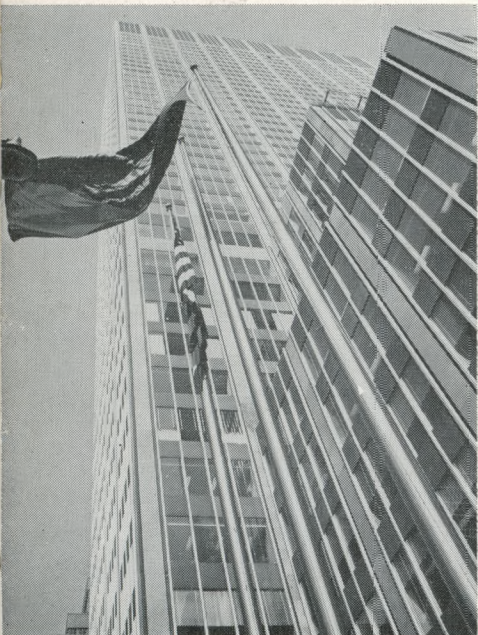


NORTHWESTERN *Banker*

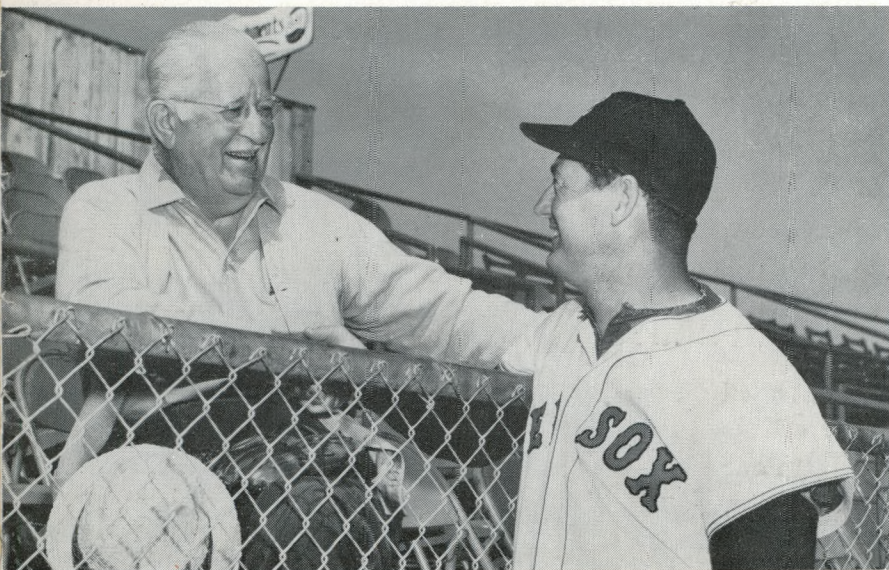
**MAY
1961**



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PRESIDENT APPOINTS SAVINGS BONDS CHAIRMAN—Page 42



BASEBALL AND BANKING CONSULTANTS—Page 42

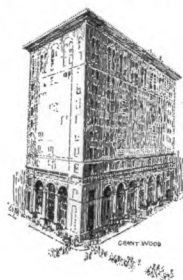


Governor Welcomes FPRA—Page 32



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.



How a home-town bank provided world-wide service

A few months ago, a Midwestern banker was approached by a local manufacturer who had a problem. The manufacturer was unable to obtain one of his important raw materials from domestic sources, and wanted to investigate the import market.

The banker immediately turned to The Northern Trust, his Chicago correspondent. Through The Northern Trust's world-wide network of banking connections, he provided the names of foreign sources—and the manufacturer was able to secure the vital raw material. By solving the problem so quickly and competently, the home-town banker obtained the manufacturer's account—an objective he had long pursued.

Hundreds of other banks, working with The Northern Trust in a similar way, are able to give *their* customers helpful international banking assistance—credit information, prompt remittance of funds, information on economic conditions, opening of import letters of credit, collection of documentary export bills, and prompt quotations for purchase and sale of foreign exchange.

The Northern Trust also provides correspondents with a full range of other banking, bond, and trust services. If you would like to know how The Northern Trust can help *you*, we'll be happy to have one of our officers come to see you.



The
NORTHERN TRUST
Company
BANK

50 South La Salle Street
 Chicago 90, Illinois
 FI 6-5500 • Member F.D.I.C.

No. 886. Northwestern Banker is published monthly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines 9, Iowa. Subscription, 35¢ per copy, \$3 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.



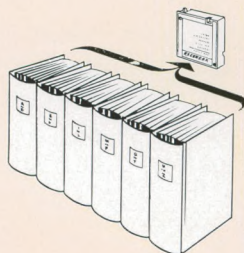
MICROFILMS UP TO 500 ITEMS PER MINUTE!

New RECORDAK RELIANT 500 Microfilmer—in one continuous operation—automatically feeds your office records . . . photographs one or both sides at once . . . indexes the film images . . . even endorses, cancels or face-stamps originals with accessory endorser. Also, a “twin” roll of film can be exposed simultaneously for off-premises security.

Film units can be interchanged in seconds, which allows various departments to use the same microfilmer and *still keep their records separate*. It's almost like getting extra microfilmers for the cost of extra film units.

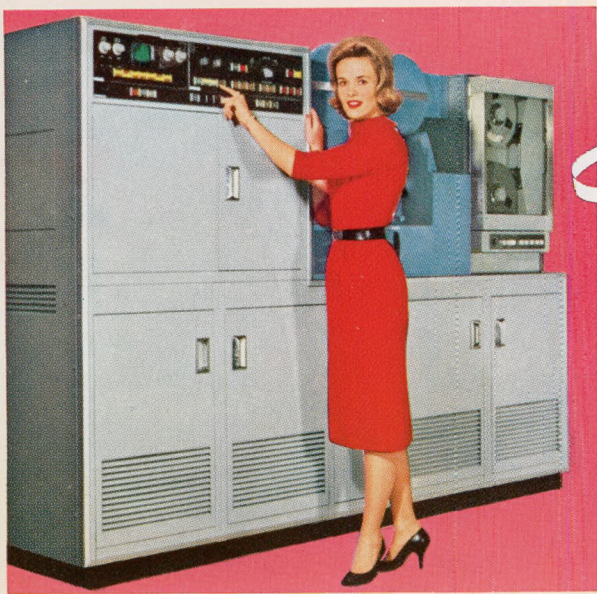
**DATA HANDLING . . .
AND RECORDAK**

Meeting today's tough record-



ANY MICROFILMED RECORD OUT OF MILLIONS VIEWED IN 20 SECONDS! New RECORDAK LODESTAR Reader turns on automatically when you insert magazine containing thousands of microfilmed and indexed pages of office records, catalog information, or decoded computer data. No threading. No adjustments. No handling of film—ever!

Fast as the RECORDAK LODESTAR advances your film the index lines are easy to follow . . . lead right to the pictures you want. On-the-job tests show that it actually takes less than 20 seconds to retrieve—and view—any record out of the millions which can be kept within arm's reach.



TRANSLATES COMPUTER LANGUAGE INTO PLAIN ENGLISH!

New RECORDAK DACOM System produces microfilm images of graphic arts quality from the invisible pulses on magnetic tape at speeds up to 20,000 characters per second. That equals or exceeds computer speeds . . . is many times faster than mechanical printers. The information decoded from as many as eight 2,400-ft. reels of magnetic tape fits on one 100-ft. roll of 16mm RECORDAK Microfilm, measuring only 4" x 4" x 1".

RECORDAK DACOM System is incredibly versatile—optically combines computer data with any office form design . . . gives you, for example, a complete customer statement on a single film image, from which a paper print can be made.

handling problems head on!

New From RECORDAK! Streamlined new equipment . . . incredible new systems . . . entirely new concepts in handling everything from office records to computer tapes.

Even in the brief picture-captions on these pages you will find some (perhaps many) suggestions for more economical handling, storage, and retrieval of the records you use daily. And there's much more to the RECORDAK story!

Free literature . . . and a cordial invitation

Send for booklets describing RECORDAK RELIANT 500 Microfilmer; RECORDAK DACOM System; RECORDAK LODESTAR Reader; RECORDAK Precision Engineering Drawing System.

Better still, accept our invitation—have a Recordak Systems Man stop by to discuss your specific record-handling problems. No obligation! Write Recordak Corporation, 415 Madison Ave., New York 17, N. Y.

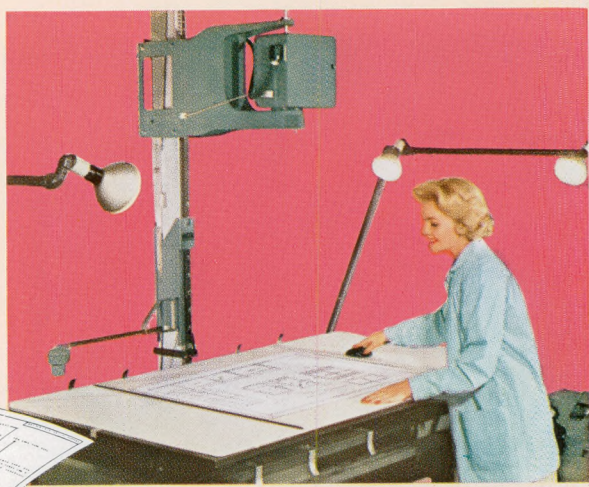


(Subsidiary of Eastman Kodak Company)

originator of modern microfilming

—now in its 34th year

IN CANADA contact Recordak of Canada Ltd., Toronto



DECKS OF MICROFILM CARDS REPLACE BULKY DRAWING FILES!

The RECORDAK Precision Engineering Drawing System gives you drawings-in-miniature on low-cost 35mm RECORDAK Microfilm which more than meet DOD specifications. Smallest details are extremely sharp, backgrounds are remarkably uniform even when drawings and prints of every type and age are microfilmed.

Mounting these superb film-images in file cards gives you a complete drawing file which can be kept at the finger tips . . . ready for instant viewing in RECORDAK Film Reader. Ends waiting for reference blueprints . . . cuts blueprint costs. Whenever needed, facsimile prints—or duplicate film cards—can be made directly from the master cards.

4 reasons why you should sell pre-packaged

FIRST NATIONAL CITY BANK TRAVELERS CHECKS

Now, First National City Bank gives you a great new way to sell its world-known Travelers Checks. Studies show that 4 out of 5 sales can be made more quickly and easily this new "pre-packaged" way—and with the trend growing stronger every day, your bank stands to reap four important *major* benefits with First National City Bank Travelers Checks.

- 1 ISSUED IN ¼ OF THE TIME!**
A great new time saver. Only 90 seconds against 6 minutes the old way!
- 2 NEW, GREATER CONVENIENCE!**
Eliminates check counting, number listing, charge figuring. Paper work cut to a minimum.
- 3 BUILDS PROFITS!**
So quick and easy to sell there's less sales effort—more chances for profit per transaction.
- 4 WIDENS PROSPECTIVE MARKET!**
FNCB Pre-Packaging means every teller window can sell Travelers Checks from the easy "all-in-one" sales pouch—thus attracting more customers, creating more situations in which checks may be sold. And with FNCB's continuous advertising campaign behind you, you're bound to sell more Travelers Checks the new Pre-Packaged way.

FNCB Travelers Checks are pre-packaged in the 8 most popular denominations where 80% of the sales are made. Sets of 5 (in black) and 10 (in red) 10's, 20's, 50's & 100's come in folding or secretarial wallets in amounts ranging from \$50 to \$1000. Put this FNCB service—which gives you 90% of the profit—to work making money for your bank now. Write FNCB for full details today. Remember: the nicest things happen to people who sell pre-packaged First National City Bank Travelers Checks.



FIRST NATIONAL CITY BANK

Member Federal Deposit Insurance Corporation

Northwestern Banker, May, 1961

NORTHWESTERN Banker

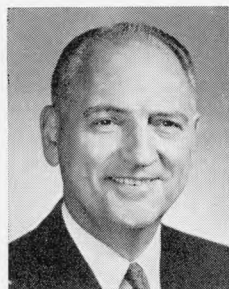
Oldest Financial Journal West of the Mississippi

for your MAY, 1961, reading

67th Year No. 886

Heads Reserve City Group

Ransom M. Cook, president, Wells Fargo Bank American Trust Company, San Francisco, has been elected president, Association of Reserve City Bankers, succeeding Homer J. Livingston, chairman, First National Bank, Chicago.



R. M. COOK

Elected vice president was Norfleet Turner, chairman, First National Bank, Memphis. Mr. Turner succeeds John F. Watlington, Jr., president, Wachovia Bank

& Trust Company, Charlotte, N. C. David M. Kennedy, chairman, Continental-Illinois National Bank and Trust Company, was elected treasurer, succeeding Gaylord A. Freeman, Jr., president, First National Bank, Chicago.

Corwith Hammil was re-elected secretary.

The four directors elected for three-year terms are Roger Damon, president, First National Bank, Boston; J. Paschal Dreibelbis, senior vice president, Bankers Trust Company, New York; David M. Kennedy, chairman, Continental-Illinois National Bank and Trust Company, Chicago, and Murray Kyger, president, First National Bank, Fort Worth, Tex.

100 Banks Use Service

The Merchants National Bank, Michigan City, Ind., has become the 100th bank to provide the farm picture for its farm customers. Robert F. Springer, assistant vice president and manager of the Wanatah Branch, has announced the bank will provide 400 copies for farmers and other agribusiness interests in LaPorte County.

The Farm Picture is an economic news letter used by banks as a part of their public relations effort. It is published by the Farm Business Council, headed by Earl F. Crouse, publisher, in Urbana, Ill.

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Associate Publisher
Malcolm K. Freeland

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Ben J. Haller, Jr.

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Frank P. Syms, Vice President, 550 Fifth Avenue, New York 36, JUDson 2-7126
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DE PUY PUBLICATIONS: Underwriters Review, Northwestern Banker, Iowa-Nebraska Bank Directory

Northwestern Banker, May, 1961

Complete Automation Planned By Valley National, Phoenix



STREAMLINED FIGURE-R: Model Jo Ann Carley casts an approving eye at completely-automated electronic check handling and bookkeeping system installed by Valley Natl., Phoenix.

CEREMONIES marking the debut of a new electronically-operated check-and-document system were held by the Valley National Bank, Phoenix, recently at the bank's new 32,000 square foot operations center on Black Canyon Highway.

The Valley National Bank, International Telephone & Telegraph Corporation and General Electric have joined hands in putting together the "20th Century's first electronic system providing completely automated processing of all bank items," VNB Board

Chairman Walter R. Bimson told the group.

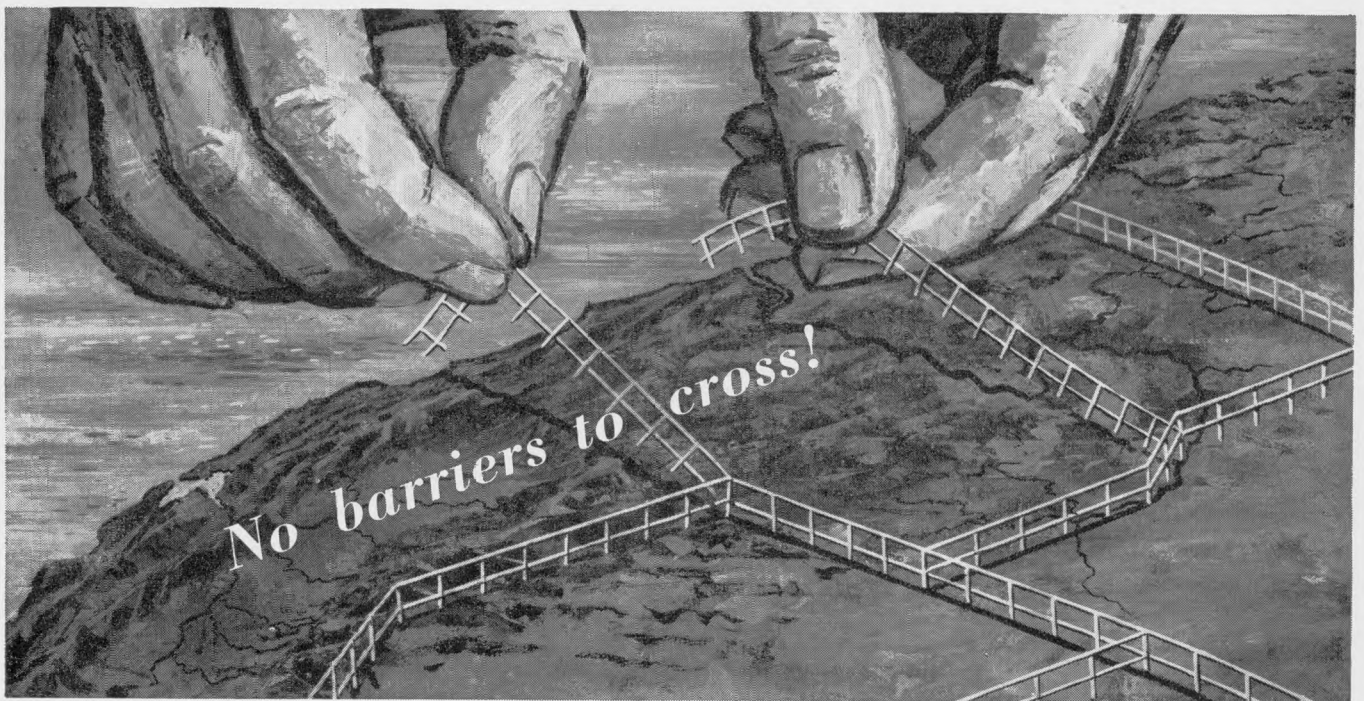
When delivery is made this month of a GE-210 computer system—supplemented by a battery of ITT equipment now in operation—"not only check-handling but proof and transit operations as well will be electronically performed," Mr. Bimson pointed out.

The audience viewed an impressive array of ITT equipment in operation, including a prime sorter, verifiers, encoders, classifiers, listers and other sorters.

The system, marketed by ITT's Intelex Systems Division, was described as "the first in the world" capable of completely-automated handling of both "on-us" items (checks and other documents drawn on Valley Bank) and transit items (documents drawn on other banks).

VNB's combination of ITT and GE equipment also makes possible a data-processing system compatible with magnetic ink recognition standards (MICR) recommended by the American Bankers Association, as well as conventional checks not pre-printed with MICR characters.


When it swings into full operation later this year, the VNB operation



Through our own offices in all 3 states, you can reach immediately into California, Oregon and Washington, covering all your Western transactions with *one account in this one bank.*

SAN FRANCISCO and other California cities... PORTLAND, Oregon... SEATTLE and TACOMA, Washington • HEAD OFFICE: 400 CALIFORNIA STREET, SAN FRANCISCO 20

THE BANK OF CALIFORNIA
NATIONAL ASSOCIATION



Member Federal
Deposit Insurance
Corporation

Northwestern Banker, May, 1961



The Chase Manhattan Tower at Dawn—Photo by Erich Locker

What's new on the financial horizon?

Rising 60 stories above New York's historic financial center, The Chase Manhattan Bank, in its new head office, stands ready to meet the banking needs of a vigorous American economy.

Behind the bright glass and gleaming metal of 1 Chase Manhattan Plaza is a single banking purpose—greater usefulness to individuals and businesses in New York, the nation and the world.

To best serve hundreds of thousands of customers, the new Chase Manhattan headquarters is staffed by

skilled and experienced bankers backed by the most modern banking machines and facilities. Equally important, its location in the heart of New York's financial and trade center facilitates the efficient handling of all commercial and personal banking transactions.

From the windows of 1 Chase Manhattan Plaza you look out upon the most active center of the nation's finance. You see the Stock Exchange, the Federal Reserve, the Clearing House, numerous Commodity Exchanges. You see the throngs and the activity, and you begin to under-

stand why it is important for America's leader in bank loans to business and industry to build bigger in this important area of American banking.

**THE
CHASE
MANHATTAN
BANK**



*Head Office: 1 Chase Manhattan Plaza
New York 15, N. Y.*

Member Federal Deposit Insurance Corporation

Northwestern Banker, May, 1961

center will work eight-hour shifts around the clock, handling the daily flow of checks from VNB branch offices in the Phoenix area.

ITT officials of the company, headed by Dr. Louis T. Rader, New York, ITT vice president, told the group that his company's tailor-made equipment eventually will sort and tabulate some 250,000 items daily.

The ITT-GE complex does not require special inks or documents (such as checks) of uniform size and shape. It is equally effective with checks drawn on VNB as it is with those written on other banks.

Basically, there are three major steps in the VNB installation, it was pointed out. During the proofing operation, an encoder automatically places the check in a transparent plastic jacket while a keyboard operator records pertinent account, amount and code data on a magnetic tape strip fixed to the jacket's top.

All subsequent computations and sorting information are derived from this magnetically-stored information.

In rapid order the jackets speed

through a verifier which proofs the encoding process. The verifier (or edit reader) can "read" some 25,000 jackets an hour. It also produces taped data for the GE-210 computer which posts the accounts.

Next, the prime sorter separates the jackets into 26 pre-selected, programmed pockets, also at the rate of 25,000 an hour.

Checks or drafts drawn on other banks are sent to a lister which automatically removes the documents from their jackets while printing out totals. In this fashion, for example, all checks written on the Bank of America can be tabulated, bundled and sent to its Los Angeles headquarters.

Valley Bank's own checks are separated by account number and amount by the sorter, which reads and compares pairs of 20-digit numbers, always selecting the lowest one until all jackets are in sequential order.

With this step completed, jackets go to a lister and checks are totaled and removed, ready for mailing to the customer along with his monthly state-

ment after branch personnel has verified signatures.

Two adjectives, "speed and accuracy," particularly sum up the entire process.

Drovers Increases Surplus

Leo R. Gruber, president, Drovers National Bank and Drovers Trust & Savings Bank, has announced in-



L. GRUBER

creases in the surplus accounts of both Chicago institutions.

Drovers' board of directors voted increases of \$250,000 for Drovers National Bank and \$125,000 for Drovers Trust & Savings Bank, both effected by

transfers from the banks' undivided profits accounts. With the reported increases, surplus of Drovers National Bank will stand at \$2,250,000, while that of Drovers Trust & Savings will total \$1,125,000.

Resources Near \$2 Billion

First published statement of condition of United California Bank since the merger of California Bank and First Western Bank shows deposits of \$1,736,288,367 and loans of \$1,063,609,666 as of March 31, 1961.

Total capital funds are \$162,990,743, made up of capital stock \$62,282,762, surplus \$63,209,866, and individual profits \$37,498,115.

Total resources of United California Bank are \$1,953,840,616.

Bank of California Reports

Edwin E. Adams, president of The Bank of California, San Francisco, reported first quarter net operating income of \$1,060,863 or \$.69 a share as compared to first quarter 1960 results of \$1,120,386 and \$.87 a share. Mr. Adams pointed out that the 1961 per share earnings are based on 1,541,580 shares outstanding, whereas the 1960 per share figure was computed on 1,284,650 outstanding shares. The increase in shares reflects the issuance of 256,930 additional shares completed in April, 1960.

Total deposits as of March 31, 1961, were \$586,410,923, an increase of \$38,804,147 over the March 31, 1960, reporting of \$547,606,776. Total resources are now \$671,031,192, up \$43,156,744 over the first quarter of 1960.

Loan demand was off slightly. The Bank of California's loans and discounts as of March 31, 1961, were \$319,055,266 as compared to the 1960 first quarter total of \$332,396,497.

SIMPLICITY

For many years—in fact as far back as 1913—the bankers of the country have been endeavoring to standardize the sizes and simplify the format of bank checks. One committee after another has tackled this problem, and each has come up with sound recommendations which were later clearly stated and comprehensively illustrated in well-prepared booklets. Why, then, are there more "headache checks" in circulation today than ever before?

The reason, we believe, is because there never was enough incentive to *sell* the recommendations resulting from these repeated, time-consuming committee studies. Now, however, with the introduction of a new check handling system, this incentive exists. MICR calls for a degree of standardization never before contemplated. For the first time, banks have a vested interest in check format great enough to trigger a real drive for standardization.

One of the side benefits of standardization is lower costs due to the opportunities provided for mass, streamlined printing operations. Probably ninety percent of the so-called "special" business checks could, with only slight modification, be supplied out of our catalog without in any way subordinating the interests of the customer. This is important; first, because as a rule the customer pays the cost, and second, because the bank check constitutes his personal currency and, as such, belongs to him.

We submit, therefore, that in this drive for standardization there is an opportunity to achieve simplification as well. This is no time to encourage the use of "corporate image" checks. To do so would be to depart from the objectives of standardization and simplification. The bank check is a simple instrument that transfers funds and provides data for mechanized handling. It does not lend itself to exotic treatment.



Manufacturing Plants at: CLIFTON, NORWALK, PAOLI, CLEVELAND, DETROIT, INDIANAPOLIS, CHICAGO, KANSAS CITY, ST. PAUL, DALLAS, CHATSWORTH, PORTLAND

Northwestern Banker, May, 1961

Financial Institutions and Christmas Club teach Sergeant how to amass fortune!

HE DOES AND WINS TOP PRIZE IN 1960 COMPETITION



From left, Henry R. Sutphen, Jr. president of the American Irving Savings Bank; Edward F. Dorset, president of Christmas Club a Corporation; Sgt. Albert J. Falloni and his wife and children.

Here, in part, is the letter that won Sgt. Albert J. Falloni the top prize in Christmas Club a Corporation's 1960 Competition:

"When I was a child, my parents opened a 25¢ Christmas Club account for me. Each year the funds were put in a savings account. My parents preached the value of saving money, and I was never allowed to withdraw any money. After the war, using my Christmas Club savings as collateral, I purchased a home. Realizing that my bank would match my savings dollar for dollar, I went looking for other houses to buy. I remodel the houses, increase my mortgages and sell or rent the houses. The values have increased on most of my

property, and now my holdings have a value of more than \$100,000."

What better testimonial to the two most important reasons for Christmas Club!

- 1 It is the "kindergarten" that starts people on the road to financial responsibility.
- 2 These people often become customers for the other services you offer.

We would like to talk to you personally about these and other advantages of Christmas Club. Contact our representative. There is no obligation, of course.

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

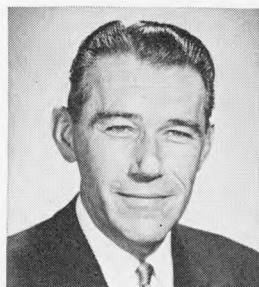


Northwestern Banker, May, 1961

Banker-to-banker

Join the more than 2,000
full-time correspondent services

NORTHWEST



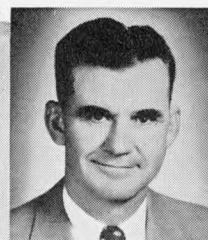
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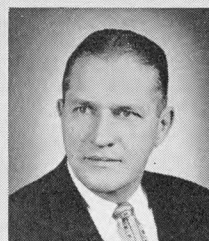
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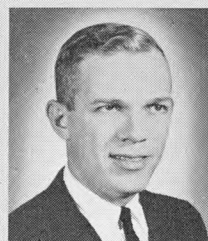
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Asst. Cashier



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Representative

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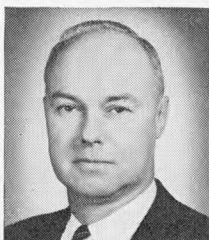


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Asst. Vice-President

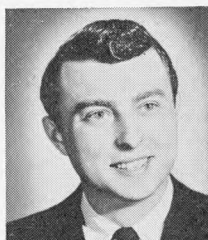


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Asst. Cashier

BANK PLANNING AND DESIGN



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DAVID R. MAIN

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service in 50 States!

banks who receive the finest

—contact our Division F today!

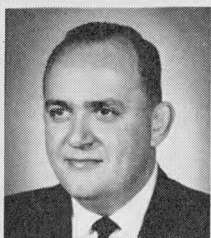
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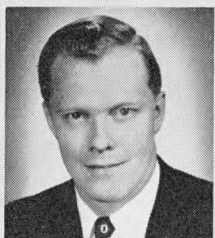
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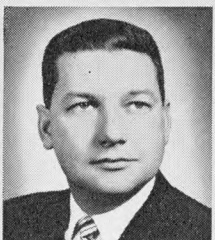
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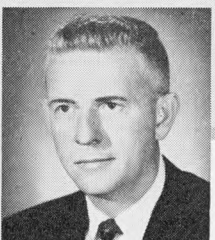
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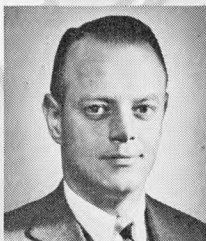


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Asst. Cashier

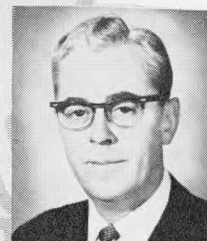
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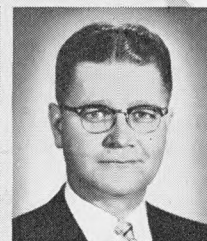
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Asst. Cashier



JOHN K. TULL
Asst. Cashier

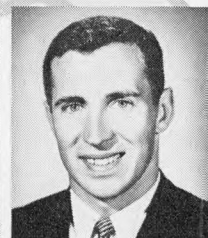


CHARLES P. ONGENA
Asst. Cashier

SOUTHEAST



FRED S. FLOYD
Asst. Vice-President



NEVIN G. BOWSER
Asst. Cashier

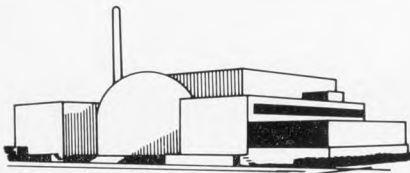
First National Bank of Chicago

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

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, May, 1961

BUILDING AHEAD WITH ATOMIC POWER



Sketch of Atomic power plant
at Sioux Falls, S. D.

Iowa Power is one of ten midwestern utilities which have joined to build a 66,000 kilowatt atomic power plant at Sioux Falls, S. D.

The plant is expected to be in operation early in 1962. The valuable experience we are gaining in the construction of this plant will help prepare us for the time operation of nuclear power stations becomes economically practical.

This peaceful use of the atom is just one more step in making electricity penny-cheap to Iowa Power customers. And, it's one more example of how Iowa Power plans ahead by building ahead.

IOWA POWER
AND LIGHT COMPANY
DES MOINES, IOWA

Feature Civil War Display

A UNIQUE and extensive collection of Civil War photographs is the basis of the 12-window exhibit being displayed currently by the American National Bank and Trust Company of Chicago.



CHAOS OF CIVIL WAR is the theme of the current window display at the American Natl. Bk. & Tr. Co., Chicago.

Utilizing the theme "The Chaos of Civil Conflict," the exhibition includes more than 250 rarely-seen photographs of every aspect of the war. Forty-eight photographs are being displayed every two weeks in 12 separate units in five general categories.

The series began with "The Faces of Civil War," which included startling familiar shots of individual "G. I.'s" as well as high ranking officer

personnel. This exhibit was followed by a series on "Life in Camp." These photos revealed many interesting aspects of the non-combat life of a Civil War soldier, including several humorous pictures, showing the usual pranks of the idle soldier particularly in relation to his superiors.

"Behind the Lines and On the Sea" was the next category, and this series portrayed many of the lesser-known facets of the war. Of special interest were photos of the many strange looking iron clad crafts as well as several actual shipboard scenes. This series was followed by "Offense and Defense" depicting among other items the many heavy weapons and unusual fortifications developed during the war.

The display will be concluded with a category entitled "The Aftermath." The latter group of photographs includes pictures of destruction that, if not captioned, could easily be mistaken for similar photographs taken during World War II. Also included are grim photos indicating the terrible toll in lives taken by the fierce combat and lack of medical skills.

Accompanying the exhibit is a brochure with representative photographs as well as explanatory text on the process utilized in making these incredibly clear photographs.

Deposits Continue Growth

Banking figures at the end of 1960 marked the 11th consecutive year for which deposits, capital accounts and total assets established new record highs. These and other significant facts are revealed by the Summary of United States Banks in the March, 1961, edition of Polk's Bank Directory.

Bank deposits on December 31, 1960, were \$270,305,865,675, up 4.4 per cent. The corresponding figure for the end of 1959 was \$258,992,839,762.

Capital accounts as of December 31, 1960, were \$25,801,627,065, an increase of 6.1 per cent, as compared with \$24,315,336,785 for December 31, 1959.

The number of banks in the nation's banking system declined from 14,037 in 1959 to 14,002 in 1960. But branches continued their long-term growth trend, increasing from 9,898 to 10,796. This gives the nation 24,798 banking offices.

