kodak Company)

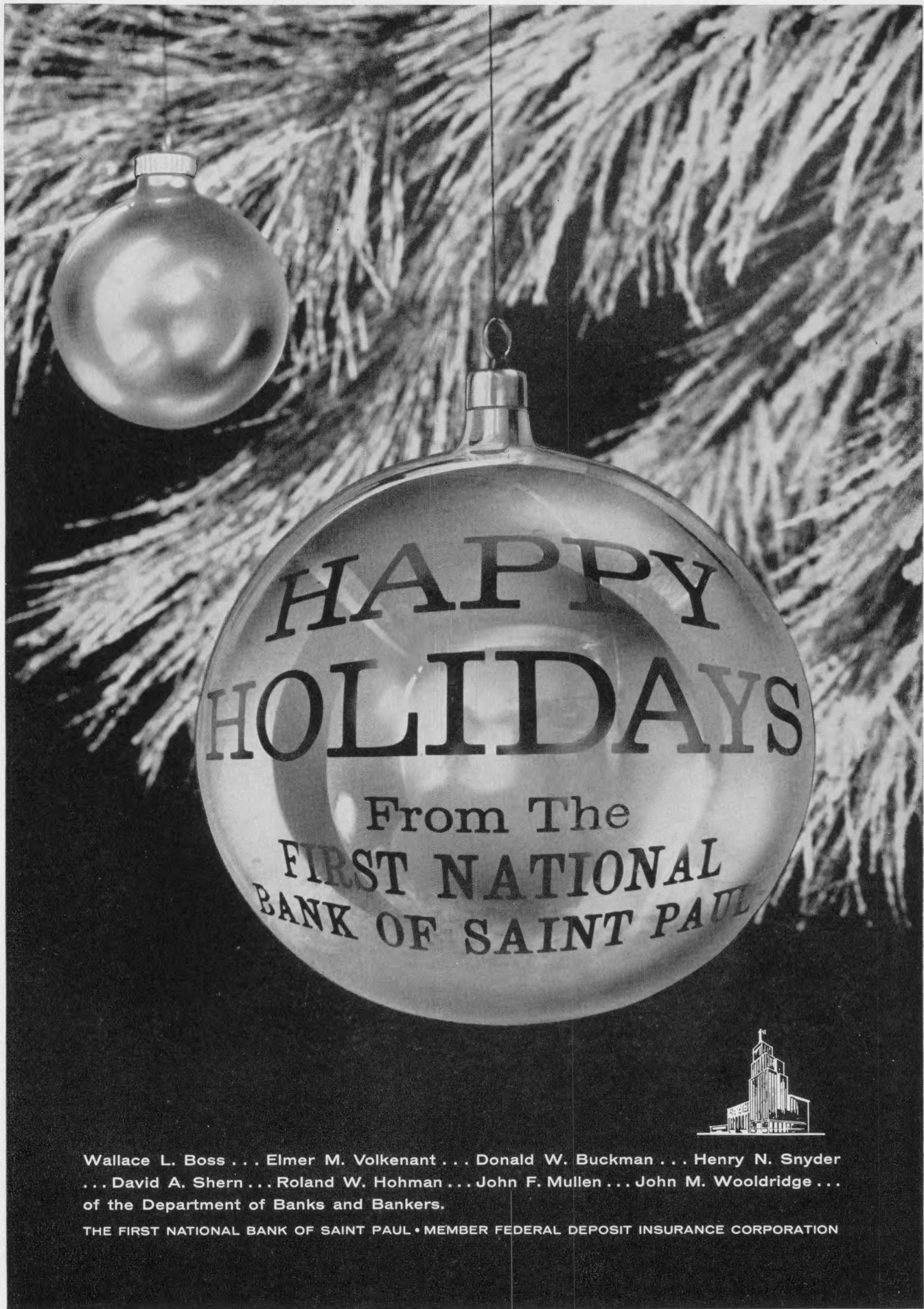
originator of modern microfilming

—now in its 33rd year

IN CANADA: contact Recordak of Canada Ltd., Toronto



Northwestern Banker, December, 1960



Wallace L. Boss . . . Elmer M. Volkenant . . . Donald W. Buckman . . . Henry N. Snyder
 . . . David A. Shern . . . Roland W. Hohman . . . John F. Mullen . . . John M. Wooldridge . . .
 of the Department of Banks and Bankers.

THE FIRST NATIONAL BANK OF SAINT PAUL • MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Minnesota NEWS

G. N. REPPE President Grand Meadow
K. A. WALES Secretary Minneapolis



Irving C. Rasmussen Leaving Commissioner Post in January

IRVING C. RASMUSSEN, Minnesota Commissioner of Banks, has submitted his resignation to governor Orville Freeman, effective January 5.



I. C. RASMUSSEN

Commissioner since 1955, Mr. Rasmussen said in a letter to the governor that he was resigning "to re-enter private business." He had been vice president of Marquette National Bank prior to his appointment as commissioner.

Mr. Rasmussen is immediate past president of the National Association of Supervisors of State Banks. He began his banking career as a messenger for Fourth Northwestern National Bank at the age of 18. He joined Marquette National after World War II.

Mr. Rasmussen's six-year term as commissioner is due to expire in March. A decision as to how the remainder of his term is to be filled will be made by Minnesota's incoming governor, Elmer Anderson.

R. L. Krause

R. L. Krause, president, First National Bank of Winnebago, Minn., died recently in a Winnebago hospital. He had been in poor health about three years.

His banking career began in 1927 when he joined the staff of a bank in Truman, remaining there until 1946 when he moved to Winnebago.

J. J. Krause Is President, Range Bankers Association

John J. Krause, assistant cashier, First National Bank of Chisholm, was elected president of the Range Bankers Association at its annual meeting last month in Chisholm. Outgoing

President Louis Marolt, cashier, First National Bank of Gilbert, was toastmaster.

Elected to serve with Mr. Krause are Ray Willenbring, vice president, State Bank of Virginia, vice president, and James Hansen, assistant cashier, Security State Bank of Hibbing, secretary-treasurer.

Joins Baudette Staff

Clyde L. Tyler, Dell Rapids, S. D., has been named assistant vice president, First National Bank of Baudette. Before serving at the Dell Rapids branch of Northwest Security National, he was in the Northwest Security National's main bank at Sioux Falls.

Cashier Leaves Ortonville

Leo Smith, cashier, Northwestern State Bank, Ortonville, recently re-

signed that position to join the Indiana National Bank at Indianapolis.

Bird Island Promotions

Directors of the State Bank of Bird Island, Minn., have promoted Donald Kieholz from assistant cashier to vice president and Virgil Wenzel from assistant cashier to cashier. R. B. Haakenson, who has been executive vice president and cashier, will continue as executive vice president.

Brown's Valley Modernization

The front of the Union State Bank, Brown's Valley, Minn., recently underwent a face-lifting as several tons of large granite blocks were removed from the front's top. After removal of the huge blocks, the front was squared off at the top making the building, erected in 1902, assume a more modern appearance.

William W. Lindquist

Willard W. Lindquist, 55, former Rockford, Minn., banker, died recently at his home in Rockford. Surviving are his wife, Muriel; a son, Willard, Jr., and a sister, Mrs. George B. Hildre.

Brainerd Surplus Increase

C. W. Boteler, president of the First National Bank, Brainerd, Minn., has announced an increase of \$46,000 in the bank's surplus account, bringing its surplus to \$250,000, equal to its capital. Total capital structure now stands at \$608,655.47.

Business in New Location

Business began recently for the Polk County State Bank, Crookston, Minn., in a new location on the corner of Broadway and Robert Streets. The bank building has been undergoing extensive remodeling and expansion for some time.

After the temporary building next to the bank building has been removed, work will begin on new drive-in facilities. President G. E. Kronholm recently explained the new ceiling — airson ceiling — which provides fresh air which is cool in summer and warm in winter.

Edina Promotion Announced

Election of D. William Smith, Jr., as cashier of the First Edina National Bank has been announced by President E. W. Oredson.

Mr. Smith began his banking career in 1952 at the First National Bank of Minneapolis. He joined the bank in Edina in 1957 at which time he was elected assistant cashier, a position he has held since.

Given Bond Award



ARNULF UELAND, chairman and chief executive officer, Midland National Bank, Minneapolis, and state chairman of the Minnesota Savings Bond Committee, was recipient of a coveted U. S. Treasury Department medallion award recently. The award is called the Secretary's Medallion and features a portrait of Secretary of the Treasury Anderson. Above are, from left, John B. Kimberley, regional director, U. S. Savings Bonds Division, Des Moines; Mr. Ueland; William H. Neal, national director, Treasury's Savings Bond Division, Washington, and Fred King, Minnesota Savings Bonds Program state director.

Twin City News



OLIVER W. HEDEEN, vice president, First Trust Company, St. Paul, has been elected president of the Corporate Fiduciaries Association of Minnesota. Vice presidents are: **Albert W. Gray**, vice president and trust officer, Midland National of Minneapolis; **John T. O'Connor**, assistant vice president and trust officer, Northwestern National of St. Paul, and **Vernon K. Falgren**, vice president, First American National of Duluth. **Frank B. Krause**, vice president, First National of Minneapolis, was elected secretary-treasurer.

* * *

Directors of the Northwest Bancorporation have announced the promotion of **Roy L. Swenson** and **Frederick T. Hubbard, Jr.**, from assistant vice presidents to vice presidents, and **Bruce B. Burnes** from assistant secretary to assistant vice president. **A. Ned Mayer**, vice president of The Dakota National of Bismarck, also was elected assistant vice president of the Bancorporation.

* * *

Directors of the First Southdale National Bank have approved a new issue of capital stock and committed the bank to expansion of its space in Southdale Center, it was announced by **Donald W. Judkins**, president. Both actions were taken to meet the steady growth of deposit and loan activities which the bank is enjoying, according to Mr. Judkins.

The stock subscription, effective at once, adds \$163,500 to the bank's capital structure which now totals \$515,000.

Expansion of the bank's quarters will occur in November, 1961, when leases of several neighboring Southdale tenants expire. Mr. Judkins stated that customer service and working areas of the bank will be doubled at that time.

* * *

The Farmers & Mechanics Savings Bank of Minneapolis recently recorded the 100,000th account in the 52-year history of its school savings program.

Northwestern Banker, December, 1960

Carl Forsberg, manager of the school savings department, said 173 schools are participating in the program this year.

* * *

The First Group of banks, 18 in the Twin Cities area and 70 elsewhere in the Ninth Federal Reserve District, has retained the national advertising agency of Batten, Barton, Durstine & Osborn. This is the first time all affiliates of the **First Bank Stock Corporation** have employed a single agency.

* * *

De Luxe Check Printers, Inc., has begun construction of a new headquarters and research building in nearby Roseville. The 23,000 square-foot structure will cost about \$600,000. The company has 11 plants in various sections of the nation. Printing of checks will be continued at the firm's St. Paul plant.

* * *

The Camden Northwestern State Bank of Minneapolis recently celebrated its 50th anniversary with a two-week observance climaxed by an open house. The bank has grown from three employees in 1910 to 52 at present. Resources have increased from \$105,818 to nearly \$15 million.

Reuben R. Nelson, president, has been with the bank since 1914.



50th ANNIVERSARY of the Camden Northwestern Bank was commemorated last month with an open house. **John Hokans**, left, at age 85, is the bank's oldest depositor. Here he is shown pointing out a familiar landmark on one of the open house displays to **G. B. Sigurdson**, 79, a director of the bank and its first cashier when it received its charter in 1910.

John R. Winsor, Harris, Upham & Company, is the new chairman of the Minnesota group, Investment Bankers Association of America. Other officers are: **James E. Kingel**, Juran & Moody, Inc., vice chairman; **Wheelock Whitney, Jr.**, J. M. Dain & Company, Inc., secretary-treasurer, and **Arthur H. Rand, Jr.**, Woodard-Elwood & Company, governor. Named to the executive committee were **William W. Lewis**, Reynolds & Company, and **Leslie A. Nelson**, Merrill Lynch, Pierce, Fenner & Smith, Inc.

Speaker at the group's annual meeting in Minneapolis was **James Lee**, New York, retiring president of the Investment Bankers Association of America.

* * *

Three members of the Minnesota group, National Association of Bank Women, have been appointed to posts for 1960-61.

Eleanor Vanderbilt, manager of the stenographic department, Northwestern Bank of Minneapolis, was named regional vice president, north central division; **Alice Foss**, assistant secretary, Farmers & Mechanics Savings Bank of Minneapolis, was named to the public relations committee, and **Frances Baker**, women's representative, First National Bank of Minneapolis, to the publicity committee.

Officers of the Minnesota group include: **Juanita White**, First National Bank of Minneapolis, vice chairman; **Mrs. Virgille L. Peeke**, Northwestern National Bank of Minneapolis, secretary; **Mrs. Helen I. Belmont**, Richfield State Bank, membership chairman, and **Dorothy Goth**, First National Bank of St. Paul, publicity chairman.

* * *

S. O. Huso, president, First Produce State Bank of Minneapolis, announced an increase of \$70,000 in that bank's surplus account, bringing its surplus to \$320,000, equal to its capital. Deposits now total more than \$10 million.

* * *

The \$3 million modernization program at the **American National Bank**

Society NATIONAL BANK OF CLEVELAND



"National POST-TRONIC machines save us 61% annually on our investment!"

Society NATIONAL BANK OF CLEVELAND

"We are always striving to maintain Society's 110-year-old reputation as a helpful, friendly place to do business. This requires equipment to handle the ever-increasing checking account activity.

"In mid-1958, we installed seven National POST-TRONIC* machines in our Commercial Bookkeeping Department.

"Comparison of our operating costs shows our POST-TRONIC installation saves us 61% of our investment each year.


"Among the many factors that make possible these savings is floor space. The speed and efficiency of the seven POST-TRONIC

machines enable us to save enough space so we can centralize our bookkeeping at the main office for all our branches.

"These savings have proved to our management that National POST-TRONIC machines are an excellent investment for banks . . . in terms of reduced operating costs, and in maintaining customer service while handling increased work loads each day."

Merwin B. France
President

Society National Bank of Cleveland

Electronics provide the lowest posting costs ever known, more efficient over-all operation of any bank, regardless of size. Your local National representative will show how much the POST-TRONIC can save your bank. He's listed in the yellow pages of your phone book. 

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

National*

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

THE NATIONAL CASH REGISTER COMPANY, Dayton 9, Ohio

1039 OFFICES IN 121 COUNTRIES • 76 YEARS OF HELPING BUSINESS SAVE MONEY

Northwestern Banker, December, 1960

Wins 1961 Thunderbird for Window Display



THE 3-WINDOW DISPLAY at left emphasizing the importance of travelers cheques to the traveling public won first place in a national bank display contest held by American Express Company. Winner was **Jon Bjornson**, director of advertising for Northwestern National Bank of Minneapolis, who conceived and designed the triple window display for the bank's

ground floor windows on Sixth Street. He is shown at right receiving the keys to the first prize, a custom-built 1961 Ford Thunderbird, from **Joseph H. Heller** (left), district manager for American Express' Minneapolis office. **James Henderson**, American Express vice president in New York, said a total of 250 prizes were awarded in contest, which closed in September.

of **St. Paul** has reached the half-way point, with completion expected early in 1962. The bank will use twice as much space in the remodeled building, expanding into the entire third floor and part of the fourth. Main banking will occupy the entire 34,000 square-foot second floor, centering on an L-shaped lobby.

The remodeling is the second stage of a three-stage building program. The first, a circular drive-in bank and parking area, was completed last year at a cost of \$1 million. The third phase will consist of expansion of the drive-in and construction of underground parking ramps.

* * *

Al F. Hein, president of Modern Bin Equipment Company, has been appointed a director of the Third Northwestern Bank, **E. A. Patch**, president, has announced. He fills the vacancy left by the death of a former director, **Edward R. Conry**.

* * *

Re-election of two directors of the Federal Reserve Bank of Minneapolis has been announced by **O. B. Jesness**, chairman. They are **Harold C. Refling**,

cashier of the First National Bank of Bottineau, N. D., and **Ray C. Lange**, president of the Chippewa Canning Company, Inc., of Chippewa Falls, Wis.

* * *

Ralph V. Hagen, president, First Hennepin State Bank of Minneapolis, reported an increase of \$50,000 in the bank's surplus account, bringing its surplus to \$200,000, equal to its capital. Deposits now total more than \$6 million.

* * *

Capital and surplus of Third Northwestern National Bank now stands at a record \$1 million, reports **Earl A. Patch**, president.

In an action by the bank's directors, the surplus account was increased \$100,000 to \$550,000. It marks the fifth increase since January 1, 1953.—**End**.

George Schou

George Schou, 45, vice president, Chisago County State Bank, Center City, Minn., died recently at his home in Lindstrom. He had farmed near Tyler until February, 1957, when he entered banking.

Heads Minnesota Bank

Harris J. Sorensen, vice president and cashier of the Wahpeton, N. D., National Bank, has been elected president of the First State Bank of Minnesota, Minn., succeeding **Arthur E. Schnad** who becomes vice president of the First National Bank of Miller, S. D.



H. J. SORENSEN

All three banks are members of the First Service Group of banks of First Bank Stock Corporation, Minneapolis.

Wins in National Contest

Willis D. Wyard, First American National Bank, Duluth, recently announced that **Leonard E. Griffith**, assistant cashier, is a prize winner in the nation-wide Travelers Cheque Display Contest sponsored by American Express Company.

Mr. Griffith won seventh prize, a transistor radio, which was presented to him at the bank by Mr. Wyard with a message of congratulations from **Olaf Ravndal**, senior vice president and treasurer of American Express.

The prize was awarded for originality and imagination in designing a lobby display at the bank.

Promoted at Willmar

Promotion of **Maynard A. Lawrence** from assistant cashier (since 1957) to cashier, First National Bank of Willmar, Minn., has been announced by President **Arthur M. Kjos**. He suc-

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

ceeds George T. Galloway, now cashier of the First National Bank of Virginia, Minn. Both banks are affiliates of the First Service Group of First Bank Stock Corporation.

Also, E. T. Fridner, vice president, has been elected to the board, succeeding the late O. F. Grangaard.

Assistant Cashier at Windom

Vernal L. Thompson, president, First National Bank of Windom, has announced the election of Jack M. Thompson as assistant cashier.

Charles E. Meislahn

Charles E. Meislahn, 75, who had been in the banking business at Cleveland from 1934 until his retirement in 1959, died recently at his home in Cleveland.

Capital Stock Increase

The First National Bank of Elbow Lake, Minn., recently announced a \$50,000 capital stock increase—from \$50,000 to \$100,000—by the sale of new stock.

Waterville Banks to Merge

Steps have been taken toward the consolidation of the Citizens State Bank of Waterville and the Security State Bank of Waterville. Planned also is a remodeling for an addition to the rear of the present Citizens State Bank.

Joins Staff at Fairfax

Paul A. Duckstad of Montevideo has joined the staff of the First National Bank, Fairfax, to assist in the loan department and on public relations and new business developments.

1,600 at Open House

An estimated 1,600 persons attended the recent open house at the Greenbush State Bank, Greenbush, Minn., in observance of that institution's 25th anniversary.

I. S. Folland, president, said there were more than 1,400 registrations and that guests were pleased with refreshments and several prizes.

Carl W. Jensen

Carl W. Jensen, an officer of the First State Bank in Clearbrook for the past 50 years, died recently after failing health since 1951 when he retired from active work as vice president. Since that time he has remained on the bank's board of directors.

George Reppe Honored

More than 60 distinguished friends from various parts of the nation met recently in Grand Meadow, Minn., to

Senators View New Home



NEW HOME FOR THE WASHINGTON SENATORS is inspected from the 28-story First National Bank building in Minneapolis by officials of the new Minneapolis-St. Paul Major League Team. Shown here in the bank's dining room pointing out the location of Bloomington Stadium where the former Washington Senators will make their home are, from left: **William Robertson**, Senators' stadium manager; **Gordon Murray**, First National president; **Ossie Bluege**, team vice president and comptroller; **Calvin Griffith**, team president, and **Howard Fox**, road manager.

participate in a testimonial breakfast for George N. Reppe, who was elected president of the Minnesota Bankers Association at last June's meeting. Mr. Reppe is president of the State Bank at Brownsdale and the First State Bank of Grand Meadow.

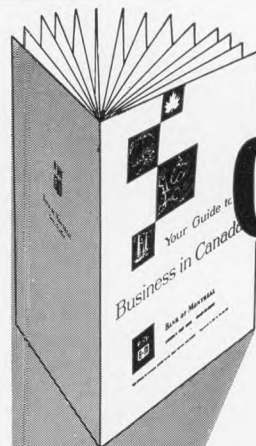
\$100,000 Owatonna Increase

Clifford Sommer, president, Security Bank and Trust Company, Owa-

tonna, announced last month that directors have approved an increase of \$100,000 in the common capital of the bank. This increases capital from \$300,000 to \$400,000 by transfer of \$100,000 from undivided profits.

Announces \$100,000 Increase

C. E. Taylor, president of the First National Bank of Hibbing, has announced an increase of \$100,000 in the



For Your *Clients*

CANADIAN

Patent, Copyright
and Trademark...

regulations are outlined in "Your Guide to Business in Canada," just published as a service to American executives by Canada's First Bank. Many other essential subjects, including Canadian taxes and company formation, are discussed.