Texas leads all states in number of banks with 1,019 and is followed by Illinois with 972, Pennsylvania with 703, Minnesota with 690 and Iowa with 673.

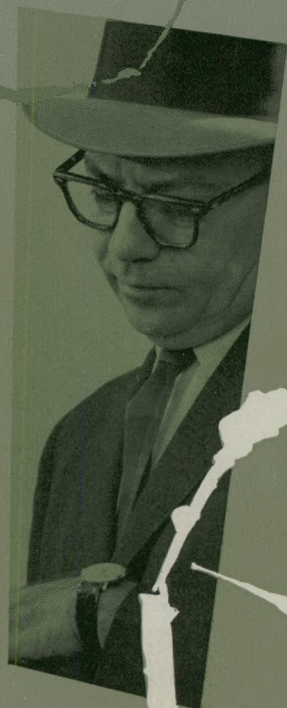
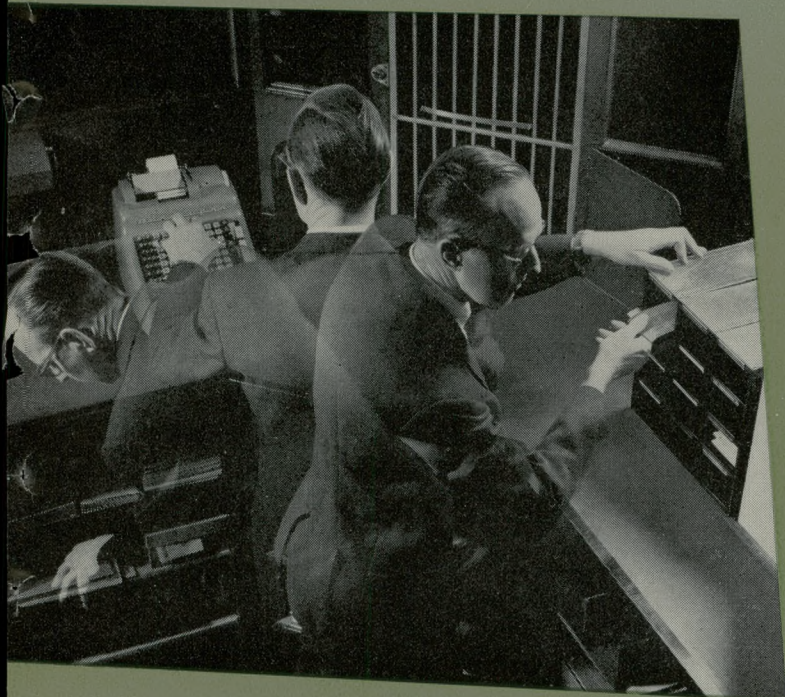


**ONE BANK
SERVES
ALL ARIZONA**

68 OFFICES

Resources Over \$680 Million

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



an extra hand at every teller station

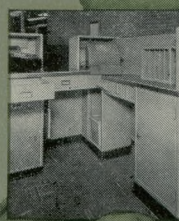
Design of your teller counters plays a key role in your profit picture. When they're planned and designed by specialists who really *understand* banking, and know how to analyze *your* requirements, it's like adding an extra hand at every station. Transactions speed up, costs go down, customer relations improve. Operating efficiency and operating profits increase.

Custom-tailored back counters are another example of the new concept of "productivity engineering," which Bank Building Corporation applies to every phase of your new quarters project. It's a concept which can sharply improve your competitive position. Before you invest . . . investigate!

productivity engineering . . . key factor in higher operating profits

Bank Building  *Corporation*
OF AMERICA

ST. LOUIS, 1130 HAMPTON AVENUE
NEW YORK • CHICAGO • SAN FRANCISCO • DETROIT • ATLANTA • AUSTIN
Operating outside Continental U.S. as: BANK BUILDING CORPORATION, INTERNATIONAL



Hospitals Get Baseball Display

THE world's largest private collection of baseball memorabilia went on display recently at the Manhattan Administration Hospital as the first stop in a tour of Veterans Hospitals throughout the United States.

The display was opened in the main lobby of the hospital with brief ceremonies as Edwin H. Mosler, Jr., owner of the collection, turned it over to hospital authorities. Mr. Mosler is chairman of the board of Mosler Safe Company in New York.

Included in the collection are hundreds of balls and bats, many gloves

and shoes, numerous uniforms and pieces of equipment, hundreds of pictures, score cards, programs and year-books going back several decades; pins, badges, ticket stubs, and many other historical items.

The uniforms in the collection were worn by many of the greats while they were performing feats that made them a part of baseball history. Represented with uniform items are Lou Gehrig, Babe Ruth, Honus Wagner, Ted Williams, Ted Lyons, Mort Cooper, Lefty Gomez, Mel Ott, Bob Feller, Willie Mays, Stan Musial, and others.

The collection has been put together and maintained by Mr. Mosler who is well known for his interest in sports and youth activities. He is a member of the executive committee of the National Football Foundation and Hall of Fame; a past member of the New York Finance Committee of the United States Olympic Committee, and a member of the Kirby Award Committee for Outstanding Sportsmanship in the Olympic Games.

Mr. Mosler is national president of Junior Achievement and past national chairman of the President's Citizens Advisory Committee on Fitness of American Youth.

Mr. Mosler's baseball collection is used in the best interests of the game and is noncommercial.

Schedule Rutgers Speakers

Samuel C. Waugh, Washington consultant for the international department of The Bank of New York, and Dr. E. Sherman Adams, vice president of First National City Bank of New York, will address the two evening assemblies of The Stonier Graduate School of Banking at Rutgers—The State University, New Brunswick, N. J., June 12-23.



S. C. WAUGH

The school is conducted by The American Bankers Association at Rutgers each summer for two weeks.

Acquires More Property

Commerce Trust has acquired the southeast corner property at 9th and Main in Kansas City to provide a larger building site for its forthcoming 30-story skyscraper. Thus, Commerce Trust will be able to utilize in its building plans the entire east side of Main between 9th and 10th Streets. The new acquired Main Street footage of 104 feet now gives the bank a total of 390 front feet on which to erect its new office building.

Wins Top 4-H Award

Jesse W. Tapp, chairman of the board of the Bank of America, Los Angeles, has been named a winner of the national 4-H Club alumni recognition award for 1961, the highest honor the 4-H movement has for former members.

He will be honored at the annual alumni banquet next November during the 40th National 4-H Club Congress in Chicago.

**DOING BUSINESS
IN KANSAS CITY?
Out-of-towners
like the service
they get at
CITY NATIONAL!**

WHY? Because they've learned that City National takes that extra effort to speed the services to correspondents. On the local scene, City National is known for its many "firsts" . . . Motor Bank, Patio Bank and the new Garden Bank now under construction. Nationally and internationally, we give the same plus service to our many friends in all parts of the world. This national and international network of friendship means good business . . . for us and for you!

In KANSAS CITY, it's

CITY NATIONAL BANK

and Trust Company of KANSAS CITY, Missouri

Established 1913

Member Federal Deposit Insurance Corporation

MICR* Amount Imprinting plus LINE-LOCK* Proof...



now integral features of the *National** 41 Proof Machine!

Many features found only in higher priced equipment are now available in the Class 41 WM (Wired-for-Magnetics) Proof Machine!

*MICR IMPRINTING

- magnetic ink imprinting in the amount field

PLUS . . .

- selective item endorsing and storage receptacle destination
- ALL program-controlled

*LINE-LOCK PROOF

- provides mechanical (not visual) proof of the equality of the debits and credits for each deposit
- errors automatically localized to the individual transaction
- errors mechanically corrected

Your nearby National representative will appreciate the opportunity to discuss your proof and MICR imprinting requirements with you. Call him NOW . . . it could be one of your most important calls TODAY!

*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 • 77 YEARS OF HELPING BUSINESS SAVE MONEY

Northwestern Banker, May, 1961

Name New ABA Executive Head

DR. CHARLES E. WALKER has been appointed executive vice president and executive manager of the American Bankers Association.

Dr. Walker, 37, was vice president and economic advisor, Federal Reserve Bank, Dallas. From April 1959 to January 1961, on leave from the bank, he was assistant to then Secretary of Treasury, Robert B. Anderson, serving as his principal economic advisor. He succeeds Merle E. Selecman, who will continue to serve the

association in an advisory post. Mr. Selecman joined the A.B.A. in 1928 and has been its chief staff officer since 1952.

Talcott Earnings Reports

James Talcott, Inc., New York, the country's largest independent commercial and industrial financing and factoring organization, has reported that consolidated net income in the first quarter of 1961 amounted to \$1,172,818, compared to \$1,080,515 in

the same period last year, adjusted for the acquisition of First Acceptance Corporation in Minneapolis in mid-1960. It was a new record high for any first quarter period in the company's 108 year history.

Stockholders recently approved a two-for-one split of common stock.

Harris Money Exhibit

A "Story of Money" exhibit is currently being featured in the lobby of the Harris Trust & Savings Bank, Chicago.



LOBBY EXHIBIT at Harris Tr. & Sav. Bk., Chicago, is inspected by staff members **Donna Stone** and **Andrea Kallas**.

This exhibit explains the development of money "from the Stone Age to the Space Age," and is depicted in prints of original paintings which were commissioned by the American Express Company. The series of 38 pictures shows how coins, currency, letters of credit, travelers cheques and other forms were created to meet specific needs.

These pictures also depict the changes that banks have gone through, from the marble halls serving only the very rich to the bank of today which is more like a "money supermarket," serving everybody.

New West Coast Director

James G. Boswell, president of the J. G. Boswell Company, Inc., has been elected to the board of directors of Security First National Bank. He fills the vacancy created by the death earlier this year of Fred B. Ortman.

The 38-year-old bank director has been president of the J. G. Boswell Company since 1952. The company and its subsidiaries are engaged in the growing of cotton, barley and other grain crops, and cattle feeding. General operations are conducted in the San Joaquin Valley, Ariz., and on the west coast of Mexico.

Ad Budgets Increase

Most financial institutions will spend more on advertising this year than last, according to a report presented at the annual meeting of the Financial Public Relations Association Research Committee.

Of the 750 institutions responding to the Research Committee survey ques-

in **THE WALL STREET JOURNAL.**

**We're building safe
guaranteed loans for you . . .**

**"DOUGLAS-GUARDIAN
and YOUR OWN BANKER"**

A theme that lets you help local enterprise!

**DOUGLAS-GUARDIAN WAREHOUSE RECEIPTS MAKE SAFE,
GUARANTEED LOANS OF THE LOCAL PROBLEMS YOU WANT TO
SOLVE . . . LET YOU SOLVE THEM WITH INSURED ASSETS AND
GUARANTEED COLLATERAL!**

In a series of ads in Wall Street Journal . . . we're telling business how D-G on-premises warehousing, inventory control, and warehouse receipts can let you . . . the local banker . . . turn valuable inventory into working cash.

"TRAVELING CREDIT" means that D-G moves into the plant, frees inventory for short-term loans, by freezing it for your security. Bonded inventory control, and a full report system to you, let you make many loans you want to make, but couldn't without this extra security.

When D-G is in the picture, your collateral is guaranteed! If your loan officers don't know all about DOUGLAS-GUARDIAN'S service, ask now for copies of our booklet that explains it in detail. There's a D-G man near you, too, who'll call if you like.

You Can Recommend D-G With Confidence



**Douglas-
Guardian**
WAREHOUSE CORPORATION

Executive Offices — New Orleans 1, La.
Branches In Principal Cities

tionnaire, 55 per cent indicated larger advertising expenditures for 1961. Ten per cent planned to hold the line on spending, while the remaining 35 per cent intend to reduce advertising costs.

Deposit accounts will be the service promoted in an increasing percentage of 1961 budgets, and loan advertising will increase, though to a lesser extent.

New Training Film

Effective techniques for selling bank services are featured in a new 32-minute film, produced by Continental Illinois National Bank and Trust Company, Chicago.

The new film, "Selling Tactics . . . Inside and Out," covers five critical selling situations, each of which is treated as a separate unit. Group discussion, either between each unit or at the end of all five, is encouraged. The discussion guide is designed to offer a group leader ideas for stimulating suggestions on how to apply the filmed techniques to each bank's individual situations.



NEW FILM is checked by three members of Continental Illinois Natl. Bk. & Tr. Co.'s education and training division. Shown from left are: **Lawrence C. Blintz**, div. mgr.; **A. Gordon Bradt**, v.p. in charge of personnel and education and training, and **Mary K. Roberts**, div. asst. mgr.

A key point illustrated in the film is the necessity for persons to know what services their bank offers and where to find detailed information on those services. The film also emphasizes the necessity of maintaining good customer relations while developing new business, how routine reviews of customers' accounts often point to a need for additional bank services, how to sell service through social contacts and activities, and how to turn a business prospect into a customer by learning as much as possible about him and his company before calling on him.

The Continental Bank's education and training division is distributing the film and suggests four weeks' notice, plus an alternate date, when requesting the new film.



ACCURACY

In the magnetic encoding of checks, hair-line accuracy is the factor that most often spells the difference between success and failure.

That's why La Monte leaves nothing to chance in producing safety paper to meet the new demands of automatic banking.

Since the advent of MICR encoding, we have conducted a continuing program of research that has produced a paper especially suited to magnetic inks... a paper now as trusted for sortability as it has always been for safety.

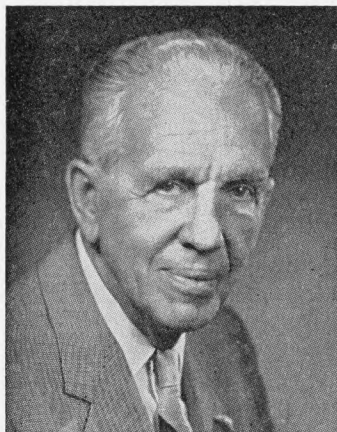


THE WAVY LINES®
ARE A
LA MONTE
TRADE-MARK

La Monte
safety paper for checks

GEORGE LA MONTE & SON • NUTLEY 10, NEW JERSEY

Northwestern Banker, May, 1961



ACROSS the DESK from the Publisher

Dear Joe H. Davis:

Vice President, First National Bank,
Memphis, Tennessee.

What does the bank of today have to "sell" and how can it be done?

That question faces every bank official and you have suggested that banks have *products* as well as *services* to offer their customers.

"Now what are our products? (1) Credit of various types. This is not only our most valuable, but our most profitable product; it is also the easiest to sell, since it fills an almost universal need; (2) Protective custody of our customers' money in the form of checking and savings accounts; (3) The guarding of their personal property through our safe deposit facilities; (4) Clearing and collection facilities, without which modern business would be paralyzed; (5) Counseling on business and personal problems; (6) The exchange of credit information, and finally, the many other services which go into a well rounded commercial bank operation."

Every successful commercial bank is a "department store of banking" but like any "store" the *goods* must be *sold*.

Personal salesmanship, and intelligent advertising must be used whether a bank is large or small if the bank expects to grow by attracting *new* accounts and keeping *old* ones.

It is your belief, Mr. Davis, that each banker must first analyze his own situation and then construct a building business plan accordingly.

As you said, "If a banker needs help or counseling, his correspondent banker is always ready to supply it, and there are many other sources from which he may obtain information which will enable him to do a good job. That's one thing I like about the banking industry—its willingness to share its know-how and trade secrets with those in the same profession.

"Put salesmanship to work for you and your bank. Put plenty of hard sell into your advertising and promotional efforts. Advertise the *benefits* of your service, rather than the services themselves. Expose your entire staff to *some* form of sales training, however limited it may have to be.

As the NORTHWESTERN BANKER has said many times "Banking business goes only where it is invited and stays only where it is well treated."

Dear John F. Kennedy:

President of the United States,
Washington, D. C.

In your "*gloom and doom*" speech you blamed most everything concerning our current economic situation on the past administration.

The NORTHWESTERN BANKER suggests, Mr. President, that you and your Harvard Ph.D.'s who prepared your material made one very noticeable mistake, as follows: You said—"The present state of the economy is disturbing. We take office in the wake of seven months of recession, 3½ years of slack, 7 years of *diminished economic growth*."

Since economic growth is measured by Gross National Product this sum increased 43.5 percent from 1950 to 1960 or from 285 billion dollars to 503 billion dollars in 1960, and the estimated figures for 1961 are 509 billion dollars.

The 1960 figure is an all time high.

This doesn't look to us like "7 years of diminishing economic growth," Mr. President.

No citizen of this country is asking you to be a Pollyanna as we face the multitudinous problems ahead of us, but neither should you paint a picture of dire "gloom and doom" when the actual figures show that we *increased* our Gross National Product by \$218 billion or 43.5 percent in the last 10 years.

Clifford DePuy

MAURICE SINGER

...and Wayne Foshier, head of Mercantile's Installment Loan Department, work out an overline arrangement which helped a correspondent bank meet a customer's loan request.



LOAN ASSISTANCE

...one of 60 types of correspondent service requested during the past three weeks of **YOUR MAN FROM MERCANTILE**

Other services included, to mention a few... consultation and guidance on Municipal Bond offerings... credit investigations and information... advertising copy... pension plans... and lock box facilities... collectively, just a sampling of the more than 100 separate correspondent services regularly furnished by Mercantile.

MERCANTILE

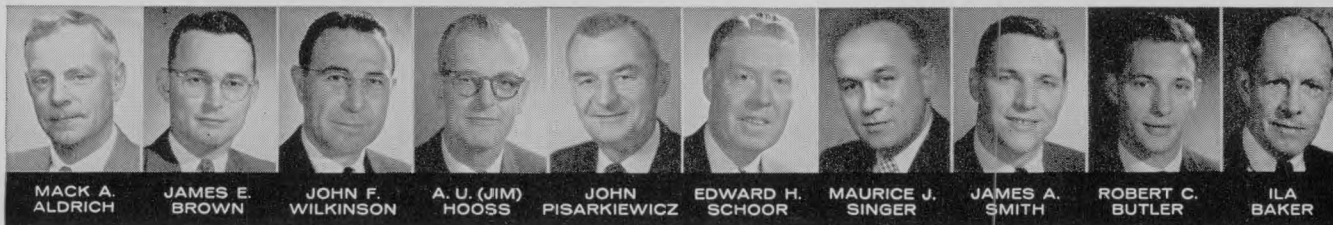
MEMBER F.D.I.C.

TRUST

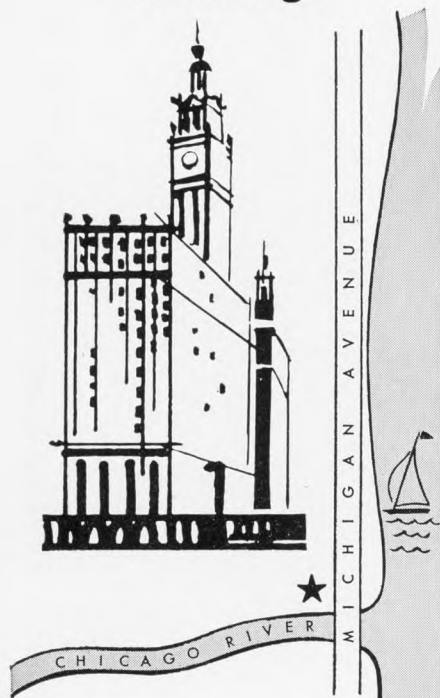
COMPANY

SAINT LOUIS 66, MISSOURI

How many has your bank used ?



The NATIONAL BOULEVARD BANK of Chicago



*All correspondent
services
from one convenient
location*

Located in the famous Wrigley Building at the head of Michigan Avenue's "Magnificent Mile," the National Boulevard Bank of Chicago offers correspondent banks a unique service affiliation. Won't you visit us on your next trip to Chicago?

**NATIONAL BOULEVARD BANK
of Chicago**

Wrigley Bldg. • 400-410 N. Michigan Ave.
Superior 7-2323

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, May, 1961

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Federal Reserve Bank of St. Louis

ON THE COVER

41-Story Uptown Headquarters

THE Uptown Headquarters Banking Office of First National City Bank, New York, has opened for business in its new 41-story building at 399 Park Avenue.

The new headquarters brings together, under one roof, at one address, administrative and operating groups formerly scattered in various locations in New York City. The bank occupies all the space in this recent addition to the Manhattan skyline.

As with all new buildings, statistics in themselves make interesting reading: 525 feet high . . . 1,250,000 square feet of floor space . . . 22,000 tons of steel . . . 30,000,000 pounds of cement . . . 1,200,000 pounds of aluminum . . . 250,000 square feet of glass . . . and the most vital statistic of all: people . . . Citibank's own people . . . over 6,000 of the world-wide staff of more than 18,000.

One of the outstanding points of interest on the ground floor of 399 is a new exhibition hall. This spacious area, covering 3,880 square feet, houses a permanent exhibit that tells "The Story of Banking." Thirteen major exhibits, that spring into action at the touch of electronic buttons, dramatize how banking serves industry, government, world trade, and the individual consumer.

On the mezzanine and next three floors is the headquarters of the Personal Credit Department (formerly at 42nd Street and Madison Avenue). This single Citibank service has provided more than \$5,000,000,000 in personal and monthly-payment business loans to over 10,000,000 people since it was introduced.

Farther above is the uptown headquarters of the Metropolitan Division. This is the nerve center of our city-wide network of 90 branches which serve millions of New Yorkers, commuters, and thousands of businesses located in the city.

Next is the new uptown headquarters of our National Division, which works directly with businessmen and correspondent bankers in the 50 United States.

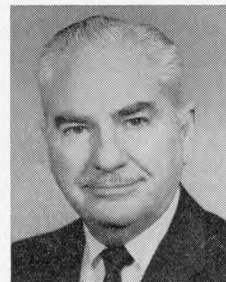
More than two floors are devoted to the uptown headquarters of our Overseas Division. Here is concentrated a seasoned corps of international bankers. Through the bank's 80 overseas branches and thousands of correspondent banks abroad, these New York-based bankers are in daily touch with commercially important developments everywhere.

Six complete floors of 399 Park are occupied by members of one of the oldest and largest trust organizations in the country. It's the First National City Trust Division and its affiliate, First National City Trust Company.

But not all of 399's million-square feet of floor space is devoted to business. Large areas are used by the staff for dining, relaxation, and recreation. On the seventh floor, there's a spacious lounge and staff cafeteria, officers' dining room, Citibank Club recreation rooms, and a little theater. Directly outside, a beautiful landscaped terrace runs around three sides of the building. Its trees, shrubs, and walks provide a pleasant, restful area almost three city blocks in length.

Name Dallas Executives

The board of directors of the Republic National Bank of Dallas has appointed five new directors and a chairman of the bank's executive committee.



J. M. CUMBY

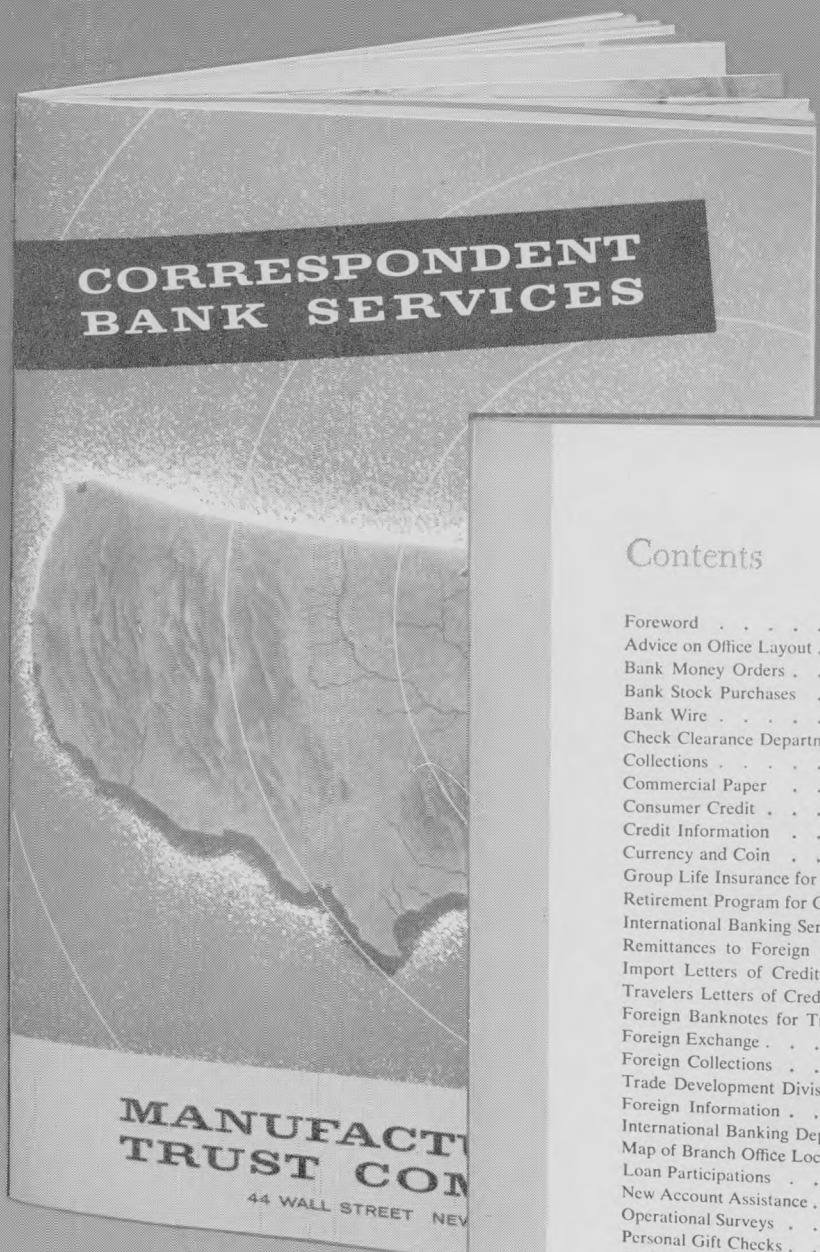
Named directors of the bank were Jerome K. Crossman, investments; David L. Florence, vice president of Mayflo Oil Company; Charles Meyer, vice president, Sears, Roebuck and Company; Lester T. Potter, president of Lone Star Gas Company and Lone Star Producing Company; and Charles A. Sammons, chairman of the Board of Reserve Life Insurance Company.

Appointed chairman of the executive committee was James M. Cumby, a senior vice president of Republic, who joined the bank's staff on October 8, 1920.

Promotions at Chase

Three officers have been advanced to the position of vice president by the Chase Manhattan Bank, New York. They include Herman W. Hess and John H. Stockdale in the administrative department, and George E. Kruger, petroleum and mining specialist.

Others promoted were Michael W. Curran and Horace F. Scharges to assistant treasurers in the international department; O. E. D. Merkt to assistant vice president, and Vahe H. Kenadjian and Archie Russell to investment officers.



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- New York Headquarters

This booklet presents the many services we provide for our correspondent banks. A copy is yours for the asking.

MANUFACTURERS TRUST COMPANY
 44 Wall Street, New York 15, N. Y.
 Member Federal Deposit Insurance Corporation

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



And don't forget to drop
these "Hot Transit" Items
off at the **MARS NATIONAL
BANK**

We aren't, of course, yet using interplanetary missiles to deliver transit items. But, we are utilizing every available present-day mode of transportation to provide the speediest possible Correspondent Service... on an "around-the-clock" basis. We're anxiously awaiting the privilege of serving you.

IOWA'S FAVORITE
CORRESPONDENT BANK

Central

NATIONAL BANK & TRUST COMPANY

DES MOINES, IOWA
Telephone—CHerry 3-8181

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, May, 1961

*Above subject printed by The Thos. D. Murphy Co., Birthplace of the Art Calendar Industry, Red Oak, Iowa.
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, May, 1961

“Looks
and
sounds
as if
the glass
weren’t
there”



with outdoor noises adding to the difficulties, it takes an excellent communications system to make a transaction easy. Mosler equipment has this kind of system. That's one reason why The Colonial Bank and Trust Company, of Waterbury, Connecticut, chose Mosler equipment for its Drive-In Window installations.

Colonial has two Mosler Drive-In Windows and a Walk-Up Window. Mr. John H. Payne, Jr., Executive Vice President, comments on their value to Colonial: "Our customers have found using the Mosler Drive-In Window a truly 'personal' experi-

ence. The window looks and sounds as if the glass weren't there. The rapidity with which the teller can operate the drawer, plus the clarity of the communications system, has truly enabled us to reach a new high in customer relations.

THE RADICAL IMPROVEMENT

"The average transaction at these windows takes about 20 or 30 seconds, with absolutely no inconvenience to the customer. The new Mosler concept in banking services has radically improved customer servicing and has up-dated banking practices."

THE DECISION FOR MOSLER

Mr. Payne sums up the decision in favor of Mosler equipment. "In the final analysis, there were exactly

three factors which influenced us in our selection of Mosler equipment: (1) Customer needs, (2) security, and (3) over-all cost. Mosler equipment won on all three counts."

PROBLEM SOLVING—A MOSLER SPECIALTY

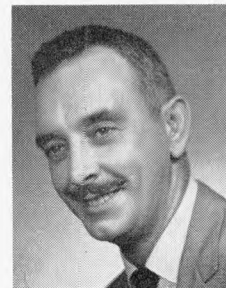
From auto banking to the largest vaults, Mosler design and manufacturing experience is at your service. If you are considering a new branch or expansion, write for Mosler's "AUTO BANKING IDEA BOOK" and information on any problem involving banking equipment. The Mosler Safe Company, 320 Park Avenue, New York 22, N. Y.

The Mosler Safe Company

World's Largest Builders of Safes and Vaults

MICR: *Where Does It Go from Here?*

By **BAXTER R. SMITH**
Assistant Vice President
Union Bank & Trust Company
Ottumwa, Iowa



IT'S amazing the difference an electrical impulse and a mess of iron filings can make to the banking industry. Not too many years ago the most important tools were a good pen point, a supply of ink and ledger paper, and a good sense of subtraction and addition. Then we started adding labor saving machinery; an adding machine here, a posting machine, a proof machine, teller machines and a host of other things.

And a very good thing we did, too, for every year more and more of the American people realize the advantages of a close association with and the use of all the services commercial banks of today provide.

Today, we are entering a new era, the age of MICR. Call it what you want, Magnetic Ink Character Recognition, automation, partially automated bookkeeping, electronic bookkeeping, or "this stupid new deal the Fed and the city banks are forcing on us." Like death and taxes, we have no choice, it's here.

Now I'd like to set myself up as an expert on MICR. Unfortunately, I just can't do it.

I have been fortunate to have attended several seminars on MICR, and came out with my head swimming with terms like skew, character tolerances, average edge, and voids. I couldn't understand the technical requirements, but I'm sure that the technicians will come up with built-in safeguards that will enable even an assistant vice president to operate their machines with a fair chance of success.

To most of us, our first actual contact with MICR came in February, 1960, when the Federal Reserve Bank requested that all checks furnished be pre-printed with the transit number-routing symbol in magnetic ink characters. In due time, the Fed expects that each bank of deposit encode the amount of each check in magnetic characters as part of its proof operations.

Also, our own operations will increase during the coming years to the point where the use of this type of proof and posting will be necessary to the efficient operation of our own plant.

What are our problems in a conversion to the use of MICR? First of all are the personal problems—the guy who, when asked to make out his own deposit ticket, says, "What the

hell are you here for?"; the customer who invariably uses counter or universal checks; the fellow who objects to having an account by number rather than by name, and the inclination of our employees to place too great a reliance on the magnetic ink account number rather than checking the signature itself.

But, to most of us the main—not objection, but deterrent—is the cost of the installation. To the great majority of Iowa banks, ourselves included, the installation of full automation would be economically unfeasible.

Many banks have already taken a step toward automation with the use of conventional electronic bookkeeping machines, utilizing conventionally imprinted account number and name, and have done so with a great deal of success. But the future needs must be met by the use of the best tools at our disposal and it is generally conceded that the principles of MICR are those tools.

Let us take a sample minimum installation. Normal activity on 15,000 accounts is approximately 40 per cent. On this basis, our equipment would be one complete computer system, two MICR proof machines, one amount and number printer encoder and one imprinter. The purchase price for this equipment would be about \$250,000 and rental about \$4,700.

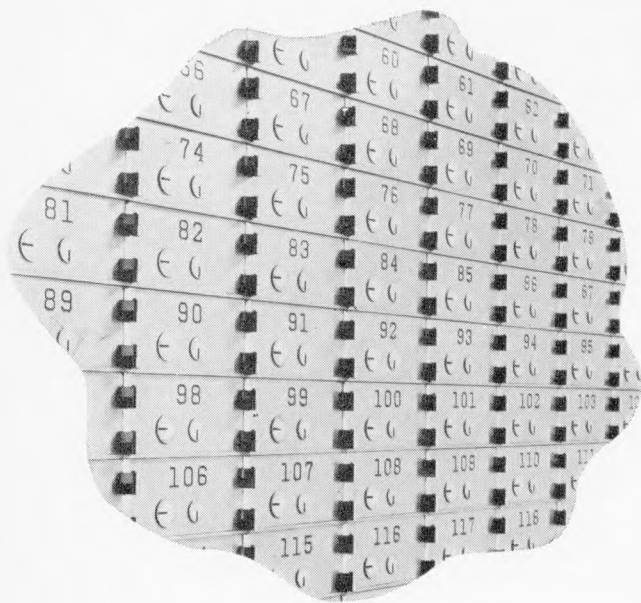
How many banks can justify the purchase or rental of this installation? I'd guess the number would be very small.

How, then, can we participate in the increased efficiency and accuracy of this system? In my opinion the answer lies in a cooperative effort by regional groups of banks. Senate File 146, recently passed in Iowa, is a step in this direction. This bill is an act to permit banks, subject to the state banking board, to own jointly a company that can provide for them from a central processing point, the cooperative use of automation equipment for bank bookkeeping work.

Other central processing points might also be set up as private businesses, providing the same use of automated equipment for bank bookkeeping and charging each participant a fee derived by the activity and the number of accounts handled.

MICR . . .

(Turn to page 49, please)



How Banks

APPROXIMATELY 60 per cent of the banks in the north central states are making a profit from the rental of safe deposit boxes.

This information was obtained, along with other important facts, through an exclusive survey conducted by the editors of the *NORTHWESTERN BANKER*. A special questionnaire on safe deposit box rental policies was sent to a cross-section of banks in Iowa, Nebraska, Minnesota, North Dakota, South Dakota, Montana, Colorado and Wyoming.

Officers from about 40 per cent of the banks responding admitted that their safe deposit box operations were not showing a profit, but many suggested that this department of their banks was important as a loss leader in obtaining other business.

Three key questions were asked as a follow-up to the profit query:

Question One

“What Are Your Annual Charges for Boxes of the Following Sizes (not including taxes)?”

2" x 5" \$3.75	5" x 5" \$ 6.50	5" x 10" \$11.70
3" x 5" \$4.50	3" x 10" \$ 9.00	6" x 10" \$16.10
4" x 5" \$6.40	4" x 10" \$10.50	10" x 10" \$20.60

Dollar amounts shown are averages computed from all questionnaires. In most cases, rental fees ranged considerably higher in city banks than in country banks. Banks who are failing to show a profit might wish to consider the averages with the thought of raising rentals. Some banks are charging as low as \$2 for their minimum size box. To give readers an idea of maximum and minimum charges listed by respondents the following chart lists annual fees:

2" x 5" \$ 7-\$2.50	5" x 5" \$12-\$3	5" x 10" \$25-\$ 4.50
3" x 5" \$10-\$2.00	3" x 10" \$15-\$6	6" x 10" \$25-\$10.00
4" x 5" \$12-\$3.00	4" x 10" \$20-\$7	10" x 10" \$45-\$ 6.00

It is apparent that a considerable number of banks make no cost analysis on the safe deposit department, and in some instances, fees are determined without taking into consideration such items as rent, depreciation and utilities.

Question Two

“What Percentage of Your Deposit Boxes Are Rented Throughout the Year?”

Banks reported that 92 per cent of their boxes were rented at the present time. Approximately 10 per cent of the respondents said that all of their boxes were rented. A large bank in the mountain states mentioned that only 60 per cent of its boxes are currently rented. The department was enlarged when a new building was constructed recently, and plans are being made to increase rentals through an employees' incentive program soon.

The amount of vault space available and the number of boxes that can be installed are important factors in determining rental fees and policies. Many banks are so cramped for space that it does not seem advisable to promote the use of boxes or adjust current fees.

Question Three

“Where Do You Place the Principal Efforts in Your Bank for Solicitation of Safe Deposit Box Rentals?”

About 70 per cent of the responding banks advertise and actively solicit the use of safe deposit boxes. There is a definite correlation between this group and the group that reports safe deposit rentals to be a profitable venture. There are a substantial number of banks which advertise boxes regularly on a “loss leader” basis, however.

The most popular means of advertising is through personal solicitation, followed closely by the use of newspaper space. Over 85 per cent of the banks promoting the rental of boxes conduct newspaper advertising campaigns. About 70 per cent of the banks use statement stuffers. Other banks use radio, direct mail, lobby displays, contests, and TV in varying degrees.

There is a definite trend toward the rental of larger boxes. Banks report a greater demand for them, and manufacturers are receiving an increasing number of orders for the larger sizes. Banks considering the purchase of additional boxes should consult bank equipment companies in regard to this changing market.

Rent Safe Deposit Boxes

Special Contests

Some of the most successful banking institutions have achieved maximum occupancy at better than average rental fees through employee incentive contests. One of the most unusual contests is reported by Gerald Salfer, assistant cashier of The National Citizens Bank of Mankato, Minn. Mr. Salfer comments as follows:

"All of the members of our bank were divided into three teams. Each team was headed by an officer. Employees were encouraged to sell safe deposit boxes, and cash prizes were awarded to the top three winners. Following the contest, a special dinner was sponsored by the bank. The winning team was served steak; the second team had hamburgers, and the third team settled for pizza-pie. The contest ran for one month, and winners were determined by the total number of boxes rented."

Richard Corbridge, trust officer at the First National Bank of Casper, Wyo., reports that his bank offers six months free rental on safe deposit boxes to newcomers through the Welcome Wagon.

John D. Hanson, assistant cashier, Midland National Bank, Minneapolis, says that his bank has conducted a number of different promotions including the offering of six months free rental to new customers, and an offer of 200 personalized envelopes to new box renters. The envelope idea resulted in renting 43 new boxes in a period of 30 days.


C. A. Moberg, department manager at the First National Bank, St. Paul, cautions that banks should be careful in offering premiums for new rentals. He suggests that people who have been customers for many years may feel that they are entitled to a premium, too. This can cause much unhappiness, according to Mr. Moberg.

W. E. Edgecomb, vice president, First Continental National Bank & Trust Company, Lincoln, states that his bank has used newspaper, radio and TV periodically. The bank has always run employee contests, which were based on giving points according to the employee's accessibility to customers. Prizes were in the form of Savings Bonds. Mr. Edgecomb reports that the general

reaction is that boxes are hard to sell and that contests within the bank are a most effective means of selling boxes.

Baxter R. Smith, assistant vice president, Union Bank & Trust Company, Ottumwa, Iowa, mentions that his bank sponsors a radio news program entitled, "Local Page of the Air," which has an excellent audience, largely of housewives. His bank has concentrated the safe deposit box program directly to this group with excellent results. More than one-half of the bank's rentals have been the result of this approach, far outdistancing the results from other media.

Results of the survey show that safe deposit box rentals can be placed on a profitable basis; employees can contribute by bringing in new customers through incentive contests, and the demand is increasing for larger boxes. Perhaps it is time that your bank placed greater emphasis on this department. It is one phase of your business which is still handled almost exclusively by banks.—End.



Do You Have A Safe Deposit Box

Lapel buttons like the one shown above were used by staff members of the National Citizens Bank of Mankato to promote safe deposit box rentals.

Northwestern Banker, May, 1961

Independent Bankers Demand Effective Merger Controls

President O. D. Hansen Backs Justice Department; Asks Support for Tax Equality Bills; Recommends Interest Ceiling

STRONGER legislation to check "the waves of merger madness," and tighter enforcement of bank merger laws was demanded by O. D. Hansen, president of the Independent Bankers Association, during the IBA Annual Convention in Washington, D. C., last month.

Mr. Hansen, who is president of the Bank of Union County, Elk Point, S. D., hailed the stepped up activities of the Justice Department in the bank merger field.

"Creation of large financial empires, by merger or other means, always is justified by those involved on the basis of need to supply capital to big business and better service to the community. It's a tired old refrain, but it's sung with gusto every time a new financial giant is created," he charged.

"The Independent Bankers Association long has maintained that the competition among many independent banks was an important factor in the money market, a factor that was of great benefit to the public.

"A bill requiring federal approval for mergers and consolidations of banks was adopted by the last session of Congress. The Independent Bankers Association was instrumental in strengthening the bill to require consultation with the Justice Department by whatever federal bank supervisory agency has jurisdiction over a bank merger.

"Like most legislation, this merger control law was a product of compromise and leaves considerable to be

desired. The record of consolidations since the law was enacted provides evidence of that.

"Here is the record of each federal bank supervisory agency since the law became effective:

"Federal Deposit Insurance Corporation: 21 applications of which all were approved.

"Federal Reserve Board: 17 applications, of which 14 were approved and three were disapproved.

"Comptroller of the Currency: 81

ment of the so-called merger control law, or we need stronger legislation.

"I mention one factor offering a ray of hope in this otherwise dark picture. I refer to the stepped-up activities of the Department of Justice in the bank merger field. The Department has filed suit to separate three banks from ownership by a recently-organized holding company in Milwaukee, Wis. Antitrust suits also are pending in the proposed merger of two large banks in Philadelphia and two in Lexington, Ky., he said.

"In recent days, news releases from Washington indicate that the Department of Justice and its Anti-Trust Division are taking firm action in the area of mergers. We are informed that there is a virtual freeze on merger applications pending before the Comptroller, FDIC and the Federal Reserve until reviewed by the Department of Justice.

"Our Association is co-operating closely with the Department of Justice because of the conviction of your officers and Executive Board that this Federal agency's activities will have a deterring effect on the merger rush," he told the convention.

"I am convinced," he said, "that if no powerful deterrent to merging is applied, banking will merge itself to its ultimate destruction. The larger banks get, the more is the likelihood of a nationalized central bank in America.

"Much is said about small business and its problems today. Certainly in-

NEW OFFICERS

NEW OFFICERS of The Independent Bankers Association from left are: Second Vice President **Bradford Brett**, pres., First National Bank, Mexico, Mo.; President **Reed H. Albig**, pres., National Bank of McKeesport Penn., and First Vice President **Robert J. Castille**, pres., Guaranty Bank and Trust Company, Lafayette, La.

applications of which 80 were approved, one disapproved.

"I would mention in passing that our secretary, Ben DuBois, was a witness at a Federal Reserve Board hearing which resulted in one of the three disapprovals by the Federal Reserve Board.

"I believe the record speaks for itself. Either we need tighter enforce-

dependent banking is small business, for 11,400 of the nation's 14,000 banks have deposits of less than \$10 million each. To break it down even further, 8,000 of the 11,400 banks have deposits of less than \$5 million each. These banks not only are small business; they are the best friends that small business has."

Tax-Equality

Mr. Hansen urged his audience to undertake a continuous campaign to secure "tax equality" legislation.

"If the executive officer of every bank in the United States made it his business to talk to and write to his Congressman, again and again, about the need for tax equality, the two tax equality bills in which we are most interested would be enacted into law. A grass roots demand of such magnitude would settle the issue in our favor."

"Most bankers are concerned sufficiently about existing tax inequality that they tell each other something must be done. Not enough of them, however, talk to their Congressman about this issue. I hope that each one of you will appoint himself a committee of one to tell all your banker friends that they should become active in the battle for tax equality.

"As you know, the tax equality bills we are supporting are House Rule 2899, introduced by Rep. Burr Harrison, D., Va., and House Rule 2900, introduced by Rep. Thomas B. Curtis, R., Mo. These are identical bills.

"All banking organizations are united behind these bills. Last year for the first time, as the result of a series of conferences in this city, banking organizations agreed on the need for tax equality and issued a joint public statement to this effect. There was one catch a year ago, however. There were three different tax equality bills before Congress.

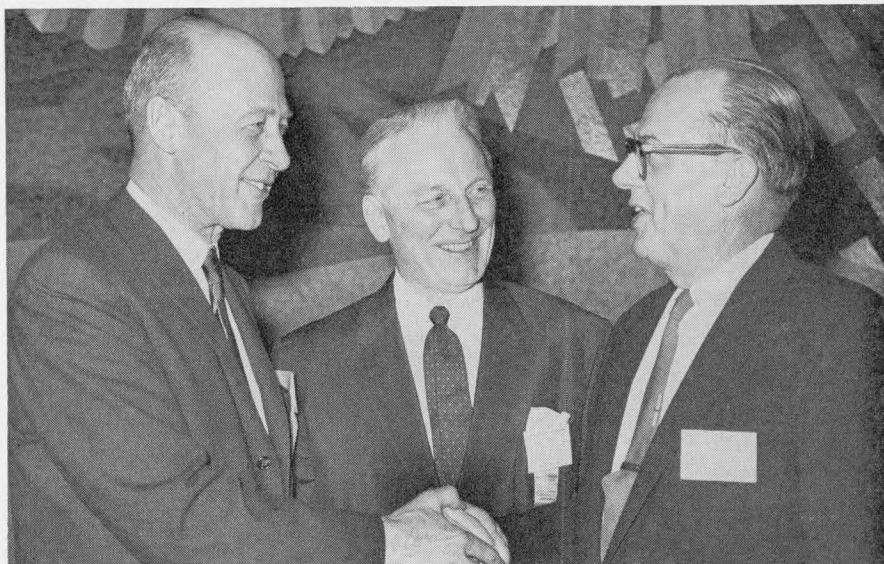
Mason Bill

"In the last Congressional session," he said, "bankers were most familiar with the Mason Bill and some are still a bit wistful that we are not backing a similar bill this session.

"My opinion of the Mason Bill is that it was impossible of attainment. From a practical standpoint, then, it made no sense to stay with it.

"Why was the Mason Bill unrealistic? Because it sought to hem in mutual savings institutions by limiting the deductibility of their dividends and it sought to give bankers something for nothing by increasing the loss reserve allowed to banks. I believe we all recognize that getting something for nothing is extremely unlikely.

"Following a series of conferences between representatives of this and



NEW OFFICERS of The Independent Bankers Association from left are: Second Vice President **Bradford Brett**, pres., First National Bank, Mexico, Mo.; President **Reed H. Albig**, pres., National Bank of McKeesport, Penn., and First Vice President **Robert J. Castille**, pres., Guaranty Bank and Trust Company, Lafayette, La.

other banking associations last fall and winter, it was decided that the legislative approach incorporated into the current Harrison and Curtis Bills was the best. These bills do not seek to limit the deductibility of dividends by mutual financial institutions, nor do they seek to increase the bad debt reserves allowed to banks.

"The Harrison and Curtis Bills are the essence of simplicity. They provide for only two changes in the present law," he declared.

"First, the bills would repeal the present unrealistic reserve provision for mutual savings banks and savings and loans. Second, they would have the Secretary of the Treasury set the bad debt reserve formula for mutuals, just as the Treasury sets the reserve formula for commercial banks.

"As you know, mutual savings institutions now are allowed to accumulate 12 per cent of their withdrawable accounts as a tax-free reserve for bad debts. This provision has allowed mutual savings institutions to virtually escape payment of Federal income taxes.

"As an example of how the 12 per cent reserve formula for mutuals has produced a glaringly inequitable tax situation, let us look briefly at the 1959 tax picture for commercial banks and mutual savings institutions.

"In that year commercial banks, with total assets of \$243 billion, paid income taxes of \$833 million. Savings and loan associations affiliated with the Federal Home Loan Bank Board, with total assets of \$62 billion, paid only \$5,346,000 in Federal income taxes. Insured mutual savings banks paid only \$477,000 in Federal income taxes, though their assets totaled \$32 billion.

"Federal income taxes paid by insured commercial banks amounted to about one-third of their net income in 1959. FHLB savings and loan associations paid taxes amounting to less than 1 per cent of net income, while insured mutual savings banks paid taxes equivalent to about one-third of 1 per cent of their net income.

Interest Ceiling

"I have heard from one individual in banking who says those of us advocating the legislative approach to tax equality are completely mistaken. 'Just get the Fed to remove the 3 per cent ceiling on interest rates and then we can meet savings and loan competition,' is the way he sums up his position. Now that is what I call the Alice in Wonderland approach to a most complicated problem. Any rat race on those terms between commercial banks on the one hand, mutual savings banks and savings and loan associations on the other, would have only one result, extinction of most commercial banks," he declared.

"Periodically, there has been pressure on the Fed, from large banks, to raise the 3 per cent ceiling on interest. While a large bank with most of its deposits in commercial accounts might benefit from an increase, this would be nothing but bad news for the small bank with a good percentage of time deposits. Higher interest payments could change a profitable small bank into one which showed a loss at the end of each year.

State Organizations

"Our efforts to make progress in the field of tax equality have brought

INDEPENDENT . . .

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Northwestern Banker, May, 1961



CLINIC at left shows **Guy Steagall**, asst. v.p., Harris Tr., Chicago; **Wm. Buxton III**, pres., Peoples Bk., Indianola, and **Tom Cooper**, pres., Jefferson St. Bk. (presiding). **CENTER** photo shows **Joseph W. Barr** (left), asst. to the Secy. of Treasury,

being greeted by Kirkwood Hotel Manager **Jack Calhoun**. **Harold Brenton**, pres., Brenton Companies, is in center. **RIGHT** photo shows **Vernon Schwaegerle**, FPRA exec. v.p., presenting the "FPRA Story."

F.P.R.A. Speakers Tell

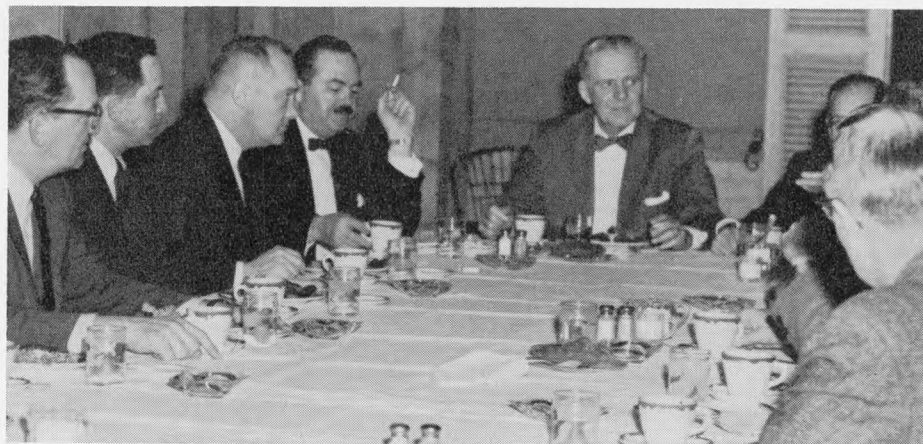
AN ABUNDANCE of ideas on building business for banks was given to bankers attending the regional meeting in Des Moines last month of the Financial Public Relations Association. Approximately 250 persons registered for the meeting at Hotel Kirkwood.

Three clinics, involving 17 speakers, and five national officers of F.P.R.A. gave their practical suggestions on how to increase business. In addition, F.P.R.A. President Jordan J. Crouch, vice president of the First National Bank of Nevada, Reno, gave a hard-hitting address titled, "A Better Understanding," pinpointing the many areas in which "the great mass of U. S. citizens has not received the right understanding of our American economic system."

Mr. Crouch went on to say a survey showed most workers felt management had let them down, with only 15 per cent feeling that management had done the most for them, while 43 per cent thought the government did and 42 per cent thought the unions did. He said some people think all markup on products is profit. He cited a survey made in which people were asked what they thought corporate profits were, and 20 per cent thought the profit was 50 per cent or more, while the average thought the "average" profit was 25 per cent. The majority thought 10 per cent would be a fair profit for corporations to make. The actual average return is 4 per cent!

Following an Early Bird party and a buffet dinner Sunday night, the meeting started with a get-acquainted coffee break Monday morning, hosted by the **NORTHWESTERN BANKER**.

At the opening session, Harold P.



GENERAL CHAIRMAN Edwin F. Peters is shown at the head table with FPRA speakers and dignitaries. At Mr. Peters' left are **Richard C. Lee** of Des Moines; **Gov. Norman Erbe**; **Joseph Barr**, asst. to Secy. of Treasury, and **Robert Bachle** of Chicago.

Klein, senior vice president, Iowa-Des Moines National Bank, welcomed the group on behalf of the Des Moines Clearing House. Iowa Governor Norman Erbe also extended an official welcome. General chairman in charge of the meeting was Edwin F. Peters, executive vice president of the First Federal State Bank, Des Moines, who introduced Mr. Crouch to preside over the morning session which featured F.P.R.A. officers. Excerpts from the remarks of each of these men follow:

Harold W. Lewis, third vice president, and vice president, First National of Chicago, "What Advertising Can Do for You": Advertising helps create a desirable public image, acquaints the public with your services, broadens your market, influences public

opinion, underscores the role of banking in American system of free enterprise, stimulates economic activity, reinforces staff morale, helps banks in growing competition for consumer's surplus dollars.

John P. Anderson, first vice president, and vice president, First National of Passaic County, Paterson, N. J., "How Publicity Can Be a Business Getter": Sound publicity is honest, sincere, factual; it is news and is timely. Human interest stories about banks make the bank more human to the public and down-to-earth, as well as getting the bank name before many of the public. Keep close tabs on the public and civic activities of your staff and you will find many stories for local newspaper use.

Ernest G. Gearhart, Jr., second vice president, and vice president, First National of Miami, "Calling for More Business": Three common pitfalls that undermine the best of call programs

ON THE COVER

Iowa Governor Norman Erbe welcomed FPRA President Jordan Crouch and delegates.



PANEL at left included **George Dempsey**, dir., public rel., Amer. Natl. Bk. & Tr. Co., Chicago; **W. J. Connally**, sales mgr., WBBM, Chicago; **Richard C. Lee**, v.p. Capital City St. Bk., Des Moines (presiding); **F. R. Collins** of Ruben Donnelly, Chicago, and **James Quinn**, Edw. H. Weiss & Co., Chicago.



PANEL at right includes: **John Cockle**, tr. officer, Omaha Natl.; **Art Burke**, asst. v.p., N.W. Natl., Minneapolis; **Reed Macomber**, v.p., Amer. Natl., St. Paul (presiding); **Lehman Plummer**, v.p., Central Natl., Des Moines, and **Robt. W. Williams**, v.p., LaSalle Natl., Chicago.

“How to Get More Business”

By

MALCOLM K. FREELAND and BEN HALLER, JR.

President

Editor

are: 1. Low-pressure approach. 2. “Statistics only” call. 3. The follow-up that wasn’t there. Make it crystal-clear by top management that outside calls are an integral part of every officer’s job. Teach officers how to plan and make calls.

Robert A. Bachle, treasurer, and vice president, National Boulevard Bank, Chicago, “Increasing Earnings Through Business Development”: We spend too much time trying to sell services to new customers and not enough trying to sell added services to present customers, who represent our biggest field. Survey your customers to see how many services each is using. It will be unusual if more than two services per customer are being used. Convert loan payoffs into future savings accounts. Sell trust services to large savings accounts. Have collection cage staff alert trust or investment people when coupons are redeemed. Get referred leads from good loan customers. Use your shareholders and directors for business. Keep your staff sold on your service charges. Analyze service charges on accounts periodically.

Vernon E. Schwaegerle, executive vice president of F.P.R.A., Chicago: “The F.P.R.A. Story” is built on the pyramid of enlightenment, truth, confidence, continuous study, high standards and cooperation. Members who pursue these goals merit the quill

which is symbolic of highest achievement in F.P.R.A.

Clinic 1 was devoted to “Business Development Through Advertising.” Moderated by Richard C. Lee, vice president, Capital City State, Des Moines, it featured a discussion of radio-television by William J. Connolly, sales manager for WBBM Radio; direct mail by F. R. Collins, Ruben

H. Donnelley Corporation; outdoor advertising by James F. Quinn, Edward H. Weiss & Company, and newspaper by George Dempsey, director of public relations, American National B & T, all of Chicago.

Clinic 2 discussed “Business Devel-

FPRA REGIONAL . . .

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NATIONAL FPRA OFFICERS attending the Des Moines Regional were, left to right, (seated): 3rd v.p. **Harold W. Lewis**, v.p., First Natl., Chicago; Pres. **Jordan J. Crouch**, v.p., First Natl., Reno; Treas. **Robert A. Bachle**, v.p., Natl. Blvd. Bk., Chicago; 2nd v.p. **Ernest G. Gearhart, Jr.**, v.p., First Natl., Miami. Standing, left to right, are: **Vernon Schwaegerle**, exec. v.p., FPRA; 1st v.p. **John Anderson**, v.p., First Natl. of Passaic Co., Paterson, N. J., and **Wilson Parfitt**, FPRA exec. secy.

Northwestern Banker, May, 1961

Effective PR Ideas

Here are some Public Relations Ideas that have achieved outstanding results for Upper Midwest Bankers who have used them.

WHEN the First National Bank of West Point, Neb., held open house marking its 75th anniversary it was decided to provide coffee and doughnuts free for the patrons.

R. H. Freudenberg, president, and other members of the staff decided that since the bank quarters were too small to handle a large crowd the bank would issue "treat-checks." Actual First National Bank checks were used. Date of the check was filled out with the notation "Good Two Days Only." Dates were the two days of the open house.

Checks were made payable to any cafe in West Point in the amount of "Your Best Coffee and Doughnuts." Prior arrangements were made with each cafe in West Point to redeem the checks for 15 cents each.

Mr. Freudenburg reports that over 1,000 of these checks were given out and that they were extremely well accepted and very popular with the patrons. Even a week after the observance people stopped by the bank to say "thank you." Operators of the cafes also were pleased with the results.

In the same celebration, the bank offered to buy any 1885 coins (the charter year) for \$1 and \$2 for any 1885 \$1. Good response also was received from this idea.

ABOUT 1,500 pictures were taken in one day recently at the American National Bank and Trust Company in Rockford, Ill., as part of a 50th anniversary open house celebration. A polaroid camera was used to take pictures of anyone who cared to step behind a scene especially constructed for the open house. B. William Erickson, assistant cashier, described this project as "our most successful idea for the open house."

Other features of the open house were the presentation of 5,000 golden car keys and 5,000 billfolds. The keys were cut at the bank during the day if guests wished, or they could return any time during banking hours the

rest of the month to have them cut.

Another unusual aspect of the 50th anniversary celebration was the gathering of three generations of Liljedahls, shown in the picture on this page. More than 10,000 persons toured the bank during the open house, far more than expected, according to LeRoy Liljedahl, president.

IN AN effort to promote traffic safety among youngsters, the Home Industrial Bank at Aurora, Colo., awards \$25 savings accounts to safe drivers. Most recent winner was an 11-year-old sixth grader who carefully observed all traffic regulations while riding her bicycle. Winners are selected by the Aurora police. Presentation of the award was publicized with a three-column picture and story in the local paper. The picture showed the bank manager, Ralph Raskin, presenting the award to the safe bike rider, with the Aurora police officer who made the selection looking on.

THE Security National Bank, Superior, Neb., recently received a considerable amount of comment from residents of that town when it sponsored an Industry Contest.

Cash prizes were awarded to residents who submitted letters giving their ideas on how Superior could attract new industry. First prize was \$150, second prize was \$100 and third prize was \$50. Entries were limited to 150 words or less and to not more than 10 entries per person. Judges were selected from the Superior Chamber of Commerce.

Following the first announcement with a full page advertisement in the local newspaper, the Security National ran a series of advertisements outlining the resources of the town as added information for entry letters.

Clayton Sack, assistant cashier, reports that while final results have not been obtained yet, the comment around town has been very favorable and encouraging.



THREE GENERATIONS of Liljedahls celebrated the 50th anniversary of the American National Bank and Trust Company, Rockford, Ill. From left they are: C. J. Liljedahl, president, First National Bank, Essex, Iowa; Kurt, 4-year-old son of the bank's president; LeRoy E. Liljedahl, American National president, and Mrs. Elsie Olson, secretary to the president.



What Makes Christmas Club A Growing Success

*Written Especially for the NORTHWESTERN BANKER
by LLOYD H. WATTS Senior Vice President
Christmas Club a Corporation*

BEFORE the merchandising of a product or service is launched today, there is motivation—and learning-research, test marketing and pinpointing of primary market areas, a battery of other surveys and tests to determine the basic sales and advertising approach to insure the success of the venture. And, as always when specialization of an intense nature occurs, a jargon of the trade begins to breed, with each practitioner seeking a further refinement or new angle of approach and then stamping his innovation with a newly coined label for the ever-growing glossary of definitions.

These comments are only observations and not criticism; the point is that every once in a while I feel it is important to refresh oneself with a look at the elemental question upon which all sales organizations are predicated. As simply as I can state it, this question is: Will enough people want it?

Back in 1910, Herbert F. Rawll posed himself this question regarding an idea for getting more people to save money regularly and, in the process, getting more new customers into the lobbies of financial institutions. Because he decided enough people would want it, he launched himself upon a career of selling a service which he called Christmas Club.

50 Years Young

This past year we celebrated the fiftieth anniversary of that service, and in 1960 there were over 13,000,000 Christmas Club members who saved over \$1,405,000,000 in some 8,000 savings institutions.

An idea which seemed "frail" to many at its inception has snowballed into what, with due modesty, we can now call a familiar landmark of the American scene. And, incidentally, we might add that Christmas Club is now flourishing in Canada, Puerto Rico, and the Virgin Islands, too.

So, like many another long-established and successful service, Christmas Club has grown and prospered from its birth. When people discovered what Christmas Club is and how it works to help them help themselves, enough wanted it so that the idea could get off the ground

and start flying. Boosted by the national advertising which Christmas Club a Corporation underwrites each year, plus the promotional efforts of the individual financial institutions operating the Club, the idea has shown an almost uninterrupted yearly growth rate since 1910. We have to except the depression of the thirties and the two World War periods when institutions were forced to limit the number of Club members because of the scarcity of bank personnel.

Today, Christmas Club is primarily sold on the strength of the proven benefits produced for the institutions sponsoring it. Just how it was sold before there were any published statistical results is both a tribute to the salesmanship of Herbert F. Rawll and to the courage and foresight of those bankers who first installed the Club.

Changing Methods

Times have changed since 1910 and we in the Christmas Club field are grateful and happy that the changes which have been taking place in banking have made Club operation more and more desirable for financial institutions. The last 20 years particularly have seen banking come out from behind the cages to retail its services more effectively to the rapidly expanding number of people who want and need such services. Christmas Club operation has proved to be one of the most successful methods of introducing to the bank the individual who is a prime prospect for other available services.

Then, together with this trend in banking to get out from under the high silk hat and shake hands with the man on the street, there has also been a sociological and economic trend among the entire population which has fit like a glove on the Christmas Club hand. First, of course, has been the spreading of the wealth. Secondly, through advertising and the rising standard of living, the individual has been subjected to pressures to spend money and the "old-fashioned" virtue of thrift has pretty much become just that. Actually, the merchandising of consumer credit has not only discouraged thrift but has

CHRISTMAS CLUB . . .

(Turn to page 62, please)

Northwestern Banker, May, 1961

THE institutional investment community is facing big questions about securities values as the calendar moves farther into the spring.

There is the question of stock levels: what are the forces pushing them up and sustaining them? Then there is the question of debt investment: to what extent will the Federal Reserve System, at the prodding of the Kennedy Administration, bring its great financial power to bear on the interest structure, not alone to make an adequate supply of credit available, but to achieve and maintain a given ceiling of long-term and short-term rates?

The forces driving up stock values can be stated, but they are too complex to be assigned proportionate weights. In the first place, the buying must reflect a broad conviction among investors that the economy as a whole is fated to move forward at high levels, even if some of the important industrial segments must still cope with depressed conditions or face up to drastic adjustments.

It is hard, moreover, to put aside the thought that the present rate of equities in investor favor reflects a further revulsion away from fixed-income contracts. With its appeal of a sure stake in a growing economy, with its shelter from income taxation, and, finally, with its hedge against inflation, equity investment, in spite of rising price-earnings ratios, continues to make a strong bid for the attention of the prudent and long-visioned investor.

A dismaying aspect of the stock market rise is the extent to which the buying is being fed by the buying of low-priced shares by speculators who might just as well be playing numbers. The craze seems to be spreading.

Stock Market Action

What amounts of the easy-come profits are being parlayed into standards of spending that cannot be maintained is anybody's guess. Presumably most of the profits are going into further market purchases rather than the unsound spending. Conceivably a collapse of paper profits could take place without much injury to the speculators or to the economy.

Yet there can be no denying that speculative fevers reminiscent of 1929 are widely visible. Fortunately, in the rest of the economy the resemblances to 1929 are not so easy to find. The expansion of credit—both consumer and real estate—is sobering, but at least there is a rational basis for the borrowed money and there is

Investors

Facing Questions

On Securities Values

effective built-in machinery for bringing about the reduction of old debt as new debt is being incurred.