This booklet is one of a number of B of M publications which may help you render broader service to your Canadian-minded customers. For a free copy write on your bank letterhead to our nearest U. S. office or to the Business Development Department, Head Office, Montreal.



BANK OF MONTREAL

Canada's First Bank Coast-to-Coast

BRANCHES IN ALL TEN PROVINCES

District Headquarters:

Halifax, Toronto, Winnipeg, Calgary, Vancouver

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

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

Head Office: Montreal

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

Northwestern Banker, December, 1960

bank's surplus account, bringing its surplus to \$600,000, compared to its capital of \$300,000. Total capital, surplus and surplus reserves now stand at \$1,256,000.

Banker to Insurance Board

Harold Lothspeich, cashier of the First Bank of Langdon and manager of the First Bank Insurance Agency, was elected a director for a two-year term of the Insurance Federation of North Dakota at the group's recent annual meeting at Bismarck.

Albert Lea Bankers Study

Fifteen bank officials from Albert Lea recently participated in a class in principles of bank operations.

Don Nordlie, vice president, Freeborn National Bank of Albert Lea, was the instructor. Assistant instructors were: R. J. Sapp, V. O. Henry, E. A. Campion and R. W. Delaney, all of the First National Bank.

The class was organized by the Minnesota Bankers Association Educational Committee, through J. A. Dorman of the First National Bank of Albert Lea.

Attending from the First National Bank were: Herbert O. Anderson, Virginia Blizard, J. A. Dorman, Helen Jorgenson, Frances Land, Betty Olson and Gloria Thofson.

Attending from the Freeborn National bank: Marilyn Ferring, Bernard E. Halfpop, Richard J. Kenevan, Pat Light and Kay Wichmann.

Attending from Security State Bank: Ellen C. Helgesen, C. E. Myre and Mary Ann Sorenson.

Also, from Glenville, Mrs. Frances Nelson of the Citizens State Bank.

Morris Bank Celebrates 25th

Gifts were awarded to the first 500 families represented at the recent open house at the Morris State Bank, Morris, Minn., as that banking institution celebrated its 25th anniversary. Also, there were refreshments for all who were in attendance.

MORE MINNESOTA NEWS ON PAGE 91

Joins Miller Bank

Election of A. E. Schnad of Minnesota, Minn., as vice president of the First National Bank of Miller, S. D., has been announced by L. E. Weaver, president of the South Dakota bank.

Mr. Schnad, pioneer upper midwest banker, began his banking career in Miles City, Mont., in 1924. From 1939 to 1946 he managed the Huron Branch, National Bank of South Dakota, an affiliate of First Service Group of banks of First Stock Bank

Corporation. Following that, he became cashier, First National Bank, Bozeman, Mont., until 1949 when he went to the First State Bank of Minnesota as vice president. He has been president of that bank since 1957. The Bozeman, Minnesota, and Miller banks are also affiliates with the First Service Group.

Approves Drive-in

The Huron city commission has given its approval for the Farmers and Merchants Bank to construct a drive-in facility. Plans are to install a drive-in window on the east side of the bank building. Space was provided for this when the bank was re-modeled.

New SDBA Committee

Robert H. Frei, president, South Dakota Bankers Association, has announced the appointment of a newly formed installment credit committee.

Members are William H. Mateer, assistant vice president, Citizens Bank of Mobridge, chairman; D. Wayne Meyer, vice president, Peoples State Bank, De Smet; Earl G. Miller, vice president, National Bank of South Dakota, Sioux Falls; Leo Pottratz, cashier, Farmers State Bank, Flandreau, and A. L. Mikkelson, cashier, Security State Bank, Wakonda, executive council representative.

DIRECTORS

CLIFFORD L. ADAMS
President
MARK CORD
Realtor-Farmer
CHARLES DUCHEN
Vice President Younkers, Inc.
Manager Sioux City Store
STANLEY W. EVANS
First Vice President
CARL L. FREDRICKSEN
Chairman of the Board
GEORGE A. NEAL
Chairman of the Board, Iowa Public Service Co.
DAVID A. NOBLE
Iowa Stock Pig Company
Live Stock Feeder
RAY A. RODEEN
President Sioux City Stock Yards Co.
President Sioux City Terminal Railway
President Sioux Falls Stock Yards Co.
BYRON L. SIFFORD
Counsel
Sifford & Wadden, Attorneys
MILTON TAPPAN
President Johnson Biscuit Company
President LeMars Mutual Insurance Company



OFFICERS

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

The Live Stock National Bank

SIoux CITY, IOWA

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1960

South Dakota NEWS

ROBERT H. FREI President Wagner
A. S. GULLICKSON Secretary Huron



SDBA Management Clinic

THE 12th annual Bank Management Clinic was held last month in Huron under the sponsorship of the South Dakota Bankers Association.

A stimulating program keyed for both large and small banks made this one of the most interesting programs for the attending bankers.

The opening session featured Devereaux F. McClatchey, Atlanta, Ga., lawyer and financial writer, and James Claypool, Northern City National Bank of Duluth, Minn. O. D. Hanson, president, Independent Bankers Association, also appeared on the program.

In the afternoon session a panel dealt with the subject of "Promoting a Greater South Dakota." Next, Dr. Arthur Uppgren, Macalester College, St. Paul, Minn., delivered an address. This was followed by a panel discussion on the Wisconsin School of Banking. Roger Reisher, assistant cashier, Home State Bank, Kansas City, Kan., closed activities of the first day with a discussion of bank personnel activities.

Banquet speaker was Clarence Peters, New York City. His topic was "Getting Along With Our Human Relations."

The next morning Karl Goldsmith, legal counsel for the SDBA, started things off with a look at the 1961 legislative picture. J. F. Kennedy of New Hampton, Iowa, spoke on "A Country Banker's Role in Community Development" and William Oncken, Jr., discussed management development. Carl E. Bolte was the luncheon speaker.

Capital Increased

Common capital of the Custer County Bank, Custer, S. D., has been raised

to \$100,000, according to E. R. Arneson, president.

The increase brings total capital investment to over \$400,000.

Brookings Changes

R. O. "Dick" Wold, assistant cashier, Northwest Security National Bank at Sioux Falls, has been named vice president of the Brookings branch. Thomas J. Garry, assistant vice president of the Brookings branch, has been named assistant vice president and assistant manager of the Dell Rapids branch.

Installs Postronic

A Postronic bookkeeping machine has been installed at the Farmers and Merchants Bank of Watertown, S. D., according to W. C. Talen, president.

Hot Springs Opening

More than 1,800 persons attended open house at the new Hot Springs branch of the Rapid City National Bank.

Officers of the new branch are Philip Zastrow, vice president and manager, and Nick C. Theisen, assistant cashier. A. E. Dahl is chairman of the board of the Rapid City National and Walter Pailing is president.

The new bank is at 702 Jennings Avenue in a building that has been completely remodeled. The front features a large time and temperature sign, similar to that which is displayed at the Rapid City National. Interior of the branch is completely new with luminous ceiling, new floors, carpeting and newly decorated. The building is air conditioned and has a new concrete and steel vault with a steel Diebold door.

Fixtures are unique in that they are

of staggered design to provide customer privacy. A walk-up window and night depository are other features.

During the first week of operation, checking and savings accounts totaling more than \$100,000 were opened.

Pollock Open House

Open house was held last month at the Pollock branch of the Campbell County Bank, Herreid, S. D. Free prizes—two \$25 savings bonds, a radio and 15 other valuable prizes were given to visitors.

The Pollock branch opened for business last July.

L. H. Cornell Retires; Remodeling Under Way

L. H. "Peck" Cornell, vice president and manager of the installment loan department of the Huron branch of the Northwest Security National Bank, was honored recently at a banquet preceding his retirement. Mr. Cornell started his banking career a little over 40 years ago.

The bank also has announced that work is now under way on a comprehensive remodeling program. Estimated cost of the project is \$200,000 and completion is expected in about six months. Rearrangement and complete refurbishing of the main floor lobby and transfer of the bookkeeping department to the second floor are highlights of the project. A walk-up window also is planned.

In New Quarters

The Farmers State Bank, Parkston, S. D., has moved to new quarters and has installed 182 new safety deposit boxes. The new building also houses the Farmers State Insurance Agency. A grand opening will be announced later, according to V. E. Bormann, president.

Sioux Falls

AN INCREASE of \$250,000 in the capital of The National Bank of South Dakota was announced by **Tom S. Harkison**, president. Capital now stands at \$1,000,000, surplus \$1,000,000, and undivided profits \$207,372.

SIoux FALLS NEWS . . .

(Turn to page 88, please)

The National Bank OF SOUTH DAKOTA

Member of Federal Deposit Insurance Corporation

★ SIOUX FALLS, 100 North Phillips Avenue
★ SOUTH BRANCH, 2501 South Minnesota Avenue
★ EAST BRANCH, 2301 East 10th Street
★ VERMILLION
★ HURON

Affiliated with FIRST BANK STOCK CORPORATION

Northwestern Banker, December, 1960

Holdes Art Show, Unveils Mural



CYRUS RUNNING, painter of the mural, is shown explaining a section of the Northwest Bank's new 104-foot mural. Mr. Running is head of the art department at Concordia College, Moorhead, Minn.

The Northwest Security National Bank, Sioux Falls, S. D., was host last month to the Northwest Bank's 1960 Festival of Fine Art. This was an exhibition of outstanding oil paintings by a selected group of the nation's finer painters.

Held in connection with the exhibit was the public introduction to the new Northwest Bank mural, a beautiful 104-foot long mural depicting the

industry, schools, churches and agriculture of Sioux Falls and the surrounding area. The mural was painted by Cyrus Running, head of the Art Department, Concordia College, Moorhead, Minn. The bank held a "Name the Mural" contest with a prize of \$100 to stimulate interest in the mural.

Artists from many parts of the country exhibited their paintings at the

Festival of Fine Art. Included were artists from New York City; Hartford, Conn.; Iowa City, Iowa; Moorhead, Minn.; Northfield, Minn., and Sioux Falls. All were professional artists who make their living in the field of art.

The Northwest Bank paid the costs of shipment of the works on exhibit and acted for the artists in the sale of their works. The prices of the paintings were established by the artists and all transactions were handled by the bank without cost to the artists. The exhibition continued in the lobby of the Northwest Security National Bank for one week. The works not purchased were then returned to the artists.

The Northwest Bank established a \$500 purchase award for the painting designated as the winner by a panel of three jurors. Jurors were Walter Quirt, department of art, University of Minnesota; Rob Roy Kelly, head of graphics department, Minneapolis School of Art, and James O'Rourke, director of O'Rourke Gallery, Moorhead, Minn.

Acting for the bank as coordinator in the organization and management of the exhibit was Robert J. Aldern of Sioux Falls. W. J. Heimerman, vice president, was in charge of the show for the bank.

Holiday Greetings

The above scene is a portion of the new 104 foot wall mural at the Northwest Bank in Sioux Falls. Commissioned to do the mural was Cyrus Running, head of the art department at Concordia College, Moorhead, Minnesota. The mural is a tribute to Sioux Falls and the surrounding area depicting church, schools, and hospitals, together with local industry, community activities, residential areas, a rural community (shown above), and a typical South Dakota farm. Many school and community events are suggested by the people and objects included in the mural.

NORTHWEST Security National BANK

OF SIOUX FALLS, BROOKINGS, CHAMBERLAIN, DELL RAPIDS,
GREGORY, HURON, MADISON & S. F. STOCKYARDS

North Dakota NEWS

EARL WEYDAHL **President** **Killdeer**
C. C. WATTAM **Secretary** **Fargo**



Kulm Open House

Open house was held last month at the Kulm State Bank, Kulm, N. D., marking the completion of an extensive remodeling project that has transformed the bank into one of the most modern in that area.

Changes include lowering of the ceiling, addition of two executive offices and two consultation rooms, a new addition measuring 28 by 46 feet and complete redecoration.

A full basement under the new addition contains a community room complete with kitchenette. The room is decorated with an original mural of the Whitestone Battlefield.

A \$25 savings account was awarded as the top door prize at the open house, according Sharpe Pruetz, president.

Hosts 4-H Club

The Liberty National Bank of Dickinson, N. D., recently hosted the Gladstone, N. D., 4-H Club at the Stark and Billings County 4-H Awards Banquet.

Executive Vice President J. A. O'Brien also reports that plans for a new building have been submitted to contractors for bids. Work is to start next spring.

Two New Directors

Jos. D. Bryne, senior partner in the Bryne Insurance Agency, and Evan

E. Lips, member of the Murphy Insurance Agency, have been elected to the board of directors of the First National Bank of Bismarck, N. D.

Evan Staltzman, president, said both men were born in Bismarck, have spent their entire business careers there and both have been active in civic affairs.

Moves to New Quarters

Gordon P. Stennes, cashier, Harwood State Bank, Harwood, N. D., reports that bank has moved to new quarters and that an open house was scheduled for December 10.

Architect for the new building was Herman Skaret of Fargo, N. D., and general contractor was Marv Wenaas of Hunter, N. D.

Leaves Jamestown

Charles A. Thorkelson, 44, cashier of the First James River National Bank, Jamestown, N. D., has been elected president of the Citizens State Bank of Redwood Falls, Minn., according to P. J. Schirber, president.

Both banks are affiliates of the Northwest Bancorporation.

New at Wahpeton

C. B. Schmidt has been named vice president of the Wahpeton National Bank, Wahpeton, N. D. He succeeds H. J. Sorenson, who has been named

president of the First State Bank of Minneota, Minn.

Mr. Schmidt joins the Wahpeton bank from the First National Bank of Bismarck where he was assistant cashier.

Both banks are affiliates of the First Bank Stock Corporation.

Increases Capital

Common capital stock of the Security Bank of Hebron, N. D., has been increased from \$70,000 to \$85,000.

Grand Forks Changes

Paul M. Mikelson has resigned as cashier of the First National Bank in Grand Forks, N. D., to become vice president and cashier of the First National Bank of Winnetka, a suburb of Chicago.

L. S. Bue, assistant vice president, has been promoted to fill the vacancy. Also, B. P. McDermott has been made manager of the installment loan department where he has worked with Mr. Bue for several years.

Mandan Promotion

George L. Selinger has been promoted to assistant cashier at the Mandan First National Bank, Mandan, N. D.

Robert M. Stroup

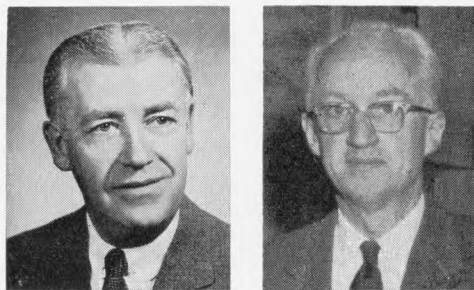
Robert M. Stroup, who had devoted nearly half a century to banking, died recently at Memorial Hospital in Bismarck, N. D. He was 82.

At the time of his death, Mr. Stroup was president of the Union State Bank in Hazen, a position he had held since purchasing an interest in the bank in 1929.

In 1916, Mr. Stroup helped found the First State Bank of Zap, N. D., and in 1956 the Stroup family purchased a controlling interest in the Garrison State Bank.

Montana NEWS

R. M. WATERS **President** **Billings**
R. C. WALLACE **Secretary** **Helena**



Glacier NABAC Meeting

The Glacier Conference of NABAC met December 10 at the Rainbow Hotel in Great Falls, Mont. Featured speakers included the following:

"Audit, Control Without an Auditor

in Your Bank" was discussed by Leonard Roche, auditor, First National Bank of Missoula, Mont. "Trends in Consumer Finance in the 1960's" were outlined by Charles A. S. Rigg, vice president and manager, installment

loan department, First National Bank, Missoula. "Federal Reserve Bank Policies" were discussed by Clement A. Van Nice, vice president, Federal Reserve Bank of Minneapolis, Helena Branch. The team of John Cross and Dick Rigg, C.P.A.s from the accounting firm of Cross & Rigg of Glendive told how "A C.P.A. Looks at Audit, Control and Operations of a Bank."

The one day meeting was concluded with a panel review moderated by Harry A. Hermanson, cashier, Great Falls National Bank. A symposium and dinner rounded out activities.

Lewistown Open House

Open house at the newly remodeled Northwestern Bank of Lewistown,

Mont., was held recently. The renovation took nearly seven months.

The interior of the bank has undergone several changes. A new book-keeping department, featuring modern machines and techniques, is now in operation as well as a complete consumer finance department. A special feature is the addition of a drive-up banking facility.

Havre Ag Representative

Stuart Ellison has joined the First National Bank in Havre, Mont., as full-time agricultural and livestock representative.

Mr. Ellison formerly was with the Farmers Home Administration and was county supervisor of McCone, Garfield, Hill and Blaine counties.

Big Timber Opening

The Citizens Bank at Big Timber, Mont., held open house recently after completion of a remodeling project. New fixtures and rearrangement of facilities were included in the project. A door prize of \$75 was given.

Names Ag Representative

Earle C. Gross, former county agent at Forsyth, Mont., has joined the First National Bank in Miles City, Mont., as agricultural representative. He has served four years as county agent for Rosebud County.

Joins New Bank

Robert Nute, formerly with the First National Bank in Bozeman, has

assumed duties with the Valley State Bank in Billings as cashier. Opening of the new Billings bank was announced last month with a report that Aldon E. Omdahl had been named president.

Plan New Bank

An application has been filed for a state banking charter by Charles W. and Richard D. Rubie of Havre for a new bank in Great Falls, Mont.

The applicants plan to renovate the old Montana Bank in Great Falls and to establish the Central Bank of Montana. The Rubies are officers of banks in Havre, Chinook, Big Sandy, Chester and Rudyard.

A new bank would be the fifth for Great Falls.

Colorado-Wyoming News



L. E. FITZGERALD, Yuma
President
Colorado Bankers Assn.



JOHN W. FRANCE, Rawlins
President
Wyoming Bankers Assn.

Denver Dividend

The Denver U. S. National Bank directors recently voted to declare a 12½ per cent stock dividend subject to the approval of stockholders at the annual meeting January 17. The dividend will be payable January 27. A one share dividend will be paid for every eight shares held.

Also, the directors transferred \$1 million from undivided profits, raising the bank's capital structure from \$8

to \$9 million, to provide for the dividend.

Buys Cortez Bank

Controlling interest in the Citizens State Bank, Cortez, Colo., has been purchased by Charles Searle, a Cortez real estate man, in association with J. Crawford Butts of Boulder.

Controlling interest was purchased from Jack Wells and Dwight Martin who had purchased controlling inter-

est last August.

Directors, in addition to Mr. Searle, are A. W. Denny, W. V. Dunlap, H. C. Flaugh, Jack Hawkins, C. C. McAfee, Robert O. Moll, Dan O'Laurie, Charles Snyder, Mr. Wells and Mr. Martin.

Mr. Searle has been a director of the bank for the past two years.

Mrs. Ruth Alexander

Mrs. Ruth Alexander, 67, wife of Phillip K. Alexander, senior vice president of the First National Bank of Denver, died recently. She became ill shortly after returning from a five-week tour with Mr. Alexander of the Scandinavian countries.

Buys Reserve Champion

The First National Bank of LaJara, Colo., purchased the reserve champion 4-H calf at the 22nd annual San Luis Valley 4-H Show and Sale recently in Alamosa. The bank also purchased the 12th place calf in the heavyweight division.

Capital Increases

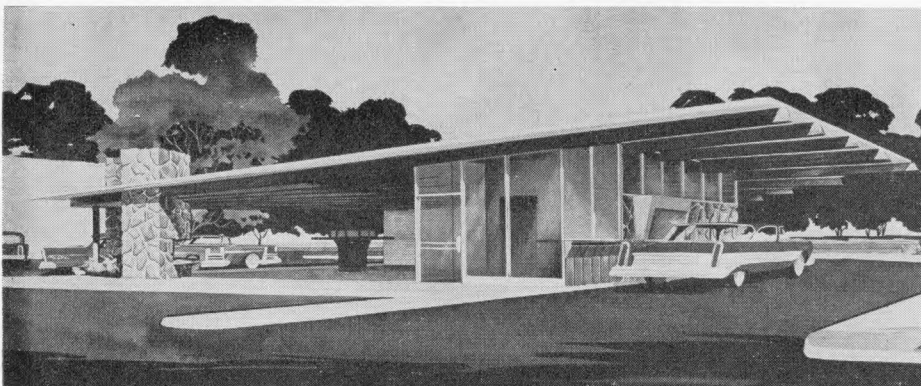
Capital stock of the Citizens National Bank of Akron, Colo., has been increased from \$200,000 to \$250,000 by a stock dividend and at the First National Bank in Fort Collins, Colo., capital stock has been increased from \$375,000 to \$450,000 by a stock dividend and from \$450,000 to \$500,000 by the sale of new stock.

Heads Clearing House Group

Douglas W. Caldwell, senior vice president, First National Bank of Pueblo, was elected president of the Arkansas Valley Clearing House Association at the group's annual meeting at La Junta. He succeeds Henry D. Williams, vice president, Arkansas Valley Bank.

Other officers include A. F. Esgar,

Drive-In Nears Completion



SCHEDULED FOR COMPLETION by January 1 is this Englewood State Bank \$150,000 drive-in facility. It will provide 10 windows for drive-in and walk-up service. Located diagonally across from the main bank, this unit will feature a 24-hour drive-in depository and a small lobby open 24 hours a day with a walk-up depository. It is connected with the main bank by telephone, an alarm system, closed circuit television and a two-way pneumatic tube.

Northwestern Banker, December, 1960

president, Wiley State Bank, vice president, and Mrs. William Schiffman of the First National Bank of Trinidad, secretary-treasurer.

Alamosa Changes

Lloyd O. Burton, Jr., has been promoted to executive vice president and Walter E. "Bud" Carsella has been promoted to vice president of the First National Bank of Alamosa, Colo. Mr. Burton has been with the bank for 13 years and is currently serving his first term as mayor of Alamosa.

Mr. Sarsella has been manager of the installment loan department for the past two years.

Also announced was the election of two new directors, Malcolm Stewart, Jr., Alamosa rancher, and Donald J. Wuckert, Alamosa lumber retailer.

In other news, the bank held open house recently, marking the completion of its remodeling program.

New Englewood Director

F. George Robinson, president of Robinson Brick and Tile in Englewood, Colo., has been elected to the board of directors of the First National bank of Englewood, replacing the late D. E. Buchanan.

New Board Member

Thomas Keely, member of the law firm of Hughes & Dorsey, was elected a director of the First National Bank of Denver, Colo., at a recent board meeting. He fills the vacancy created by the death of Ralph J. Wann last September.

Mr. Keely has been associated with the law firm since 1942. The firm serves as legal counsel for the bank.

Longmont Bank Moves To New, Modern Quarters

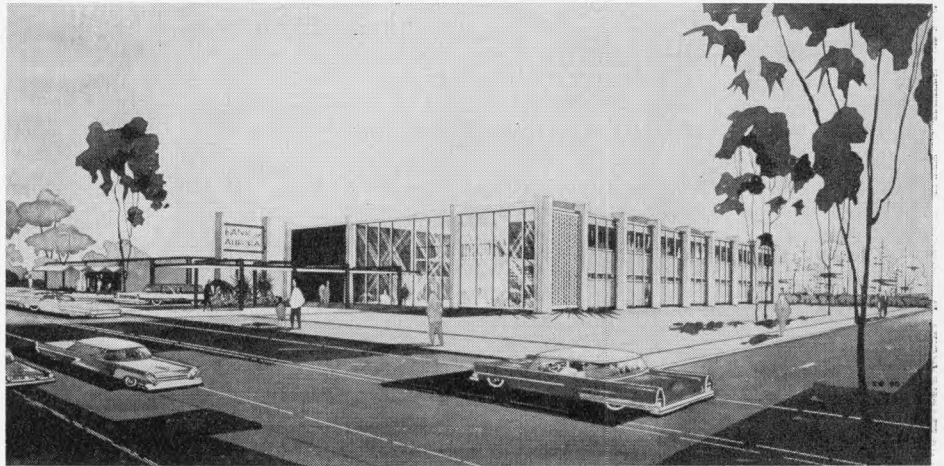
The First National Bank of Longmont, Colo., moved into new quarters last month. A total of 11,730 toured bank had been operating from temporary quarters at Fourth and Kimbark since December, 1959, while the old bank home was razed and the new building completed.

A formal opening has not been announced but is planned for the near future.

Pueblo Bank Hosts 27,000 at Open House

Over 27,000 persons toured the new Pueblo Savings and Trust Company last month, a total of 11,730 touring the building in one day. A full sched-

Start New Aurora Building



NEW BANK—Contracts have been let for this new building for the Bank of Aurora. The building, designed by Ken White & Associates, will feature gold spandrelite curtain walls, ebony black brick work and white pre-cast terrazzo for the column on the exterior surfaces. The lobby will have two floors with a shell concrete barrel vault roof over the clerestory lighting. The interior will carry out the graceful lines of the contemporary bank design. Completion is expected next April.

ule of tours and open house activities marked the completion of the \$600,000 building. First official opening was on November 1 and the final scheduled tour was on November 28.

The split-level design of the new building features the tellers' section, bank officers' desks, customer lounge, savings division, meeting rooms and other departments on the lobby level. From the lobby customers have a view of several areas of upper floors. Giant planters with decorative plants divide some departments. White limestone filled with marine shells dominates the central structure inside the building. The entire ceiling of the lobby is a giant light fixture.

New Bank Building



NEW HOME for the American National Bank of Cheyenne is the first multi-storied building to be built in Cheyenne in 40 years. It has 58,434 square feet of floor space and houses 17 lessees in addition to the bank proper. Total number employed in the building is 223. Of these, 80 are American National employees.

Wyoming News

American National of Cheyenne Is Dedicated

FORMAL dedication services at the new multi-million dollar American National Bank Building in Cheyenne, Wyo., attracted a large turnout last month as people of the area came to tour the beautiful new structure.

Wyoming's governor, Joe J. Hickey, and Cheyenne's mayor, Worth Story, spoke at the dedication and joined R. J. Hoffman, bank president; Dr. John Clark, board chairman, and other officers and directors in celebrating the grand opening of the building.

Tours were conducted all afternoon during the Sunday opening and there was no time that the building was not crowded with people who were anxious to see the tower fountain in the entrance lobby, one of the first private traveling displays of United States gold coins, plus the rest of the

completely modern banking quarters, fixtures and other new equipment. The gold coin exhibit was made up from the private collection of the First National City Bank of New York.

While completing its move from the old quarters, the American National transported its money "western style." The undisclosed sum was transported the three blocks, not by armored cars and guards with puny pistols, but by the original Cheyenne-Deadwood Stage

... and with Laramie County Commissioner Dan Brees "riding shotgun."

Cheyenne coin collectors had a break shortly before the final stages of the move. Bank officials uncovered several boxes of coins that had not been in circulation since their minting 17 and 18 years ago. Wartime nickels dated 1942 and 1943 made in San Francisco were put into circulation that week, and coin collectors flocked to the bank when word got out.

Tom Mason, president of the Cheyenne Coin Club & Coin Dealers, said that 1942 "S" nickels were selling for \$30 a roll and that 1943 "S" nickels were valued at \$20 a roll uncirculated.

The collectors will clear several thousand dollars on the windfall the American National created.

Four special windows and 10 customer service windows supplement the 14 tellers' windows in the main banking lobby, while at the rear of the bank three drive-up windows and a walk-up window serve customers in a hurry.

Trust Officer Elected; Huge Sign Erected

Richard Corbridge, assistant trust officer, First National Bank, Casper, since March of 1959, has been elected trust officer of that bank.

Also, sidewalk engineers had a field day recently at the First National when a huge sign reading, "1st Bank," was hoisted into place on the roof of the bank, 123 feet above the ground—during a brisk wind. A 60-ton crane with a 135-foot boom and 45-foot jib was used to lift the 40 by 40 foot steel base (3½ tons) for the sign into place before the 40-foot neon sign could be secured into position. The neon sign indicates weather to come as it turns white to indicate a temperature drop, green for no change and red for rising temperatures.

Wyoming National Plans New Bank Building

The Wyoming National Bank, a Casper institution since May of 1914, recently purchased the Washington School property at First and Durbin Streets and will erect on the land in the near future a three-story structure to be used solely for banking purposes.

Announcement of the bank's plans, made by Ralph Barton, bank president, resolved the question of more than a year as to disposition of the property which was purchased in August of 1960 by interests represented by Attorney William H. Brown.

The new bank site will have a mini-

mum of five drive-up windows located north of the main structure but not attached to it, Mr. Barton said. Tunnels from the basement of the main building will be used by personnel manning the five windows.

Space for at least 16 waiting cars will be provided in a reservoir serving the drive-up windows, and at least 40 free, half-hour parking spaces will be provided on the lot for customers wishing to enter the bank proper.

Wyoming Group, NABW Meet at Douglas Bank

The Converse County Bank in Douglas was host recently at a meeting of the Wyoming Group, National Association of Bank Women.

Cecil J. Coe, Converse bank president, was guest speaker at one session and Mrs. Janet Walker, regional vice president of the NABW, spoke to the group about the organization.

Mr. Walker, who is also vice president of the First Security Bank of Ogden, Utah, reported that NABW now has 3,600 members who meet to exchange ideas and experiences in order to further their banking knowledge.

Mrs. Sally Fernau, assistant cashier of the Lusk State Bank, Lusk, was appointed publicity chairman.

A Pack of Services!

Santa Central brings you a whole pack of superlative correspondent services again for 1961—speedy attention to every item, complete dependability, efficiency, accuracy, plus the shining special of cooperative and friendly concern! And of course, tucked all around the pack, are bright Christmas greetings, hearty good wishes from every one of us here at the Central to every one of you!



THE CENTRAL BANK AND TRUST CO.

Central Park...15th & Arapahoe... Denver 17, Colo.

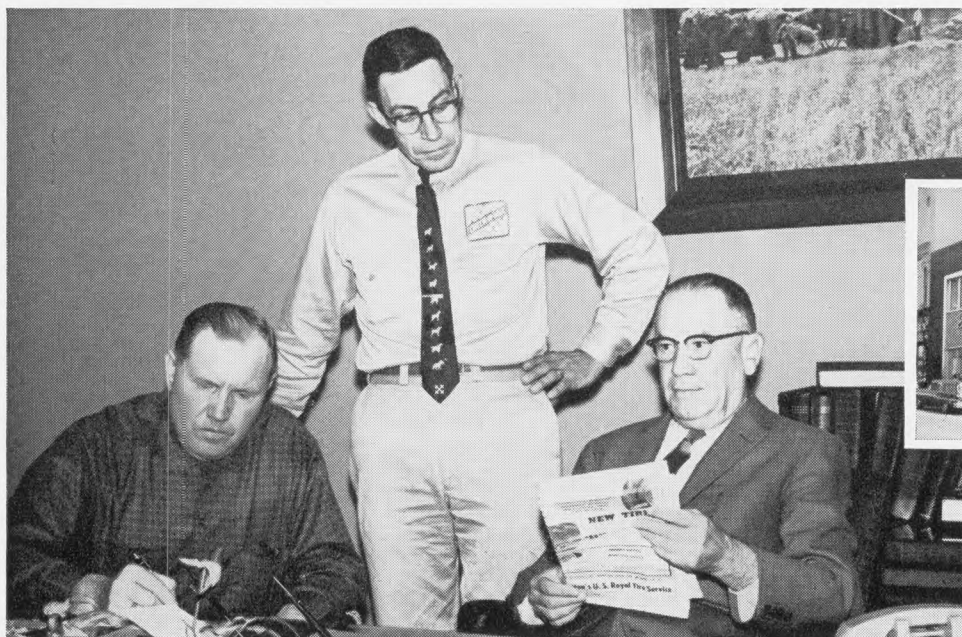
MEMBER: FEDERAL DEPOSIT INSURANCE CORPORATION • FEDERAL RESERVE SYSTEM

Northwestern Banker, December, 1960

Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis



Banker Chappell (right), Dealer Williams, and Dealer Pierce (standing) discuss local advertising, a feature of Pierce and Williams promotion.

“WORKING WITH OUR PURINA CHECK-R-MIX DEALER, WE’VE HELPED OUR COUNTY GROW”

—says *Phil E. Chappell, President
Planters Bank and Trust Company, Hopkinsville, Kentucky*

For more than two decades, Planters Bank and Trust Company and Pierce and Williams, Purina Dealership, have worked as a team in the Hopkinsville market. This teamwork has been a major factor in the area’s development, which is indicated by the increase in deposits in Hopkinsville banks from \$4,500,000 in mid-year 1939 to \$33,000,000 as of June 30, 1960.

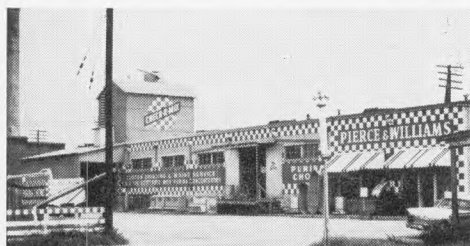
The Bank financed the Dealership from its beginning and through its growth to include two Check-R-Mix mills and a modern Farm Service Center. The Dealership’s work has contributed vastly to the development of livestock raising and dairying, which have been major factors

in the growth of the community’s income.

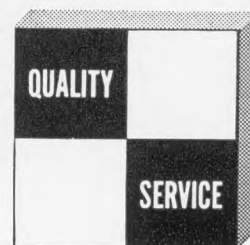
Planters Bank and Trust Company makes direct loans to farmers producing beef, pork and milk. The Bank has had no losses on such business . . . not even during the 1930’s.

* * * *

Planters Bank and Trust Company has gained many new customers through its association with Pierce and Williams. “We can count on the Purina Dealer’s recommendation of a new customer,” says Mr. Chappell, “and the Dealership’s work with farmers is extra protection for our loans. We believe that the Dealership has done more to educate this area’s farmers on livestock feeding than has any other group. The farmer who will follow the Purina Program never should have any trouble.”



PURINA . . . YOUR PARTNER IN SERVING ANIMAL AGRICULTURE



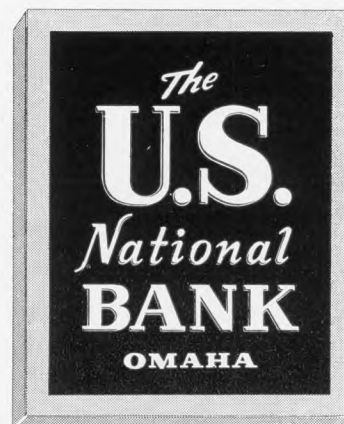


WHY NOT LET U.S. DO THE DIGGING?

Keeping completely up to date with market trends and the current financial situation in relation to your own securities list could turn into a full-time job. It *is* a full-time job for U. S. National portfolio analysts. They'll be happy anytime to review your portfolio and make recommendations for your consideration.

Mention it to a man from U. S. National. Whether it's a complete portfolio analysis or recommendations on a particular trade, he'll see that you get an accurate and prompt report.

Call U. S. anytime — 341-8765, Omaha.

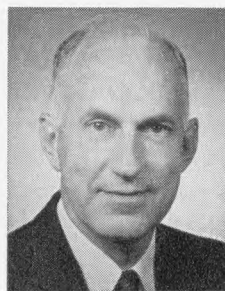


MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Nebraska NEWS

M. P. BAIRD President Superior

HARRIS V. OSTERBEUG Secretary Omaha



E. N. Van Horne Resigns

Nebraska State Banking Director E. N. Van Horne has resigned, effective January 5, 1961. He has held the post since his appointment by the late Governor Ralph Brooks on March 1, 1959. Frank Morrison is Governor-elect of Nebraska and will take office after the first of the year. Like Mr. Brooks, he is a Democrat and was elected last month.

Mr. Van Horne, 70, said he is resigning to re-enter private business and give more attention to his personal affairs, including farms and banking interests. The latter includes a directorship of the Farmers State Bank at Pawnee City in which the Van Horne family has been active since 1882.

J. T. Russell

J. T. Russell, 70, president, First National Bank of Fullerton, Neb., died last month after a brief illness. He had suffered a severe heart attack in 1943 and retired from active duty in 1944. He had been associated with the First National since 1913 and its president since 1928.

Osmond Capital Up

Capital of the Osmond State Bank of Osmond, Neb., has been increased from \$25,000 to \$50,000 and surplus was increased from \$35,000 to \$50,000.

W. W. Cook Honored

W. W. Cook, president, Beatrice National Bank, Beatrice, Neb., is one of six men elected to the board of directors of the Financial Public Relation Association at the group's recent annual meeting. He was elected to a three-year term.

Daniel S. Hinds

Daniel S. Hinds, president of the State Bank of Stella, Neb., died recently. He had been an officer of the bank for 20 years and was 86 years old.

Guest Speaker

N. T. Tiemann, president, Commercial State Bank, Wausa, Neb., was a speaker at the regional convention of the Nebraska Stockgrowers Associa-

tion at Broken Bow last month. About 250 cattlemen and their wives attended.

Mr. Tiemann's subject was "A Banker Views the Livestock Economy."

New at Auburn

Dick Hahn, Jr., has been appointed assistant cashier at the Carson National Bank of Aurora, Neb. Prior to this appointment he was with the National Bank of Commerce in Lincoln.

Sidney Ag Representative

Eugene Bonkiewicz has been appointed agricultural representative by the Sidney National Bank, Sidney, Neb. Mr. Bonkiewicz has been associated with the bank since 1955 and has held the position of assistant cashier. Prior to joining the bank, he was in partnership with his father and two brothers in a 480-acre farm. He is a graduate of the Colorado School of Banking.

Remodel at McCook

One feature of the newly remodeled First National Bank of McCook, Neb., is a large community meeting room in the basement which is made available to groups rent free. Included in this room are a telephone, kitchen facilities and rest rooms.

Also, the main floor of the bank has been completely remodeled giving a larger, more attractive atmosphere.

Opens New Department

The Bank of Brule, Neb., has initiated an installment credit department and Mel Adams has been named manager. Mr. Adams formerly worked for the National Bank of Commerce in Lincoln in the installment credit department.

Announcement of the appointment of Mr. Adams was made by Melvin Adams, Sr., president.

Holds Public Forums

The National Bank of Neligh last month held three public information forums. The first was on "Money Making Tips in Farming and Live-

stock." The second featured "Trusts and Investments," and the third dealt with "Wills, Estates and Contracts."

Mitchell Appointments

William B. Huffman has been promoted from assistant cashier to cashier of the First National Bank of Mitchell, Neb., filling a vacancy created by the death of Harry Phinney.

At the same time L. Newell of Lingle was named to the board of directors.

George Waneck

George Waneck, 86, retired cashier of the Farmers State Bank of Aurora, Neb., died recently after a short illness. He had retired from the bank in 1952, after 42 years as top executive officer of the bank he helped organize.

Overland Changes

Clarence J. Reitan, president of Reitan's, Inc., has been elected to the board of directors of the Overland National Bank, Overland, Neb., to fill a vacancy created by the death of M. M. Shapiro. He is among the original stockholders of the bank.

At the same time, C. J. Cords, senior director of the bank, was elected vice president. He has been a director since the bank was founded in 1934.

In New Quarters

The Citizens Bank, Columbus, Neb., opened for business last month in its new quarters at 1464 26th Avenue.

Featured in this modern bank building is the city's first drive-in window, located on the north side of the 44 by 70 foot structure. Another feature is a drive-up, walk-up night depository.

Ben B. McNair is president of the bank, Paul Abegglen is vice president and cashier and Dan McNair is vice president.

Open Holdrege Drive-In

The First National Bank of Holdrege recently opened its new Diebold drive-in facility and celebrated the occasion by awarding gifts to those who used the unit.

The drive-in is the first step in an over-all remodeling plan. Next year the entire outside of the building will be refaced with steel and brick. A new heating and air conditioning system also is being installed.

Anniversary Celebration

Over 400 persons attended a reception celebrating the golden wedding anniversary of Mr. and Mrs. Reuben E. Knight in Alliance, Neb. Mr. Knight serves the Alliance National Bank as chairman of the board. He was president for a number of years.



W DALE CLARK, chairman of the board of The Omaha National Bank, recently announced the election of two new directors, **Erhart D. Edquist** and **Herbert P. Heath**.

Mr. Edquist is president of the Fairmont Foods Company. Born in Mc-



E. D. EDQUIST

H. P. HEATH

Keessport, Pa., he attended public schools in Chicago and Minnesota. He was graduated from the Minnehaha Academy in Minneapolis and attended the University of Minnesota.

One of Mr. Edquist's first jobs was in banking. He served as assistant cashier of the Bank of Dassel in Minnesota. Later he accepted the posi-

tion of assistant manager of the Concordia Creamery Company in Concordia, Kan. In 1928, he was made manager of the Fairmont Foods Company in Concordia and held this position until 1947 when he was named a division manager of Fairmont Foods. Mr. Edquist was named vice president and southwestern division manager of Fairmont Foods in 1949. He came to Omaha as operating vice president in 1952 and held that position until May of 1959 when he was elected president of the company.

Mr. Heath, who is manager of the Western Electric Company's Omaha Works, was born in Lake City, Colo., and was graduated from the University of Colorado in 1925 with a bachelor of science degree in electrical engineering.

His entire working career has been with Western Electric, which he joined in 1925 as a member of the student training course. Throughout the years, Mr. Heath assumed various positions of greater responsibility in the company. He came to Omaha in March of 1956 when Western Electric

started its pilot operations and the construction of its Millard plant. In June of 1959, after the completion of the Western Electric plant, he became work manager in Omaha. Mr. Heath is credited with several inventions in connection with coil manufacture.

* * *

Harold Kountze, Denver, Colo., and **Max A. Miller**, Omaha, Neb., have been re-elected to the board of directors of the Federal Reserve Bank of Kansas City, it was announced recently by **Raymond W. Hall**, chairman of the board. Mr. Kountze is chairman of the board of the Colorado National Bank of Denver. Mr. Miller is a rancher and chairman of the executive committee of Fairmont Foods Company and vice chairman of Northern Natural Gas Company of Omaha.

Mr. Kountze was re-elected to a Class A directorship, which is filled by a banker, by member banks having capital and surplus of more than \$1 million. Mr. Miller will continue as a Class B director, a person engaged in business or agriculture, and was re-elected by banks having more than \$200,000 but less than \$1 million in capital and surplus. Both men were re-elected for three-year terms.

* * *

Congdon E. Paulson, assistant cashier, First National Bank, has been named to head the 1961 fund-raising campaign for the new March of Dimes in Douglas County.