Tax Policy

There is evidence that the new administration in Washington, while holding the traditional Democratic tax club over the business community, will nevertheless push plans to accord tax advantages as a reward to business enterprises with dynamic outlook—enterprises willing to risk in-

By RAYMOND TRIGGER
Investment Analyst
New York City

vesting in new installations of plant and equipment, outlays that will tend to make new jobs and sustain existing levels of employment.

The Kennedy Administration is against according the same incentives for savings, however.

The industrialist investing in new plants will stand to get a break in taxes from his decision, but to the extent that the investment is done with borrowed money, the investor putting up the money will stand to be penalized by being forced to take a lower interest yield on the investment. If there is an explanation for this contradiction it must lie in political folklore rather than economic science.

A report can be made at this time about the effort of the Federal Reserve System, at the instance of the Kennedy Administration, to "nudge" down the long-term interest rate, but it must be inconclusive. Evidently, there is much unhappiness about the business, not alone in Washington cir-

cles, but in Wall Street as well. For one thing, the long-term government market, already thin, has just about dried up ever since the Federal's "nudging" purchase began.

On one hand, sponsors of the program argue that it has not really been tried, that the Federal Reserve until early April had made only token purchases of Treasury long-term bonds for the System account. On the other hand, the assertion is made that the program is already a failure. Even though the System increased its holdings of other than short-term securities by more than \$600,000,000, many of the long-term bonds were selling in early April at lower prices and higher yields than they were in mid-February, when the Federal Reserve announced publicly that it was abandoning the "bills only" policy.

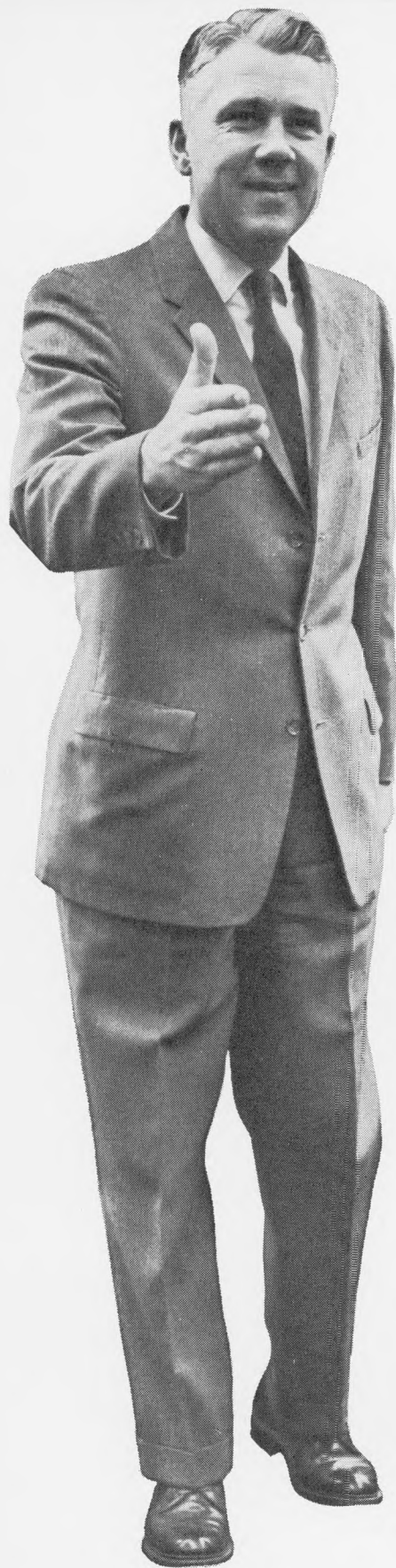
Gold Outflow

The subject is muddled further by the fact that the seeming prime reason for the program—the serious loss of gold to foreign earmark—has abated, and with it, the need for holding short-term rates high enough to compete with market rates abroad. The Washington interests that a few months ago wanted the short-term rates held high enough to be competitive now want the short-rates to be lowered and the long rates to be lowered, too. This has a familiar sound along the Potomac.

The unusual experiment of the Federal Reserve cannot be said to be over. But if the chief warrant for it—a disturbing outflow of gold during

INVESTMENTS . . .

(Turn to page 44, please)



"I spend a lot
of time
at the
Post Office"

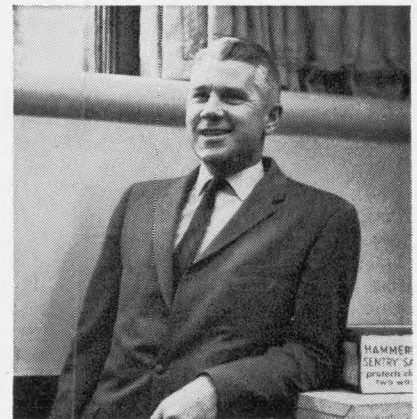
*says Russ Woolley,
Asst. Vice President*



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6 Weeks + 4 Contests

\$20 Million

■ **HERE IS HOW** the Bank of the Southwest, Houston, Texas, gained 1,951 new accounts and \$20,451,933 in a six-week new business contest.

A SIX-WEEK new business campaign, resulting in 1,951 new accounts and \$20,451,933, was recently completed by Bank of the Southwest, Houston, Tex.

Each of the bank's 533 employees participated in the campaign, and 351—or 66 per cent—produced at least one account to contribute to its success.

The bank's personnel was divided into five divisions and each division had five teams. Every member of the bank's staff was assigned to one of the 25 teams, except those few who were on special administrative or rules committees.

Four contests, with 272 cash prizes totaling \$14,200, were held in conjunction with the drive. A fifth contest offered one silver dollar to each employee who rented a safe deposit box.

Contest one, for non-officer employees, had weekly prize money of \$1,000 awarded on the basis of highest number of eligible accounts brought in each week. To be eligible, checking accounts had to be not less than \$250 and savings accounts had a minimum requirement of \$100. Transfers from one account to another within the bank were not counted.

Weekly Prizes

The top producer each week received \$150. Second, third, fourth, and fifth place finishers were awarded \$125, \$85, \$75, and 65 respectively. The next 10 places were worth \$50 apiece.

Contest two, also a weekly competition, gave the team obtaining the most new accounts \$400, which was divided equally among its members.

Five teams were awarded a total of \$3,000 at the end of the campaign in contest three. Scoring was on the basis of an individual point system which equalized the relative customer exposure of employees by rank and office location.

The team whose members earned the most number of points split \$1,000. Runners-up received \$750, \$450, and \$300, in that order.

Six employees—three officers and

three non-officers—will be presented cash and extra vacation time, 90 days following the close of the campaign in contest four. Winners will be determined by quota points accrued on the basis of the 90-day average balance of their new accounts from the date each was opened.

Dollar Quotas

Every employee was given a dollar quota, ranging from \$5,000 for non-public-contact employees to \$200,000 for senior vice presidents.

Prizes are \$500 and two weeks' extra vacation, \$400 and two weeks' extra vacation, and \$300 plus one week's extra vacation. The three high point winners among officers and among non-officers will receive these awards.

1,500 Goal

At the beginning of the campaign, each employee was issued a white button, lettered "1500"—signifying the drive's goal of 1,500 new accounts.

As the campaign progressed, employees who obtained one account received a red button, those who acquired three accounts were given a blue button and those who reached five accounts were presented gold buttons.

A total of 135 participants were wearing gold buttons at the close of the campaign.

Each Wednesday afternoon during the six weeks, awards and progress reports meetings were held in the bank's lobby for all employees. Day by day progress was reported on a bulletin board.

Ken Tyler, a member of the bank's Consumer Credit department, was the campaign's high producer. Mr. Tyler brought in 76 new accounts, and finished "in the money" in five of the six weekly contests, winning a total of \$550.

General chairman of the campaign was Col. W. B. Bates, chairman of the board, and President A. G. McNeese, Jr., was campaign chairman. William B. Black, Jr., vice president, was chairman of the Campaign Administrative Committee.—**End.**



The Fire The City Authorized

The City Treasurer in charge said that he didn't mind *when* it happened, but he did require a precise record showing that it *had* happened.

"Authorize the fire," our agent assured him, "and we'll see to it that what goes up in smoke will be not only cancelled bonds and coupons, but a multitude of unnecessary costs and problems."

To a chance listener on the long distance wire, this might have been a startling fragment of talk. The whole conversation, however, would have fascinated any banker who handles state and municipal obligations.

For they were talking about a new plan worked out by Bankers Trust. It's our answer to the unwieldy and expensive practice of making *three* complete audits and verifications on municipal

bonds and coupons: one by the New York agent, one by the local depository bank, and a third by the municipality.

Details of this new plan are fully covered in our booklet, *Accounting and Cremation Procedure for the Obligations of States and Municipalities*. Its simple concept of direct accounting to the municipality is winning a lot of favorable attention. Those who have tried it find it both practical and economical—flexible, too, because it's easily adaptable to particular situations.

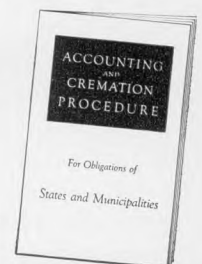
You may have a copy of this booklet,

just for the asking. It's illustrated with examples that show how you can offer better service to public officials and, of course, produce more profits for your bank, if you handle such matters for your local municipalities. As a matter of fact, what seems to be a radical departure from ordinary custom is essentially the same as the straightforward procedures followed by business corporations. But as far as we know, applying the idea to municipals is a completely fresh approach. Happily, the plan is now in print and in practice, and we believe you'll find it valuable reading.

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Name AIB Speech Winners



WINNERS in the Tenth District Public Speaking Contest of the American Institute of Banking are shown above. **Walter Meadley**, left, First National Bank of St. Paul, Minn., was declared winner. Second place went to **Edward E. Wooddell**, center, of the First National Bank of Denver and third place went to **Clarence N. Dickson**, right, assistant cashier, Central National Bank and Trust Company, Des Moines.

WALTER MEADLEY of the First National Bank, St. Paul, was judged the winner in the 10th District Public Speaking Contest of the American Institute of Banking, held in Des Moines last month. Edward E. Wooddell of the First National Bank of Denver, Denver, Colo., and Clarence N. Dickson of the Central National Bank & Trust Company, Des Moines, placed second and third, respectively.

Mr. Meadley will compete with 11 other district contest winners in a semi-final contest of the 35th Annual National Public Speaking Contest for the A. P. Giannini Educational En-

dowment Prizes in Seattle on May 28. The six top-ranking semi-finalists will then compete in a final contest at Seattle on May 29.

District contest winners receive their railway and Pullman fares to and from Seattle, plus \$150 each for personal expenses, from the A. P. Giannini Educational Endowment. First, second, and third prize winners in the final contest will receive \$500, \$300, and \$100, respectively.

The general theme of the 1961 National Contest is "Economic Growth Without Inflation." The topic of the speeches in all 12 district contests is

as follows: "Would Continuing Inflation Be a Threat to U. S. Economic Growth? Why?"

Judges of the contest in Des Moines were Gilbert J. McEwen, assistant cashier, Harris Trust & Savings Bank, Chicago; the Honorable C. Edwin Moore, judge of the Polk County District Court, and Dr. W. R. Underhill, professor in charge of the speech department, Iowa State University, Ames. Mrs. Mary Harry of the Central National Bank and Trust Company, Des Moines, presided at the contest.

Burroughs Executive Retires

William C. (Bill) Sproull, one of the nation's best-known industrial advertising authorities and advertising director for Burroughs Corporation for the past 35 years, has retired. Mr. Sproull served over 41 years in Burroughs advertising division and at various times has served in every position within the division.

INDEPENDENT . . .

(Continued from page 31)

home to me once again the vital importance of a good organization whenever there is a job to be done. With this in mind, I want to recommend the formation of additional state divisions of the Independent Bankers Association," he said.

"Whenever there is on the state level a problem we want to attack as independent bankers, it is then that a state IBA division becomes most important. Minnesota is a state which now has such a division and it recently directed a campaign that was successful in blocking an attempt to introduce branch banking into that state. The Minnesota Bankers Association took a 'neutral' position in this issue.

"Illinois independents have a branch bank fight on their hands. Illinois has a large membership in our Association and while it does not have a state IBA division, the independents there are well represented by the Illinois Bankers Association in this fight. Often as not, however, a state association will take the neutral way out of a hot issue affecting the very livelihood of independent bankers. It is then that a state IBA division becomes essential.

"During the coming year your Association will seek Federal legislation, either a new law or an amendment to existing law, in a further effort to curb the bank merger trend.

"We will continue our program which seeks to insure that the Bank Holding Company Act of 1956 is administered in keeping with Congressional intent spelled out at the time of the law's passage."—**End.**




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Northwestern Banker, May, 1961

Doubles Capital in 10 Years

CAPITALIZATION of Iowa Power and Light Company has increased from \$60,000,000 to \$123,000,000 during the past decade, according to A. Paul Thompson, president, who reviewed the company's continued progress at the annual stockholders' meeting held last month.

Operating revenues followed a similar pattern, increasing from the \$24,000,000 level ten years ago to \$51,000,000 last year. He also pointed out that the company was passing from the extraordinary construction job that followed World War II into a new era with emphasis on service and operations.

Milton F. Coonan, president of Gibbs-Cook Equipment Company, was elected as a member of the board of directors, replacing J. F. McLaughlin who recently retired from the company. All other directors were re-elected. These are N. Bernard Gussert, chairman of the board of the company; Fred Maytag II, chairman of the board, The Maytag Company; E. T. Meredith, vice president, Meredith Publishing Company; E. H. Mullock, chairman, executive committee, retired insurance executive; Lewis W. Ross, president, Council Bluffs

Savings Bank; John Ruan, president, Ruan Transport Corporation; John D. Shuler, president, Shuler Coal Company; L. E. Slade, senior vice president of the company; A. Paul Thompson, president of the company, and James H. Windsor, president, Equitable Life Insurance Company of Iowa.

ON THE COVER

PRESIDENT John F. Kennedy is shown signing the appointment of Mrs. Elizabeth R. Smith, treasurer of the United States, as chairman of the Interdepartment Savings Bonds Committee. Secretary of the Treasury Douglas Dillon is shown at right.

On May 1, 1941—just 20 years ago—the Treasury Department sold the first Series E United States Savings Bonds. During 1961, cash sales of Series E Savings Bonds passed the hundred billion dollar mark. Here are some of the achievements of the program in the past 20 years, as reported by John B. Kimberley, regional director, located in Des Moines:

An all-time record of \$43 billion in Series E and H bond holdings was reached by the end of 1960, and the total is still growing.

Another \$77 billion in bond savings—about \$426 for each of our 180 million Americans—has been invested in new homes, education, better equipment for living and making a living, for retirement, and for meeting emergencies.

An estimated hundred million Americans have owned Savings Bonds so far.

Every community in the nation has a reserve in Savings Bonds that acts as an economic stabilizer.

U. S. Savings Bonds are an indestructible investment. More than a million bonds have been reissued free of charge by the Treasury to replace bonds lost, stolen, mutilated, or destroyed.

More than eight million wage or salary earners are buying E bonds each payday on the Payroll Savings Plan where they work.

Some 45,000 employers now operate the Payroll Savings Plan for their workers.

New St. Louis Director

Harold E. Thayer, president of Mallinckrodt Chemical Works, was elected to the advisory board of First National Bank in St. Louis at a meeting of the bank directors, according to William A. McDonnell, chairman of the board.

Mr. Thayer has been president of Mallinckrodt since November, 1960.

Harris Bank Award

The new Harris Trust and Savings Bank building in Chicago was recently given the top honor award for outstanding contribution to architecture and construction in the Chicago metropolitan area.

Stanley G. Harris, chairman of the bank, accepted a bronze plaque at luncheon ceremonies attended by 500. The annual awards are sponsored by the Chicago Association of Commerce and Industry and the Chicago chapter, American Institute of Architects.

ON THE COVER

Two expert consultants got together recently at the Boston Red Sox training camp in Scottsdale, Arizona, when James S. Neely, retired executive vice president of City National Bank in Kansas City, was greeted by his long-time friend, Ted Williams, who also recently retired from active playing.

A former semi-pro baseball player himself, Mr. Neely reports that he and Ted discussed baseball and investments in equal proportion as good banking and baseball consultants should.

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Lv Providence				
Lv Hartford/Springfield				
Lv NEW YORK (LaGuardia)				
Lv NEW YORK (N. Y. Int'l.)				
Lv NEW YORK (Newark)				
Lv Pittsburgh				
Lv Philadelphia				
Lv Baltimore				
Lv WASHINGTON (Friends)				
Ar WASHINGTON (Nat'l.)				
Lv WASHINGTON (Nat'l.)				
Lv Albany/Schenectady				
Lv Wilkes-Barre/Scranton				
Lv Syracuse				
Lv Rochester				
Ar BUFFALO				
Lv BUFFALO				
Ar Toronto				
Ar DETROIT (Metropolitan)				
Lv DETROIT (Metropolitan)				
Ar CLEVELAND				
Lv CLEVELAND				
Lv Akron/Canton				
Lv Columbus, Ohio				
Lv Dayton				
Lv Charleston, W. Va.				
Ar CINCINNATI				
Lv CINCINNATI				
Lv Indianapolis				
Lv Knoxville				
Lv Louisville				
Ar NASHVILLE				

Charlie Bishop and his associates—Lew Jenkins, Fred Rager and Bill Paton—are ready to step into your correspondent banking picture in Michigan, Ohio and Pennsylvania. *In every state in the U.S., a Hanover representative is ready to work with you.*



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Northwestern Banker, May, 1961

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Federal Reserve Bank of St. Louis

New Sav-a-Loan Plan Started

THE Central Bank and Trust Company of Denver has inaugurated a savings account plan under which depositors are able to use their savings without depleting their accounts.

Here is how Max Brooks, president, explains the plan:

"You get money when you want it by taking out a 'Sav-A-Loan' on your passbook. You continue to get 3 per cent interest on your savings account and the bank charges you the same interest on the Sav-A-Loan.

"Under this plan the customer gets the use of his money any time it is needed without loss of a single day's interest. If the customer prefers, we will amortize the Sav-A-Loan so the customer can pay it off gradually and keep his savings intact while developing a periodical thrift habit and establishing a good credit rating."

The bank has found the plan has been well received, especially by those customers who occasionally have to make large withdrawals.

INVESTMENTS . . .

(Continued from page 37)

a business recession—has passed, it is difficult to see how the Federal Reserve can continue to be a purchaser of long-term bonds without conceding to populist politicians a point that it has never done before—that a low long-term interest rate is a desirable end in itself.

It is incredible that a major central bank would take this stand in facing an unstable world where the greatest single economic problem is the shortage of capital savings. Of course, it can be argued, too, that an even greater shortage is the shortage of communist nations, where savings are created by the state rather than at the initiative of the people.

The crosstides of economic thinking that abide in Washington were reflected conspicuously in an advance

refunding carried out by the Treasury on a scale surpassing that achieved under the Eisenhower Administration, where the scheme was first developed.

At the same time that it was trying to reduce the long-term interest rate, the Treasury invited holders of \$19,436,000,000 of debt not due until 1962 and 1963 to exchange it for new issues of higher interest rate bonds not due until 1966 and 1967. As a consequence, about \$6,017,000,000 of 2¼ and 2½ and 2¾ per cent obligations due in 1962 and 1963 were turned in for 3¾ and 3½ per cent bonds not due until 1966 and 1967.

Contradiction

There is an essential contradiction in swelling the market supply of long-dated debt contracts at the same time that an attempt is being made to lower long-term interests rates. However, any extension of debt maturities has the constructive effect of lessening the weight of the Treasury's short-dated repayment commitments and thereby putting the government officials in a position to more easily make debt management decisions suited to the needs of the economy.

The advance refunding is noteworthy for other reasons. It bears out the widening impression that the Kennedy Administration is not doctrinaire in its approach to the day's problems, but is out to further any worthwhile objective advocated by sponsors having entree in the White House.

The Federal Reserve's unusual finagling with the interest structure in the late winter and early spring has had no discernible effect on high grade corporate bonds and on the tax-exempt-interest obligations of local government. There has been a slight reduction in mortgage rates, but these were accomplished largely at the initiative of official "nudging" or through a readiness of certain lending interests in the farm and dwelling mortgages field to "go along" with the Kennedy Administration at the expense of savings and loan shareholders.

The swelling of new investment supply in the corporate and local government section has arrested the late winter decline in yields in these areas. To market a \$190,000,000 issue of State of California bonds an interest rate of 4 per cent was designated for long-dated maturities. The Southern Bell Telephone and Telegraph 4¾ per cent debentures sold down to 98¾ after coming out at 101.

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Upon receipt of the necessary information, our analysts will review your investment account in

relation to your bank's balance sheet and your particular banking situation. We will offer helpful advice in setting up an investment policy, and suggest ways of implementing this policy in light of current and expected market conditions.

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CONTINENTAL ILLINOIS NATIONAL **BANK**
AND TRUST COMPANY OF CHICAGO

Lock Box H, Chicago 90, Illinois

Member F. D. I. C.

Northwestern Banker, May, 1961

London Office for Continental

THE Continental Illinois National Bank and Trust Company, Chicago, has announced plans to open a branch in London.

The bank revealed its plans following approval of the action by Continental's board of directors. The opening date for the London branch will be established after Federal Reserve Board approval has been obtained.



D. M. KENNEDY

David M. Kennedy, Continental board chairman, said the decision to establish a London branch is another step in the bank's program of expanding its international banking activities. He stated that the bank is considering establishment of branches or representative offices in other important financial and trade centers throughout the world.

The expansion program, according to Mr. Kennedy, may also involve setting up Edge Act Corporations (subsidiaries to engage in international financing and international banking).

The London branch, offering complete deposit and lending facilities, will be operated by the international banking department under general direction of Roger E. Anderson, vice president in charge of that department. The branch will be located in London's "City" section, one of the world's most important financial centers.

Mr. Kennedy said Continental's London branch will answer a growing need on the part of midwestern exporters and importers.

Honor Charles W. Pine

Charles W. Pine, publicity director of the 67-office Valley National Bank, Phoenix, was presented the annual "Percy Award" for having contributed most to advancement of his profession in Arizona.



PERCY AWARD is presented to **Charles W. Pine**, left, for having contributed most to advancement of public relations in Arizona. **Paul J. Hughes**, past president of Phoenix Public Relations Society, is shown at right.

Paul J. Hughes, a past president of Phoenix Public Relations Society, awarded a plaque to Mr. Pine at the group's annual institute at Arizona State University. Mr. Pine is the founder and a past president of the Phoenix PR Group.

Announce LeFebure Purchase

LeFebure Corporation, Cedar Rapids, Iowa, business systems and equipment manufacturer, announced its purchase of American Bank Equipment Company, Toledo, Ohio. In making the announcement, K. W. Watts, LeFebure president, stated that the acquired firm has been renamed American Bankvault Equipment Corporation, and will operate as an independent company.

Wallace A. Smith, founder and president of American Bank Equipment, will remain with the firm as general manager. Mr. Smith is a nationally recognized authority on vault doors and safety locking devices, and has made great contributions to the in-

dustry. Among his developments is the electric sliding vault door, the first of which was recently installed at Bloomfield State Bank, Bloomfield, Ind., and a new burglar proof night depository.

The first addition to the firm's management group is John Weil, who comes to his new position with 14 years of experience in the safe and vault business at Herring Hall Marvin Company.

A plant survey is now underway at the Toledo facilities to determine the requirements for handling the increased volume of business anticipated.

American Bank Equipment will continue to sell its present product line through an existing dealer organization. A similar line of equipment will be produced for marketing through the LeFebure Corporation, nationwide sales organization. The present line of American Bank Equipment includes safes, safe deposit boxes, new and manufactured vault doors, depositories, money chests, drive-up and walk-up windows.

The addition of the new equipment will fill out the LeFebure line, making LeFebure the only complete "one source" manufacturer of all financial equipment and supply items.

Honor Chicago Credit Men

Two Chicago bank executives who are well known throughout the north central section of the nation were honored by Chicago District of the Illinois Bankers Association at its annual meeting.



J. F. KEELEY

K. G. CONE

Keith Cone, vice president of the LaSalle National Bank, and John F. Keeley, vice president of the Drivers National Bank, were presented with a scroll from the National Committee for 50th anniversary of Consumer Credit in Commercial Banks. The scroll reads "for leadership and dedication in contributing to the constructive growth of consumer installment credit in the commercial banks of the United States."

Both men have been active in the field of installment credit for many years.

Attention Bankers:

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CREDIT LIFE PROGRAM

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THE WESTERN AND SOUTHERN LIFE INSURANCE COMPANY

A Mutual Company

William C. Safford, President



Some of the ways we help our correspondents:

Advertising and Public Relations
Assistance with advertising campaigns and special events.

Bank Wire Facilities

Collections and Transit
Nation-wide processing of items

Commercial Paper

Buy for the correspondent on a 7- or 10-day optional basis. Provide statements and other information from broker, as well as our own Credit Department.

Accept delivery of notes and hold them in safekeeping.

Commercial Loans

Consumer Credit

Help establish modern methods of processing instalment loans made on a direct or dealer basis.

Annual

Correspondent Conference

Credit Information

Up-to-date information, and several reports, on commercial paper names.

Currency and Coin

Daily shipments of currency and coin (wrapped) in all denominations.

Accept for credit excess coin and currency.

Redeem mutilated currency.

Draft Collections

Foreign Banking

Foreign remittances; letters of credit and introduction; export collections; foreign exchange; credit and other foreign trade information.

Government Securities

Supply price quotations and other information on Government securities. Daily listings on request.

Accept open orders to buy or sell Government securities.

Hold Government securities and settlements on correspondent's behalf.

Group Life Insurance

Operating Methods

Survey correspondent's methods.

Personnel Practices

Consult in all areas of personnel administration.

Safekeeping Securities

Solicitation of Local Accounts of National Concerns

Tax Assistance

NIGHT TRANSIT

Speeds your collections by as much as one full day!

Time: 9:56 p.m. A little more than three hours ago an item drawn on a New York bank was received by First National in a transit letter from a correspondent institution. Now—included in a cash letter—it's sped by our messenger to one of the last New York flights of the night. Instead of tomorrow afternoon, or even the following day, this item will be in Manhattan in time for the morning clearings.

Last year the First's "all hours" collection system saved our customers \$448 million in reduced float. Very likely it could profit you, too. If you'd like, we'll make up a special survey of what our system can do in areas of special concern to you. For such a survey—or information on any of our correspondent services—just address: Correspondent Bank Department, First National Bank in St. Louis, St. Louis 1, Missouri.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Northwestern Banker, May, 1961



SHIRT-SLEEVE HELP

FROM "THE TRUST VIEWPOINT"

for COMMUNITY BANK TRUST OFFICERS

Yes, the Studley, Shupert Trust Investment Council rolls up its shirt sleeves and pitches in at the side of Council Members to help unravel the knotty details of individual account problems . . . to help find practical, workable solutions designed to attain the specific trust objectives of individual accounts.

In other words, as a Council Member, you have the assistance of a staff of experienced, competent, trust-minded specialists available to you at all times by phone, by mail, by conference in the Council's offices or in your own offices, as circumstances may require.

This is continuously backed up by a steady flow of basic aids applicable to all of your accounts. *Each of these aids is prepared entirely from the trust viewpoint.* They include the Council's Guidance List of Securities, its Summary Reviews of Securities, its Analytical Reviews of Securities, its Relative Value Selections of Securities, its Common Stock Summary of Earnings, Dividends and Prices, and its special, timely Investment Committee Memoranda.

The annual cost of Council Membership is so modest that it is well within the budget limitations of any community bank. We will gladly give you full details, and you will be under no obligation. Write today to Dept. NW-SS.

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Northwestern Banker, May, 1961

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Federal Reserve Bank of St. Louis

Heads Cheque Sales

James A. Henderson has been named head of the travelers cheque sales department, according to an announcement by Howard L. Clark, president of American Express, New York.



J. A. HENDERSON

Olaf Ravndal, who has directed travelers cheque activities for the past 10 years, continues as senior vice president and treasurer, and also assumes responsibility for the company's overseas financial operations.

Mr. Henderson, 40, a vice president of the company, has been with American Express 14 years.

Promote Chicago Bankers

Lawrence F. Stern, chairman of the American National Bank and Trust Company, Chicago, has announced the appointment of Edwin M. Bennett as assistant vice president and Richard R. Mullaney as assistant trust officer.



E. M. BENNETT

A graduate of Northwestern University, Mr. Bennett joined American National's Trust Investment Division in 1953 following five years' experience in the investment research department of a national life insurance company. He was made an assistant trust officer in 1955.

Mr. Mullaney has been with the bank since early 1960 and is currently assigned to the trust investment division.

View Favorable Prospects In Field Warehousing

L. S. Coates, executive vice president, and Paul Lorton, sales vice president, Lawrence Warehouse Company, have expressed a belief that the rebuilding of inventories, especially in hard goods field, will soon result in an upswing in production and employment.

Pulse of the field warehousing industry and its prospects for the next year were studied by the Lawrence executives during an extensive trip around the nation. They met with branch managers in Atlanta, Buffalo and Denver, culminating their trip at the American Warehouse Association's annual convention in Denver.

Prospects for next year were viewed as particularly favorable for "Secured Distribution," an exclusive Lawrence Company plan that has enabled national and regional manufacturers and processors to ship in volume to key markets without the usual attendant credit risk.

Under the "Secured Distribution" formula, a manufacturer can ship a full line of any given inventory to a Lawrence field warehouse on the premises of one or more of his distributors. As a result, the manufacturer places an adequate stock of his merchandise at the point of sale without involving his firm in a credit risk. And, at the same time, he vastly supplements the limited working capital of the distributor or wholesaler, who may be prevented from accumulating such sufficient capital by present-day taxes and the high cost of doing business.

MICR . . .

(Continued from page 27)

Obviously, certain factors would have to be taken into consideration before processing centers of this type could be successful. Number one, and I think this is the most important, is a combination of geography and weather.

In order that central processing fill the needs of the participating banks, the postings would have to be delivered to the processing center shortly after bank closing hours and be returned to the bank prior to opening hours the following day.

Under ideal conditions, the area covered by a processing center might be very large, but all of us have suffered through too many winters to think that those ideal conditions will be present at all times. The delays caused by a rugged winter would result in untold confusion for the banks involved. Perhaps a radius of 35 miles might be considered an optimum area for a processing center.

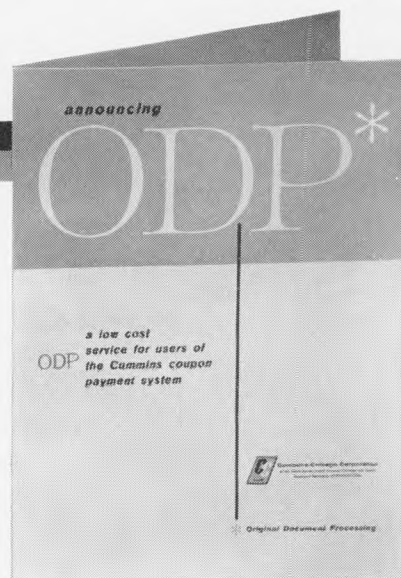
Number two is a complete separation and segregation within the processing center of each participating bank's books from those of the others.

Number three, the personnel hired by the processing center should be as carefully screened as the bank's own employees. A bank's responsibility to its customers extends to the processing center just as it does within its own plant.

In a field as large as MICR, I have merely skimmed the surface of the possibilities available to us. MICR is here, and it is our job to put it to its most efficient and profitable use.—
End.

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- And how a new, low cost, Cummins-Sense Service can provide Automation of instalment accounting at piece-work prices!

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FEderal 8-0833

4007 Riverside Road
Billings, Montana
8-8333

4607 Wakeley St.
Omaha 32, Nebr.
558-1676

Northwestern Banker, May, 1961

Packaged Travelers Checks Offered By Chicago Bank

THE First National Bank of Chicago is now offering packaged travelers' checks to its agents and their customers. Five convenient packages are available:

- \$100 in \$10 checks.
- \$100 in \$20 checks.
- \$200 in \$20 checks.
- \$500 in \$50 checks.
- \$55 in \$100 checks.

An analysis made by the bank has indicated that approximately 75 per cent of all sales can be made with these packages, resulting in a substantial savings in time to both agents and their customers because it will no longer be necessary to assemble these popular quantities of checks from "loose" or unpackaged supplies.

In one way the plan adopted by the



**IF YOU CAN'T
SAY "YES" SAY TALCOTT**

...and keep your customer's good will

There are times when customers come to you with financing needs exceeding their line of bank credit. That's the time to talk with Talcott! We can work out commercial financing or factoring plans which provide the capital your customers need and help you retain their good will . . . and you can participate in the financing if you wish. Your customers continue to bank with you . . . and return to you for full borrowing requirements when their credit is again acceptable.