C. E. PAULSON

The appointment was announced by the executive committee of the Douglas County Chapter of The National Foundation, sponsors of the drive.

* * *

Susan Matthews, daughter of **Dale Matthews**, president of the North Side Bank, was a princess in the annual Ak-Sar-Ben coronation ball. She is a senior at the University of Nebraska.

* * *

A. F. Jacobson, president of the Northwestern Bell Telephone Company, has been elected a director of the Securities Acceptance Corporation. He replaces **Herbert W. Potter**, who has retired after 34 years.

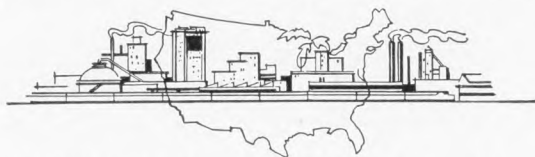
He also is a director of the United States National Bank of Omaha, the Nebraska Savings and Loan Association, the Northwest Bancorporation and the Carpenter Paper Company.

* * *

Darrell Runnings has been named manager of the new First West Side

Municipal and Corporate Bonds
Listed Stocks
Unlisted and Local Stocks

ORDERS EXECUTED ON ALL PRINCIPAL EXCHANGES



CHILES-SCHUTZ CO.

OMAHA, NEBRASKA
412 Farm Credit Building
Phone 34 6-6677

LINCOLN, NEBRASKA
203 Stuart Building
Phone HEmlock 2-3325

LEXINGTON, NEBRASKA
Phone FAirview 4-3766

CHADRON, NEBRASKA
346 Main Street
Phone HEmlock 2-5555



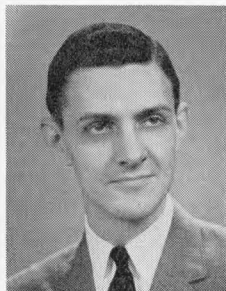
A very Merry Christmas
to you and yours

THE OMAHA NATIONAL BANK

Bank facility in the Crossroads shopping center in west Omaha. He was formerly associated with an Omaha real estate firm. **George Gunia** has been named assistant manager.

* * *

Attorney **Stanley A. Traub** joined the estate and trust department of The Omaha National Bank last month. He received his Bachelor of Arts degree from Wittenberg College in Springfield, Ohio, in 1954, and three years later he received his law degree from the University of Chicago.



S. A. TRAUB

* * *

Mrs. Mary Elizabeth Birch Thomas, 53, wife of **Bruce H. Thomas**, vice president of the Omaha National Bank, died last month at an Omaha hospital.

Other survivors include two sons, Lawrence B., and James Thomas; his mother, Mrs. Chester Birch, and two grandchildren, all of Omaha.

* * *

The winter meeting of District 10 AIB associate councilmen and state secretaries was held December 3 at the Sheraton Fontenelle Hotel in Omaha.

Discussion topics included "How AIB Might Work Closer With State Associations," "College Training Programs," "School Relations Committee Progress," "Plans for the Regional Conference and the National Convention."

* * *

Chiles-Schutz is heading the account of school district 66 of Douglas county for \$1 million in bonds for the con-

struction of three new school buildings in the district. The net interest cost to the school district is 3.583 per cent. The bonds were re-offered at a net yield of 2.40 to 3.65 per cent.

* * *

The employees of the Omaha National Bank held their annual dinner party recently at the Town House. The feature of this year's party was a dozen skits put on by the bank's various departments.

Wahoo Increase

Capital stock of the First National Bank of Wahoo, Neb., has been increased from \$80,000 to \$120,000 by a stock dividend.

Improvement at Tilden

Construction began last month on an addition to the Tilden Bank Building which will house a drive-in teller's window.

The window is manufactured by the Mosler Safe Company and is of very latest design, including a two-way speaker system enabling customer and teller to communicate easily. It is of stainless steel and bullet-proof glass.

Construction work is being handled by Tilden contractors with all materials procured locally.

James Allen

James Allen, 78, widely-known Valley, Neb., farmer and livestock feeder, died last month during a routine medical checkup in an Omaha doctor's office.

A retired director of the Omaha Stock Yards National Bank, he had received national recognition as Firestone Champion Farmer.

California Promotion

Max B. Horn, vice president, California Bank, and at one time execu-

tive vice president of the First National Bank of Hay Springs, Neb., has been named manager of the Market and Produce Office of California Bank. He formerly was assistant manager of the Fifth and Main Office of the bank.

Joins Sidney Bank

R. D. Morgan, formerly of Omaha, has joined the Sidney National Bank in an executive position. For the past five years he has been supervisor of a district that included the Morris Plan and three large finance companies for the Live Stock Finance Company.

Heads Denver Division

John D. Hershner, vice president of the Denver United States National Bank, is now heading a newly created commercial banking division. Encompassed in the new



J. D. HERSHNER

unit are four previously existing divisions: commercial loans, correspondent bank and live-stock, investment and oil loan.

Mr. Hershner will direct the combined divisions and will report directly to Neil F. Roberts, executive vice president. A native of Lincoln, Neb., Mr. Hershner, 45, joined the bank in 1946.

Bank of New York Promotes

Three promotions at The Bank of New York were announced recently by Albert C. Simmonds, Jr., chairman.

Raymond W. Hammell has been named a vice president. Mr. Hammell joined the bank in 1942 and was appointed an assistant secretary in 1955 and an assistant vice president in 1958. He is associated with the Security Research Department.

Robert S. Wadsworth of the Fifth Avenue Office has been promoted to assistant vice president. Mr. Wadsworth was appointed an assistant treasurer in 1953.

Joseph L. McElroy has been named a trust officer. Mr. McElroy came to the bank in 1954 and was appointed an assistant trust officer in 1959.

Chicago Bank Promotion

Arnold J. Rauen was recently appointed an assistant vice president of the American National Bank and Trust Company, Chicago. He joined the bank in May, 1959, after many years of experience in all phases of finance.

A complete, time tested, performance guaranteed outfit

For Auction Sale Clerks
COMBINES ALL THE FEATURES YOU DEMAND

- Receipts for Each Buyer ● ● Combats Skip Buyers
- No Additional Listing ● ● Speeds Up Settling
- No Posting of Accounts ● ● Buyers Like It

Absolutely the only outfit on the market combining all these features—
sold on a money back guarantee.

BLACK SALE SYSTEM

(Formerly Black Mfg. Company)

Fullerton, Nebraska

Write Us for Sample Sheets and Information

*Christmas Greetings
and all good wishes
for a
Prosperous New Year*

FIRST NATIONAL BANK OF OMAHA



MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Investments . . .

(Continued from page 31)

ings to the public's savings or to the existing supply of bank money, even if marginal private borrowers have to be passed up by the market. One singular thing about the business scene today is that wages, prices, and interest rates show no sign of falling, even though the economy is in slack. If President-elect Kennedy can get the Congress to go along with him in a prudent financial program suited to the times, it goes without saying that his prediction about the cooperation of the Federal Reserve will come true.

The reasoning in the above paragraph is reassuring but, of course, it is ingenuously over-simple. It is just not to be expected that the Congress will go along with a new President in all things all the way. Moreover, the Treasury and the Federal Reserve—regardless of their motives—probably will make wrong guesses in the future as in the past. The Massachusetts Senator is a too long-viewed man not to be aware of that. First things come first. In national financial policy the first things are Congressional appropriations and Treasury debt de-

isions. It is reaching out far in the field of unnecessary apprehensions for financial institutions to fear that one of President-elect Kennedy's first financial adventures will be a quixotic duel with the Federal Reserve System to show who is boss.

Besides, one of the vexing first problems in finance to face the new administration is that of gold flow. Basically, the movement of gold in and out of the United States is a measure of the relative productivity of the national economy.

It is conceivable that the drain on United States monetary gold—it is now down to about \$18,000,000,000 from about \$24,000,000,000 in 1948—may become a political issue in a panicky Congress. If so, Mr. Kennedy's first big adventure on the financial front will lie in pitting the prestige of the Presidential office against the rashness of Congress. It is most unlikely that any move toward one of the more extreme treatments of the problem—such as an embargo on gold shipments out of the United States—would get anywhere without the

acquiescence of the new President, and it seems equally unlikely that Senator Kennedy would lend his prestige either as President-elect or as President to such an effort.

Meantime, the money market has been dominated largely by the cash and refunding requirements of the Treasury and the seasonally-expanding needs of business. In the long-term government market, the highest yields are under 4 per cent.

Refundings

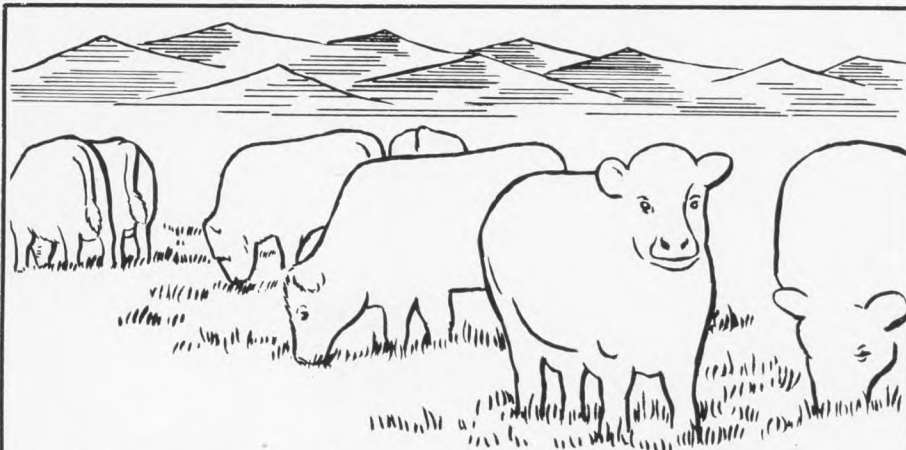
A \$3,000,000,000 cash borrowing by the Treasury on tax anticipation notes due in June was underwritten largely by commercial banks. Stringency in the market resulted from the need of the banks to put up about \$600,000,000 to margin the deposits newly created for the Treasury. Shortly thereafter, the Treasury refunded \$10,800,000,000 of maturing certificates of indebtedness and bonds, about half of which has been held by the Federal Reserve System. The issues offered in exchange were 15-month notes bearing 3¼ per cent interest and five and one-half year bonds bearing 3¾ per cent interest. More than \$1,000,000,000 of the maturing debt was turned in for the bonds.

The Reserve System carried out large purchases of United States government securities to keep the money market balanced in the wake of the Treasury financing operations and to offset the continued drain of gold abroad.

Short Terms Only

These purchases threatened to dry up the market supply of Treasury discount bills, to which the Federal Reserve usually confines its open market operations. With the market discount rate on 91-day bills seemingly headed toward a level of 2 per cent or less, the Reserve System saw fit to extend the choice of its market purchases to Treasury certificates of indebtedness, notes and bonds. However, the central bank did not buy securities having a term of more than 13 months, and thereby maintained its traditional policy of dealing only in "short-term securities."

The Reserve also found the time opportune to effectuate further a Congressional mandate to equalize the reserve requirements of the different classes of commercial banks belonging to the System—central reserve city (New York and Chicago) banks, reserve city banks and country banks. A like move had been made at the end of August. The new regulations about reserve requirements and vault cash have the effect of releasing to the banks about \$1,300,000,000 formerly immobilized as vault cash or statutory reserves.—End.



6,000 Head of Average Size Beef Cattle
Weigh 5,000,000 Pounds and . . .

THAT'S A LOT OF BULL!

This is no bull — The aggregate weight of all of the checks, we were privileged to produce last year for the 4,000 banks we serve in a ten state area totalled over 5,000,000 pounds.

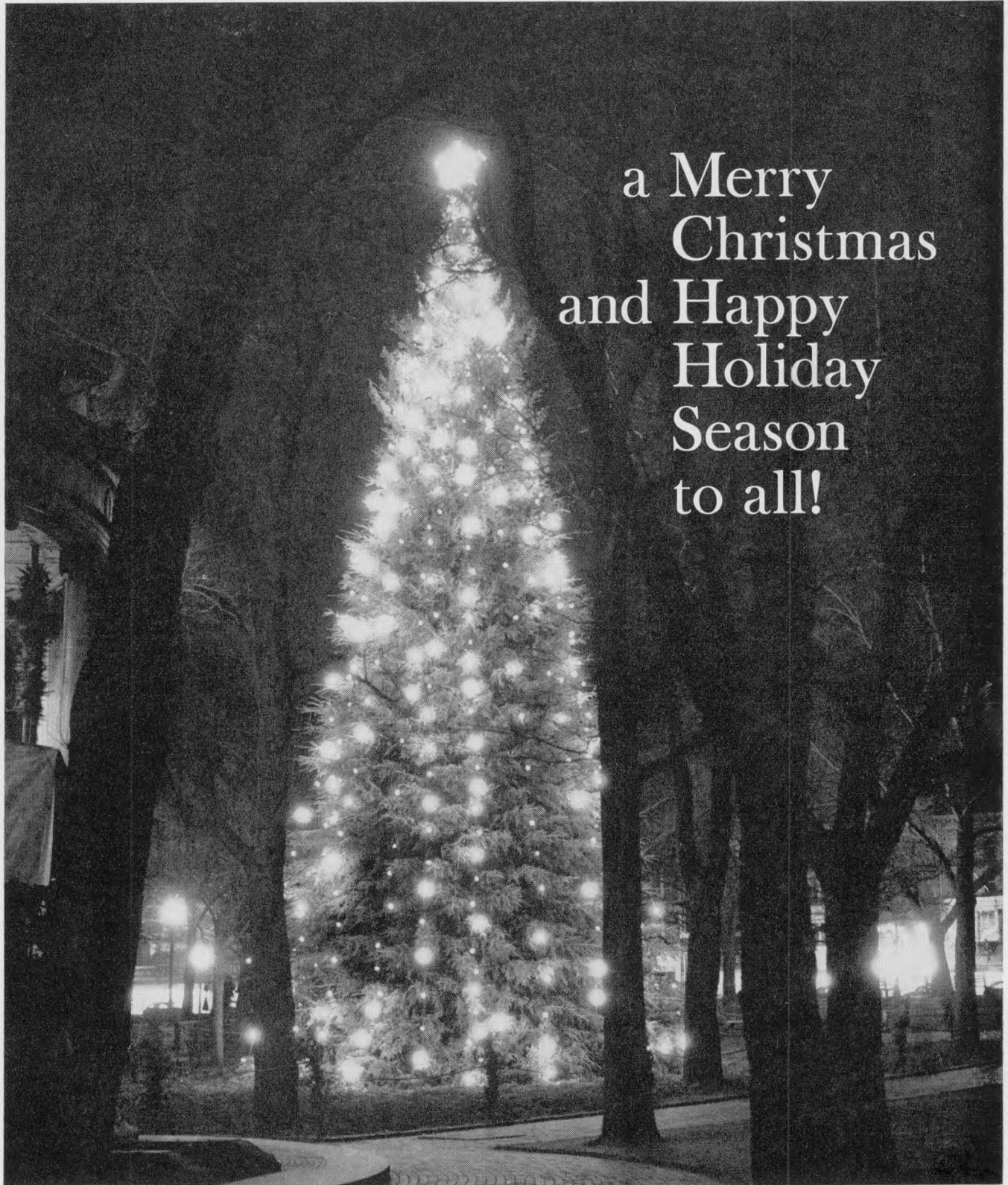
Thanks, Mr. Banker!

UNITED STATES CHECK BOOK CO.

1311 HOWARD STREET

OMAHA 2, NEBR.





a Merry
 Christmas
 and Happy
 Holiday
 Season
 to all!

STOCK YARDS NATIONAL
 MEMBER OF FEDERAL DEPOSIT INSURANCE CORPORATION



THE ONLY BANK IN OMAHA'S
 GREAT UNION STOCK YARDS

Northwestern Banker, December, 1960



vice president of the First Continental National Bank and Trust Company, was awarded a \$25 bond for suggesting the winning name for the bank's new internal house organ. The name selected is "First Conba News."

GEORGE A. KNIGHT, president of Citizens State Bank, located in suburban northeast Lincoln, won a seat in the Nebraska Unicameral legislature in the November 8 election. Senator Knight will represent the 18th district in the state's non-partisan law-making body.

* * *

A time, day, date and month sign has been installed on the National Bank of Commerce. Every five seconds the correct time is alternately flashed with day, month and date.

The sign is the answer to a problem posed to **John Pavich**, president of Nebraska Neon, and his International

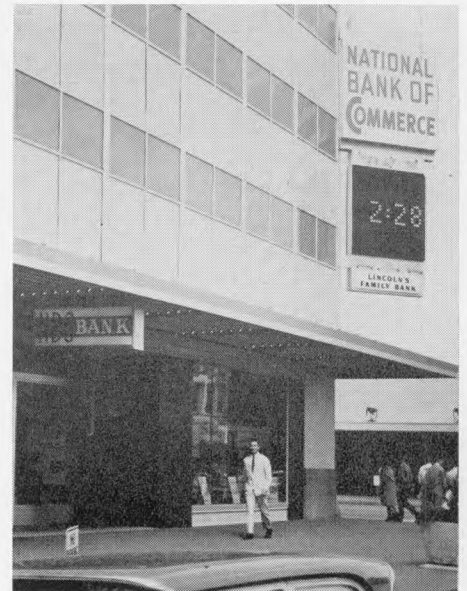
Sign Design Award winning staff by officers of the bank who wanted something different in the way of public service advertising. The attractive double-faced sign complements the

modern architecture of the building and gives advertising dominance in four directions for its downtown corner location.

E. J. Schulenburg is general manager of Time-O-Matic, Danville, Ill., the manufacturer of the electrical controls.

* * *

Edward A. Becker, retired senior



TIME-CALENDAR sign recently installed on the new National Bank of Commerce building in Lincoln. The sign, manufactured by Nebraska Neon Sign Co. of Lincoln, alternates the correct time and the day, month and date every five seconds.



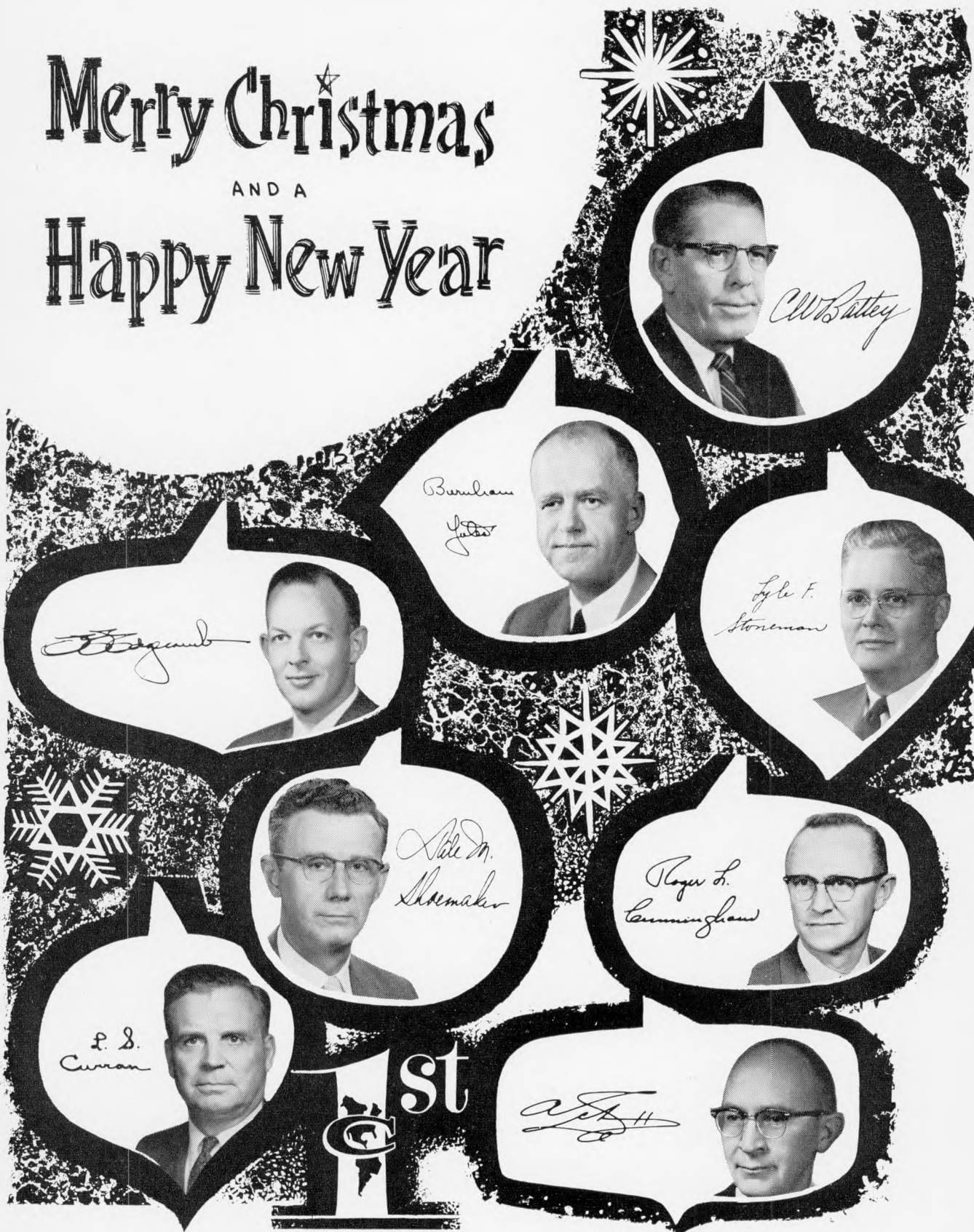
Northwestern Banker, December, 1960

Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis

Merry Christmas AND A Happy New Year



FIRST CONTINENTAL
 NATIONAL BANK & TRUST COMPANY
 12TH & N STREET LINCOLN, NEBRASKA

Northwestern Banker, December, 1960

Solving Future Agricultural Credit Needs . . .

(Continued from page 25)

In this expanding agriculture, we find many country banks trying to take care of their communities under some handicaps. They are being called upon to extend larger total amounts of credit to their farm customers. They are encountering more individual loans in an amount exceeding their bank's limit. Further, they find that deposits and loan limits are not keeping up with the increased credit demand.

They have competitors with generous limits and a lower dependence on liquidity actively soliciting their good customers. Finally, they are experiencing wider seasonal variations in loan and deposit totals due to large seasonal cash requirements for farm operations. For example, banks located in intensive irrigated sections and the ranch areas have extremely wide seasonal loan to deposit ratios.

In order to compete and to provide complete services to

*a Bank is known
by the Business
it Keeps*



- * Only bank in the nation's fastest growing stockyards.
- * 62 years of livestock banking.

First Stock Yards Bank

Telephone ADams 8-1738
South St. Joseph, Missouri

*"Serves you Best
at the St. Joe Market"*

Northwestern Banker, December, 1960

plies from points of availability to points of need will turn.

Correspondent Assistance

In order for correspondent banking facilities to approach a solution to these problems, there must be a desire on the part of both the city banker and the country banker to use them. It will be an effort requiring a high degree of mutual confidence and cooperation between them.

From a practical standpoint, an initiative for greater use of correspondent banking facilities rests with the country bank. If a country banker chooses to turn his back, so to speak, upon change and progress, there is little a city correspondent bank can do to help. On the other hand, the correspondent banks who, because of their size can undertake specialized projects of information and education, have a responsibility to make them available to country banks.

In this connection we conducted a survey of 40 city banks in 21 states. The summary of the questionnaire reproduced with this article tells us that the large majority of city banks contacted are extremely interested in this subject and furthermore are thinking and doing something about it with their country bank customers.

In the beginning, I stated that our future role of correspondent banking in agricultural lending would depend upon our realizing the significance of agricultural changes, our understanding of the expansion of capital and credit requirements in agriculture, our confidence in agriculture as a sound and profitable field for loans, and the

their customers and fulfill their responsibilities in their communities, country banks will need more help in the future. If they have not already done so, they will need to enlist the aid of a good correspondent bank to help in the job. To hold good customers, it will be necessary for the country bank to be able to provide a complete credit service, which would include loans of various types, terms, and amounts. It will be necessary in an increasing number of cases to find an outlet for excess loans. More country banks will need a source of loan funds to help them out during temporary periods of high seasonal loan totals. A good correspondent bank will be able to provide the benefit of additional experience and judgment in the more complex or unfamiliar loan situations which the country banker will face. The correspondent bank is the pivot on which the important transfer of money sup-

extent to which we effectively use our correspondent banking relationships. It is my conviction we have already made considerable progress in getting country banks and city banks thinking alike and working together on agricultural credit problems and that the future role will be an expanding one. —End.

Heads Mosler Sales

Edwin H. Mosler, Jr., president of the Mosler Safe Company, has announced the appointment of Frederick F. Chisholm, as vice president in charge of sales. Mr. Chisholm will have offices at the company's main plant in Hamilton, Ohio, and will be responsible for sales of systems, safes and office equipment. He will report directly to John Mosler, executive vice president.



F. F. CHISHOLM

With more than 30 years' experience in the safe and office equipment fields, Mr. Chisholm has been president of Mosler-Taylor Safes, Ltd. of Brampton, Ontario, Canada.

Republic National Increase

The Republic National Bank of Dallas last month announced plans for issuance of a stock dividend of 78,888 shares, with present market value in excess of \$5,000,000, and simultaneous payment to the bank of a \$2,000,000 cash dividend by The Howard Corporation, et al., whose shares are held in trust for shareholders of the bank.

Completion of these proposals will increase capital, surplus, undivided profits and reserves for contingencies of the bank to more than \$122,000,000.

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

World Time Chart

Manufacturers Trust Company is distributing copies of a "World Time Chart" showing the time differences in over 100 countries throughout the world.

Copies of this chart may be obtained from the International Banking Department of Manufacturers Trust Company, 55 Broad Street, New York 15, N. Y.

St. Joseph News

R. L. DOMINICK, president of the Missouri Bankers Association, declared at the fifth annual Installment Credit Clinic in St. Joseph that automobile manufacturers have created a hardship for dealers by forcing them to purchase cars at a greater rate than they can be sold. The subject is of interest to bankers, he pointed out, because 44 per cent of installment credit is that extended to purchasers of cars.

J. M. Ford II, president of the First National Bank and president of the St. Joseph Clearing House Association, gave the address of welcome at the two-day meeting. **W. Franklin Evans**, vice president, American National Bank, read a proclamation from **Governor James T. Blair** of Missouri proclaiming the 50th anniversary of installment credit. Mr. Evans also read a letter from **Carl Bimson**, president of the American Bankers Association, and introduced a farm panel that was moderated by **Benton O'Neal**, agricultural representative of the First National Bank. **Robert E. Killen**, assistant cashier of the American National Bank, took part in an afternoon panel session.

* * *

First Stock Yards Bank of St. Joseph was decorated by more than 40 bouquets November 16, the day of its open house. Many guests were taken through the bank to see the new teller cages, the lowered ceiling of acoustical tile, ceramic tiled floors, hardwood trim, walnut paneling, new doors and casement work. The banking area has been increased more than 700 feet.

* * *

John F. Killackey, vice president of the First National Bank; **Merritt Blanchard**, vice president and cashier, and **Arthur McClaskey**, agricultural

representative, First Stock Yards Bank; **E. L. Crume**, vice president and **Charles Burri**, assistant vice president, Tootle-Enright National Bank, and **Don Folks**, assistant cashier, American National Bank, attended the quarterly meeting of the Nemaha County Bankers Association at Seneca, Kan. Meetings of Group 3 of the Kansas Bankers Association were attended at Clay Center; Group 4 at Eldorado, and Group 2 at Chanute.

* * *

Benton M. Calkins and **Charles J. Conant**, vice presidents of the American National Bank, attended a meeting of the Caldwell-Livingston Coun-

ties Bankers Association last month at Ludlow, Mo. The bank arranged for the program, providing as speaker **Theodore M. Nelson**, St. Joseph radio and television manager, who described his recent trip to Russia.

* * *

Milton Tootle, president of Tootle-Enright National Bank, has recovered from an illness that kept him away from the bank for several weeks.

* * *

Donald Folks, assistant cashier, American National Bank, attended a meeting of correspondents of the First National Bank of St. Louis last month.

Expanded and Completely Remodeled

The *NEW* TOOTLE-ENRIGHT

NATIONAL BANK

in St. Joseph, Missouri



Our enlarged and modernized facilities enable us to provide correspondent banking service with greater dependability and efficiency than ever before. We believe, too, that these new surroundings complement the friendly warmth and desire-to-serve that has come to be identified with The Tootle-Enright National Bank.

We cordially invite you to make your correspondent affiliation with us.

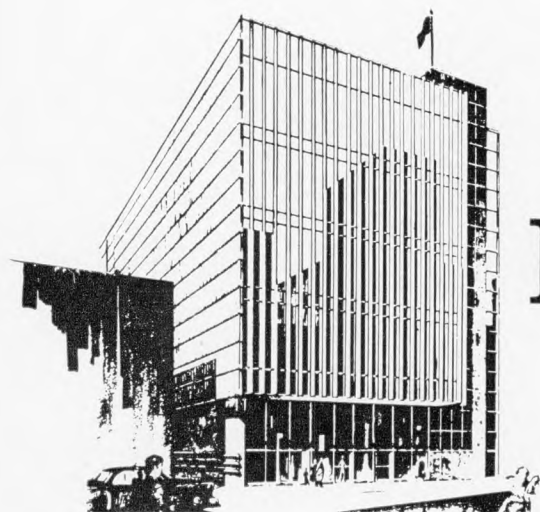
The **TOOTLE-ENRIGHT** National Bank
St. Joseph, Missouri

BANKS BOUGHT and SOLD
All Negotiations Confidential
A NATIONAL CLEARING HOUSE
FOR EXPERIENCED BANK EXECUTIVES
WITH CAPITAL TO INVEST
BANKERS SERVICE COMPANY
BOX 1435 • DES MOINES 5, IOWA • PHONE AT 2-7800



To Our Friends

At Christmas, more than any other time, our thoughts turn to valued friends whose loyalty and confidence we treasure. In the spirit of good will that marks this joyous season, it is a pleasure to wish you a Christmas of abundant happiness . . . a New Year of peace and new prosperity.



BANKERS TRUST Co.

The Des Moines Bank for YOU

Member: Federal Deposit Insurance Corporation • Federal Reserve System

Northwestern Banker, December, 1960

Iowa NEWS

RALPH EASTBURN President Fairfield
FRANK WARNER Secretary Des Moines



County Banker Officers

Cleo Orris, executive vice president and cashier, Ainsworth State Bank, was elected president of the Louisa-Washington County Bankers last month in Crawfordsville.

Richard Weeks, assistant cashier, National Bank of Washington, was named vice president, and Leroy Hughes, assistant cashier, Columbus Junction State Bank, secretary-treasurer.

Dr. J. W. Morrison

Dr. J. W. Morrison in Alta Community for more than 50 years, and director at the First Trust and Savings Bank, Alta, died recently in that community.

Converted to State Bank

The American National Bank of Arlington, with capital stock of \$25,000, was converted into a state bank last month under the new title of Arlington State Bank.

Cedar Falls Remodeling

Work has been started on an extensive remodeling program at the First National Bank in Cedar Falls. Included in the plans are:

Rebuilding of the present officers' area to enlarge it.

Elimination of present note teller and savings teller cages to provide space for construction of new note

teller and safe deposit cages and new statement counters.

New modern lobby lighting for the convenience of both bank customers and the bank staff.

Replacing present windows with aluminum windows in the bank.

Installing a new electric sign outside the bank.

In 1955 the First National expanded its accounting and installment loan divisions and built drive-in facilities to the west on Third Street.

Honored for Leadership

Frank C. Welch, board chairman, Peoples Bank and Trust Company in Cedar Rapids, was honored last month for "leadership and dedication in contributing to the constructive growth of consumer credit in commercial banks of the nation."

The honor was given in Des Moines by the national committee for the 50th anniversary of consumer credit in commercial banks.

Frank A. Ide

Frank A. Ide, 91, retired farmer and livestock man and a former president of the First National Bank in Creston, died recently at the Greater Community Hospital in Creston. He had been ill about three weeks.

Manages Waukee Office

James Johnson, formerly assistant cashier and employed by the Warren County Bank & Trust of Indianola the

past two years, has assumed management of the Waukee Office of the Brenton State Bank and became an officer the first of this month, announces Thomas N. Scott, executive vice president, Brenton State Bank, Dallas Center.

Honored in Davenport

Rupert M. Kautz, former president of the Buffalo Savings Bank, Buffalo, Iowa, was honored last month for outstanding achievement in the field of business and finance by the St. Ambrose College Alumni Association, Davenport.

Modernization at Denison

Crawford County Trust & Savings Bank, Denison, Iowa, is in the midst of a remodeling program. The entire bookkeeping department is being moved to the basement of the bank and the main floor bank quarters will be entirely remodeled. A. Moorman of Minneapolis is the architect, having been architect in charge of construction when the bank was built in 1938. Local contractor Walter Hass is doing the construction work.

Columbus Junction Director

Fred Wier, prominent farmer of the Letts and Grandview communities, has been elected a member of the board of the Columbus Junction State Bank to succeed the late R. Schlichting.

Mr. Wier is a member of the Iowa State Legislature and was re-elected for a second term at the recent general election.

"Colonial" Motor Bank

Work is underway at the Mobilgas Service Station at the corner of Edgington Avenue and 15th Street, which is being converted into a beautiful colonial-style motor bank for the Hardin County Savings Bank of Eldora.

New Kalona Bank Building Opens



NEW QUARTERS for the Farmers Savings Bank, at Kalona were opened recently with an open house highlighting the event. The new building is completely modern in design. Furnishings are in the most modern style giving the bank an open, uncluttered look. A large expanse of glass forms the front of

the building. A community room is featured in the basement. Directors of the bank didn't exactly plan what is shown at right, but they note that Amish farmers in the Kalona area are finding the drive-up window as convenient as motorists, according to **F. E. Skola**, president.

First National, Dubuque, Planning New Building

A property transaction which will provide the site for a modern bank building has been completed by the First National Bank of Dubuque and the Roshek Realty Company.

Waldo Adams, president of the First National Bank, has announced acquisition of the land in the 700 block of Locust Street. The area is 14,000 square feet.

While final plans for the building have not been completed, the announcement said the proposed building will be one of the most modern bank buildings in the middlewest. Both drive-up auto banking and park-

ing facilities will be included in the plans.

Mr. Adams said construction will start in the summer of 1961 and occupancy of the new building should be in June of 1962.

Elmer J. Kuhl

Elmer J. Kuhl, 63, vice president, Central Trust & Savings Bank of Eldridge, died last month in St. Luke's Hospital, Davenport. Mr. Kuhl had farmed until 1947 when he moved to Davenport. He had been past president of the Scott County Bankers Association.

Two new directors have been named to the Eldridge bank's board. They

are W. W. Brubaker of Bettendorf and Alvin G. Mohr of Eldridge.

F. E. Welterlen

F. E. Welterlen, president, Community Savings Bank, Edgewood, died last month after serving that institution more than 25 years, the past four as president. He had been a director until that time. A successor is not to be named until the January annual meeting.

Fort Dodge Motor Facility

A total of 748 autos were driven through the new Iowa State Motor Bank in Fort Dodge at the recent grand opening and more than 2,000 persons registered for gifts and prizes. Several savings bonds were awarded during the event.

Heads Fort Dodge Bank

Harry T. Huff, executive vice president of the State Bank, Fort Dodge, has been elected president of the bank, succeeding the late W. S. Merryman. Also, Maurice E. Stark, Fort Dodge tax attorney, has been elected to the board to succeed Mr. Merryman.



H. T. HUFF

All other officers were re-elected at last month's meeting.

Named Farm Representative

A. J. Marken, well-known Hampton farm operator, has been engaged as farm representative by the First National Bank of Hampton, reports D. D. Bramwell, president.

Mr. Marken has been county agent for Greene County (seven years) and has been in charge of Veterans On-the-Farm Training the past 10 years.

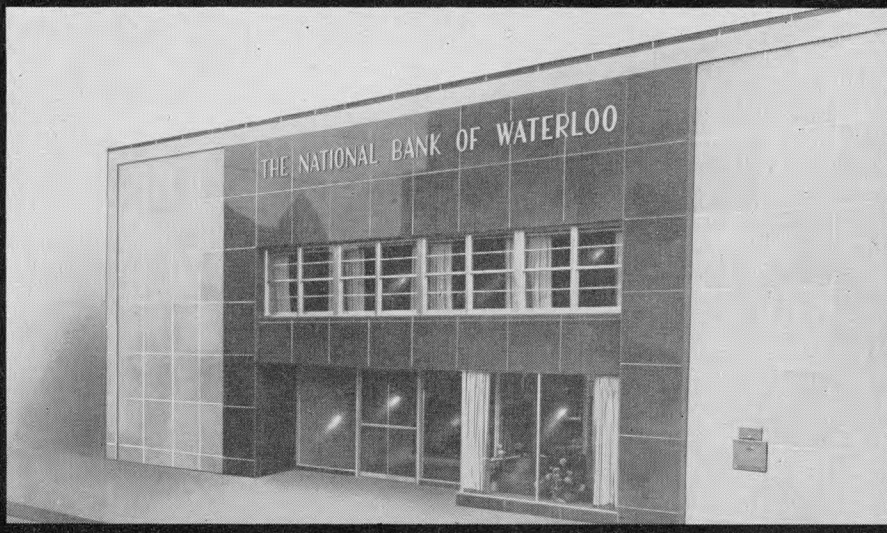
Hills Addition, Remodeling

The new addition and remodeling program of the Hills Bank & Trust Company, Hills, Iowa, is in its final stages. Fifty per cent more space is being added to the building, constructed in 1952, and this was necessitated because of the bank's growth since 1952, when assets were \$3 million, compared to \$6 million today, reports A. F. Droll, executive vice president, and T. R. James, cashier.

Jefferson State Open House

Officers, directors and employees of the Jefferson State Bank, Jefferson, held open house last month in its re-

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

Northwestern Banker, December, 1960



VALLEY BANK AND TRUST COMPANY

WALNUT AT FOURTH

DES MOINES, IOWA

Member Federal Deposit Insurance Corporation

Northwestern Banker, December, 1960

NCR Executive Addresses Club



GEORGE W. HEAD, at right, manager of advertising and sales promotion at National Cash Register Company, Dayton, Ohio, explains a few sales pointers to **Frank Rogan**, left, manager of accounting machine sales, and **J. P. Carruth**, branch manager, both of National Cash in Des Moines, before his talk last month to members of the Des Moines Advertising Club. Iowa ad men rated Mr. Head's presentation as one of the finest in many years.

cently remodeled and enlarged banking quarters.

Souvenirs, prizes, refreshments and tours were offered residents of the area who flocked to see the newer, larger space and equipment. Of particular interest was the new electronic posting machine and guests were told

how it "memorizes" the identity of each account for faster, more efficient service.

The new addition, which is the building next door, provides book-keeping space, officer space and room needed generally for the expanded operations of the bank.

W. W. Blasier's 50th Year

W. W. Blasier, chairman of the board, Farmers State Bank, Jesup, Iowa, was congratulated by many friends and bank customers last month on his 50th anniversary in banking. A former president of the IBA and member of the executive council of the ABA, Mr. Blasier began his banking career in 1910 in the Jesup bank. He has been chairman of the board the past 10 years.

Keokuk Banker Wins

E. A. Ebersole, vice president and cashier, State Central Savings Bank, Keokuk, was presented a seventh place award—a transistor radio—which he won recently in an advertising contest sponsored by the American Express for promoting use of its Travelers Cheques.

Keosauqua Outstanding Citizen

Fred E. Ovrom, president of the Farmers State Bank, Keosauqua, since 1936, was named Keosauqua's "Outstanding Citizen of the Year" by the Keosauqua Commercial Club in special ceremonies last month at the Manning Hotel.

A plaque recognizing his outstanding citizenship was presented to him by Joseph S. Stong, a former winner of the award.

Among those speaking briefly to recognize Mr. Ovrom's outstanding service to his community was S. H. Watkins, president of the Iowa State Bank of Stockport.

Kiron Adds Music

Just in time for beautiful Christmas music, the Kiron State Bank, Kiron, installed a high-fidelity background music system in the bank. One thousand individual selections, without duplication, are heard uniformly throughout the entire building.

L. C. McGill

L. C. McGill, 75, former cashier at the La Porte City State Bank, La Porte City, died last month at his home. Mr. McGill came to La Porte City in June of 1940, retiring as cashier in 1954.

Leighton Open House

An open house was held last month at the newly-remodeled Farmers Savings Bank at Leighton, Iowa, and a "fine turnout" was on hand to inspect the new counters, new flooring, new lighting system and redecorations throughout the bank. Refreshments and free gifts added to the friendly atmosphere as guests congratulated officers, directors and employees at

AMERICAN TRUST LEADS THE WAY

In Dubuque

- Central in location – always quickly available – American Trust is your strong, reliable, interested financial friend – where progress and trust-worthiness go hand-in-hand.

AMERICAN TRUST AND SAVINGS BANK
Member Federal Reserve System
Member Federal Deposit Insurance Corporation

Northwestern Banker, December, 1960

the bank. The Kirk Gross Company, Waterloo bank planning service company, planned and remodeled the bank.

Lone Tree Banker Marries

H. S. Hamilton, vice president of Lone Tree Savings Bank of Lone Tree, was married recently to Mrs. Beulah Rife. They left the latter part of last month for a three weeks' vacation in Hawaii.

Nevada Construction Planned

Directors of the Nevada Savings Bank, Nevada, Iowa, have approved a plan to build a new bank building at the site of the present location. Construction is to begin about March 1 on a building that will be in the neighborhood of about \$200,000, and will include a new drive-in window, night depository service and new vaults.

NABAC Meeting

Bankers and key personnel of the Central Iowa Section, NABAC, met last month in Nevada for a dinner-meeting at which Oscar N. Young, assistant vice president, Federal Intermediate Credit Bank of Omaha, discussed "Farm Operating Loans."

Ira C. Martin Retires

Ira C. Martin, vice president and director, Odebolt State Bank, Odebolt, has retired after 35 years in the banking business in the community. He has already sold his home there and has purchased a new one in Mountain Grove, Ark., where he will relax, reports R. H. Griffin, president of the bank.

Announce Orient Manager

G. W. Mease of Winterset, Iowa, has been named office manager of the Farmers and Merchants State Bank in Orient, succeeding Arthur Charles-trum of Spencer, who has resigned to operate Hotel Sigourney, which he and his wife purchased recently.