James Talcott, Inc.

MIDWEST REGION

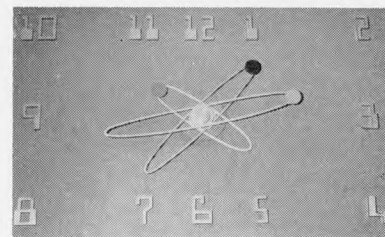
CHICAGO 209 South LaSalle Street Financial 6-1444
 DETROIT First National Building Woodward 2-4563
 MINNEAPOLIS First Acceptance Division
 Northwestern Bank Building Federal 9-7711

Other offices or subsidiaries: New York • Los Angeles • San Francisco • Boston • Atlanta

bank is unique among travelers' check plans. Checks are packaged by strapping them in paper bands similar to the method of packaging currency. All bands carry the protective denominational color scheme characteristic of The First National Bank of Chicago Travelers Checks. The plan features the requirement that the customer need sign only one purchaser's requisition for either packaged or "loose" checks. This convenience minimizes sales transaction time and simplifies the purchase for the customer.

Inquiries concerning this new service may be directed to officers in the Correspondent Bank Division or to the Travelers Check Department of The First National Bank of Chicago, Chicago 90.

Electronic Design



EVEN CLOCKS have taken on a new look at the First National Bank of Denver since the bank completed installation of all-transistorized GE 120 data processing equipment May 1. The picture indicates the time as 10:05 on the E13B font clock installed in the new electronic data processing center. The First National is one of the first banks in the country to process all checking accounts with MICR electronic processing equipment.

St. Louis Promotions

Sidney Maestre, board chairman of Mercantile Trust Company, St. Louis, announced five new promotions.

Raymond W. Seib was promoted from assistant cashier to assistant vice president in the installment loan department. He has been with the bank since 1929.

Two men from the banks and bankers department, Mercantile Trust's correspondent bank division, were appointed assistant cashiers. They are Robert C. Butler and L. Ila Baker. Mr. Butler came to the bank as a trainee in 1956 and has been a representative since 1959. Mr. Baker was manager of the bookkeeping department before his transfer to banks and bankers in 1960. He came to Mercantile in 1934.

Ray E. Callies and William E. Taylor were appointed assistant real estate officers. Since 1951, Mr. Callies

has been a loan interviewer in the real estate department and previously he worked in auditing. Mr. Taylor, who came to the bank in 1953 has also been a loan interviewer.

FPRA REGIONAL . . .

(Continued from page 33)

opment Through the Selling of Services."

Moderator was G. Reed Macomber, vice president, American National of St. Paul. Brief talks were given by four men and included: Trusts by John J. Cockle, trust officer, Omaha National, Omaha; mortgage loans by Art J. Burke, assistant vice president, Northwestern National, Minneapolis; installment loans by Lehman Plummer, vice president, Central National B & T, Des Moines, and deposit accounts and staff sales by Robert W. Williams, assistant vice president, La-Salle National, Chicago.

Clinic 3 was devoted to "Business Development Through Sales Effort."

Moderator was Thomas C. Cooper, president, Jefferson State Bank, Jefferson, Iowa, assisted by the following: Agriculture by William Buxton III, president, Peoples T & S, Indianola, Iowa; how to contact and sell newcomers by Guy W. Steagall, assistant vice president, Harris T & S, Chicago; officer calls by Roland Tornblom, vice chairman, City National, Council Bluffs, and a panel on developing the businessman by Edwin F. Peters, executive vice president, First Federal State Bank, Des Moines; Robert E. Dreher, Brunk, Janss & Dreher, attorneys, Des Moines, and Albert A. Augustine, C.P.A., Augustine & Company, Des Moines.

Joseph W. Barr, assistant to the Secretary of the Treasury of the United States, was the banquet speaker. He told the audience, "These first 80 days we've lived through a powerful financial crisis (relative to gold outflow) and I hope we wiped out a lot of the international crashshooters who were betting against the U.S.A." He said further that President Kennedy's action since taking office has resulted in stemming the imbalance of trade so that by mid-March the U. S. was showing a \$5 million gain with promise of an increasing gain in the balance.

Mr. Barr said the Secretary of the Treasury and the President's Council of Economic Advisors think the recession bottomed out in March and the economy is headed for an upturn.—
End.



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FREE 111-PAGE BOOKLET from American Express shows ways to increase your inventory loan business simply and safely.

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Northwestern Banker, May, 1961

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Mr. Banker,
REGARDING THE
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Remember, our popular BANKERS PARTICIPATION PLAN enables you to enjoy fully paid conventions for both man and wife.

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E. J. RENKEY
Secretary, Special Risks
National Union Insurance Companies
Pittsburgh, Pennsylvania, explains that . . .

INSURANCE

“Safety Is Key Sales Point”

Public and Institutional Property Program

THIS program is designed to give owners or administrators of eligible property sufficient insurance coverage and fire safety at the right price.

Too many policies are purchased on price alone! The higher valued, modern construction units are insured in mutual or deviating companies. Remember when you eliminate the professional services of the local agent, there is no insurance program.

This program will produce a lower cost and provide broader insurance coverage than exists at the present time, plus a planned fire safety program that may not exist at the present time. If the insured, in exercising his option, accepts this program all eligible property must be included.

It deserves the thorough knowledge and understanding of the fieldman and the agent. Its use also deserves proper planning.

Obviously, only the highlights can be touched upon. Perhaps a review of the planning, promotion and presentation of this program as a typical illustration will greatly improve our working knowledge, bearing in mind that your presentation must be in keeping with your knowledge of local conditions and local personalities.

Protection, Fire Safety and Cost

In planning we must consider these factors from the viewpoint of a prospect.

How do we provide protection? Protection as to sufficient coverage.

This plan requires:

1. A minimum of 90 per cent insurance to a choice of Actual Cash Value or Replacement Cost on both buildings and contents.

(Remember, that where available funds are limited, the choice is Replacement Cost.)

2. Including all eligible property. Any compromise on this point defeats the whole purpose of the plan by creating the possibility of under-insurance, overlapping coverages that waste money or non-currency that will be embarrassing in case of loss.

These requirements are not only sensible but have been advocated for years.

The prospect being an educational institution, church, hospital or city, county, state authority in all probability does not have insurance for the following types of coverage but receives liberal amounts at no extra cost for:

1. Valuable papers that would be expensive to replace particularly if any research must be duplicated.
2. Personal property temporarily located elsewhere in the state.
3. Moral obligation for personal property of employees not covered by other insurance.
4. Acquisition of other property as covered by this policy at any other location within the state.

We also can assure the prospect that by filing the required statement of values the coinsurance clause is replaced by the Agreed Amount Clause, Amount of Insurance Clause or Stipulated Amount Clause as provided by the various bureaus. *This is important.*

Safety Is No Secret

Safety's success or failure rests on

human action. Since the prospect functions in the public interest, safety of people is the paramount consideration. We provide an initial and annual fire safety inspection service by qualified personnel and implement present programs to include adequate and reasonable quarterly self inspection. This helps reduce the tragic loss of life, particularly children in public buildings, churches and schools.

Price

Compared to other fire insurance programs it would seem this plan should cost more. To the contrary, every consideration is given to the past favorable experience on such property and the committed interest to fire safety to effect a *reduction* in rates of 25 per cent fire, 40 per cent extended coverage where mandatory deductible applies, 50 per cent extended coverage endorsement where full coverage is optional, 50 per cent vandalism and malicious mischief and 50 per cent sprinkler leakage.

This is further justified by a reduction in handling expense occasioned by the requirement of a \$1,000 annual premium per account and \$100 deductible applicable to each building structure and property in the open, with an aggregate limit of \$1,000 per occurrence against all perils except fire and lightning.

Promotion

Reviewing our planning it suddenly becomes clear that this program is custom tailored to the prospect. No other fire insurance contract or program is as comprehensive. Its promotion is simple—safety alone is a key sales point. We just need to recall

the "Little Angels" School—the Effingham, Illinois Hospital or other tragic headlines of our daily press. Just the fact that an inadequate insurance program may result in a financial burden to the community, increased taxes, or door to door "building drives" which offend personal feelings.

"Realism"

Crystallizing the picture we see the realism in this plan. Its broad coverage features, its safety program, its reduced cost are a real contribution to the community. Some school boards, churches, and hospitals, because of

budget limitations, decided in the past to insure their new fire resistive buildings, with mutuals, direct writers or deviating companies. Now, they no longer need to sacrifice an adequate safety program for price. Including these properties now, with the others, they become eligible under this program at *the right price, plus safety, plus broad coverage.*

Completing our exploration in planning and promotion our presentation is now practically resolved. It must be remembered that those with whom the responsibility rests are human—they are our neighbors and friends. The general economy continues to reflect higher costs, and the burden of proper administration is heavy. We must fully appreciate this responsibility and offer our professional services not only as members of the insurance profession but as public spirited citizens.

Our greatest satisfaction is gained from the belief that to safeguard America we must properly insure the home, the church, the hospital, the school and the state. On this premise our presentation is a success.

P.S. Familiarize yourself with the rules. On questions of eligibility, refer to your rating bureau for a ruling.—End.

Honor Diebold Executive

A. W. Jackson, vice president of Diebold, Incorporated, Canton, Ohio, was honored at a special dinner recently commemorating his 35th year with the company.



35th YEAR — Raymond Koontz (left), pres., Diebold, Inc., Canton, Ohio, congratulates **A. W. Jackson**, v.p., at special dinner observing Mr. Jackson's 35th anniversary with the company.

Joining Diebold in 1926, Mr. Jackson's first assignments were in sales and service departments. He moved to Milwaukee in 1931 and soon was in charge of dealer sales. During 1935 to 1939 he handled sales of fire-resistive bank protection equipment from Diebold's main office in Canton, and supervised dealers in Ohio, Kentucky and Indiana.

He was appointed western sales manager in 1939, general sales manager and vice president in 1944. When Diebold formed separate bank and office equipment sales division, Mr. Jackson was made sales manager of the bank division and has continued in that capacity to date.


New Senior Officers

William H. Moore, chairman of the Bankers Trust Company, New York, has announced the election of Dr. Roy L. Reirson and William A. Morgan as senior vice presidents.



R. L. REIERSON **W. A. MORGAN**

Dr. Reirson, the economist for the bank, has been a vice president since 1949, and he joined the bank in 1934. Mr. Morgan joined the bank in 1928, and has been a vice president and senior trust officer since 1959.



**a
proven,
and
reliable
company.**

**PROMPT!
CLAIM SERVICE!**

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- EXTENDED COVERAGE
- INLAND MARINE
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COMPANY**

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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

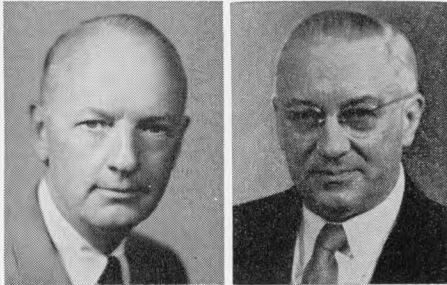
W. W. WARNER
Vice President

M. J. CORBIN
Secretary-Treasurer

Observes 50th Anniversary Year

EMLOYERS MUTUAL CASUALTY COMPANY last month celebrated its 50th anniversary with special ceremonies in its home office in Des Moines and at branch offices in 24 cities throughout the nation.

In Des Moines, about 400 home office employees were served cake and coffee Monday afternoon, April 24, and heard a short talk by John W. Gunn, president and treasurer.



J. W. GUNN

J. F. HYNES

Similar observances were held simultaneously in each of the company's branch offices, located in 18 states. At branch offices employees heard recorded messages from President Gunn; John F. Hynes, chairman of the board; M. J. Wilkinson, executive vice president, and W. J. Hynes, claims counsel, all of Des Moines.

Throughout the company, employees celebrated the occasion by coming to work wearing costumes in the fashions of 50 years ago. Prizes were given to the women and men wearing costumes judged best. Winners at the home and branch offices were photographed for judging in a nation-wide contest to select winners for the entire company.

Employers Mutual was founded in 1911 in Des Moines, primarily to write workmen's compensation coverage. Through the the years the company has expanded to a complete multiple line company offering casualty, liability, fire and inland marine insurance, and bonds.

The company is licensed in 38 states, the District of Columbia, and the Canadian province of British Columbia. It has over 4,000 independent local agents and over 400,000 policyholders.

Assets have increased a thousand-fold in the past 45 years—from \$55,079 in 1915 to \$55,470,000 in 1960.

FDIC Reports Increases

The nation's 9,373 state-chartered commercial and mutual savings banks reported assets in excess of \$159 billion at the close of 1960, a percentage increase of 5.5 per cent over the De-

ember, 1959, figure of \$151 billion, according to Dick Simpson, president of the National Association of Supervisors of State Bank and Bank Commissioner for Arkansas.

Loans accounted for 51 per cent of the total resources reported on the December call and 21.6 per cent of the assets were invested in United States government obligations. These percentages represent increases of 7.06 and 1.64 per cent, respectively. Total deposits amounting to \$140.8 billion reflect an increase of 4.45 per cent or \$6 billion over the figures of one year ago. Cash on hand rose \$1.5 billion to

\$24.3 billion, an increase of 6.74 per cent.

Total assets of state commercial banks now stands at \$118.5 billion, an increase of 5.75 per cent during the year 1960.

A. B. Barney Honored

Armin B. Barney, president, Colorado Springs National Bank, has been selected to attend the eighth annual National Security Forum at the Air University, Maxwell Air Force Base, Montgomery, Ala. He is one of 60 prominent civilian leaders chosen to participate in the five day seminar with the USAF officers now attending the Air War College.

THE "NEW" IN INSURANCE

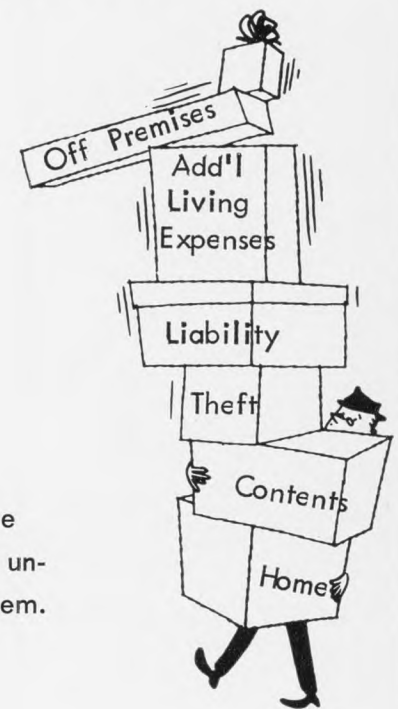
The Package Policy

Do you have the
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ROBERT FAEGRE
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FRANK P. LESLIE
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The John Leslie Paper Company

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JOHN A. MOORHEAD
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Executive Vice President

LUCIAN S. STRONG
President and Treasurer,
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HAROLD W. SWEATT
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Regulator Co.

HAROLD H. TEARSE
President,
Searle Grain Company

ALFRED M. WILSON
Executive Vice President,
Minneapolis-Honeywell
Regulator Co.

VALENTINE WURTELE
Chairman of the Board,
Minnesota Paints, Inc.

JOHN S. PILLSBURY
Director Emeritus

STATEMENT OF CONDITION

APRIL 12, 1961

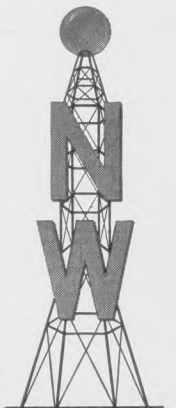
RESOURCES	LIABILITIES
Cash and Due from Banks\$141,475,775.28	Capital Stock\$ 15,000,000.00
U. S. Government Obligations.. 82,202,449.08	Surplus 20,000,000.00
Other Bonds & Securities 19,855,433.45	Undivided Profits 10,897,891.40
Loans & Discounts 299,109,369.46	Reserve for Possible Future
Stock in Federal Reserve Bank 1,050,000.00	Loan Losses 4,874,643.45
Customers' Liability on	Reserve for Interest, Taxes,
Acceptances 3,056,537.03	etc. 3,945,842.24
Income Earned but not	Income Collected but not
Collected 1,408,777.79	Earned 6,060,637.21
Bank Premises, Furniture	Letters of Credit and
and Fixtures 7,670,054.29	Acceptances 3,056,537.03
Other Resources 429,358.37	Deposits 492,422,203.42
Total Resources\$556,257,754.75	Total Liabilities\$556,257,754.75

United States Government and other securities carried at \$77,967,154.74 are pledged to secure public funds and trust deposits and for other purposes as required or permitted by law.

NORTHWESTERN NATIONAL BANK OF MINNEAPOLIS

Marquette Avenue, Sixth to Seventh Streets

MEMBER F.D.I.C.



Minnesota NEWS

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



Schedule Prominent Speakers For 71st Annual Convention

MINNESOTA Bankers Association President, George Reppe, reports that the 71st annual convention of the MBA, now in the planning stage, should be one of the best in the long history of MBA annual meetings. Mr. Reppe said that Donald L. Smith, general chairman of this year's convention and assistant vice president of the First National Bank of St. Paul, has assured him that St. Paul is pulling all stops to guarantee an outstanding convention, to be held Tuesday and Wednesday, June 6 and 7, at the Hotel St. Paul. An exceptional program of speakers, well-planned business sessions, excellent facilities, and top-level entertainment should guarantee not only a record turn-out of Minnesota bankers, but also a memorable annual meeting.



D. L. SMITH

Some of the convention speakers who have already committed themselves to be a part of the MBA event are: Mayor of the City of St. Paul George J. Vavoulis, who will extend St. Paul's greetings to Minnesota's bankers; Carl A. Bimson, current president of the American Bankers Association, and president of the Valley National Bank, Phoenix, Ariz.; Bradley University's director of the school of international studies, Dr. Nicholas Nyaradi, an authority on world political developments, who will speak on "Free Enterprise or Disaster"; Clifford C. Sommer, president, Security Bank & Trust Company of Owatonna, who will talk about "Radio Free Europe"; Charles J. Rasmussen, who will give his excellent talk on "Business Trends from Now Until 1970"; dean and director of the College of Agriculture, University of Missouri, C. B. Ratchford, speaking on "Agriculture Is Big Business"; J. Lewis Powell, of Alexandria, Va., energetic

speaker on "Cave Man to Space Man"; and Dr. Carl S. Winters, Oak Park, Ill., one of America's foremost inspirational speakers and humorists.

Handles MBA Publicity

Truman L. Jeffers has joined the staff of the Minnesota Bankers Association as director of publicity, according to a recent announcement by George N. Reppe, MBA President.



T. L. JEFFERS

Jeffers was with General Mills, Inc., for the last three years. Prior to two years of army service in Germany ending in May, 1958, he had been a sales representative with the Burroughs Corporation.

He is a native of West St. Paul and a graduate of South St. Paul High School. He graduated with honors from Macalester College, St. Paul, in 1955, with a Bachelor of Science degree in Business Administration.

He started with the MBA on April 3, and will work closely with Executive Secretary Kenneth A. Wales.

Safe Driving Campaign

Safe driving is everyone's responsibility. Minnesota bankers are giving every Minnesota driver the opportunity to personally pledge to drive safely.

The month of May is "Safe Driving Pledge Month," proclaimed in April 6 ceremonies, by Governor Elmer L. Andersen and sponsored by the 700 member banks of the Minnesota Bankers Association.

During May, Minnesota bankers will invite all drivers to come in to sign their personal pledge. "I pledge to drive safely." Each pledge will be signed in two copies. The original will be kept by the signer and the duplicate will be forwarded to Governor Andersen.

Red and white reflective car bumper emblems will be purchased at the time the pledge is signed. Bankers are supplying these at their cost, which is 35 to 40 cents. Brightly visible in headlights at night, the emblems also serve as nighttime safety devices.

Forsyth to Build

Outgrowing its present quarters, the Forsyth State Bank has announced it has started plans for a new home on a site just leased from the Northern Pacific Railway, only one-half block from its present location.

The building will be constructed on a 150 by 100 foot tract on the southwest corner of Main Street and Ninth Avenue. Part of the area will be set aside for customer parking. Plans for the structure are being drawn by Thomas H. Tudor, Minneapolis, Minn., architect.

Although a definite date for start of construction has not been set, President P. E. Anderson said he expects contracts to be let in a few months.

Plan Junior Conference

The planning committee for the Junior Bank Officers and Staff Conference met last month in the Minnesota Bankers Association offices to discuss details for the 1961 meeting, to be held at Hotel St. Paul, St. Paul, October 11-12.

Henry N. Snyder, assistant cashier of the First National, St. Paul, will be chairman in charge of arrangements.

Savings Bonds Chairmen

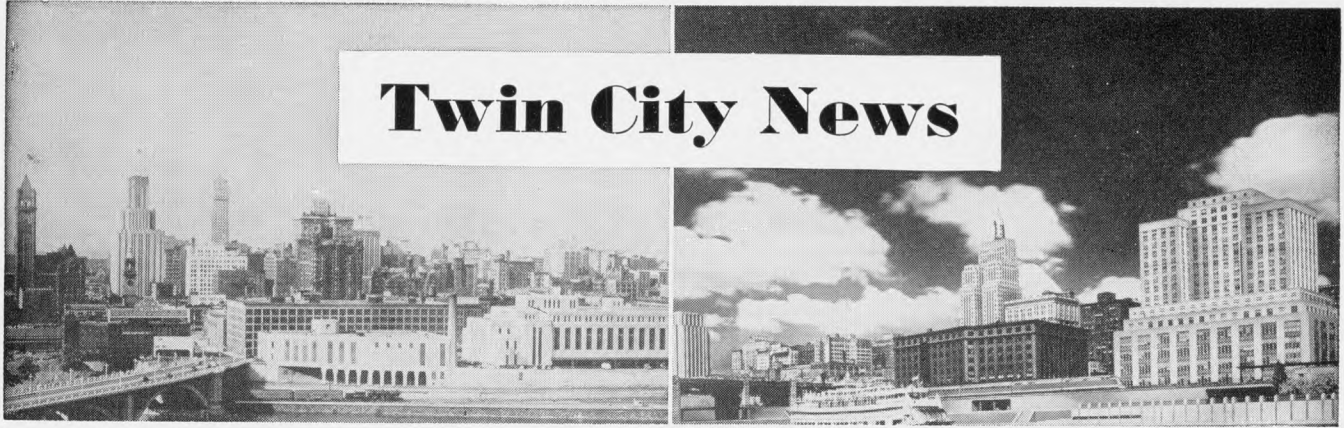
Arnulf Ueland, state chairman of the Minnesota U. S. Savings Bonds Committee, reports the following bankers have been appointed to committee posts:

A. H. Haakenson, president, Austin State Bank, as District 9 chairman; A. L. Sponberg, vice president, First National Bank, Austin, Mower county chairman; Clifford C. Sommer, president, Security Bank and Trust Company, Owatonna, Steele county chairman; L. M. Hanson, vice president, First National Bank, Mahnomon, Mahnomon county chairman; C. I. Erstad, president, Northwestern State Bank, Sauk Rapids, Benton county chairman; and H. G. Hamre, president, State Bank of Wood Lake, Yellow Medicine county chairman.

Chisholm Retirement

Mary Sartori, assistant cashier of the First National Bank, Chisholm, retired recently after 42 years with the bank. Bank associates presented her with a set of luggage as a farewell gift, and she is presently making an extended trip in Europe.

Twin City News



SELECTION of Burroughs Corporation's Minneapolis office as the company's top branch in the U. S. and Canada for the second straight year highlighted announcement of winners in the firm's 1960 field management award competition.

Minneapolis, under the direction of Branch Manager **Irwin R. Rector**, led eight other top Burroughs branch offices in again capturing the "Director's Cup," symbol of marketing and administrative primacy for the business machines and electronic data processing firm.

* * *

First Bank Stock Corporation announced that during the year 1960 its affiliated banks paid almost \$1 million into the Profit Sharing Trust Plan accounts of 1,892 employees, who are participants in the plan.

The \$988,602 sum averages over 8 per cent of the participants' annual salaries, or the equivalent of about one month's pay. Certificates showing their 1960 benefits under the plan were mailed to the participants recently.

During the four years the plan has been in effect \$3,240,402 has been paid into it by the banks, **Joseph H. Colman**, First Bank Stock president, stated. This, plus income from investments and increased value of stocks being held, gave the fund a valuation of \$3,861,225 at the end of 1960.

* * *

Midway National Bank of St. Paul began operations recently in its new \$1,300,000 home at Snelling and University Avenue in the Midway Shopping Center.

The move from the bank's old quarters at 1587 University Avenue, a scant half block away, was accomplished so efficiently that the bank didn't miss a day of business.

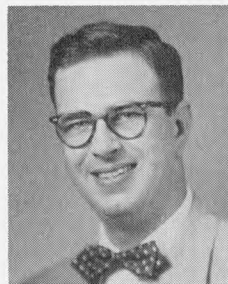
Last phase of a three-step move, involving transfer of cash to the new building, was carried out under heavy police protection. **F. A. Amundson**, vice president of the bank and former

Minnesota state banking commissioner, commended the St. Paul police department and the bank's own security guards for their splendid cooperation.

Midway National, now St. Paul's fourth largest bank, was founded in 1910 as the Snelling State Bank. In 1926 it was consolidated with Midway State Bank. The following year it was rechartered as a national bank under its present name. In 1934 it was consolidated with the Twin Cities National Bank.

* * *

Glen L. Morgan, cashier of Midland National Bank, is the new president of NOMA (National Office Management Association)



G. L. MORGAN

for the year 1961-62. Mr. Morgan, who has served on the board for the past two years, was elected at their general membership meeting held last month.

The Minneapolis-St. Paul Chapter of NOMA is composed of approximately 300 of the leading personnel men and office managers in the Twin City area.

* * *

Charles R. Bard, assistant cashier, Northwestern National Bank of Minneapolis, became president of the Minneapolis chapter, American Institute of Banking, at the annual election last month. He succeeds **Margaret Roland**, Midland National Bank of Minneapolis.

Wallace Paradise, Federal Reserve Bank of Minneapolis, became first vice president.

* * *

Richard Raguse, former assistant cashier in the installment banking department of Marquette National Bank of Minneapolis, has been named assistant vice president of Metropolitan Airport State Bank of Minneapolis.

Judson Bemis, president of Bemis Brothers Bag Company, has been appointed to a three-year term as a class C director of the Federal Reserve Bank of Minneapolis. He also is a director of the Soo Line Railway Company. **Alexander Warden**, president and publisher, Great Falls *Tribune and Leader*, Great Falls, Mont., was elected a director of the Federal Reserve to fill the vacancy created by the resignation of **J. E. Corette**, president of the Montana Power Company.

* * *

Howard A. Stucky, manager of the Montgomery Ward and Company store in Southtown, has been appointed a director of Northwestern National Bank, Bloomington-Richfield, according to **C. A. Dahl**, president.

* * *

Gaylord W. Glarner has been named head of the investment department at the First Trust Company of St. Paul. He succeeds **Russell M. Collins**, who went on partial retirement.

* * *

Stockholders of Northwest Bancorporation have approved a stock ownership plan for regular employees of the corporation and its affiliated banks.

Employees between the ages of 25 and 64 who have been with the organization at least two years will be given an option to acquire Banco common stock over a five-year period. The option price will be 95 per cent of the market price on the day the option is granted.

The maximum number of shares that can be optioned under the plan is 250,000 of common stock. The plan is scheduled to become effective before July 10.

St. Cloud Increases

The First American National Bank, St. Cloud, has increased its capital from \$300,000 to \$400,000 through a stock dividend.

Elbow Lake Builds

The Minnesota Telephone building in Elbow Lake is serving as temporary quarters for the Bank of Elbow Lake. The bank is having its old quarters torn down to prepare for the construction of a new modern structure.

Honor S. J. Kryzsko

Governor Elmer L. Andersen of Minnesota has asked the state Senate to confirm the re-appointment of S. J. Kryzsko, president of the Winona National and Savings Bank, to the State College Board. Mr. Kryzsko has been president of the board for the past four years.

To Board of Regents

B. E. Grottum, president of the First National Bank in Jackson, was appointed a member of the board of regents of the University of Minnesota at a joint session of the House and Senate recently.

Madison's 70th Year

The State Bank of Madison held open house recently in observance of its 70th anniversary.

The history of the bank is unique in that it has been served by only two presidents. M. A. Anderson, president, has served the bank as chief executive officer since 1938. His father, the late T. Anderson, founded the bank in 1891, and it was originally called the bank of Milan, a private institution. In 1908, it was renamed as State Bank of Milan, and when the bank was moved in 1938, it was named the State Bank of Madison.

At Virginia Bank

Donald H. Benson has been elected cashier of the Security State Bank of Ellendale, Minn. Mr. Benson, 29, has been associated with the Clarks Grove State Bank for the past 11 years.

Joins Ellendale Bank Opens Drive-In

The drive-in annex for the First National Bank of Virginia, Minn., opened for business last month.

Under construction since last November, the new facility features two drive-up windows and a walk-up unit. Hours are the same as for the main bank, from 9 a.m. to 2 p.m.

A pneumatic tube connects the facility with the main bank. A portion of the drive-in facility site is being used for parking area.

Opening of the new unit was marked with special gifts to customers.

Built of concrete block, the structure is of modern architectural design with openness made possible by use of large expanses of glass. The building decor includes blue ceramic tile and indirect lighting.

Morris Bank Remodels

Officers of the Morris State Bank have announced the recent completion of the extensive remodeling of the exterior of the bank building.



UNIQUE in the Morris area and receiving much favorable comment is the newly-remodeled Morris State Bank.

The remodeling is the first step in a major improvement program at the bank that will also include the complete modernization and enlargement of the interior.

Most striking aspect of the work is

the new porcelain steel panels installed in a louvered effect, as shown in the photo. Cold Spring granite and Crab Orchard stone have also been used on the exterior.

Retires After 44 Years

Miss Mae E. Brewster, assistant cashier of the First National Bank, Owatonna, has retired after serving the bank for 44 years. She became an officer in 1919.

Redwood Falls to Build

Arrangements are being made by the State Bank of Redwood Falls to purchase the old post office building.

The interior of the first floor of the building will be extensively remodeled, and the bank will move there. The lobby in the new bank will be almost as large as the whole area of the present banking quarters, according to Jesse Olson, bank president.

Resigns at Appleton

Lowell Kvam has resigned as an assistant cashier of the Northwestern State Bank, Appleton, to open his own insurance agency in Appleton. He had served the bank for seven years. Maynard M. Lande of Willmar has replaced Mr. Kvam.

Minnesota Bank Presents Weekly Awards to Courteous Drivers



CITY and county law enforcement officers in Stele County are on the lookout for very courteous drivers as well as traffic offenders as a county-wide "Courteous Drivers" campaign with weekly winners being awarded \$25 savings accounts at the First National Bank in Owatonna, Minn.

Women winners will receive orchids from Owatonna's mayor, in addition to the savings account prize, and all drivers who win will receive a Certificate of Commendation from the head of the Owatonna Safety Council.

The campaign, in effect from

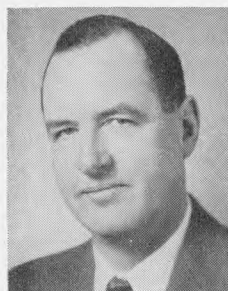
March 15 through April 15, began with safety buttons for everyone, distributed by the First National. The buttons stated: "I Pledge to Drive Safely and Courteously in 1961."

Winners are being selected by the sheriff's office and the police department and announcement of winners appears in the Sunday morning newspaper.

Law enforcement officers believe the Courteous Drivers campaign will make the public more conscious of driving hazards and help cut down the 1961 accident total.

Northwest Growth Fund Plans To Aid Midwest Businesses

THE Northwest Bancorporation's small business investment company has been reorganized, expanded, and renamed Northwest Growth Fund, Inc. Following the first meeting of its new board of directors, the company has opened its doors for business at



G. LOWRY

953 Northwestern Bank Building, Minneapolis.

Northwest Growth Fund, Inc., a federal licensee under the Small Business Act of 1958, will have a capitalization of \$1,500,000,

\$500,000 of which has been invested by Northwest Bancorporation. J. M. Dain & Company has raised \$1,000,000 through a small number of local investors.

The board elected Thomas M. Crosby president and chief executive officer. Mr. Crosby is a vice president and director of the S. T. McKnight Company, a director of Northwestern National Life Insurance Company, Minnesota & Ontario Paper Company, and General Mills, Inc.

Robert F. Zicarelli has been elected a vice president and director of the new company. Mr. Zicarelli will come to Northwest Growth Fund, Inc., on May 1 from Allstate Insurance Company, where he is employed as a senior investment analyst.

Goodrich Lowry, president, Northwest Bancorporation, was elected chairman. "This expanded SBIC," said Mr. Lowry, "should prove of much greater usefulness to small businesses in this part of the country. Our new partners contribute a great deal in talent and experience, and the increased capital base permits a full-fledged operation. We believe that it will prove to be a real force in the development of growth businesses in the 88 communities served by Banco banks." The company will make various types of investments, with major emphasis on some form of common stock participation. Total capital of \$1,500,000 in Northwest Growth Fund, Inc., permits a maximum investment of \$300,000 in any one company. The Fund will particularly seek those situations with advanced technological ideas. Preference will be given to firms with new and ingenious products, processes or ideas. The firms, too, should have a much greater-than-average potential for growth in their

industry. The companies need not be located in the upper midwest, but a strong preference will be given to this location.

CHRISTMAS CLUB . . .

(Continued from page 35)

also encouraged the acceptance of debt as a normal state of personal financial affairs. This wide use of consumer credit has also weakened the discipline necessary for a regular savings program. It has taught John Q. Public the only way he can save is to owe the money so that he has to make regular enforced payments of the debt.

This weakening of the discipline of saving has also worked to strengthen the Christmas Club insofar as the public's participation is concerned, for in joining a Christmas Club, the member can slip into the same psychological frame of mind which helps him to make those regular payments on a debt when he cannot manage to make regular contributions to a savings account. The familiar statement, "I have lots of insurance because it is the only way I can save money," is another expression of the psychology upon which Christmas Club rests.

Constant Search

But because Christmas Club has enjoyed success, please do not feel we are complacent or smug. We are constantly searching for improved methods of handling Club accounts and training our men in the field to offer advice which is based on the particular needs of an institution. While pre-punched coupon books for use with I.B.M. equipment may be the answer to one case, double-dating or punch cards may be the perfect system for another. There are in all over 30 different systems for handling Club accounts and each has strong points and weak ones. Therefore, we produce all systems and know the advantages and disadvantages of each so that we can properly advise.

We must also be experts on the efficient promotion of clubs so that we cannot only set up the institution for handling the accounts, but also make sure there will be accounts to handle. Consequently, our line of promotional materials, which is constantly changing, always includes some 25 basically different items and over 100 different designs.

There are auxiliary clubs, which are corollary services to the Christmas Club, that must also be mentioned, for

they are fast becoming an important part of the club picture. Vacation Clubs and All Purpose Clubs, originally confined to the northeastern states, have been gradually finding ever greater acceptance in other sections of the nation, just as Christmas Club itself found its first strong foothold along the Atlantic Seaboard. But, while these "auxiliary clubs" can certainly increase total club deposits for an institution and also maintain a higher, constant-deposit level in club accounts throughout the year, none of these clubs has as yet demonstrated the magical appeal of the Christmas Club.

Sometimes it is hard for us to get this fact across to an enthusiastic banker who feels that the Vacation Club or the All Purpose Club, perhaps with a new promotional twist of his own behind it, will equal or even surpass his Christmas Club membership. We know that it will not—the fact is that a well promoted second club can expect to achieve perhaps 25 to 35 per cent of the Christmas Club membership in the same institution.

Appealing Name

Why? One answer, in our opinion, is the psychological appeal of the word "Christmas," a word that means more to the average American than any other in the English language, with the possible exception of the word "freedom." Vacation we take when and if it comes, but Christmas comes each year and every year on December 25, and since childhood everyone of us has always had a desire to do something for one of our loved ones or friends. This desire usually calls for available funds, or to be crude, "plain cash money," over and above our regular "spending allowance." Over 13,000,000 Americans have learned that the easy way to accumulate these extra "funds" is to join the Christmas Club at their local financial institution, thereby spreading the extra drain on "cash money" throughout 12 months of the year instead of just the one month of December.

Yet in spite of this desire to save for Christmas spending, statistics today reveal that only about 30 per cent of the funds accumulated in Christmas Club are used for that purpose, the balance being used for constructive purposes, including 30 per cent that goes right back into permanent savings accounts.


Yes, America will always have freedom and Americans will always have vacations and Americans will always have Christmas, and Christmas Club will always have a magic all its own. —End.



both men called on an outstate account today



Men who value their time—on the job and at leisure—fly Ozark . . . the airline that measures the midwest in minutes. So check your travel plans . . . check Ozark's fast, frequent service between 53 cities in nine states. Two minutes spent now on a call to Ozark or your travel agent can save you many valuable hours.


OZARK

 A I R L I N E S

Northwestern Banker, May, 1961

**We
had to
let it out
of the
bag!**





The World's First ABA Coded Electronic Travelers Cheque is coming soon from Bank of America!

You couldn't expect us to keep it a secret for long. Not when we had the world's most advanced Travelers Cheque. We think you'll be pleased with every new feature, every new improvement. These include: **EASIER HANDLING** of package and loose sales from *one single inventory*. An attractive new Seller's Kit—for **FASTER SELLING**. Electronic ABA encoding on each cheque and application—for **SPEEDIER PROCESSING**. And bright new wallets for **GREATER CUSTOMER APPEAL**.

Watch for the new electronic Bank of America Travelers Cheques...*designed for bankers by bankers... the easiest cheques in the world to sell.*

BANK OF AMERICA TRAVELERS CHEQUES
...Money only you can spend

Detroit Lakes Opening

Over 1,500 persons visited the new quarters of the First National Bank in Detroit Lakes during the two day grand opening.

The bank recently completed an extensive remodeling and modernization program.

Joins Albert Lea Bank

Richard F. Hromadko, 36, has joined the First National Bank of Albert Lea, as assistant vice president and manager of the installment loan department. He comes to Albert Lea from the State Bank of Virginia, where he held a similar position.

Joins Blackduck Bank

Orville Olson has been named assistant cashier of the Blackduck State Bank. He was formerly with the Farmers State Bank, Forston.

Moves to Savage

Howard A. Weslie has been named assistant cashier of the Savage State Bank, according to Roy Almquist, president. Mr. Weslie formerly served as an officer of the State Bank of St. Anthony Village.

New Appleton Officer

Roger Stehn has accepted a position with the Farmers and Merchants

State Bank, Appleton. He has been employed by the Standard Oil Company for the past two years.

Retires at Rushford

John E. Anderson, assistant cashier of the Rushford State Bank, has retired after 44 years service. He was honored at a special dinner and presented a luggage set.

Ned Gilbert Director

Mike Ercegovich, president of the Gilbert Iron and Metal Company, has been elected to the board of directors of the First National Bank of Gilbert. He replaces the late Alfred Hoel.

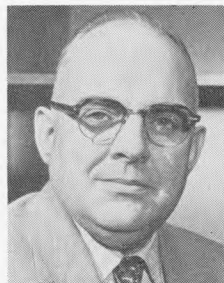
Sponsors Test Plot

Plans were announced recently for a vegetable test plot to be located near York on which there will be concentrated effort to raise one and possibly two vegetables during the coming year. The project is being sponsored jointly by the University of Nebraska College of Agriculture and the First National Bank of York.

Ralph Misko, president of the bank and newly appointed Nebraska director of banking, said directors of the bank have voted a \$1,500 grant to the University for the experiment. He said the plot will be located on irrigated acreage rented on a farm near York.

The project will be operated by the University staff along with the York County Extension agents and LaVerne Peterson, ag representative of the bank.

**WE
Will Be Seeing
YOU
In Rapid City—May 11-12**



CLIFF ADAMS
President



STANLEY EVANS
1st Vice President



ED NEWELL
Asst. Vice President

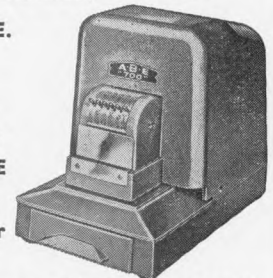
The Live Stock National Bank

SIOUX CITY

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

**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
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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

In Beautiful Black Hills Country, May 11-13

Record Attendance Expected At South Dakota Convention



. . . *A. S. Frei, SDBA President*

R. P. "DICK" PETERSON, general chairman of the South Dakota Bankers Association's Annual Convention, and his various committees, working hand-in-hand with Al Gullickson and his staff of the association office, have come up

with an exceptional program for the May 11-13 series of meetings in Rapid City.

Robert Frei of Wagner, SDBA president, will preside until a new president and staff of officers is named for 1961-62 during the annual business

session.

Many top-notch speakers and interesting side events and social activities also will highlight this year's meeting in the beautiful Black Hills country.

The program is tentatively set as follows:

CONVENTION PROGRAM HIGHLIGHTS

Wednesday, May 10

P.M.

4:00-7:00 Registration—Sheraton-Johnson Hotel.

Thursday, May 11

A.M.

7:00-12:00 Annual SDBA Golf Tournament—Arrowhead Country Club.

9:00-6:00 Registration.

P.M.

2:00 Call to Order—Robert Frei, SDBA president.
Welcome—President of Rapid City Chamber of Commerce.
Response—C. C. Lind, SDBA vice president.

2:40 Address—Carl A. Bimson, ABA president, and president, Valley Bank of Phoenix, Ariz.
Address—"Internal Safeguards for Smaller Banks," Robert Winger of NABAC, Chicago.

4:30 State ABA meeting and election.

6:30 Social Hour and Buffet Dinner—Arrowhead Country Club.

Friday, May 12

A.M.

10:30 Call to Order.

10:40 Reports of resolutions committee and nominating committee.

11:00 Address—"Central Banking and Economic Growth," Fred Deming, Federal Reserve Bank of Minneapolis.

11:30 Welcome and presentation of pins to new members of 40- and 50-year bankers.

11:45 Address—"Bankers and Policies," C. William O'Neill, Supreme Court Judge of Ohio and former governor of the state, as well as one of "Top Ten Young Men in the U. S.," as selected by the U. S. Junior Chamber of Commerce.

P.M.

12:30 President's luncheon for past presidents and executive council.

1:00 Ladies' Luncheon—Arrowhead Country Club.

2:30 Drawing for door prizes at regular convention session.

2:40 Election of SDBA officers.

2:50 William Neal, United States Savings Bond Division of the United States Treasury Department.

3:20 Address—Tilford G. Gaines, vice president, Government Bond Division, First National Bank of Chicago.

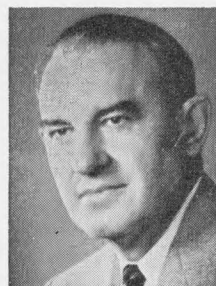
7:00 Annual Banquet and Entertainment—Cathedral Hall.

Saturday, May 13

A.M.

10:00 Tour of Ellsworth Air Force Base, one of the country's largest.

There will be plenty of dancing this year and the date and time for the annual SDBA dance will be available by convention time. Also, an interesting ladies' program, which includes coffees, luncheons, etc., is near completion.—**End.**



C. A. BIMSON



F. L. DEMING



C. W. O'NEILL



T. G. GAINES



W. NEAL



A. S. GULLICKSON

Northwestern Banker, May, 1961

SDBA Convention Committee Chairmen



R. P. PETERSON
General Chairman



J. T. VUCUREVICH
Reception



R. J. BERRY
Buffet-Cocktails



E. KELLER



C. BANGERT
Banquet



MRS. E. KELLER
Ladies



H. P. DIXON



R. J. CAMPBELL
Publicity



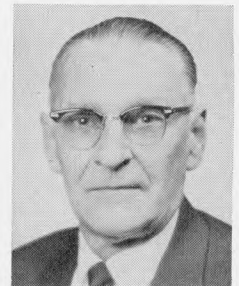
W. E. SHOBERG
Transportation



F. M. KOBER
Golf



A. C. MICKLE
Registration



F. BARTH
Housing

New NABAC Group

Banks in the east-central part of South Dakota met recently at Huron and organized the East-Central South Dakota Conference of NABAC. The following officers were elected:

Arlo Swanson, assistant cashier, Northwest Security National Bank, Huron, president; Delmer E. Boyd, assistant cashier, Farmers and Merchants Bank, Huron, secretary-treasurer, and Marvin Brown, assistant cashier, National Bank of South Da-

kota, Huron, was elected vice president.

AIB Meetings

The following banks in the Rosebud region of South Dakota have met every Monday evening for A.I.B. classes: Farmers State, Winner; Burke State; Northwest Security National of Sioux Falls Branch, Gregory; Burke State office at Bonesteel; Citizens Bank of Colome; Farmers State of Winner branches at Mission and White River.

Classes were held in Legion Hall in Winner and were concluded May 1. B. Murrel Kratzer, vice president and manager of the Gregory branch of Northwest Security National of Sioux Falls, is class instructor. Attendance ranged from 30 to 40 persons.

Adds Travel Agency

A new travel department was opened recently in the American National Bank at Rapid City.

The department uses teller window No. 1 on the main floor and makes airline reservations and issues tickets, makes hotel reservations and handles arrangements for foreign and domestic tours, according to Walter Pailing, president.

Joins Mitchell Bank

Ronald R. Jenkins has resigned as assistant cashier of the McCook County National Bank at Salem, S. D., to accept the position of assistant cashier at Commercial Trust & Savings Bank, Mitchell.

Robert T. Knapp, cashier of the Commercial T & S for several years, has resigned to become cashier of the Bettendorf Bank and Trust Company, Bettendorf, Iowa, effective May 10.

Hudson Expansion

Work was started recently on a new addition to the State Bank of Hudson, S. D. The bank building is being extended 18 feet to the west. Included in the new section will be two offices, a new bookkeeping department and the vault.

CONVENTION GREETINGS

*Welcome To The South Dakota Bankers Convention
And The Natural Wonders Of The Black Hills Area*

You must plan to come early, or stay an extra day or two to visit the Mount Rushmore Memorial and other interesting attractions of the area. See us for suggestions as to what to see.

Also, if we can be of any assistance in making your convention stay here in Rapid City more pleasant, please let us hear your wishes.

American
NATIONAL BANK

Formerly Rapid City National Bank

RAPID CITY, SOUTH DAKOTA

Member Federal Deposit Insurance Corporation



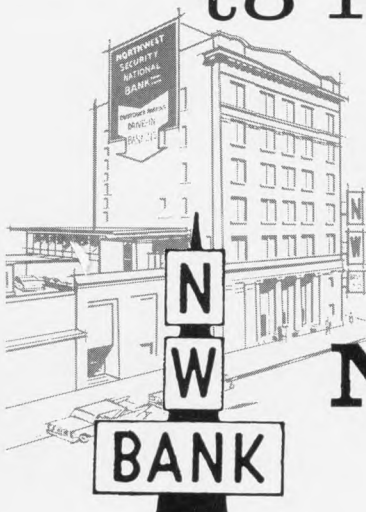
to attract and hold top-notch people
to improve employee efficiency and courtesy
to provide an incentive to do a better job

Consider

Profit Sharing

We're Here
to Help You...

Even a small bank can easily operate a profit-sharing plan and reap the benefits of better employees and a major income tax deduction. Our Trust Department can show you the most up-to-date plans and tailor a profit-sharing arrangement for your particular needs. Write or call us today, or visit with us at the South Dakota convention in Rapid City.



TRUST DEPARTMENT

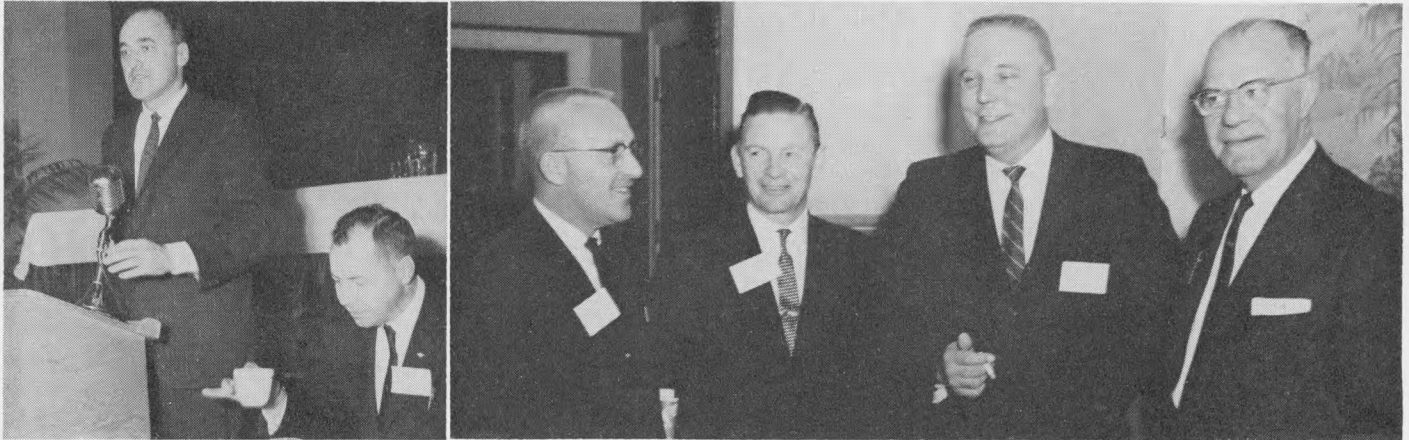
NORTHWEST *Security National* **BANK**

SIOUX FALLS, SOUTH DAKOTA

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, May, 1961

Holds Junior Staff Conference



LEFT: Featured speaker was **Roy Dunlap** of the St. Paul Press-Dispatch. His talk was entitled "Confessions of a Columnist." He is shown here with **Robert H. Frei**, S.D.B.A. president. **RIGHT:** SDBA officers attending the conference were

from left, **Robert Walrath**, executive councilman from Watertown; **C. C. Lind**, first vice president from Aberdeen; **A. S. Gullickson**, executive secretary from Huron; and **C. F. Stigeboer**, second vice president from Gettysburg.

THE South Dakota Bankers Association's Junior Staff Conference was held last month at the Marvin Hughitt Hotel at Huron. The one-day conference was designed and planned for junior officers, tellers, bookkeepers and other operations personnel.

Topics and speakers included the following:

"Five Tips for Improving Customer Relationships," by David A. Shern

of St. Paul, Minn.; "Improving Communication Techniques," Lee Hansen, district traffic superintendent for Northwestern Bell Telephone of Huron; "Confessions of a Columnist," by Roy Dunlap of the St. Paul *Pioneer Press-Dispatch*, and "Collect Good Will with Bills," by John W. Jonson, executive vice president, American Collectors Association, Inc., Minneapolis.

Another highlight of the program

was a symposium on "Greater Professional Growth of Bank Personnel." C. F. Stilgebouer, SDBA second vice president, was the discussion leader. Participants were Maynard Kamback of Aberdeen, speaking for NABAC; Roy Lippert of Ipswich, speaking for AIB, and Wayne Bredeson of Watertown, speaker for the FPRA.

A closing address on "How Can Country Banks Profitably Increase

BANKERS

DON'T MISS The May 11-13

Bankers Convention in Rapid City

**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, May, 1961

Savings Accounts?" was given by W. M. Willy of Madison, S. D.

Robert G. Biere, vice president and cashier, Mitchell National Bank, Mitchell, is chairman of the SDBA education committee which sponsored the conference.

Sioux Falls

DEPOSITS for the three leading banks in Sioux Falls reported on the bank call of April 12 were as follows:

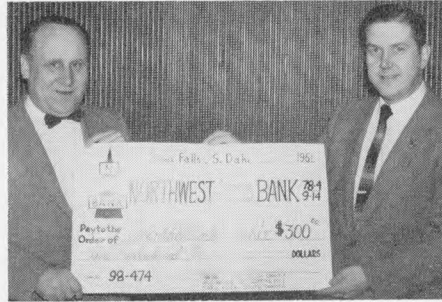
- First National\$32,116,547
- National Bank 30,103,263
- Northwest Security .. 64,259,739

* * *

The Vermillion branch of the National Bank of South Dakota has opened a drive-up teller window for the convenience of its customers who want to bank from their car. The bank recently completed the installation of a day and night depository in the main vestibule.

* * *

John Krastins, cashier of the Northwest Security National Bank, reports that his bank had a problem in handling a check recently that measured 16 inches by 27 inches, received for payment from a Miami, Fla., bank. The check was payable to the Junior Chamber of Commerce, International,



JOHN V. KRASTINS, left, cash., and **Richard Munce**, a.c., have their hands full.

and was made by Sioux Falls Jaycees, Tibetan Relief Committee. The check has been properly endorsed all the way, and special handling has been requested.

Heads Huron Jaycees

Gordon J. Curren, assistant vice president, Northwest Security National Bank, Huron, S. D., has been elected president of the Huron Junior Chamber of Commerce.

Spearfish Construction

A contract for construction of a new bank building for the Spearfish office of the First National Bank of the Black Hills has been signed and work is under way, according to Harold R. Horlocker, president.

The new building will be located across the street from the present banking quarters. Plans call for a one-story building with full basement for a total of 8,800 square feet of floor space. The basement will contain a community room. The first floor will contain seven tellers' windows, four check stands, vault, safe deposit facilities and officers' space. Bookkeeping operations will be in the basement.



Howdy . . . Good Friends . . .

Welcome to the Annual South Dakota Bankers' Convention

RAPID CITY, May 11, 12, 13

Make it a special point to visit our new modern bank building at Ninth and St. Joe. We'll be happy to give you a special tour.

MEANWHILE . . . if there is anything you need, remember, as one of your Rapid City hosts . . .

"WE'RE HERE TO HELP YOU GET WHAT YOU WANT"

FIRST NATIONAL BANK OF THE BLACK HILLS



Affiliated with Northwest Bancorporation Member Federal Deposit Insurance Corp.

RAPID CITY-Main Office-Robbinsdale Office DEADWOOD • BELLE FOURCHE • LEAD • SPEARFISH • HOT SPRINGS • STURGIS • NEWELL • VILLA RANCHAERO

SDBA Agricultural Short Course



IN WASHINGTON, officers of the South Dakota Bankers Association met last month with the state's congressional delegation for dinner. Left to right are: **Allison S. "Barney" Gullickson**; exec. secy.-treas., S.D.B.A.; **Sen. Francis Case**, of Custer; **Rep. E. Y. Berry**, of McLaughlin; **Rep. Ben Reifel**, of Aberdeen; **Robert H. Frei**, pres., S.D.B.A., and pres., The Commercial State Bank, Wagner; **Chester C. Lind**, 1st v.p., S.D.B.A., and pres., First National Bank, Aberdeen; **Sen. Karl Mundt**, of Madison, and **Cecil F. Stilgebouer**, 2nd v.p., S.D.B.A., and pres., The First Potter County Bank, Gettysburg.

THE South Dakota Bankers Association's annual agricultural short course was held last month at Pierre. Meetings were held in the Community Room of the Pierre City Hall.

Featured speakers included Dr. H. M. Briggs, Brookings, president, South Dakota State College, Paul Carson, professor of agronomy, SDSC; Ruben C. Sherle, Artas, outstanding young

farmer for South Dakota in 1961; F. M. Lingo, Sioux Falls, president, S. D. Livestock Expansion Foundation; Morris M. Mold, Madison soil conservation service, Lake County; George Susens, Minneapolis, former secretary of the MBA; Arvid C. Knudson, Minneapolis, agricultural economist, Federal Reserve Bank, and Roswell Garst, Coon Rapids, Iowa, farmer and speaker.

Another interesting feature was an agricultural credit panel discussion with Walter M. Willy, president, Security Bank, Madison, and chairman of the agricultural committee, as moderator. Members of the panel were Curtis Mateer, executive vice president, Pierre National Bank; Maurice D. Olson, assistant cashier, Northwest Security National Bank, Sioux Falls; Allan Larson, vice president and cashier, Farmers State Bank, Winner; Kenneth E. Johnson, executive vice president, Citizens Bank of Colme, and V. C. Basart, vice president, Farmers & Merchants Bank, Watertown.

Hearty Greetings to Members of the SDBA

Carroll Lockhart, R. H. "Bob" Walrath, John Holen and Bob Bonfoey will be meeting with you in Rapid City, May 11-13.

"We're Here To Help You Get What You Want"

The First Citizens National Bank of Watertown
WATERTOWN, SOUTH DAKOTA

SOUTH DAKOTA

★ See You In
Rapid City

It has always been a pleasure for us to attend the annual convention of the South Dakota Bankers Association . . . and this year will be no exception.

The committee is planning on a large turnout this year. Let's make this year's attendance the largest ever. We'll be looking for you May 11-13 in Rapid City.

THE PIERRE NATIONAL BANK

"The Chime Clock Bank"

PIERRE, SOUTH DAKOTA

Member Federal Deposit Insurance Corporation

Rapid City Change

Noel W. Klar, a Rapid City banker for the past 40 years, has been made executive vice president and a member of the board of directors of the First National Bank of the Black Hills, Rapid City. He replaces Richard W. Heldridge who resigned to take a job with the Crocker-Anglo National Bank in San Francisco.



N. W. KLAR

C. T. UNDLIN

Mr. Klar was named cashier in the First National Bank in Rapid City in 1929 and was elected vice president and cashier in 1938. He has the longest service of any active banker in Rapid City.

Charles T. Undlin, assistant vice president of the First National Bank of the Black Hills, was named assistant vice president and cashier.

It also has been announced that common capital stock has been increased from \$500,000 to \$1,500,000.

Joins Livestock Group

A. S. Gullickson, secretary of the South Dakota Bankers Association, was elected to the board of directors of the South Dakota Livestock Ex-

pansion Foundation at a recent meeting. He represents the banking industry of South Dakota in the Foundation.

Named FHA Director

Arlo G. Swanson, assistant cashier, Northwest Security National Bank, Huron, has been named by Secretary of Agriculture Orville L. Freeman as



A. G. SWANSON

state director of the Farmers Home Administration. Mr. Swanson is a specialist in agricultural loans.

Mr. Swanson is a native of South Dakota and has been in banking business for nearly 12 years, the

past four in South Dakota with the Sioux Falls and Huron branches of the Northwest Security National. From 1949-1957 he was a farm representative of a bank in Yakima, Wash.

He resigned his position with the Northwest Security National May 1.

Black Hills Banks Buy Mobile Scale for Service

The use of a new portable livestock scale has been presented to 4-H Clubs and county agents in a three-state area by three banks which are offices of the First National Bank of the Black Hills. They are the Spearfish office, Newell office and the Belle Fourche office.

The unit was purchased by the three banks and presented to the 4-H groups for use by members and also by ranchers active in special performance testing programs.



PRESENTING THE SCALE are three South Dakota bankers whose institutions serve the ranching and farming area in which the scales will be used. From left: **Walter E. Dickey**, v.p. and mgr., Spearfish office; **Don Breidenbach**, of Newell, pres., Butte County 4-H Leaders Association; **Fred J. Boettger**, v.p. and mgr., Newell office, and **DeWitt Malvin**, v.p. and mgr., Belle Fourche office, all offices are of the First National Bank of the Black Hills, Rapid City.

Distances between ranches and towns where scales are available are great and in the past, considerable travel has been involved in weighing livestock for 4-H programs and exhibits.

The new scale, mounted on a two-wheel trailer, will be used in Carter County, Mont.; Crook County, Wyo., and in Harding, Butt and Lawrence counties in South Dakota, and is expected to provide a quick, convenient method of solving the weighing problems in the area.

Huron AIB Classes

Arlo Swanson, assistant cashier, Northwest Security National Bank, Huron, chairman of the Huron AIB study group, recently announced the beginning of a banking course, "The Bank Teller." The class meets every Wednesday afternoon at the Chamber of Commerce Board Room. Instructor is Gordon Curren, assistant vice president, Northwest Security National Bank.



TIME IS MONEY...

to correspondents. That's why The First's fast, accurate service is so important. Seven days and five nights a week The First speeds your items on their way by the fastest available means. We welcome the opportunity to serve you.



THE FIRST NATIONAL BANK OF DENVER

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Vermillion Expansion

J. T. Sanger, vice president and manager of the Vermillion branch of the National Bank of South Dakota, has announced the acquisition of the Sam G. Horner building adjoining the bank building on the south. The building will be completely remodeled to accommodate the bank's Timepay department and the Vermillion Insurance Agency.

Mr. Sanger also announced the installation of a drive-up window at the rear of the bank's bookkeeping department. The installation was made by Diebold, Inc.

Robert B. Stark, who has been with

the bank for eight years, has been named manager of the Timepay department. Robert K. Miller, manager of the department for the past four years, will continue with the bank as assistant cashier.

Watertown Directors Elect First Woman Officer

Mrs. L. W. Everhard, with experience as teller and secretary and in the installment loan and insurance and mortgage loan departments, Farmers and Merchants of Watertown, has been elected an assistant cashier, announces W. C. Talen, president. Mr.

Talen said this is the first woman officer the bank has had.

Chase Has Fully Integrated Automated Check Processing

The Chase Manhattan Bank has put into operation at its new head office building, 1 Chase Manhattan Plaza, an automated check processing center which will be the world's largest.

The center utilizes a giant computer system, the first of its kind in any New York City bank, George Champion, board chairman, told a news conference.

Introduction of the computer also provides Chase with the first fully integrated check processing automation system in the city, Mr. Champion added.

He said that the new center will be capable of handling a volume of more than 300 million checks a year. When in full operation, the center will process more than a million checks a day from Chase's 105 offices throughout the city.

Built around RCA 501 and 301 computers, the center will contain 11 computers and 213 pieces of associated equipment in all. Yearly rentals on the equipment alone will ultimately total \$2.2 million, Mr. Champion noted.

The system is based on "common machine language"—magnetic ink character recognition—developed by The American Bankers Association in cooperation with computer manufacturers.

"Both the bank and its customers will benefit by this investment," Mr. Champion said. "We anticipate direct savings of some 20 per cent in the cost of check handling which will help us to maintain a strong position competitively."

He said that the "fixed policy" of the bank is that "no one is going to lose a job here because of automation."

Despite increasing automation over the last 20 years, the bank staff has grown from 9,700 to 15,500, he added.

"We have at the moment three computer systems in operation," Mr. Champion said. "By the end of 1963 we will have a total of 17 systems at work covering the entire spectrum of the bank's paperwork from stock transfer and personal and pension trust accounting to the processing of statistics used in economic research."

Major components in the automated check-handling system include a Burroughs proof machine encoder (F604M) which inscribes the amount of each check in magnetic ink, a Burroughs high speed magnetic sorter-reader (V101), the RCA 301 computer, and the RCA 501 computer.

Greetings to**North Dakota Bankers**

We are planning a big convention for you
May 25-27 in Fargo

You are cordially invited and you won't want to miss the
valuable discussions or the usual fare of social activities.

OFFICERS

F. J. CARLISLE
Honorary Chairman
E. L. SHAW
Chairman of the Board
D. W. PALMER
President
W. R. BRASETH
Senior Vice President
C. S. MILLER
Vice President and Cashier
R. G. OLSON
Assistant Vice President
E. F. SEXTON
Assistant Vice President
D. F. MAGLOUGHLIN
Assistant Cashier
J. S. MATTSON
Assistant Cashier
H. N. NESS
*Agricultural Representative and
Assistant Cashier*

**A Home Owned
Independent Bank**

★

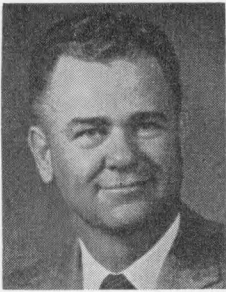
**Member
Independent
Bankers Association**

"We'll be looking for you this month in Fargo"

FARGO NATIONAL BANK

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

FARGO**NORTH DAKOTA**



E. WEYDAHL



C. C. WATTAM

North Dakota Bankers

Meet May 25-27

In Fargo



DR. UPGREN

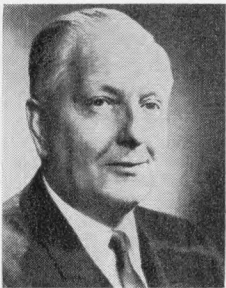


DR. NYARADI

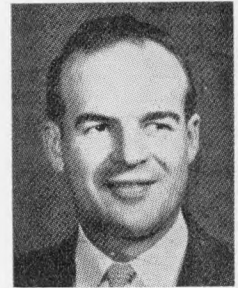
SOMETHING new has been added this year to the Great North Dakota Bankers Association's Annual Convention, May 25-27 in Fargo. It is a bowling tournament.

With renewed interest country-wide in bowling, it is felt that many bankers and wives, who are not interested in golf, will have an opportunity to win a tournament prize and be bowling champion of the North Dakota Bankers Association for 1961-62.