M. H. Niggleing

M. H. Niggleing, director, First Trust & Savings Bank, Remsen, died recently of injuries received in an auto accident. He had been associated with the Remsen bank 46 years, many of those years as cashier. He was elected a director upon his retirement in 1957.

Two Double Capital Stock

Two Iowa chartered banks doubled their capital stock recently via a common stock dividend, reports Joe H. Gronstal, superintendent of banking.

They are the Pomeroy State Bank

of Pomeroy which increased its capital stock from \$25,000 to \$50,000 and the Commercial State Bank of Pochontas from \$50,000 to \$100,000.

E. Bartle Succeeds Father As President in Prescott

Ernest Bartle of Creston, vice president of the First National Bank of Prescott, was elected president last month, succeeding his father, the late George J. Bartle.


Fred W. Day, a member of the board, was elected vice president, and Max James of Creston was elected to the board to fill the vacant directorship. Other members of the board are


Bradford Outhier, cashier, and Mrs. Fred Day.

Joins Rock Rapids Staff


James A. Anderson, assistant cashier and manager of the Waukee branch of the Brenton State Bank at Dallas Center, has resigned to accept the appointment of cashier at the Rock Rapids State Bank. In the latter position he succeeds Donald D. Schnepf, who resigned to enter the real estate business in Rock Rapids.

Mr. Anderson was associated with the Brenton banks for two and one-half years, the past 18 months at Waukee.





The Drovers National Bank is a direct member of the Chicago Clearing House Association and the Federal Reserve System.



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

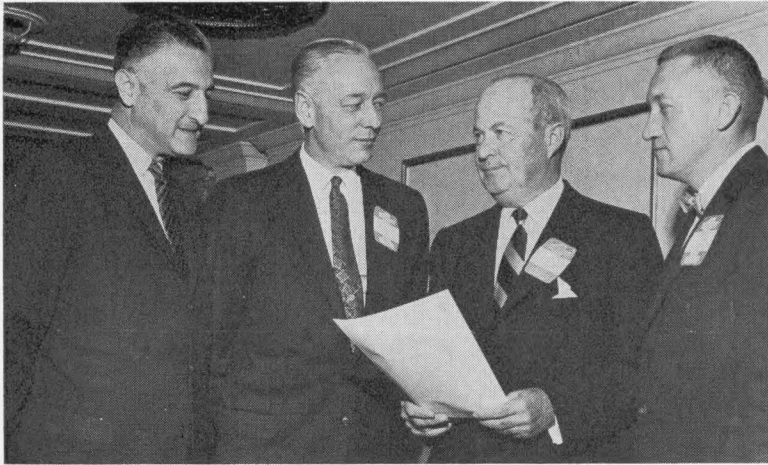
MEMBERS, FEDERAL DEPOSIT INSURANCE CORPORATION

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.

Host to 860 Correspondents in St. Louis



WILLIAM A. McDONNELL, second from right, chm. of the bd., First National Bank of St. Louis, congratulates speakers on their fine performance at the bank's 14th Annual Conference of Bank Correspondents last month in St. Louis. The speakers were, left to right: **Martin R. Gainsbrugh**, chief economist, National Industrial Conference Board, New York City; **E.**



Sherman Adams, v.p., First National City Bank, New York City; Mr. McDonnell, and **Dr. C. B. Ratchford**, director of agricultural extension, University of Missouri, Columbia, Mo. In photo at right, a First National of St. Louis representative, at bottom left, explains to midwest bankers and wives how the bank's new "Employee Banking Service" is presented.

MORE than 860 bankers from 21 states attended last month's 14th Annual Conference of Bank Correspondents as hosts of the First National Bank in St. Louis.

As the conference was held on the day after election, bankers were interested in the future under a new administration. They were asked several questions and their replies are given in the box which appears on this page.

Keynote speaker at the noon luncheon was E. Sherman Adams, vice president, First National Bank of New York, who spoke on "Challenges Ahead for Banking."

President James P. Hickok presided over the afternoon session at which Martin R. Gainsbrugh, chief economist of the National Industrial Conference Board, New York City, discussed "Current Economic Trends."

Only one workshop was held at the 1960 Conference—a discussion, question and answer period—on the management of government securities portfolios. Discussion leaders were Major B. Einstein, vice president, First National, and Robert Van Cleave, vice president in charge of research, C. F. Childs & Company, New York City.

Final speaker on the afternoon program was Dr. C. B. Ratchford, director of agricultural extension and dean of the university extension service of the University of Missouri, Columbia.

Each banker attending the Conference received a copy of First National's new publication, *How to Make a Bank Grow Faster*. This leaflet introduced a new service inaugurated by the bank to provide information and advice in connection with the construction of new banking quarters and the expansion and modernization of present facilities.

At the evening banquet William A. McDonnell, chairman of the board, entertained the guests briefly, then introduced the guest speaker, Joe Gar-

agiola, baseball sportscaster and author of the book "Baseball Is a Funny Game."



J. P. HICKOK

BANKERS' OUTLOOK

A considerable amount of interest was centered upon the results of the First National's annual survey of opinion at the Correspondent Conference as the answers were solicited on the day after election day, when it became increasingly apparent that the next president of the United States would be a Democrat, with a different political philosophy than that of the present administration.

Here are the questions (somewhat condensed) and answers from 860 bank officials from 21 central and south central states:

1. **Business outlook between now and mid-1961?**
 - a. Somewhat depressed 38%
 - b. Moderately up 33%
 - c. On a plateau 22%
 - d. Sharply up 4%
 - e. Sharply depressed 3%
2. **Money rates during months ahead?**
 - a. Unchanged 47%
 - b. Lower 42%
 - c. Higher 11%
3. **Inflationary pressures under new administration.**
 - a. Greater 81%
 - b. Less 17%
 - c. About the same 2%
4. **Two most important factors determining election outcome?**
 - a. Personality of candidates 54%
 - b. Television debates 30%
 - c. Welfare issues 28%
 - d. Other factors 88%
5. **Did TV debates add great deal to the Campaign?**
 - a. Yes 52%
 - b. No 45%
 - c. No opinion 3%

"Strong friend of the Independent Banker!"

The MARQUETTE National BANK

OF MINNEAPOLIS

Seventh at Marquette

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Federal 3-5411

Storm Lake Construction

The Security Trust and Savings Bank of Storm Lake began construction last month of a new drive-in service structure, at the corner of West Fifth and Geneseo. It will operate in addition to the regular banking facilities now offered, and will be limited to the deposit and withdrawal of funds, it is announced by President Leland Ballou.

Basic construction will be of concrete and dark red brick, without a

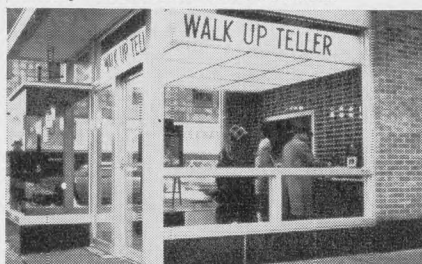


Drive-In drives out traffic problem!

George T. Nelson, Assistant Cashier of Central National Bank and Trust Company of Des Moines, says, "The only way to handle the traffic was with a Mosler-equipped drive-in facility. We thought our new drive-in would handle the same number of transactions as the previous installation. Instead, *each* of the four Mosler drive-in windows did the same amount of business! The four windows handled well over 5000 customers in December."

Says Robert K. Goodwin, Chairman of the Board: "The basis for our phenomenal growth is warm customer relationships. Our customers needed the convenience of a drive-in facility, so we gave them one."

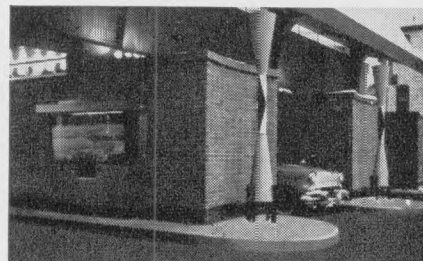
E. F. Buckley, President, says, "We are most satisfied with Mosler equipment. The electrically operated deposit drawer efficiently serves small and large cars...even trucks. We used Mosler equipment exclusively. It's trouble-free and has won many satisfied customers."



"This Mosler walk-up window really surprised us. Even though the main bank is just up the street, it averaged a transaction every two minutes in the month of December."

Problem Solving — A Mosler Specialty

From the largest bank vaults to the smallest safe deposit boxes, Mosler design and manufacturing experience is at your service. Write for information on any kind of customer convenience and protection equipment.



"The facilities in our Mosler Drive-In Windows are so complete that each one is practically a branch office in itself. Their ease of operation keeps our tellers comfortable and alert."

The Mosler Safe Company

Dept. A-360, 320 Fifth Avenue, New York 1, N. Y.
Factories, Hamilton, Ohio
World's Largest Builder of Safes and Vaults

Northwestern Banker, December, 1960



MAX ROY, La Salle Assistant Vice President, sends you Season's Greetings. Max knows Iowa and Iowa farming . . . that's why his ad is a bit "corny." You'll continue to see a lot of Max because he lives in Iowa City, right nearby. Of course, his headquarters is **La Salle National Bank**, 135 S. La Salle St., Chicago 90, Ill., State 2-5200. Member FDIC. Complete Trust Services.



basement. The balance of the lot will be landscaped into a small parkway, with almost all new curbing and concrete areaways.

Bluegrass Bankers Elect

Allen Heaton, vice president, Bank of Brooks, was elected president of the Bluegrass Bankers Association at the group's annual meeting in Prescott.

Other new officers: A. J. Duben, Iowa State Savings Bank, Creston, vice president; Royce Davis, Security State Bank, Mount Ayr, secretary; Dale Juergens, Clearfield, Bedford State Savings Bank, treasurer.

Official host for the dinner-meeting was The First National Bank of Prescott, with Brad Outhier in charge. Don Smith, Bedford State Savings Bank and outgoing president, presided at the business meeting.

Heads Iowa Motor Club

J. W. Edge, president of the Tipton State Bank, in Tipton, and the Farmers Trust & Savings Bank in Spencer, was elected president of the Iowa Motor Club, AAA, last month, succeeding Lester J. Schuster of Clinton, who lost his life in a private plane crash in June.

Whiting Banker Wins

Henry C. Bierwith, president of the Community State Bank, Whiting, won the "Crystal Ball Grazing Contest" held recently at the First National of Omaha's Beef Cattle Conference. The

Whiting banker more accurately predicted the average price of several grades of cattle at the Omaha yards for a given week.

Proposed New Waterloo Bank Plans Sleek New Building

A new, low, modern frosted brick, steel and glass building is being planned for the proposed First Bank & Trust Company of Waterloo, on Highway 218.

A group of business and industrial leaders filed application recently with the state superintendent of banking in Des Moines for a charter for the new state bank. The application was filed by Dale DeKoster, executive vice president of the Waterloo Savings Bank, listed as one of the directors of the new corporation.

Toy National Expansion Is Well Underway

Razing of a familiar business place in downtown Sioux City, the former Lone Star Building at 314 Pierce Street, was begun last month, to make room for additional facilities for the Toy National Bank, according to Carleton Van Dyke, bank president.

The new addition will include modern drive-in facilities to be completed by early spring, with the drive-in area to be accessible from two major one-way arteries in Sioux City—Nebraska and Pierce Streets.

The new improvements also will include a walk-up teller window for pedestrians.

Savings Bond Figures

October sales of U. S. Savings Bonds in Iowa were recorded at \$8,993,335, giving the state a 10-month total of \$116,465,976 for 76 per cent of its annual goal it was announced by Glenn L. Ingle, state director for the program. National average was 79 per cent.

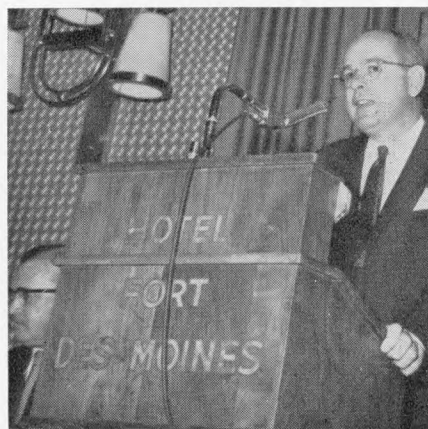
Mr. Ingle said the national average is higher due to nine consecutive months of increased sales of Series E and H bonds, which has been contrary to the Iowa pattern.

At the same time, Mr. Ingle said, October redemptions nationally were 29 per cent below the like month of 1959, and the lowest in 24 months.

Growth Continues

The Bank of California, N.A., is continuing its growth pattern and has recently established two more offices, bringing its total to 19 in California, Washington and Oregon. Total resources of the bank as of September 30, 1960, were more than \$674,000,000, according to Edwin E. Adams, president.

Economist



EUGENE C. ZORN, JR., vice president and economist, Republic National Bank, Dallas, Texas, addressed members of the Iowa Association of Mutual Insurance Associations at their annual meeting last month in Des Moines, Iowa. Mr. Zorn discussed the nation's business outlook for 1961. At lower left in the photo is **Harry L. Gross**, pres., Iowa Mutual Tornado Insurance Association, Des Moines, and retiring president of the group of associations.

Installing Electronic Equipment



S. E. COQUILLETTE, left, chm. of bd., and Arthur E. Lindquist, center, v.p., listen to Joseph McAndrews' discussion of the new ultra-modern electronic equipment at Merchants National of Cedar Rapids. Mr. McAndrews has joined the staff of the bank as director of the new "Datacenter."

THE Merchants National Bank of Cedar Rapids has found an answer to their ever mounting burden of paper work in the installation of a fully transistorized solid state Data Processing System developed by International Business Machine Corporation. Merchants will be one of the first banks in the upper midwest to install-

this equipment. Joseph McAndrew, who recently joined the bank staff, will be director of the new Datacenter.

The IBM series 1412 Magnetic Ink Character Sensing Equipment can "read" and act on data printed in magnetic ink on paper checks and similar bank paper. It will scan and interpret information on bank documents such as amounts, check routing codes and customer account numbers.

Combined with the IBM Type 1401 Data Processing System, it will automatically sort checks for all the Merchants National Bank's checking account customers, processing them at the rate of 950 checks per minute.

Mr. McAndrew explained that the installation of the equipment will be done in two phases. The first will initiate the system in the trust, installment loan, mortgage loan and discount departments, as well as in preparing statistical records. This portion will get underway early in 1961. The second phase will be the installation of the system for use in other bank departments and is planned for 1962.

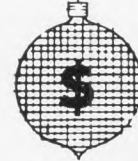
When the system is installed, he said, it will be available for use by business, industry and the professions throughout the area for use in preparation of payroll, invoicing and statement writing, inventory control, sales analysis, and other accounting, statistical and engineering processes.

Mr. McAndrew will welcome any inquiries about the system's availability and use for business and industry.

Mutual Fund Sales Down

Iowa investors purchased \$21,516,000 of mutual fund shares during the

Merry
Christmas!



KEITH CONE, La Salle Vice President and head of La Salle's Installment Credit Department, sends you Season's Greetings. Whether it's car or college loans, you can depend on Keith to give you valuable information on consumer installment credit. But for now Keith wishes you a Happy New Year and that goes for all the folks at **La Salle National Bank**, 135 S. La Salle St., Chicago 90, Illinois, STate 2-5200. Member FDIC. Complete Trust Services.

NO TIME OF YEAR FOR TB.
Is there ever a right time? Of course not. But Christmas, more than any other season, should be a time of glowing good spirits, health and happiness. In the fight against TB, it can at least be a time of hope—when millions of Americans help by using Christmas Seals. Answer your Christmas Seal letter today.





*Merry
Christmas!*

BOB HANLON, La Salle Vice President and head of the correspondent banking division, sends you Season's Greetings. He is a big spender—that is, he spends his time trying to find ways to help correspondent banks. Right now he only has time to wish you a Happy New Year! Greetings too, from **La Salle National Bank**, 135 So. La Salle St., Chicago 90, Illinois, STate 2-5200. Member FDIC. Complete Trust Services.



first six months of this year compared with \$22,324,000 in the last half of last year and \$24,720,000 in the first six months of 1959, according to a survey made by the National Association of Investment Companies.

More than 2,000,000 shareholders have more than 4,000,000 shareholder accounts with the 159 mutual fund members of N.A.I.C., which was founded in 1941. Combined assets of the member companies are in excess of \$15 billion.

Total mutual fund share purchases for the 50 states during the six months period amounted to \$1,123,710,000. This compared with \$1,126,003,000 during the last six months of last year and with \$1,153,979,000 in the first six months of 1959.

Purchases of mutual fund sales during the first six months of this year by investors in the west north central area in addition to Iowa were: Minnesota with \$33,786,000, compared with \$36,914,000 in the last half of last year and \$33,847,000 in the first six months of 1959. For the same three periods, Missouri reported \$42,263,000, compared with \$42,844,000 and \$47,306,000; North Dakota \$4,583,000, compared with \$4,905,000 and \$4,760,000; South Dakota \$7,282,000 compared with \$8,526,000 and \$8,942,000; Nebraska \$10,281,000, compared with \$10,583,000 and \$11,400,000, and Kansas \$19,386,000, compared with \$21,864,000 and \$21,445,000.

Total for the west north central area for the first six months of this year was \$139,097,000, representing 12.38 per cent of the nation's total mutual fund sales, compared with \$147,960,000 or 13.15 per cent in the last half of last year and \$152,420,000 or 13.20 per cent in the first six months of 1959.

Addresses Industrial Bankers

William L. Schloss of Indianapolis, president of the American Industrial Bankers Association, addressed members of the Iowa Industrial Bankers Association last month in Des Moines.

Investment Trust Growth

Total assets in the Continental Illinois Investment Trust for Employee Benefit Plans increased 38.6 per cent during the fiscal year, ended September 30, according to the trust's fifth annual report.

Assets amounted to \$61,757,524 at the close of the year, compared with \$44,551,762 a year ago. A total of 222 pension and profit-sharing trusts hold units in Continental Illinois Investment Trust, the first of its kind in the country.

The investment trust, divided into fixed income and equity funds, is open

to employee benefit plans for which the bank is trustee, a co-trustee or agent. Funds are pooled and managed by the trust department of Continental Illinois National Bank and Trust Company of Chicago.

Assets of the fixed income fund increased 38.7 per cent during the year, from \$27,057,562 to \$37,528,703. The fund was invested in bonds, mortgages, preferred stocks and other assets.

The equity fund, invested primarily in common stocks of 92 companies, increased its assets 38 per cent, from \$17,494,199 to \$24,228,821 during the year.

John W. Ashwell

John W. Ashwell, 67, founder and senior partner of Ashwell and Company, 176 West Adams, Chicago, died last month at his home in Evanston.

His firm was one of the best known in the commercial paper brokerage field.

Honored



FRED H. QUINER, v.p., Central National Bank & Trust Company, Des Moines, was honored on his 50th anniversary with that institution last month at a retirement dinner, sponsored by officers, directors and friends at the bank. He is shown above with a beautiful plaque presented to him by **E. F. Buckley**, pres., who was M.C. He also was presented several pieces of luggage, a gift from officers and directors. **Robert K. Goodwin**, chm. of bd., presented Mr. Quiner with a supplementary annuity and personal cards designating him as a special representative of Central National.

Des Moines News



THE Park Fair drive-in banking facility of the **Highland Park State Bank** was opened last month with hours from noon to 6 p.m., Monday through Thursday, and from noon until 8 p.m., Friday. The modernistic building is at Euclid and Second Avenues on the Park Fair Shopping Center lot, and features four drive-in teller windows reached by two wide driveways.

* * *

George W. Mitchell, vice president, in charge of research, Federal Reserve Bank of Chicago, addressed members of the Sales Executive Club last month at the Hotel Kirkwood in Des Moines. Several Des Moines bankers were in attendance to hear "The Election Is Over—Now What?"

* * *

Edwin F. Peters, executive vice president, First Federal State Bank, is the general meeting chairman for the FPRA regional meeting which is scheduled for April 9-10, at Hotel Kirkwood in Des Moines. Mr. Peters, 1960 membership chairman for the 4th Region of the FPRA, which includes activities in six states, reports there will be only three regional meetings during the spring of 1961 and as one of these is being held in Des Moines, the turnout of bankers from the central part of the nation should be exceptional.

* * *

Frank R. Warden, vice president, Central National Bank and Trust Company, attended last month's annual meeting of the Investment Bankers Association in Hollywood, Fla., only after first attending the marriage of his daughter in Des Moines.

* * *

Members of the Des Moines Chapter

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

of A.I.B. attended a forum last month at the Central National Bank & Trust to hear a general discussion and see a film by three men who have been studying bank automation for their respective banks. The three are: **Carl L. Kent**, assistant cashier, Bankers Trust; **Larry Chamberlin**, assistant comptroller, Iowa-Des Moines National, and **Jack Tarmenter**, Central National Bank & Trust.

* * *

Orville M. Garrett, 65, has retired after 25 years as vice president in charge of the real estate loan department of Iowa-Des Moines National, announces **Calvin W. Aurand**, president.



O. M. GARRETT

Mr. Garrett was in the banking business almost 45 years. He started in 1916 as a \$45 a month clerk in the proving department of the old Des Moines National Bank.

He has been president of the Iowa Mortgage Bankers Association, the Des Moines Mortgage Bankers Association, and active on the Des Moines Real Estate Board.

* * *

Attending recent meetings from the Valley Bank & Trust were: **Neal A. Sands**, president, who attended the annual meeting of the FPRA in Boston; **J. Locke Macomber**, vice president and trust officer, who attended the 29th annual Mid-Continent Trust Conference in Chicago, and **J. R. Astley**, vice president, who attended the 47th annual meeting of the Mortgage Bankers Association of America in Chicago.

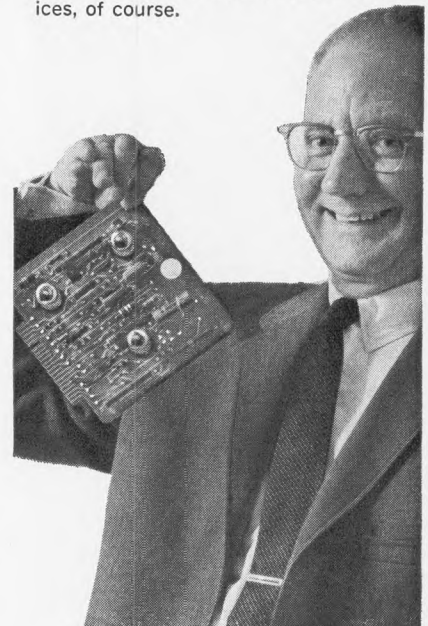
* * *

M. J. Dwigans, vice president, Iowa State Bank, and **Mrs. Dwigans** returned recently from a trip to Monrovia, Liberia, West Africa, where they visited their son-in-law and daughter, **Mr. and Mrs. Ray Lasell**. Mr. Lasell



MERRY CHRISTMAS

HARRY MERTZ, La Salle Vice President and Auditor, sends you Season's Greetings. Harry's greatest talent is putting his finger on where banking systems can be modernized to make them more efficient. For now he just wishes all our banking friends a happy 1961. In case we didn't tell you, Harry's at **La Salle National Bank**, 135 So. La Salle St., Chicago 90, Ill., STate 2-5200. Member FDIC. Complete Trust Services, of course.



MERRY CHRISTMAS

JACK SMITH, commercial loan Vice President . . . is another native Iowan working for you at La Salle. Jack is a young man you should know if you're on the go. He's all geared up, as you can see, for a fast-moving 1961! **La Salle National Bank**, 135 So. La Salle St., Chicago 90, Ill., STate 2-5200. Member FDIC. Complete Trust Services.



is a civil engineer, associated with the Stanley Engineering Company, which has its main office in Muscatine, Iowa. This firm is doing a great deal of work for the Liberian government, as well as handling many jobs for private industry. On the return trip, Mr. and Mrs. Dwigans stopped a few days in Lisbon, Portugal.

* * *

Sherman Fowler, vice president of the First of Iowa Corporation, completed his 56th year as a banker on December 2. On that date in 1904 he began work with the Iowa National Bank. In subsequent years, through several mergers, he worked in banks on three different corners of Sixth and Walnut Streets. He retired in 1953 as assistant vice president of the Iowa-Des Moines National Bank, and has since been affiliated with the First of Iowa investment banking firm.

* * *

Bank personnel in Des Moines always look forward to their bank's Annual Christmas Party, and these holiday events this year, to be attended by officers, directors, employees and their husbands or wives, have been scheduled as follows:

Dec. 6—Women's Section, Des Moines Chapter, A.I.B., at the Des Moines Club.

Dec. 10—South Des Moines National Bank, at the Cloud Room, Des Moines Municipal Airport.

Dec. 12—Iowa-Des Moines National, at the Des Moines Golf and Country Club.

Dec. 15—First Federal State Bank, at the Hotel Kirkwood.

Dec. 15—Valley Bank & Trust, at the Des Moines Club.

Dec. 16—Iowa State Bank, at Hoyt Sherman Place.

Dec. 16—Plaza State Bank, at Bishop's Buffet in the Merle Hay Shopping Center.

Dec. 17—Central National Bank & Trust, at the Hotel Savery.

Dec. 18—Northwest Des Moines National, at Vic's Tally Ho.

Dec. 20—Capital City State Bank, at Hotel Kirkwood.

Dec. 20—Highland Park State Bank, at the Des Moines Club.

Dec. 22—National Bank of Des Moines, in the bank's quarters.—**End.**

SIoux FALLS NEWS . . .

(Continued from page 57)

The change was voted at a meeting of the bank's board of directors and was subsequently approved by the Comptroller of the Currency in Washington.

"This move," Mr. Harkison said,

"will allow for a greater legal loaning limit, which in turn will help accelerate commercial development. Our bank has experienced a great growth during the last decade. We feel it our responsibility to provide the proper financial climate for further economic growth in our area."

The National Bank of South Dakota recently opened a branch in the eastern part of Sioux Falls. It now has, in addition, branches in South Sioux Falls, Vermillion and Huron, with total deposits of \$30,000,000. The institution is affiliated with First Bank Stock Corporation of Minneapolis.

* * *

Ludwig H. Hagen, 60, trust officer and assistant cashier of the Northwest National Bank, died last month after a brief illness. He had been employed in the bank's trust department since January 14, 1944. A native of Pipestone, Minn., Mr. Hagen lived in Sibley, Iowa, and Winfred, S. D., before coming to Sioux Falls. Surviving are his widow and his mother.

* * *

Carl Voigt, chairman of the board of the Northwest Security National Bank, was elected as a director of the Sioux Falls Safety Council for a two-year term.

* * *

A. F. Junge, vice president of the First National Bank, was re-elected secretary-treasurer of the Sioux Falls Industrial & Development Foundation.

New Foundation Brochure

Bankers across the country are now receiving copies of a new brochure entitled "The Foundation for Commercial Banks — What It Is and

What It Can Do for You," to assist in a stepped-up drive for enrollment of new members in support of the 1961 advertising program.

The eight-page pamphlet describes the history and organizational structure of the foundation. It stresses the advantages of a unified advertising effort on behalf of commercial banks.

L. M. Schwartz, president of the Citizens Bank, Paola, Kan., is the newly-elected chairman of the foundation.

Started in 1958, the foundation now lists 5,670 member banks representing 70 per cent of all deposits.



L. M. SCHWARTZ

Bank of Montreal Shows Gains

WITH resources increased by more than \$225 million to \$3,485 million, and with loans maintaining the peak of \$1,773 million established in 1959, the Bank of Montreal last month reported new records in almost every phase of its annual statement for the year ended October 31.

Before-tax earnings were at the record level of \$31,578,780. With \$17,352,044, or 55 per cent, of this amount provided for income taxes, the bank's net profit for the year's operations was \$14,226,736, an increase of \$2,035,676 over 1959.

Earnings per share showed a marked increase, rising from \$1.01 in 1959 to \$2.34 in the year just ended.

Of the net profits, shareholders are receiving \$12,148,167, comprising one quarterly payment of 40 cents per share, three of 45 cents and an extra dividend of 25 cents, for a total of \$2, versus \$1.85 in 1959 and \$1.65 in 1958.

Total deposits reached an all-time year-end high of \$3,200 million, up \$202 million, or 6.7 per cent from from 1959.

The statement showed total loans outstanding of \$1,773 million, a figure practically identical with the record level set in 1959.

A sharp increase of more than 18 per cent in the statement's valuation of B of M premises—from \$47 million in 1959 to more than \$55 million—reflected completion of the bank's new head office building in Montreal, as well as the continuing rapid pace of branch extension and modernization.

Transfer of \$2 million from undivided profits brought the B of M's rest account to \$141,850,000. This, plus paid-up capital of \$60,750,000 and remaining undivided profits of \$1,150,859, brought total B of M shareholders' equity to the record figure of \$203,750,859.

Promote Chase Executives

The Chase Manhattan Bank has appointed Cornelius D. Howland and Robert K. Schell vice presidents in the United States department, George Champion, president, has announced.



C. D. HOWLAND

R. K. SCHELL

Both are assigned to the district composed of Illinois, Minnesota, Montana, North Dakota, South Dakota and Wisconsin.

Mr. Howland joined the Chase National Bank in 1936 and in 1945 became a member of the first head office training class. He was assigned to the mid-western district in 1947 and was appointed an assistant cashier in 1950. He was promoted to assistant vice president in 1956, the year after the Chase National Bank merged with the Bank of Manhattan Company.

Mr. Schell joined the Bank of the Manhattan Company in 1951 as a member of the special training program. He was appointed an assistant treasurer in 1954 and in 1957 he was transferred from the bank's branch system to the United States department. He was promoted to assistant vice president in 1958.

50,000 Mums on Display

"Mum's the word" was more than an expression last month at The First National Bank of Chicago. Over 50,000 chrysanthemums were shipped to the bank from all parts of the United States and displayed on the first and second floors of the building.

Free boutonnières were available to all visitors attending this new event. It is reported that it was one of the largest mum displays ever held in Chicago. In fact, one of the humorous twists resulting from the display occurred when the wife of one of the bank's senior vice presidents called her local flower shop to place an order for mums. She was told that the only mums available in Chicago were at the First National Bank.

ADVERTISING IDEAS . . .

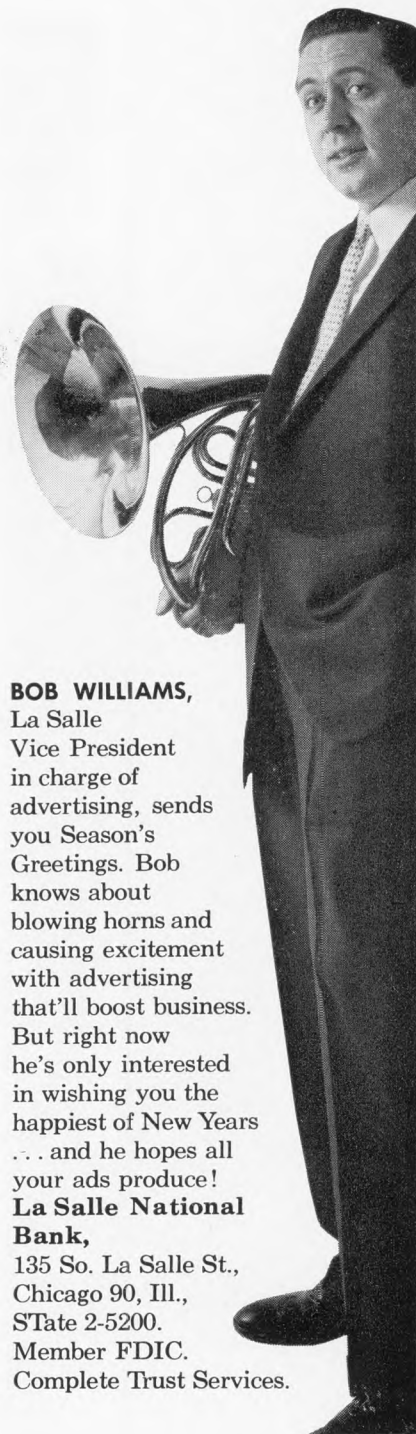
(Continued from page 47)

Houston Exchange upon the introduction of a safe driver plan in the state has this headline: "You will set your own insurance rates under the new Safe Driving Insurance Plan."

Idea Number 12

Think up original promotions for anniversaries and other special occasions. At the time of his agency's 25th anniversary, an agent in a small Illinois town ran a large ad in the local newspaper announcing the anniversary. He then urged all and sundry who read the paper to have coffee and a roll "on him" at any lunch counter in town—and he made arrangements with all the lunch counters in town to

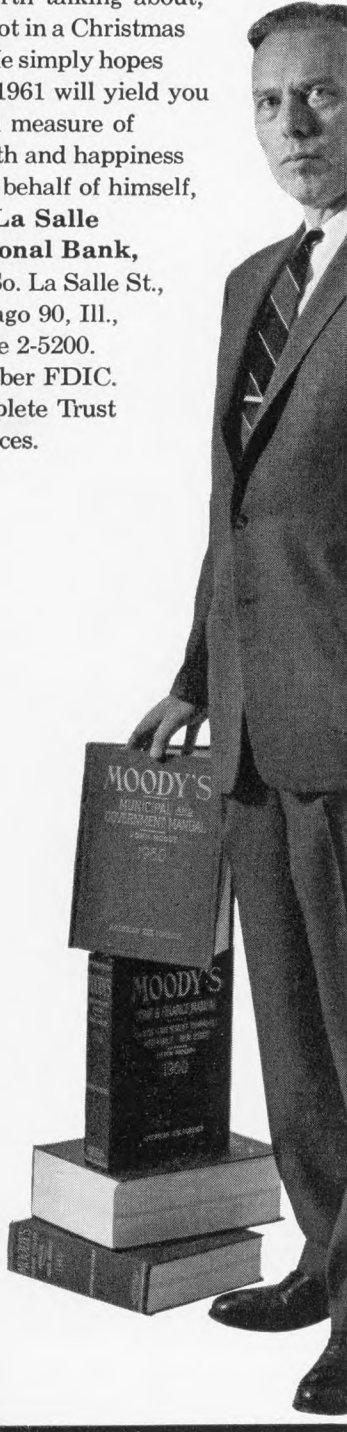
MERRY CHRISTMAS! MERRY CHRISTMAS!



BOB WILLIAMS,
La Salle
Vice President
in charge of
advertising, sends
you Season's
Greetings. Bob
knows about
blowing horns and
causing excitement
with advertising
that'll boost business.
But right now
he's only interested
in wishing you the
happiest of New Years
. . . and he hopes all
your ads produce!
**La Salle National
Bank,**
135 So. La Salle St.,
Chicago 90, Ill.,
STate 2-5200.
Member FDIC.
Complete Trust Services.

MERRY CHRISTMAS!

RON FAIRS, LaSalle Vice President, sends you Season's Greetings. Ron's experience in helping correspondent banks with their investments is worth talking about, but not in a Christmas ad. He simply hopes that 1961 will yield you a full measure of growth and happiness ... on behalf of himself, and **La Salle National Bank**, 135 So. La Salle St., Chicago 90, Ill., STate 2-5200. Member FDIC. Complete Trust Services.



F.P.R.A. Meeting Draws 1,400

MORE than 1,400 bankers and financial executives attended the 45th annual meeting of the Financial Public Relations Association in Boston last month. They participated in dozens of departmental and clinic sessions, as well as three general sessions during the four-day period of the convention.

The keynote address was delivered, appropriately enough, by A.B.A. President Carl A. Bimson, president of the Valley National Bank of Phoenix, and a long-time F.P.R.A. member and booster. In his address at the opening general session he discussed "Public Relations Comes of Age" and reported:

"This year the nation's 15,500 banks are spending more than four times as much on advertising as they spent a decade ago, an estimated \$170 million compared with some \$40 million in 1950. But advertising alone will not do the job. Publicity can and should play an integral role in a public relations program. In too many banks today publicity is relegated to the status of a necessary evil.

It would be foolish indeed if we were to make headway in one area at the expense of the other. Like good advertising, good publicity requires foresight and professional competence and hard work. It may not be as fancy as some of the newer communications techniques, but there is no substitute for it in terms of building and sustaining public consciousness of banking's leadership and service within the community."

The 1960-61 officers of F.P.R.A., pictured in the November issue, are: Jordan J. Crouch, vice president, First National Bank of Nevada, Reno, president; John P. Anderson, vice president, First National Bank of Passaic County, Paterson, N. J., first vice president; Ernest G. Gearhart, Jr., vice

president, First National Bank, Miami, second vice president; Harold W. Lewis, vice president, First National Bank of Chicago, third vice president, and Robert A. Bachle, vice president, National Boulevard Bank of Chicago, re-elected treasurer.

Mr. Crouch succeeds Reed Sass, vice president of the Fort Worth National Bank at Fort Worth, Tex., who automatically becomes a member of the board of directors. The other six directors, all elected for three-year terms, are:

Clifton Blackmon, vice president, The First National Bank of Dallas, Tex.; W. W. Cook, president, The Beatrice National Bank, Beatrice, Neb.; Avery H. Fonda, vice president, The South Carolina National Bank, Greenville, S. C.; Donald R. Hassell, assistant vice president, The Hanover Bank, New York City; Dutton Hayward, vice president, The Puget Sound National Bank, Tacoma, Wash., and Edward A. Khayat, vice president of The Pascagoula-Moss Point Bank, Pascagoula, Miss.

Elected to complete the unexpired term on the board vacated by Mr. Lewis' election to the vice presidency was Robert E. McLaughlin, president of the Piscataqua Savings Bank, Portsmouth, N. H.

Preston E. Reed was given special recognition on his retirement as executive vice president of F.P.R.A. Elected to succeed him is Vernon Schwaergerle, who joined the association in 1959 as executive secretary after 25 years with the American Meat Institute's advertising and public relations division.

Named to the executive secretary post vacated by Mr. Schwaergerle is Wilson Parfitt, associated with F.P.R.A. since 1954 as assistant executive secretary.—End.

pick up the tab. (P.S. Don't try this if you live in Chicago, Los Angeles, or New York!)

Idea Number 13

Make your advertising as personal as possible. One ingenious letter, devised by a **Pennsylvania** agent, actually shows a photograph of the prospect's house. After pointing out what a beautiful home it is, the letter goes into a hard sell for a package homeowner's policy.

Idea Number 14

Try an occasional gimmick. Here is a successful gimmick used by an agent in **Decatur, Illinois**, in writing to prospects:

"My name is Paul Swarm and

I am in the fire and casualty insurance business and as you can see from this little bottle of perfume my company has been in business for fifty years. Now, if you have any problems with your wife, I suggest that you take this perfume that I found in Paris last year and give it to her. She will put it behind her ears and be so delighted with the smell that she will forget all about the amount of money that you are spending on insurance."

Above all else, capitalize on the Big "I." For, as the Big "I" becomes established as a national trademark, it will prove to be one of the strongest weapons in the independent agent's selling arsenal.—▲▲

N. W. Bancorporation Earnings Up

GOODRICH LOWRY, president, released the interim report of Northwest Bancorporation and affiliated banks and companies covering operations for the first nine months of 1960, following the October board of directors' meeting held in Sioux Falls, S. D.



G. LOWRY

Consolidated net operating earnings of the corporation and affiliated banks and companies for the nine months ending September 30, 1960, amounted to \$11,264,099. This is an increase of \$985,214, or 9.6 per cent compared with \$10,278,885 for the first nine months of 1959. After preferred stock dividends, earnings were equal to \$2.08 per share on 5,316,676 common shares. This compares with \$1.93 per share last year in the first nine months on 5,156,466 common shares.

Net additions to income from non-operating sources, as distinguished from operating and service activities, amounted to \$571,024 as compared

with \$58,213 for the comparable period in 1959. Included in the net addition for 1960 were net profits from security transactions amounting to \$536,304 before taxes. In the same period in 1959 security transactions resulted in net losses of \$552,815.

Consolidated net income amounted to \$11,835,123 or \$2.18 per share of common stock. This compares with \$10,337,098 or \$1.94 per share for the first nine months in 1959.

Total dividends declared on the common stock in 1960 amount to \$1.20 per share, compared with \$1.10 per share for the same period in 1959.

MINNESOTA NEWS . . .

(Continued from page 56)

Blomkest Open House

The State Bank of Blomkest held open house recently for its 50th anniversary and its newly remodeled quarters. About 500 people attended and were treated to coffee, cookies and cake.

Several prizes were awarded, including savings bonds and savings banks.

Alfred O. Aune

Alfred O. Aune, 68, well-known Minnesota banker, died recently in Langdon, where he had been in the banking business 27 years. He had managed the Northwestern Bank of Langdon (now the First Bank of Langdon) from 1930 until his retirement as president in October of 1957. Before World War I, he was with the Farmers State Bank at Battle View, N. D. After service, he became assistant cashier, State Bank of Grenora, then cashier and manager, Granger State Bank at Granger, and vice president, Farmers State Bank at New Rockford. He became vice president of the Langdon bank in 1930, then president in 1932.

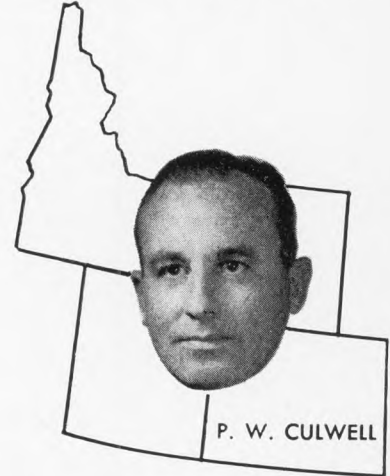
50 Years in Loretto

The State Bank of Loretto, Minn., held open house recently in its newly-remodeled quarters in celebration of its 50th anniversary. J. H. Grinnell, president, and all officers, directors and personnel were hosts to guests who toured the modern quarters and enjoyed refreshments and opportunities at door prizes.

Changes at Luverne

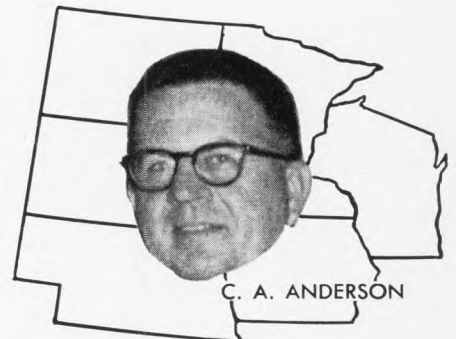
Delvin Meyer left the First National at Fremont last month to take charge December 1 of the insurance department of the First National Bank of Luverne. Ernest Parry, formerly in

Anico service . . .