A. K. Simpson, vice president of the Merchants National in Fargo, general chairman of the convention, with his various committees, and C. C. Wattam and Bill Daner of the association office, have planned another "barn burner" of a convention . . . and a new attendance record is being eyed as the state's leaders of business and finance converge on Fargo the latter part of this month.



A. H. MOTLEY



B. DANER

CONVENTION PROGRAM HIGHLIGHTS

Thursday, May 25

P.M.

- 4:00-8:00 Registration—Gardner Hotel.
6:00-8:00 Social Hour—Gardner Hotel's Town Hall.

Friday, May 26

A.M.

- 8:00-10:00 Registration—Gardner Hotel.
10:00-12:00 Registration—Elks Club.
8:00 Breakfast—Past presidents and 40-year bankers.
8:00 Breakfast—Wisconsin School of Banking Grads.
9:30 Call to Order—Elks Club, by Earl Weydahl, NDBA president, and vice president, Bank of Killdeer.
Invocation.
Necrology Service—George H. May, vice president, First National of Fargo.
10:00 President's Address—Earl Weydahl, NDBA president.
10:00 Speaker—Dr. Arthur R. Upgren, director, economic studies, Macalester College, St. Paul, who is also economic consultant, First Bank Stock Corporation.
Speaker—Gene Rich, newly-appointed state examiner for North Dakota.
Speaker—"Man's Salvation—Capitalism," by a representative of the Canadian Bank of Commerce.
Noon Stag Luncheon—Elks Club.

P.M.

- 1:00 Ladies' Luncheon, Style Show and Entertainment—Fargo Country Club.
2:00 Golf Tournament—Fargo Country Club.
2:00 Bowling Tournament—Bowler Lanes, one-half mile west of Country Club.

- 6:00 Social Hour and Annual Banquet—New Municipal Auditorium.
Banquet speaker is Arthur H. Motley, president, U. S. Chamber of Commerce, and chairman of the board of Parade Magazine Publications.
9:00 Dance—Elks Club.

Saturday, May 27

A.M.

- 9:30 Call to Order—Elks Club, by Earl Weydahl, NDBA president.
Drawing for Saturday Morning Attendance Prize—Portable Transistor Radio.
A.B.A. meeting.
Election of new officers.
(10:00 Ladies' Brunch—Graver Hotel.)
10:00 Speaker—"Free Enterprise and Disaster," by Dr. Nicholas Nyaradi, former official of the Hungarian Government (before the Communists took over), and present director of Institute of International Affairs, Bradley University, Peoria. People who have heard him say you'll never forget his message and presentation.
Speaker—William Neal, national director, U. S. Savings Bond Division, U. S. Treasury Department.
Speaker—Representative of the Foundation of Commercial Banks.
Resolutions and unfinished business.
Installation of new officers.
Adjournment.
Noon Stag Luncheon.—End.

NDBA Convention Committee Chairmen



A. K. SIMPSON
General Chairman



E. W. ANDERSON
Registration



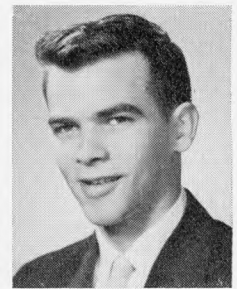
L. REIERSGORD
Exhibits



M. V. STENE
Transportation



G. H. MAY
Necrology



W. BLANCHARD
Bowling Tourney



MRS. A. O. McLELLAN
Ladies Committee



MRS. W. F. GRAVES
Ladies Committee



E. A. NACHTWEY
Nominations

OTHER COMMITTEE CHAIRMEN, whose pictures were not available, are: **W. R. Braseth**, chm., reservations; **Stan Stapher**, chm., banquet and socials; **A. M. Eriksmoen**, chm., advisory and hospitality; **James Leahy** and **Wes Pearson**, co-chm., golf, and **K. A. Nielsen**, chm., resolutions. General Chairman **A. K. Simpson** also is chairman of the A.B.A. nominating committee.

Increases McClusky Capital

The First National Bank of McCluskey has announced a capital increase from \$25,000 to \$50,000 through a stock dividend.

Liberty National Builds

The Liberty National Bank recently celebrated its 45th year by starting construction on a new \$325,000 banking home. The building is expected to be completed in October, according to H. W. Clarkson, chairman.

The new bank will feature drive-up teller service, after hours depository, additional tellers, expanded trust department service, larger office quarters, complete air conditioning and a community meeting room.

Wahpeton's 70th Year

The Citizens First National Bank, Wahpeton, held open house last month in observance of the bank's 70th anniversary.

A collection of old pictures taken in

the bank and around the trade area held special interest for visitors.

Garrison Open House

Wayne A. Stroup, president of the Garrison State Bank, greeted residents of the Garrison community recently when a special open house was held in observance of the completion of the bank's extensive remodeling.

The project began last fall, and the new quarters include many new customer conveniences, including a spacious lobby and attractive teller stations. Deposits at year-end were \$2,740,562.

Minot Promotions

Directors of the Union National Bank in Minot have announced the promotion of Nels G. Lolund and the appointment of John P. Stewart to the positions of assistant cashiers.

Mr. Stewart was employed with the First Service Corporation in Minneapolis before coming to Minot.

Elect Milnor Cashier

Harold L. Johnson has been elected cashier of The First National Bank, Milnor, according to F. A. Mund, president.

He joined the bank as assistant cashier in 1952, and also serves as a director of the bank. He succeeds the late Anton Nelson as cashier. Prior to joining the bank, Mr. Johnson was employed in Sisseton.

The board also elected K. W. Mund as a director to replace Mr. Nelson.

*We're looking forward to seeing
you in Fargo, May 26-27*

Adrian McLellan

Jim Leahy

Al Simpson

Earl Anderson

Bill Sweeney

Fred Potter

Wes Pearson

Ray Strand

Jack Riley

Leo Reiersgord

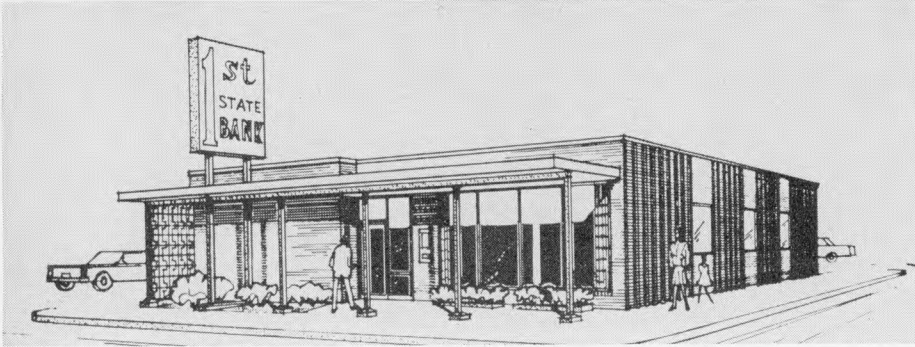
Ken Hermanson

Tom Bartholomay

MERCHANTS NATIONAL BANK & TRUST CO.
FARGO, NORTH DAKOTA

122 Broadway

Member F.D.I.C.



ARCHITECT'S SKETCH shows the new home of the First State Bank of Park River, one of the oldest banks in North Dakota. The bank, an affiliate of First Bank Stock Corporation, has had a record of steady growth since it was established 75 years ago.

ANOTHER milestone in the 75-year history of the First State Bank of Park River, N. D., was recorded recently as the bank announced letting of contracts for construction of a modern new home on the site it has occupied since it was organized in 1886.

Razing of the present brick building will be started immediately. The project, which will double present facilities, is scheduled for completion in November. During the construction period of the new building the bank will have its quarters in the basement of the City Hall.

The new structure will be the third home that the bank has had since it was organized. Its first home was a wooden structure which was replaced in 1895 by the present building.

The one-story building, of modern functional design, will be constructed of brick. It will be 48 feet wide and 63 feet deep, the front set back from Briggs Street to allow for an attractive planting area. A canopy will extend over the planting area across the entire front. The property itself is 75 feet wide and 140 feet deep. A paved parking area to accommodate 18 cars will be located at the rear. Another entrance will be provided for customers from this parking area.

Officers of the bank besides President Larson are Melvin O. Johnson, vice president; Robert K. Bork, cashier, and Iza Parke, assistant cashier.

Elect Langdon Director

Reinhold Goschke, vice president of the United Telephone Company, has been elected a director of the First Bank of Langdon, according to M. L. Johnson, president.

The new director takes the place of the late A. O. Aune, who served as president for many years.

Name Rugby Farm Rep.

Walt Nystuen, extension agent for Pierce County, has resigned to accept a position with the Citizens State

Bank, Rugby. He will specialize in serving as a consultant to the bank's farm patrons.

Economic Education Workshop

Final plans are being made for the Economic Education Workshop at the University of North Dakota in Grand Forks, June 4 through 10.

Charles W. Bullard, professor of economics at the university, will be chairman of the workshop. Estimated expenses for the period will be \$50, including tuition, room, board and registration.

WHY?

. . . do more North Dakota banks have correspondent accounts with . . .

THE FIRST NATIONAL BANK AND TRUST OF FARGO

Here's Why:

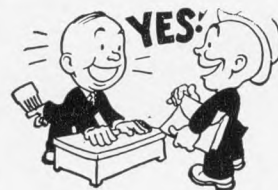
- Service
- Convenience
- Friendliness

We'd like to do business with you. See us at the Great North Dakota Bankers Association Convention in Fargo this month.

"Welcome to Fargo. We're Looking Forward to Seeing You!"

THE FIRST NATIONAL BANK & TRUST COMPANY OF FARGO

*Member Federal Deposit Insurance Corporation
Affiliated with Northwest Bancorporation*



We'll See You at the NDBA Convention

It is a real pleasure to greet North Dakota Bankers at their annual meetings . . . and doubly so this year as it will be our privilege to be among your hosts.

You can count on our whole-hearted efforts to see that you are well taken care of at the May 25-27 convention in Fargo.

Can we count on seeing you there? Certainly hope so as this is going to be the best one yet!

Also, you are cordially invited to visit our banking quarters while you are in town. Ask us how we can serve you through our correspondent bank department.

DAKOTA NATIONAL BANK of FARGO

Member Federal Deposit Insurance Corporation

NDBA Workshop to Tell Bank's Story to Teachers

NOTING that the August Burroughs Clearing House magazine published an article telling of the Savings and Loan Association program, in 10 states, for a teachers' seminar at which operation and function of their business was strongly explained and discussed, C. C. Wattam, executive secretary, North Dakota Bankers Association, contacted Dr. W. E. Koenker at the University of North Dakota and suggested a similar program be set

up at the University. He pointed out that the S&L Association urges their individual members to contact a high school or junior college teacher of economics and pay her or his expenses to a week's seminar, the main idea being to sell her on conveying to her students and friends the information she gathers concerning savings and loans and their importance in the savings and thrift field.

Dr. Koenker set up a similar pro-

gram for banks and the NDBA executive council approved it. The program is entitled "Economic Education Workshop" and has been scheduled for June 4 through June 10 at the University of North Dakota.

Urges Bankers to Act

Mr. Wattam has contacted members of the North Dakota Bankers Association and has urged that each bank arrange to follow through and assist in the program by interesting a teacher and carrying out the program. Estimated investment includes tuition of \$25, registration of \$5, room at \$7 and board at \$13, making a total of only \$50. Participants will be housed in one section of a dormitory on the University campus and a lounge area will be reserved for the group's use during periods away from class. Three meals a day at approximately \$2.50 a day will be obtainable in the Student Union Cafeteria.

"If this works for the Savings and Loan League," Mr. Wattam wrote bankers, "it should also work for us and we certainly need to publicize our banks' position and importance in our economic system. If we can interest these teachers, they can be of immeasurable help in this program.

"See School Officials"

"If you are able to participate in this," he continued in his letter, "we suggest that you immediately discuss the matter with your superintendent of schools and enlist his help in finding a teacher interested in this Economic Workshop. If you find one willing to attend, advise Dr. W. E. Koenker, director of bureau of business and economics education, University of North Dakota, Grand Forks. We would also ask that you advise our office at Fargo if you intend to participate."

California Has 3rd, 5th Largest Banking Centers

Security First National Bank's research department reports that the state of California has the third and fifth largest banking centers in the nation.

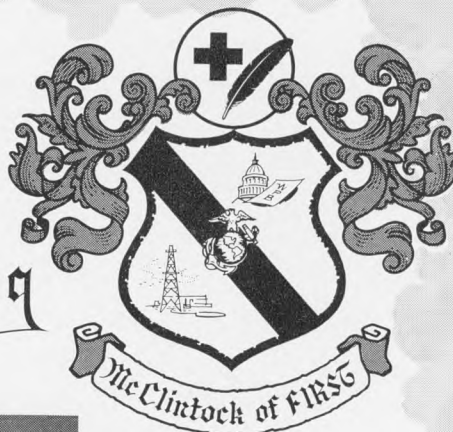
According to the report, the Los Angeles-Long Beach Metropolitan area is the leading center in the state. As of June 15, 1960, the area had bank deposits totaling \$9,130,527,000, an increase of over 10 per cent from the mid-1958 deposit total of \$8,287,081,000.

The 1960 figure is exceeded only by the New York area, which ranks first with \$51,829,321,000, and second-place Chicago with \$12,597,781,600.

The San Francisco-Oakland area is in fifth position, the bank said, having been passed by the Philadelphia area between mid-1958 and mid-1960.

Heralding

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Meet F. G. McClintock ("Mac" to everyone) our President, and a very civic minded and active man, as his business crest shows. From the oil business, and a Captaincy in the Marine Corps, he brings a wealth of experience that backs up our correspondent services. Got a problem? Call and let us prove how our experienced staff can show you why, in Tulsa, it's both pleasant AND profitable to . . .

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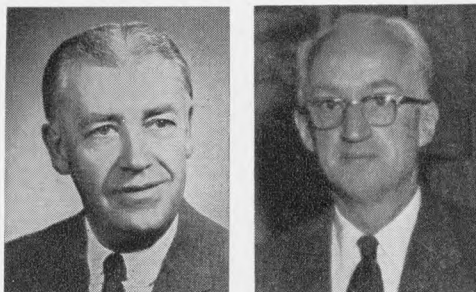
FIRST NATIONAL BANK AND TRUST COMPANY

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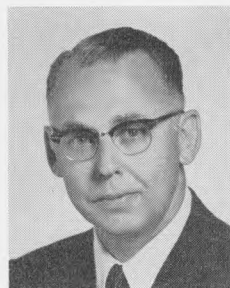
Montana NEWS

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



New Director Named

J. M. "Maurie" Sogard, Great Falls insurance man, was elected to the board of directors of Montana Bank last month, succeeding Howard H. Stanley, who retired January 10 and is now an honorary director.



J. M. SOGARD

Mr. Sogard is president of the Sogard General Agency Corporation and has been in business in Great Falls for 15 years.

Group Meetings Start

As this issue of the NORTHWESTERN BANKER was going to press, group meetings were under way in Montana.

The first meeting, Group 6, was held May 4 at Deer Lodge. On May 5, Group 5 met at Lewistown; on May 6, Group 7 met at Livingston; on May 8, Group 2 met in Glendive, and on May 9, Group 4 met in Plentywood. Group 1 meets May 11 at Havre and Group 3 on Saturday, May 13, at Plains.

Surveys Salary, Rates

A comprehensive survey on salaries, service charges, interest rates, safety deposit boxes and loan rates is being conducted by the Uniform Practices Committee of the Montana Bankers Association.

Up-to-date information compiled from the survey is being presented at the group meetings this month.

Honor D. H. Jorgenson

O. M. Jorgenson, chairman of the board, Security Trust and Savings Bank, was honored last month upon his completion of 40 years of service with the bank. He and Mrs. Jorgenson were feted at a party at the Highlands Country Club by other bank officers and their wives. He was given a set of golf clubs by the officers.

Joins Glendive Bank

Art Weideman, Jr., has joined the First National Bank of Glendive as an agricultural representative.

Mr. Weideman formerly was with the Farmers Home Administration, serving as assistant supervisor at Sidney, Mont., and more recently as su-

pervisor for Phillips and Valley Counties with headquarters at Malta, Mont.

Retires at Glasgow

Mrs. Mary Sweitzer, who has been employed at the First National Bank at Glasgow for more than 39 years, is retiring. She started as a bookkeeper and retires as assistant cashier.

Leaves Baker Bank

Vern Bublitz has resigned as cashier of the Baker National Bank, Baker, Mont., to devote full time to managing his ranching and farming interests in South Dakota.

Ervin Keirle has joined the bank staff.



Women's Club Builds Good Will

A WOMEN'S club is helping the Security Trust and Savings Bank at Billings, Mont., build good public relations. The club was organized a little over one year ago and has proven to be a valuable good-will-building media.

The club consists of 15 women who are department supervisors and women with job seniority and is designed as a service organization.

Members of the club shown above are, from left, Jean Jacobson, Lois Salsbury, Jane Wurdan, Kay MacDonald, Verniece Dailey, Virginia Warren, Evelyn Hill, Clara Hinkle, Deloris Lawson, Ruth Adams, Eva Williams and Ann Byrtus.

Twice a month three members of the club entertain ten Billings newcomers at a luncheon. This has given the bank more than its share of newcomer accounts. The women also entertain other clubs at desserts and regular

meetings, serving as speakers. Members also conduct other clubs on tours through the bank. Each member is highly qualified to discuss her department and this has been a major factor in the success of the idea.

A club meeting is held at 8:30 a.m. on the second and fourth Tuesday of each month. At these meetings, various projects are discussed and new ideas are offered for future use.

A Christmas party for underprivileged children is typical of the numerous projects carried out by the club. Last December 70 children, ranging from first to fifth graders, were entertained by the club at a party held in the assembly room and lobby of the bank.

In addition to promoting good will for the bank, the Women's Club has provided an excellent method of building good personnel relationships among bank

Colorado-Wyoming News



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



JOHN W. FRANCE, Rawlins
President
Wyoming Bankers Assn.

Troutman Retires From Central B. & T.

Edward A. Troutman, assistant vice president, Central Bank and Trust Company, Denver, has announced his retirement.

Mr. Troutman joined the Central on September 15, 1912, as a runner. During the succeeding 48½ years, he has worked in every department of the bank. At the time of his retirement, Mr. Troutman was assistant vice president in the installment mortgage loan department.

Plan Golden Bank

Preliminary plans are underway for a new bank at Golden, Colo. A notice of intention to incorporate was filed several weeks ago.

Incorporators include Leo Bradley, partner in a Golden law firm; C. E. Frederick, general manager of the Steve Frederick Chevrolet Company; Gurnett Steinhauer, business manager of the Colorado School of Mines; Hugo C. Buerger III, Golden investment dealer, and F. A. Foss, owner of the Foss Drug Company.

Tentative plans call for the sale of 1,000 shares of Golden State Bank shares at \$155 each. Of the \$155,000 total, \$100,000 will go into capital, \$25,000 into paid in surplus, \$25,000 into undivided profits, and \$5,000 to a statutory organizational expense account.

Open Trust Facilities At Lakewood Bank

The board of directors of the Jefferson County Bank of Lakewood, Colo., announced recently that a new trust department has been established at the bank following approval of trust powers by the Colorado Banking Department.

At the same time it was announced that Robert K. Hudson was named vice president and trust officer.

In another announcement bank officials reported that interest on savings accounts has been increased to 3 per cent, compounded quarterly, and

that all savings deposits made on or before the 10th of the month will draw interest from the first day of the month.

New Brighton Director

Jack H. Cys, engineer and builder in the Denver-Boulder area, has been elected a member of the board of directors of the First Bank of Brighton, Colo.

NABAC Elections

George S. Winters, vice president and cashier of the Fremont County National Bank, Canon City, has been named president of the southern Colorado Conference of the National Association of Bank Auditors and Controllers. He succeeds Joe Purvis, president, First National Bank of Las Animas.

Elected with Mr. Winters were Jim McCleran, assistant vice president, Pueblo Savings and Trust, vice president; Robert Morris, president, First National Bank of Florence, secretary, and John Bertholf, assistant cashier, Arkansas Valley Bank at Pueblo, treasurer.

To Host State NABW

Helen M. White and Hazel B. Schoolfield, assistant cashier of the First National Bank of Salida, Colo., will be hostesses when the Colorado Group of the National Association of Bank Women meets May 20-21 in Salida.

Mrs. Janet Walker, assistant vice president, First Security Bank of Utah, Ogden, and regional vice president of the Rocky Mountain Division of NABW, will be featured.

Walden Changes

Donald R. Best, president, and Willie Mae Best, cashier, of the North Park State Bank, Walden, Colo., have retired as officers and directors and have been succeeded by Walter L. Best as president and Aimee R. Best as cashier.

The new officers come to the bank

with many years of experience in banks in Nebraska and Colorado, having been at the Byers State Bank, Byers, Colo., for many years.

The present directors are W. L. Best, Carl Langendorf and Elmer Wattenberg.

Plan Utah Bank

W. R. McCormick, president of the Dove Creek State Bank, Dove Creek, Colo., and a former Dove Creek merchant, and several other associates have asked the comptroller of the currency in Washington, D. C., for a charter for a proposed First National Bank in Moab, Utah.

Another group is seeking a state charter for a new bank at Moab.

Craig Bank Moved

The Moffat County State Bank, Craig, Colo., moved to new quarters recently. At the same time the bank announced the elimination of Saturday banking hours.

Grand opening at the new building has been scheduled for May 20.

Cortez Changes

W. V. Dunlap has resigned as executive vice president and director of the Citizens State Bank of Cortez to become senior vice president at the First National Bank of Cortez. He has been associated with the Citizens State since 1938.

Denver Promotion

Evelyn Boom, an employee of the First National Bank of Denver for 31 years, has been elected an assistant cashier. She becomes the fourth woman to hold office in the bank.

Wyoming News

Expand Drive-Up Unit

Work is underway at the First National Bank in Casper, Wyo., to provide a third drive-up window and a more direct entrance to the parking garage beneath the building.

During banking hours, two lanes of traffic from First Street will provide access to drive-up windows and the alley entrance will be used by garage customers. After banking hours, when the windows are closed, garage customers will be able to reach the parking levels through a new alley entrance or the First Street driveway.

New Laramie Director

Joseph T. Banner, president of J. T. Banner and Associates, Inc., a Laramie architectural and engineering

firm, has been elected a director of the First National Bank of Laramie. He is a former Laramie city engineer.

Open More Hours

The two banks in Green River, Wyo., have announced longer banking hours, opening at 9 a.m. on weekdays and Saturday, and closing at 2 p.m. on weekdays and 12 noon on Saturday. The change provides one more hour of banking service daily.

Support 4-H Work

Two banks in Goshen County have joined with other Wyoming banks in national support of 4-H Club work. The Citizens National Bank and the First National Bank, both in Torrington, Wyo., have made contributions to the National 4-H Club Foundation, as part of a nation-wide fund raising program.

W. Robert Dubois, vice president of the Stock Growers National Bank in Cheyenne, provides the leadership for the program in Wyoming.

Installs New Sign

Time and temperature readings have been restored to the life of downtown Cheyenne with installation of a new \$6,000 electronic sign on the remodeled Stock Growers National Bank Building.

A similar sign which had been a landmark was taken down when remodeling was begun several months ago. The sign had become a fixture in the lives of Cheyennites who became accustomed to referring to it throughout the day.

Chemical Bank Puts PEP In College Financing

Chemical Bank New York Trust Company last month announced a new, comprehensive "Planned Education Program" whereby the entire cost of a college course may be financed over periods of up to 10 years at nominal cost.

The new program, which supplements the bank's original Tuition Loan Plan, combines a planned savings program with later borrowing at a 3½ per cent installment loan discount rate. In addition, those enrolling in the "Planned Education Program" will have life insurance at low group rates so that, in event of the parent's death, the full amount of the plan will be payable to the beneficiary.

Harold H. Helm, chairman of the board, said this plan will enable a parent to spread the cost of a four-year college education in amounts up to \$15,000 evenly over periods up to 10 years. The parent accumulates funds

with the bank prior to the college years, with interest paid by the bank at the same rate as paid on other savings accounts, and borrows additional amounts as needed with monthly payments extending two years beyond graduation.

Mr. Helm said no interest is collected by the bank except on money actually advanced by it to complete the course of study. This occurs only after the parent's accumulated payments under the plan have been paid out by the bank in the form of semester installments.

It is available through Chemical Bank New York Trust's 107 offices in Greater New York to all who live or work in the area, and whose children are now at any stage of education from the eighth grade up to the senior year of high school. The flexible program may be terminated by the parent at any time.

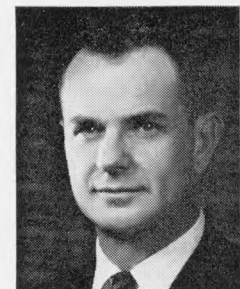
Joins Denver Bank

Wynn M. Terwilliger has been named an assistant cashier in the operations department of American National Bank, Denver.

He has been with First National Bank, Albuquerque, for the last six years. While there he was educational director of the A.I.B.



*Centralite
HARLEY PATTON
will be
seeing you
in Wyoming...*



**Lots of things are on the fire for the
Wyoming Convention, June 15, 16 and 17
at Jackson Lake Lodge**



THE CENTRAL BANK AND TRUST CO.

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

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Northwestern Banker, May, 1961



Let's move ahead together

We're going your way. The more help we can be to our correspondents' progress, the more progress we'll make, too.

Capital requirements of agriculture have increased rapidly. And country bankers know that for their progress and growth... farm and ranch customers must grow and prosper. That's why we urge you to call us when a participation loan would help meet your customers' growing need for agricultural credit.

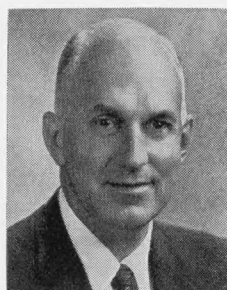
When it comes to working in tandem with correspondents, we take a back seat to no one... except banks we work with. Phone U. S. National, 341-8765, Omaha.



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Nebraska NEWS

M. P. BAIRD President Superior
HARRIS V. OSTERBERG Secretary Omaha



Honor Gothenburg Bankers

The senior officers of the Gothenburg State Bank were honored at a reception held at the bank recently.

The three officers, Harry L. Williams, president, and vice presidents Glen G. Hampton and Ed J. Loutzenheiser, have a combined service with the bank of 154 years.



WILLIAMS HAMPTON LOUTZENHEISER

Harry L. Williams was elected a director of the Gothenburg National Bank on February 28, 1913, and the following year became a vice president. The bank converted to a state bank in 1915, and he was elected president on March 15, 1917, an office which he has since held.

Glen G. Hampton came to Gothenburg from Alliance Neb., on July 31, 1910. He had been assistant cashier of the First National Bank, Alliance, and accepted a position as cashier of the Gothenburg National Bank.

Mr. Hampton continued as cashier of the Gothenburg National Bank until May 1915, when the charter was changed to Gothenburg State Bank and he was elected vice president. He has continued in this position.

Ed Loutzenheiser received his first banking experience in Chelsea, Iowa, moving to Nebraska in 1906. He became cashier of the Gothenburg National Bank, was elected a director in 1908, and was advanced to vice president in 1911, a position which he has since held.

Observes 50 Years

P. H. Naeve, cashier of the Farmers Bank, Cook, was recently honored upon completion of his 50th year in the banking business.

A German immigrant, Mr. Naeve started his banking career at Unadilla because he could speak that language. Prominent in community affairs, he has served as mayor of Cook on sev-

eral occasions. More than 100 families attended a special dinner held in his behalf.

Norfolk Drive-In

Construction operations on the DeLay First National Bank drive-in facility in Norfolk have started, and plans are to have it in operation late in the summer.

The structure, 50 feet long and 10 feet wide, will have four octagons. There will be two drive-up windows, one on the west side and the other on the east. Facilities will be adequate to accommodate four cars at each window.

In addition there will be a walk-up window for pedestrians. This will be glass enclosed with metal bronze screening. Pedestrians may enter the bank to discuss various matters such as opening accounts and other banking matters.

The building has a lobby, cloak rooms, rest rooms and closets.

The walls will be steel re-enforced brick with granite or marble facing. The roof will be 10 inches of solid concrete. Windows will be bullet proof and the building burglar proof.

Plans for the structure have been completed by Howard Strong and Associates, Norfolk, architects.

New Humboldt Employee

Otto Kotouc, Jr., president of the Home State Bank, Humboldt, has announced that W. J. Boss has joined the bank staff.

For the past three years, Mr. Boss has been with the Department of Roads of the State of Nebraska.

The bank recently promoted Joe Heineman to cashier. Mr. Heineman also serves as executive vice president of the Dawson Bank and ag representative of the State Bank of Elk Creek.

Moves to Gering

C. D. Rourke, formerly vice president and cashier of the First National Bank, Torrington, Wyo., has resigned to accept a position as vice president of the Bank of Gering, according to Leo Van Dittie, president.

Nebraska City to Build

Otoe County National Bank will begin construction on a new building early this summer on Central Avenue in Nebraska City, according to John Stocker, president.

The building will occupy 76 feet of Central Avenue frontage west of the alley west of Wessel's between Ninth and Tenth Streets.

Mr. Stocker said the bank is too crowded in its present location at 805 Central.

Plans for the new building include drive-in facilities, night depository, envelope slots, more teller windows and additional safety deposit box facilities.

Name New Director

Dr. J. P. Gilligan has been elected a member of the board of the Farmers Bank, Nebraska City. He succeeds the late James T. Shewell.

Nebraskans Win Bond Awards



PLATTE COUNTY BANKERS were thanked for their part in the U. S. Savings Bonds program and presented U. S. Treasury Savings Bond Awards during a recent meeting of the Columbus Rotary Club. Principal speaker was John B. Kimberley, Des Moines, regional director of the program for eight midwest states. From left to right are: P. W. Lakers, Platte county bond chairman, Columbus; Mr. Kimberley; Paul W. Abegglen, v.p. and cash., Citizens Bank, Columbus; Lester E. Souba, exec. v.p., Columbus Bank, Columbus; P. L. Kelly, pres., Farmers State Bank, Humphrey; Frederick C. Harris, Jr., pres., Bank of Monroe, Monroe, and H. L. Burdick, pres., Central National Bank, Columbus.

Not shown but receiving awards were the Platte Center Bank and the Bank of Lindsay.

Omaha News



The board of directors of the First National Bank of Omaha has announced the election of **Ralph E. Peterson** as vice president in the correspondent bank department. Until recently he was a senior examiner for the Nebraska Department of Banking.



R. E. PETERSON

Mr. Peterson is a graduate of Nebraska Wesleyan University in Lincoln. He received his Bachelor of Science degree in 1946. He joined the banking department in 1949 after working in the First National Bank, Stromsburg, Nebraska.

* * *

The First National Bank of Omaha was the high bidder for a five year lease on the old Omaha motor vehicle

testing station, just north of the heart of the business district.

Charles Voorhees, vice president, said that the bank will open a drive-in facility with the construction work starting immediately. He said that this will be a temporary gesture to serve the needs of customers. Opening is planned about August 1.

* * *

Robert O. Brown and **Donald Engdahl** have joined the estate and trust department of the Omaha National Bank. Mr. Engdahl is a certified public accountant. He graduated from the University of Nebraska and received a master's degree from the Harvard Graduate School of Business. Mr. Brown is an attorney, having graduated from the University of Notre Dame and received his law degree from Creighton.

The Omaha Chapter of the American Institute of Banking concluded its season with a dinner-dance at Peony

Park last month. The chapter increased its membership to over 750 during the 1960-61 year to establish a new 53 year record.

Jesse Miller of Omaha National Bank, vice president of the Omaha group, said that more than 500 members and guests attended the dinner-dance. **Dick Kurtz**, retiring president, concluded his term of office by presiding at the function.

* * *

A four per cent increase in total deposits and a six per cent increase in loans were reported by Omaha's 10 commercial banks on the statement call of April 12. Comparisons were made from figures issued a year ago. Deposits as of April 12 were:

Omaha National\$235,024,984
First National 102,909,637
U. S. National 99,695,178
Stock Yards National	... 22,903,257
Packers National 17,699,183
North Side 13,330,529
Douglas County 12,741,969
Center 11,099,306
First West Side 8,042,633

* * *

W. Clarke Swanson, prominent Omaha business and civic leader and director of the Omaha National Bank, died of a heart attack last month while playing golf in Palm Springs, Calif. He was 52 years of age. Mr. Swanson was president of Butter-Nut Foods and a director and consultant of Campbell Soup Company.