P. W. CULWELL

6005 S. Milwaukee Way • Littleton, Colo.



C. A. ANDERSON

P. O. BOX 149 • AMES, IOWA

Among other things . . . ANICO has special facilities for administering your credit insurance program . . .

- prompt, unsurpassed service
- sound, continuing growth



Credit
Insurance
Division
Dallas 5,
Texas

**AMERICAN
NATIONAL
INSURANCE
COMPANY**
of GALVESTON, TEXAS

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

WANT ADS

Rates 20 cents per word per insertion. Minimum: 10 words.
NORTHWESTERN BANKER
 306 15th St. Des Moines, Iowa

POSITION WANTED

Installment loan position wanted. College graduate. Seven years' experience with finance and loan organization. Iowa insurance agent's license for all types. Age 33, married, 3 children. Will relocate. Box FLH, Northwestern Banker, 306 15th Street, Des Moines 9, Iowa.

FOR SALE

Remington Rand Printing Calculator, Model 98.
 Heyer Model 70 Mark II Conqueror Spirit Duplicator.
 Both excellent condition.
 Write CXP c/o NORTHWESTERN BANKER
 306 15th Street, Des Moines, Iowa

POSITIONS AVAILABLE

for bankers of all skills and experience. In absolute confidence write to
**BANK PERSONNEL
 CLEARING HOUSE
 and Employment Agency**
 503 N. Washington
 Naperville, Illinois

POSITION WANTED

Ambitious 31-year-old married man with B.S. in Commerce, five years' insurance and financial counselling experience, desires position in progressive bank. Write DMK, c/o NORTHWESTERN BANKER, 306 Fifteenth Street, Des Moines, Iowa.

FOR SALE

Burroughs Sensitronic-single head-posting machine 1 year old.
 Mr. Cliff Jossart
 Olmstead County Bk. & Tr. Co.
 Rochester, Minn.

BANKS BOUGHT and SOLD
All Negotiations Confidential
 A NATIONAL CLEARING HOUSE
 FOR EXPERIENCED BANK EXECUTIVES
 WITH CAPITAL TO INVEST
BANKERS SERVICE COMPANY
 BOX 1423 • DES MOINES 5, IOWA • PHONE AT 2-7800

ACORN Sale Registers
 "Accepted Sale Registers by Bank Clerks Everywhere"
 For information write
THE ACORN PRINTING CO.
 OAKLAND, IOWA

charge of the department, left the middle of last month to join Bachman-Anderson's insurance firm in St. Paul.

Ups Surplus \$100,000

The First National Bank of Mankato raised its surplus \$100,000 last month by a transfer from its undivided profits account, according to H. M. Grant, president.

This increase gives the bank a capital structure of \$750,000. In addition to the above, the bank has other reserves of more than a half million dollars protecting its depositors.

Directors are: R. G. Foster, president, Mankato Paper Box Company; J. G. Lynch, manager, Northern States Power Company; C. B. MacLeod, chairman of the board, Hubbard Milling Company; Earl Madsen, president, Madsen's Super Valu Stores; R. J. (Bert) Mahowald, owner, Mahowald Company; H. H. Miller, retired; Brett M. Taylor, vice president, Geo. E. Brett Company; B. W. Kough, vice president, and H. M. Grant, president, First National Bank.

Modernization at Mankato

A drive-in and walk-up teller facility was completed recently at the National Bank of Commerce in Mankato, Minn., and the first 500 customers who used either teller were given silver serving spoons. F. A. Buscher, president, reported that the bank has been considering closed TV circuit which would enable the drive-in teller to correspond visually as well as orally with the main part of the bank.

New Sign in Pipestone

The Pipestone National Bank in Pipestone has a new 10½-foot high time and temperature sign for the front of its banking home.

C. A. Thorkelson Elected President at Redwood Falls

C. A. Thorkelson, cashier of First James River National Bank at Jamestown, N. D., succeeded Gerald B. Stanton as president of Citizens State Bank of Redwood Falls the first of this month.

Son of a Valley City, N. D., banker, the late A. C. Thorkelson, he progressed from bookkeeper to teller at First Citizens State Bank, Watertown, S. D., between 1937 and 1941.

Transferred to Mandan, N. D., Mr. Thorkelson served as teller there in 1941 and 1942 and came to Minnesota to be assistant cashier of State Bank of Lake Park from 1942 to 1947. When Northwest Bancorporation sold the

Lake Park bank, Mr. Thorkelson went to Rock County Bank at Luverne where he was assistant cashier until going to the Jamestown bank in 1951. He headed its installment loan department before becoming assistant cashier in 1954, and has been cashier since 1955.

J. E. Hegstrom

J. E. Hegstrom, 78, a prominent southern Minnesota business and banking figure for more than 50 years, died recently at his home in St. James.

Mr. Hegstrom was the current president of the First National Bank of St. James, and the second veteran officer of that institution to die this year, having been preceded by C. A. "Tony" Torkelson, July 12.

CONVENTIONS

- January 18, Minnesota Bankers Association Midwinter Conference, Radisson Hotel, Minneapolis.
- January 23-24, ABA 13th National Credit Conference, LaSalle Hotel, Chicago.
- February 6-8, ABA Midwinter Trust Conference, Waldorf-Astoria, New York.
- March 6-8, ABA 58th Annual Savings Conference, Hotel Roosevelt, New York.
- March 20-22, ABA Instalment Credit Conference, Conrad Hilton Hotel, Chicago.
- April 20-22, Independent Bankers Association, Annual Convention, Sheraton-Park Hotel, Washington, D. C.
- May 25-27, South Dakota Bankers Association, Annual, Sheraton-Johnson Hotel, Rapid City.
- May 26-27, North Dakota Bankers Association, Annual, Gardner Hotel, Fargo.
- May 29-June 2, American Institute of Banking, Annual Convention, Statler-Hilton, Seattle.
- June 6-7, Minnesota Bankers Association, Annual Convention, Hotel St. Paul, St. Paul.
- June 15-17, Wyoming Bankers Association, Annual Convention, Jackson Lake Lodge, Wyoming.
- June 22-24, Montana Bankers Association, Annual Convention, Jackson Lake Lodge, Wyoming.
- September 11-13, NABAC 37th annual national convention, Conrad Hilton Hotel, Chicago.
- October 11-12, Nebraska Bankers Association, Annual, Sheraton-Fontanelle Hotel, Omaha.
- October 15-18, American Bankers Association, Annual Convention, San Francisco.
- October 29-November 1, Iowa Bankers Association, Annual, Hotel Fort Des Moines, Des Moines.
- November 13-14, 10th National Agricultural Credit Conference, The Statler-Hilton, Dallas, Texas.

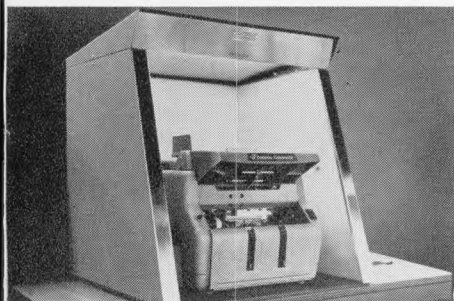
The Bankers' Market Place

A Page Telling What's New for Banks and Bankers

Each month the Bankers' Market Place will bring you listings of new products, specialty items, banking equipment, and gift items which will help you and your staff do a better job. This is the selection for this month.

A COMPLETE catalogue of Sheaffer pens available as premiums, including prices, can be obtained from A.B.C. Advertising in Des Moines. Listings include items from 92 cent cartridge pens to \$50 desk sets. Information about additional specialty items also is available from the same firm.

CUMMINS-CHICAGO, manufacturers of bank and business machines, recently announced the availability of soundproof cabinets to purchasers and users of their Cansamatic. The Cansamatic is a perforator with automatic feed and is used to cancel all types of checks.



SOUND PROOFING CABINET

The soundproof cabinet cuts down 50 per cent of the machine noise. It is

designed for use in critical areas where a quiet atmosphere is imperative in order to maintain error-free work.

BURROUGHS CORPORATION has introduced a new electronic device, the A570 check digit varifier, which virtually eliminates human error in encoding amount and other reference numbers into punched paper tape.

About the size of a portable radio, the varifier is actually a solid-state electronic computer, designed to operate cable-connected to Burroughs accounting machines that produce tapes for data processing. A mathematical computation which the varifier performs instantaneously upon account numbers to be entered into tape ensures the accuracy of each entry.

THE Bank of Nova Scotia has reported that a large amount of customer response has been developed through the distribution of a "Pocket Guide for Family Spending." The guide breaks down a customer's take-home pay into the amounts he should set aside for food, shelter, home operations, transportation, development and savings. It considers monthly take-home pay from \$300 to \$800 and

the number of members in the family from two to five.

A NEW, inexpensive, practical, yet unusual advertising novelty called the Mark-A-Ball has been placed on the market by golf pros Ted Longworth and Charles Sullivan of Portland, Ore. The Mark-A-Ball serves as a popular ad novelty when imprinted with the bank name or advertising message. It is ideal as a give-away at open houses, special events, golf tournaments, business premiums or personal gifts. Prices and samples can be obtained from Mark-A-Ball, P. O. Box 5844, Portland 22, Ore.

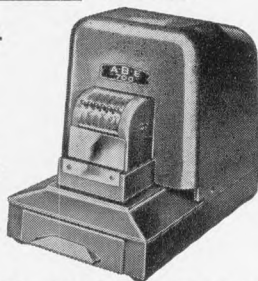
A COMPLETE line of steel teller counter units has been announced by Diebold, Inc. Included are single and double pedestal counter height units, apron cases, cash trays, teller buses, counter height mobile units and accessories. All are in standard dimensions and are interchangeable to provide custom-designed teller counters at mass-production prices.



Remarkably versatile is this all new Financial ColorAd Company "Strip" Display unit. Designed for the window, back counter or ledge—in any location it is seen readily, gets your sales message across with extreme emphasis! "ColorAds" are brightly illuminated, cover entire range of Bank services, feature superb design and lay-out. Low cost, too, is a feature—only \$129.50 for the first year (this includes twelve ColorAds of your choice) succeeding years are \$99.50. Write: Financial ColorAd Company, P. O. Box 83, Brecksville, Ohio.

Quality Equipment At Sensible Prices!

Try An A.B.E.
Electric
Check
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



A complete Display service for the Banker covering all services, even to special Holiday material, is supplied by Glo-Processed Displays, Inc. The Displays are designed to be used in windows, on lobby floor, back wall or counter top—and are made in either stationary or rotating models. Extreme emphasis is attained through the use of eye-catching "Black Light" (ultra-violet) on the silk screened fluorescent display inserts. Positive results at low cost are assured—Glo-Processed Displays put the "Tangible" back in advertising! Prices begin at \$2.25 per week! Write: Glo-Processed Displays, Inc., 1874 West 47 Street, Cleveland, Ohio.



loads
like a
rifle
92¢
EACH

NEW
SHEAFFER'S
Cartridge PEN

SHEAFFER'S SPECIAL No. CS is gift-boxed with 2 Skrip cartridges. This new, leakproof fountain pen holds more in one load than any other American-made cartridge pen. Backed by Sheaffer's reputation, you get 5 lines of ad copy and your choice of fine or medium points. 100—\$1 each; 250—96c each; 500—92c each. Send your ad and state point desired to ABC Advertising, 3212 Ingersoll Ave., Des Moines 12, Iowa.



In the DIRECTORS' ROOM



Everybody Wins?

A preacher saw a beautiful newly-painted white fence and could not resist writing on it in large letters: "I pray for all."

One of the candidates for high office during the recent election saw the message and could not resist writing below it in large letters: "I'll provide everything for all."

On his way home from extra hours in the office (for no overtime pay), Mr. Small Businessman saw the two messages . . . and could not resist writing in large letters: "And I'm the poor guy who's going to have to pay for it all."

Follow in Footsteps

Little Johnny was in one of his very bad and disobedient moods. In answer to his mother's remonstrations that he behave himself, he said, "Give me a nickel and I'll be good."

"Give you a nickel!" she scolded. "Why, Johnny, you shouldn't be good for a nickel, you should be good for nothing—like your father."

Remember This One

Conductor: What are you doing with those towels in your suitcase?

Passenger (with presence of mind): Oh, they are some I used the last time I was on this train. I had them washed and brought them back.

Sufficient Reason

Psychiatrist: Why have you got into the habit of walking backwards?

Patient: I like to see the expression on the faces of the people following me.

He's Prepared

Wife: I baked two kinds of biscuits today. Would you like to take your pick?

Husband: No, thank you. I think I'll use my hammer this time.

Boy, That's Lucky

A woman fell overboard in the middle of the Atlantic and a shark came right up to her, took one look and went away. Fortunately, it was a man-eating shark.

Clever, These Chinese

A sailor, after placing some flowers on a grave in the cemetery, noticed an old Chinaman placing a bowl of rice on a nearby grave and asked: "What time do you expect your friend to come and eat the rice?"

Chinaman (with a smile): "Same time your friend comes up to smell the flowers."

Consider the Viewpoint

A sports-car driver was puzzled when a friend whom he had given a lift asked, "What is this long wall we keep driving past? It's over 10 miles long."

The surprised driver answered, "That's not a wall—it's the curb."

Different Circumstances

The major looked up from his desk at the first-class private and snapped, "Now really, I ask you, in civilian life would you come to me with a puny complaint like this?"

"No, sir," was the reply, "I'd send for you."

INDEX OF ADVERTISERS

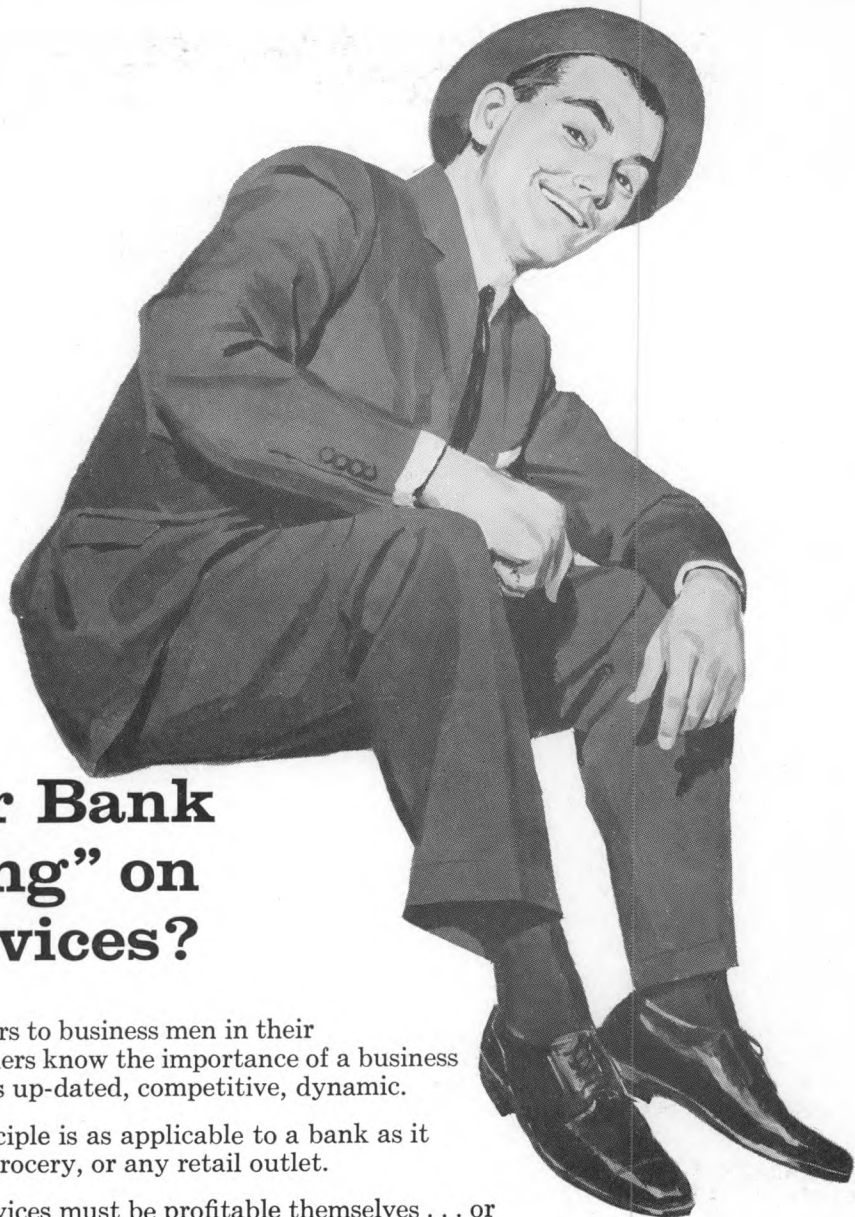
DECEMBER, 1960

A	
ABC Advertising Company	93
Acorn Printing Company	92
American National Insurance Company of Galveston	91
American Trust and Savings Bank, Dubuque	80
B	
Bank of America	35
Bank of Montreal	55
Bank of New York	7
Bankers Service Company, Inc.	75, 92
Bankers Trust Company, Des Moines	76
Bankers Trust Company, New York	39
Black Sale System	68
C	
Canadian Bank of Commerce	16
Central Bank and Trust Co., Denver	62
Central National Bank and Trust Company, Des Moines	20
Central States Health and Life Co.	95
Chase Manhattan Bank	19
Chemical Bank New York Trust Co.	10
Chiles-Schutz Company	66
Christmas Club a Corporation	13
City National Bank and Trust Company, Chicago	22
Commerce Trust Company	18
Continental Illinois National Bank and Trust Company	41

D	
Davenport, F. E., and Company	74, 87
DeLuxe Check Printers, Inc.	14
Diebold, Inc.	4
Drovers National Bank	81
E	
Employers Mutual Casualty Company	46
F	
Fifth Avenue Hotel	40
Financial Colorad Company	93
First Continental National Bank and Trust Company, Lincoln	73
First National Bank of Arizona	40
First National Bank, Chicago	11
First National Bank, Kansas City	6
First National Bank, Omaha	69
First National Bank in St. Louis	45
First National Bank, St. Paul	50
First National City Bank of New York	8-9
First Stock Yards Bank, South St. Joseph	74
G	
Glo-Processed Displays, Inc.	93
Greenspan, M. I.	93
H	
Hummer, Wayne, and Company	42
I	
Imperial Bank of Canada	42
Iowa-Des Moines National Bank	96
K	
Koch Brothers	44
L	
LaMonte, George, and Son	3
LaSalle National Bank	84, 85, 86, 87, 88, 89, 90
Lawrence Warehouse Company	43
Live Stock National Bank, Chicago	33
Live Stock National Bank, Sioux City	56

M	
Manufacturers Trust Company	17
Marquette National Bank	82
Massaglia Hotels	38
Mercantile Trust Company	15
Merchants Mutual Bonding Company	91
Merchants National Bank	2
Minnesota Commercial Men's Assn.	54
Mosler Safe Company	83
N	
National Bank of Commerce	72
National Bank of South Dakota	57
National Bank of Waterloo	78
National Cash Register Company	53
Northwest Security National Bank	58
O	
Omaha National Bank	67
R	
Ralston Purina Company	62
Recordak Corporation	48-49
S	
St. Paul Terminal Warehouse Co.	37
St. Paul Western Companies	44
Stock Yards National Bank, Omaha	71
T	
Tootle-Enright National Bank	75
U	
United States Check Book Company	70
United States National Bank	64
V	
Valley Bank and Trust Company, Des Moines	79
Valley National Bank, Phoenix	36

Northwestern Banker, December, 1960



Is Your Bank "Resting" on Its Services?

As financial advisers to business men in their communities, bankers know the importance of a business keeping its services up-dated, competitive, dynamic.

This business principle is as applicable to a bank as it is to a feed store, grocery, or any retail outlet.

Of course, new services must be profitable themselves . . . or increase profits indirectly through improved good will.

Central States BANK HEALTH Program does both! It returns profitable extra income . . . it's good public relations.

How? It's simple. Central States offers protection to your checking account customers in good standing . . . who authorize checking account deductions. You relieve them of the bother of paying premiums . . . retain a liberal fee for your efforts.

The fact that more than half of all banks in Nebraska and South Dakota are using this program is evidence that it is sound and effective. For complete details, please write, wire or phone:



CENTRAL STATES HEALTH & LIFE Co. OF OMAHA

T. LESLIE KIZER, *President*

UNDERWRITERS OF CONSUMER CREDIT INSURANCE
AND LIFE, HEALTH, ACCIDENT AND HOSPITAL INSURANCE
THROUGH FINANCIAL INSTITUTIONS.



A garland of Merry Christmas wishes

... from our Correspondent Department: Betty, Jerry, Christy, Keith, George and Bob

May there be a child at your house to help find and decorate the
Perfect Tree . . . as fresh and lovely as the spirit of Christmas.

May all of your family, from far and near, be gathered together for these
joyous days . . . in good health, good fortune and good cheer.

May Santa discover, in your secret heart, the one most ardent wish you hold,
and fulfill it for all the years to come.

And finally . . . may you find a moment in this happy season to let us see you, shake
your hand, and say our thanks for your friendship. *Merry Christmas!*

We're here to help you get what you want

IOWA-DES MOINES  National Bank

Sixth and Walnut, Des Moines 4 • CHerry 3-1191

Member Federal Deposit Insurance Corporation