* * *

K. G. Harvey, president of the Douglas County Bank of Omaha, has announced the election of **Joe Shaver** as a member of the board of directors. Mr. Shaver is a life-long resident of Omaha and he is president of Shaver's Enterprises, Inc., who own and operate a chain of eight supermarkets in Omaha and Council Bluffs.

Joins Mitchell Bank

W. W. Hickman has joined the First National Bank, Mitchell, as assistant cashier, according to Joe Sandford, president.

Mr. Hickman was a partner in a small loan and insurance agency, and he recently sold his interests in it.

Charles Smhra

Charles Smhra, 84, retired banker and former legislator, died recently in a Lincoln hospital.

A native of Austria, Mr. Smhra was an official of the Farmers and Merchants Bank, Milligan, for 30 years, rising from cashier to president.

He served two terms in the legislature and was director of the Nebraska Insurance Department in the 1930s.

Municipal and Corporate Bonds

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Unlisted and Local Stocks

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LEXINGTON, NEBRASKA
Phone FAirview 4-3766

CHADRON, NEBRASKA
346 Main Street
Phone HEMlock 2-5555



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Northwestern Banker, May, 1961

Discuss Bank Legislation at 1961 Nebraska Group Meetings

NEBRASKA'S annual group meetings got off to a flying start last month with a "meaty" program covering legislation and the livestock outlook at Group One in Lincoln. This meeting was followed two days later by sessions of Group Two and Group Three held concurrently in Columbus and Norfolk on Saturday. Groups Four, Five and Six were meeting in Hastings, Grand Island and Scottsbluff respectively as this issue went to press.

The following officers were elected at the first three meetings:

Group One

President, Harold R. Killinger, executive vice president, Thayer County Bank, Hebron; vice president, Floyd J. Patton, president, Blue Springs State Bank, and secretary-treasurer, William C. Smith, assistant vice president, First Continental National Bank and Trust Company, Lincoln.

Group Two

President, Kenneth A. Tool, executive vice president, First National, Wahoo; vice president, Joe A. Indra, president, Bank of St. Edward, and secretary-treasurer, Roland Gaeth, vice president, Fremont National Bank.

Group Three

President, Donald M. Roberts, cashier, Farmers National, Pilger; vice president, G. P. Bauman, executive vice president, The Tilden Bank; treasurer, Gilbert Otjen, assistant cashier, National Bank, Norfolk. Both Mr. Otjen and Mr. Stuchlik were re-elected.

The following three bankers were scheduled for advancement from vice president to president of their respective groups during the second week of meetings:

Group Six at Scottsbluff, April 25—H. L. McKibbin, president, First National Bank, Bayard.

Group Four at Hastings, April 27—R. K. Armstrong, president, Minden Exchange National Bank, Minden.

Group Five at Grand Island, April 28—Marie C. Wolden, cashier, Farmers State Bank, Wallace.

This year each group scheduled its own meeting instead of the previous custom of the state association providing one or more guest speakers who appeared at each meeting.

However, state officials were invited to speak before each of the groups, and legislative matters were discussed at four of the meetings.

Appearing on all the programs were: Ralph Misko, Nebraska director of banking; Minor P. Baird, NBA president, and Harris V. Osterberg, NBA secretary. Since Groups Two and Three met on the same day, President Baird was represented at Norfolk by NBA Vice President B. D. Berkheimer, president, First National Bank of Gordon.

In Lincoln, Group One bankers were treated to a first-hand review of bills that have come before the Nebraska unicameral legislature, as well as pending legislation. Participants in the panel were J. O. Peck, chairman of the Central National Bank at Columbus and a state legislator from District 26; George A. Knight, president of the Citizens State Bank in Lincoln and a state legislator from District 18, and William A. Sawtell, Jr., NBA legal opinion attorney, Omaha. Moderator was Ivan W. Hedge, chairman of the NBA legislation committee and president of the Filley Bank.

The association sponsored the bills,

LB147 and LB148. Mr. Sawtell said the purpose of both is to provide open-end mortgages. LB148 was passed by the assembly but vetoed by Governor Morrison, who sent it back for amendments that reportedly will not alter the ultimate goal sought by the original bill. This would provide new legislation relating to real estate financing.

LB147 actually changes the law on chattel mortgages and Mr. Sawtell said it may be withdrawn for further study. Mr. Peck said if he were in an area raising a lot of sugar beets he would be very much for the bill.

Mr. Knight said LB160, an escheat bill, was killed in committee 5 to 4 but was raised on the floor for a vote and has a good chance of passing. The intent of the bill is to turn over to the state all property that has apparently been abandoned or unclaimed for 10 years. This would include bank accounts, cash values of life insurance and all businesses where money or anything of value is accepted for deposit or held for a customer.

Mr. Peck says the bill represents confiscation of accounts, and several examples were cited of bank customers who maintain dormant accounts knowingly, but travel or work in other parts of the country or even the world. The state taking over such accounts dormant for 10 years amounts to confiscation.

The bank or other holder would be obligated to communicate with the owner trying to establish ownership. The state treasurer also would have to do the same by letter and by public notice. The state treasurer also would have to keep reserves on hand to repay property to an owner if proof of ownership is submitted. Mr. Knight has an amendment for the bill which would state that if bank statements are sent to the account owner regularly and are accepted, then there



LEFT: Charles K. Richmond, v.p., American National, St. Joseph, Mo.; Winslow Van Brunt, NBA insurance advisor; Russell W. Woolley, a.v.p., Commerce Trust, Kansas City; E. N. (Jack) Thompson, pres., First Trust, Lincoln, and Fred H.

Bruning, pres., Bruning State. **RIGHT:** Byron Dunn, pres., National Bank of Commerce, Lincoln; Mrs. Gus P. Scholz, and Mr. Scholz, exec. v.p. & cash., First National, Falls City.

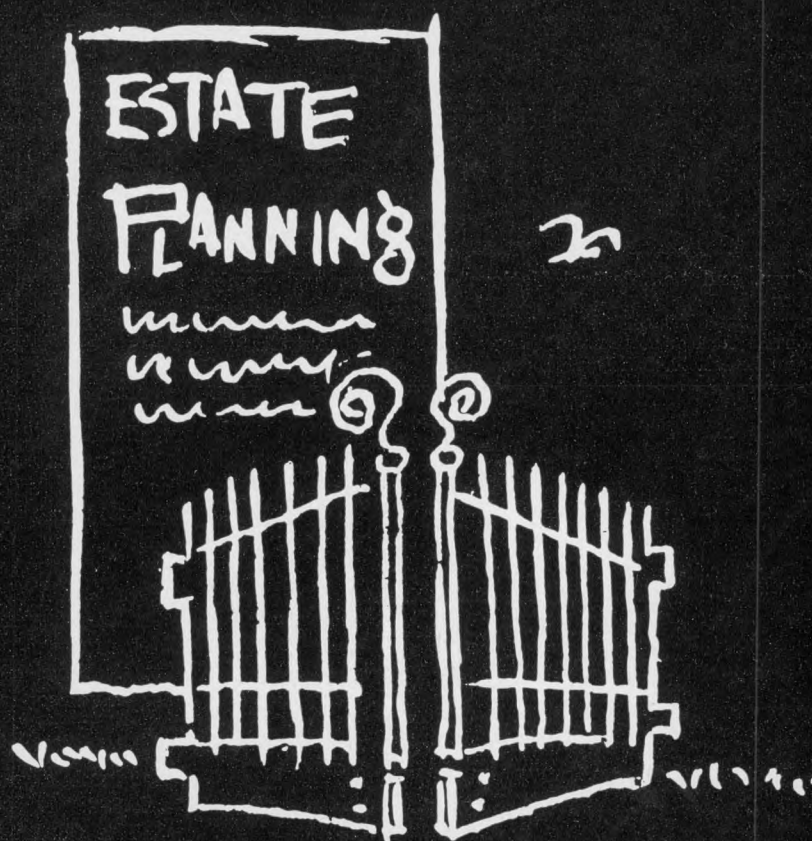
Northwestern Banker, May, 1961

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FIRST NATIONAL BANK OF OMAHA

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TRUSTS



LEFT: Burnham Yates, pres., First Continental National B & T, Lincoln, Fred R. Herre, a.e., and Orville W. Julian, cash., both with Plattsmouth State, and Wheaton Battey, chmn., First Continental National. **RIGHT:** Group One Officers (from left)

—Sec.-treas. Wm. C. Smith, a.v.p., First Continental B & T, Lincoln; retiring pres. Henry Gramann, Jr., v.p., Adams State; pres. Harold R. Killinger, exec. v.p., Thayer County, Hebron; v.p. Floyd J. Patton, pres., Blue Springs State.

is no dormancy or abandonment involved for purposes of the bill.

LB338, which would extend the number of feet from the main bank that a teller facility could be established, has been killed but the feeling for it is very much alive. Mr. Peck says he does not favor branch banking, but he warned the bankers they must keep up with progress by offering the service demanded by customers and if this involves taking branch

or facility service out to where the customers are (e.g., shopping centers), then bankers may find competing financial institutions providing the service if banks don't.

Another bill has been proposed that would make it mandatory for banks and all others preparing credit reports on an individual or company to verify the information contained in the report with the subject of the report. If such report were not veri-

fied first, then the subject of the report could file in court for any damages resulting.

A number of other bills were reviewed by Mr. Peck, Mr. Knight and Mr. Sawtell, mostly relating to legislation coming up for discussion on the floor or in committee, so little could be said about them other than stating the actual basic intent of the bill.

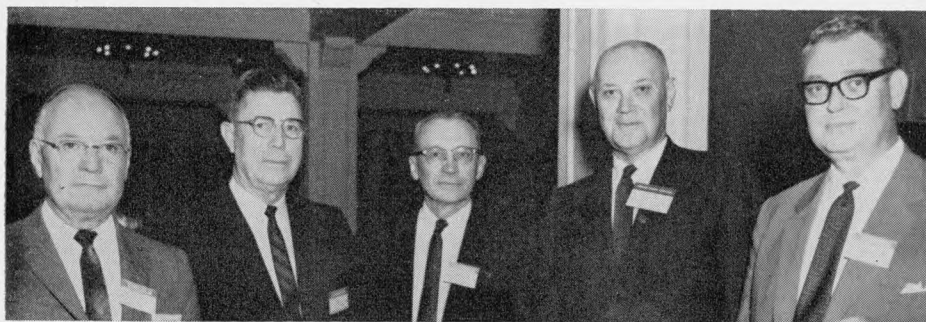
President Baird told the assembly in his report that the NBA has a committee of bankers and CPA's studying substandard audit reports submitted to banks and a full report can be expected soon from this committee.

He also said the association is studying the matter of bank embezzlements and how to prevent them. A committee is taking this up with insurance companies, large banks and NABAC.

Mr. Baird said Nebraska banks appeared to be in excellent condition, citing customers of his own bank as an example and stating they were in their best condition for several years. He said 54 per cent of the loans at his bank (Farmers State, Superior) are held by 13 per cent of the borrowers with a \$14,000 average.

Banking Director Misko announced the intent to recodify the entire banking laws this fall. The department proposed two bills to the legislature. LB590 was designed to provide a revolving fund to make it easier for the department to bill banks only once for their examination and for the exact amount, rather than the present method of billing an estimated amount in advance, and a second billing later for any additional amount required. LB608 raises the minimum required for bank capitalization from \$10,000 to \$25,000.

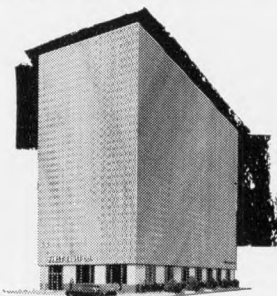
The department also favors legislation that would eliminate the necessity of a bank board of directors mak-



FROM LEFT: J. O. Peck, chmn. and t.o., Central National, Columbus, and member of state legislature from district 26; George A. Knight, pres., Citizens Bank, Lincoln, and member of state legislature from district 18; Ivan W. Hedge, pres., Filley Bank, and chmn., NBA committee on legislation; Minor P. Baird, pres., Farmers State of Superior, and pres. of NBA, and Ralph E. Misko, Nebraska director of banking.

Helping Nebraska Grow . . .

AS A MORTGAGE BANKER



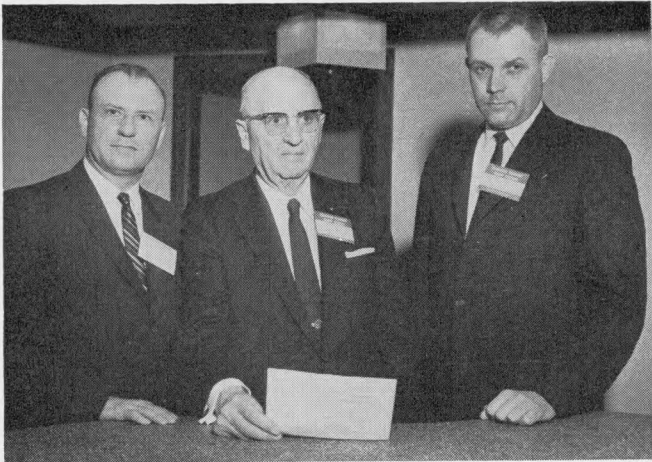
Serving in the capacity of a Mortgage Banker, the Mortgage Loan Department originates loans, arranges interim financing, sells loans, and services loans.

In a position to make all types of mortgage loans, we are helping Nebraska and Nebraskans grow and prosper. May we help you on commercial, industrial or residential loans?

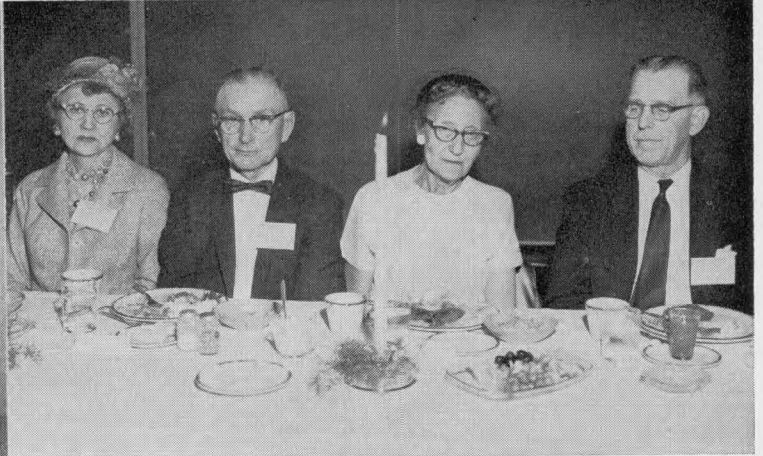
THE FIRST TRUST COMPANY of LINCOLN, NEBRASKA
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YOUR STATE BANKERS ASSOCIATION
 OFFICIAL SAFE, VAULT AND
 TIMELOCK EXPERTS
F. E. DAVENPORT & CO.
 OMAHA

Northwestern Banker, May, 1961



NEW OFFICERS—LEFT: Group Three, from left, President, Donald M. Roberts, cash., Farmers National, Pilger; Vice President G. P. Bauman, exec. v.p., The Tilden Bank, and N. T. Tieman, pres., Commercial State, Wausa, retiring president.



RIGHT: Group Two, Mrs. Indra, Joe A. Indra, new Vice President and President, Bank of St. Edward; Mrs. Tool and Kenneth A. Tool, new pres., and exec. v.p., First National of Wahoo.

ing two audits a year by the board, if an outside, verified audit is substituted at least once a year.

At Group One, the livestock panel featured N. T. Tiemann, president, Commercial State Bank, Wausa; Stanley W. Evans, first vice president, Live Stock National Bank, Sioux City, Iowa, and Cecil Emrich, owner-manager, Norfolk Live Stock Sales Company, Norfolk. All three pointed out the value of marketing grain through a livestock program. Mr. Tiemann presented an analysis of banks in Group Three compared to banks in Group One, showing the increased valuation of bank deposits and capitalization of banks in northeastern Nebraska where a livestock program is carried on by most bank customers.

Association activities were revised by Secretary Osterberg. He reminded bankers at all the meetings about the Bank Management Conference at Doane College, Crete, which is scheduled for June 14, 15 and 16, with a golf tournament and cookout at Crete Country Club as an added attraction

this year. H. W. Hendriksen, vice president, First National of Fremont, is chairman of the Conference this year.

Mr. Osterberg also called attention to the NBA educational committee meeting scheduled for Hastings, May 16. President Baird's golf tourney, which already has 71 registrants, will be held the following day, May 17, at Hastings. The executive committee of NBA also will meet in Hastings on May 16.

Other points in his report were:

Educational program. Three courses will be offered to employees of Nebraska banks at central locations for all this within a 50-mile radius. The courses will be principles of banking, negotiable instruments and fundamentals. Instructors will be provided by NBA, while local banks will provide the classroom. Teller training courses will also be held.

Insurance coverage. Additional group coverage is being provided under the association program for acci-

dental death and life insurance on a dependent basis.

State convention, October 11-12. These speakers have been signed: FDIC representative, a bank economist, and a banker speaking on tax equality.

Installment Credit Conference will be held in Grand Island, November 14-15.

Agricultural Credit Conference will be held during August and September by Clearing House groups.

Enlarges Facilities

The First National Bank, West Point, Neb., recently enlarged its bank quarters to accommodate another officer's desk. The enlargement was accomplished by removing an old vault.

Beatrice Promotion

W. W. Cook, Sr., president, Beatrice National Bank, announced last month that his son, W. W. "Bill" Cook, Jr., was elected assistant cashier. He is serving as loan officer and is in charge of bank operations.

**New Presidents:
Group 4, 5, 6**



R. K. ARMSTRONG
Group 4



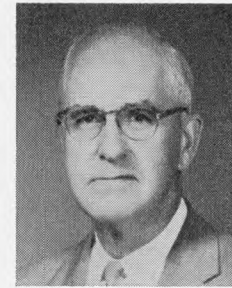
M. C. WOLDEN
Group 5



H. L. McKIBBIN
Group 6



BETWEEN SESSIONS at the Group Three meeting were, J. J. DeLay, pres., DeLay First National, Norfolk; A. R. Olson, pres., First National, Beresford, S. D., and v.p. and dir., of DeLay bank; Clifton Batchelder, pres., and Ed Peck, salesman, U. S. Checkbook, Omaha.



C. H. HINDS

pany. He will specialize in estate administration in the trust department, according to **E. N. Thompson**, president.

Mr. Hinds has held several responsible positions in the Trust Company since he joined the staff in 1932, and has served in both real estate and trust departments.—**End.**

WORK has started on the new parking building and drive-in for the National Bank of Commerce at 12th and P Streets. The old building has been completely demolished. The new facility will contain five drive-in windows and one walk-up window.

The bank has installed two temporary curb-side teller windows on the 13th Street side of the main bank building, to be used until the permanent building plans have been completed.

On the corner of 10th and O, the new patio office of the National Bank of Commerce is taking shape, and a July opening is planned.

* * *

Deposits for Lincoln's two leading

banks as of April 12 were reported as follows:

First Continental Natl. . . . \$110,025,024
Natl. Bank of Commerce. . . 64,499,409

* * *

Burnham Yates, president, First Continental Bank & Trust Company, served as honorary co-chairman of the Second Annual Midwest Marketing Workshop held in Lincoln last month. **E. N. Thompson**, president of the First Trust Company and president of the Lincoln Chamber of Commerce, appeared on the program, greeting registrants.

* * *

Charles H. Hinds has been appointed trust officer by the First Trust Com-

Crofton Anniversary

The Crofton State Bank held open house recently observing its 15th anniversary and the completion of the remodeling of the banking quarters. About 300 guests attended the event, according to Edwin W. Tauer, president and cashier.

Sutton to Remodel

Officials of the Sutton State Bank recently signed building contracts which call for the complete renovation of the exterior and interior of their banking quarters. Work has started and the completion date is expected by July 1. In addition, new fixtures throughout the bank proper will be purchased.

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cattleman
horseman . . . and



“banker-on-the-job”
for you . . .

LESTER CURRAN

He's always been close to the land. At age 26 Les Curran was the youngest president the American Polled Hereford Association ever had—a record that stands today!

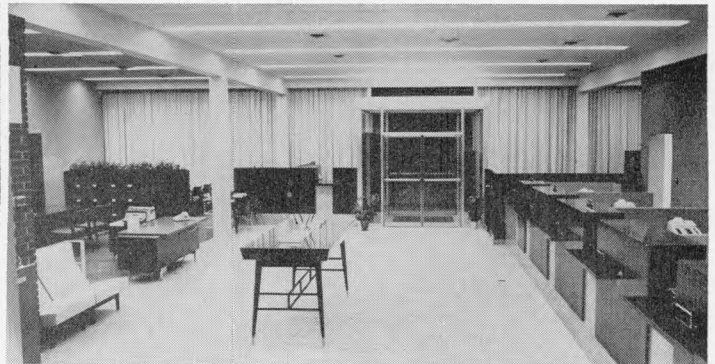
Now Les handles a big part of First Continental's country bank business in connection with cattle loans. When there's farm and ranch business outstate, you'll find Les Curran in the saddle. Put him in the saddle for **you**—just pick up your phone.

Northwestern Banker, May, 1961

Beautiful New Bank of Chadron



THE NEW ONE-STORY HOME of the Bank of Chadron (Neb.) provides more than 6,500 square feet of floor space, combining face brick, limestone and plate glass in a sleek streamline design. The entire building project, featuring functionally-planned quarters, drive-up teller and off-street parking, was handled by Bank Building & Equipment Corporation of America, St. Louis. Wood paneling, plastic wall coverings and painted wall surfaces blend well with terrazzo floor coverings in the lobby and carpeting in the private offices and officers area. The tellers fixture of walnut and St. Genevieve Golden Vein marble highlight the lobby while a warm vivid color scheme, new contemporary furnishings, recessed lighting fixtures and acoustical ceilings further add to the attractive functional design.



Plans New Drive-In

Mark Fullriede, vice president and cashier, Farmers Bank, Nebraska City, has announced plans for a new drive-in facility. The installation will be located at 720 Central Avenue. Work is expected to get started this summer so that an opening can be held this fall.

The location is now occupied by the McKnight Shoe Shop, directly east

of the bank. The 24 by 120 foot building will be converted so that there will be two teller windows inside the area.

Falls City Drive-In

George S. Lyon, president of the Richardson County Bank, Falls City, has announced the opening of a new drive-in facility. Hours will be from

8:30 a.m. until 4:30 p.m. It will close at 1:00 p. m. on Saturday.

New Cozad Sign

D. W. Reynolds, president of the First National Bank, Cozad, has announced the installation of a new time and temperature sign. It is the first of its kind in Dawson County.

Minor M. Nelson

Minor M. Nelson, 82, prominent Newcastle banker, died recently. He operated a general store in the town from 1913 to 1930, at which time he became president and cashier of the American State Bank. He retired from active management of the bank in 1959.

Trip Around World

Merlin R. Garey, president of the Farmers and Merchants Bank, Edison, reports that he and his wife recently returned to Edison after an interesting trip around the world.

Traveling mostly by Jet plane, the couple visited Tokyo, Yokohama, Kyoto, Nara and Osaka in Japan; Taipei in Formosa; Hong Kong; Singapore; Malaya; Bangkok in Thailand; Delhi, Agra and Bombay in India; Cairo in Egypt; Athens; Rome; and Paris, before returning to New York. A total of 30,000 miles was traveled.

Chadron Open House

The First National Bank, Chadron, held open house recently in its newly enlarged and modernized banking quarters, according to Edwin B. Otteman, vice president.

Work was only recently completed in a major expansion and modernization project during which the bank's space in the building at Second and Main was doubled, and the very latest in facilities and fixtures were in-



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stalled. Work progressed on the project during the past year, during which banking business was conducted as usual.

The bank formerly occupied the north half of the building, a space of 25 by 100 feet, which had been its home since the building was built in 1918. Until about 18 months ago a retail store occupied the south half of the building's ground floor.

The exterior of the first floor was completely redesigned, featuring large areas of glass, granite and brick in modern design. The front was altered to place the entrance to the south side, with an attractive glass and granite foyer, out of which rises the stairway to the second floor. The night depository was also placed in this foyer.

The banking room is centered about a large, round lobby, with tellers' cages to one side and the bank officers' space on the other. An enlarged book-keeping room was included at the rear, safe deposit facilities were enlarged, and another new feature, a drive-in window, was built at the rear of the bank.

Modern fixtures and furniture in keeping with the newly-designed interior have been installed.

Mullen Open House

Over 1,000 people attended the open house at the Bank of Mullen last month. The event celebrated the bank's 25th anniversary and the newly enlarged quarters.

LeRoy Abbott, president, made a special presentation of a wrist watch to W. R. Bramer in appreciation of his 25 years of service at the bank. Mr. Bramer joined the bank as cashier in 1936. He became a director in January, 1943, and was elected vice president and cashier in January, 1954. Don Deibler, Jr., now serves as cashier.

Serving a wide area in the central Sand Hills, the bank has enjoyed a consistent growth since its organization 25 years ago. At year-end, deposits totaled \$2,432,436.

One of the attractive features of the new banking quarters is a special conference room which has been tastefully furnished.

Bank Women Conclude Meet

The Nebraska group of the National Association of Bank Women ended its two-day state meeting in North Platte

last month with a "Pioneer Luncheon."

Members were dressed in pioneer costumes in keeping with the theme "Trailways of the Pioneers," which will be carried out at the regional meeting to be held in Lincoln on May 18-19-20.

Thirteen states of the middle-west will be represented at the regional meeting.

State Officers

Around 50 members of the Nebraska group of Bank Women attended the state convention, with Mrs. June Ingram of Kearney presiding.

New officers elected and installed included:

Chairman, Virginia Braithwait, Lexington; Co-chairman, Arlene Ferrill, Sidney; Treasurer, Minnie Asche, Columbus; and Secretary, Thelma Petteys, Wilcox.

Featured convention speakers included Miss Alice Akes of Leon, Iowa, regional vice president; Mrs. Norma Ver Maas of Lincoln, who spoke on "Law and Banking."

The program was concluded with a talk on "Social Security for Bank Women," by Miss Irene Pubanz of Hebron.

Greetings to All Our Friends
At Convention Time!
Our Representatives
Look Forward to Seeing You

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may we offer our friendly and experienced
service to your contacts with the livestock
interests at Missouri's first and the nation's
sixth livestock market

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- | | |
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Chairman | ED H. GINZKEY
Assistant Vice President |
| BEVERLY PITTS
President | TOM J. BUTLER
Cashier |
| WALTER W. LIMBACK
Vice President | WILLIS JUDAH
Assistant Cashier |
| BENTON M. CALKINS, JR.
Vice President | ROBERT E. KILLEN
Assistant Cashier |
| W. FRANKLIN EVANS
Vice President | DONALD D. FOLKS
Assistant Cashier |
| CHARLES J. CONANT, JR.
Vice President | |

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Off to the Group Meetings!

Cy Kirk and Homer Jensen of the Bankers Trust Company are looking forward to another great get-together with you at the 1961 Group Meetings.

The Group Meetings are always one of the highlights of the year with us, as we look forward to the privilege and pleasure of visiting personally with you.



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Northwestern Banker, May, 1961

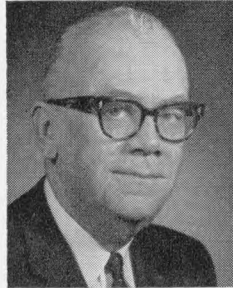
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Federal Reserve Bank of St. Louis

Iowa NEWS

RALPH EASTBURN **President** **Fairfield**
FRANK WARNER **Secretary** **Des Moines**



Bank Superintendent Appointed For Iowa

Clay W. Stafford, 68, president of the Ames Trust & Savings Bank, Ames, has been appointed Iowa superintendent of banking by Governor Norman Erbe, effective July 1. He will succeed Joseph H. Gronstal, who has announced that he will return to Carroll at the conclusion of his term.

Mr. Stafford was born in Blairsburg, Iowa. He finished high school at Ames in 1910, and graduated with a Bachelor of Science degree from Iowa State University in 1914.

After graduation, he entered the Ames Trust & Savings Bank as a bookkeeper, and he has been with the bank continuously for the past 47 years, with the exception of two years spent in the armed service during World War I.

In 1942, he succeeded his father as president of the bank, and he has served in that capacity to this date. He held the office of vice president and treasurer of the Iowa Bankers Association in 1939-40.

Mr. Gronstal, who has held the superintendent's office since late in 1957, expects to spend full time in Carroll where he will be active as president of the Carroll County State Bank.

Appoint Everett Shockey

Everett L. Shockey, trust officer of the Council Bluffs Savings Bank, has been named to the Iowa Highway Commission by Governor Norman Erbe. His term will be for four years and starts in July. He replaces Harold Teachout of Shenandoah.

Ida Grove Merger

The merger of the Ida County State Bank in Ida Grove with the Arthur Trust and Savings Bank, Arthur, has been announced by the directors of the two banks.

The new bank, which will have combined assets of more than \$6 million, will be known as the Ida County State Bank and the Arthur office of the Ida County State Bank.

The merger has been approved by state and federal supervisory person-

nel. The new bank will have an authorized capital stock of 2,000 shares with \$100 par value and \$125,000 surplus. It will be a member of the Federal Deposit Insurance Corporation.

The officers of the new bank will include James W. Lipton, chairman of the board; H. W. Godbersen, president; J. W. Lipton, Jr., vice president and cashier, and Ward Kilgore and B. Y. Simonson, assistant vice presidents.

Heads Algona Bank

Dale Auld has been elected president of the Security State Bank, Algona, succeeding Charles Murtagh, who is retiring after 62 years as a banker.



D. AULD

Mr. Auld purchased controlling interest in the bank in January, along with H. E. Long of Leon, K. Humeston and R. W. Richard of L. Sharpnack of Des Moines. Mr.

Auld had served as executive vice president of the LaPorte City State Bank previous to the sale.

Mr. Murtagh began his banking career as a janitor at the Burt National Bank. He later was employed at banks at Fenton, Ringsted, where he was manager at the age of 18, and Algona. He also served as state comptroller from 1933-39 and has been an active member of many social and political groups down through the years.

Joins Seymour Bank

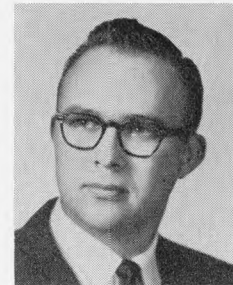
Ronald E. Taylor has joined the Seymour State Bank as assistant vice president. He formerly served the Citizens State Bank, Donnellson, as an assistant cashier.

80th Anniversary

The State Bank of Allison observed its 80th anniversary last month. A special "pancake day" was sponsored by the bank to commemorate the event.

Joins Sioux City Bank

Richard C. Taylor has joined the First National Bank in Sioux City as an assistant cashier, according to an announcement by Joe T. Grant, president.



R. C. TAYLOR

Mr. Taylor has been with the Iowa Banking Department. He joined the department as an assistant examiner September 1, 1957. He received an examiners commission January 1, 1961. Previous to his work with the department, Mr. Taylor worked at the Kiron State Bank from January, 1956, through August, 1957.

Two Banks Sold

Norman Kotz, executive vice president of the State Bank of Bussey, has sold controlling interest in the bank to Alvin G. Hansen, assistant cashier of the Andrew Savings Bank. Mr. Hansen moved to Bussey May 1 and will assume the position of executive vice president.

Mr. Kotz has purchased controlling interest in the Bennett State Bank, and he has moved to Bennett, assuming the position of executive vice president. D. L. Gavin, former executive vice president of the Bennett bank, has retired due to ill health.

No replacement has been announced for Mr. Hansen in Andrew.

1961 Iowa Group Meetings

Group	Date	Town
5	Tuesday	May 9 Council Bluffs
10	Wednesday	May 10 Centerville
7	Thursday	May 11 Cedar Rapids
6	Friday	May 12 Ames
8	Tuesday	May 23 Monticello
4	Wednesday	May 24 Elkader
3	Thursday	May 25 Clear Lake
2	Friday	May 26 Estherville

Plan 16th Ag Credit School

THE 16th annual Agricultural Credit School will be conducted on the Iowa State University campus in Ames, June 12-23, through the combined sponsorship of the ISU Department of Agricultural Economics and the Iowa Bankers Association.

Purpose of the school is to give those attending a better understanding of the job of extending and administering agricultural credit. The program consists of a two weeks' residence course for each of two years, after which time the student will receive a Certificate of Completion from ISU.

Registration is limited to 50 persons, and anyone interested in the

school may apply. Registration fee is \$50 for the two weeks' period.

H. B. Howell, professor of the Department of Economics and Sociology, is the director of the credit school. Hugh C. McCleery, president, Peoples Savings Bank, Laurel, is the IBA chairman of the Ag Credit School committee. Lodging is available in the college dormitories, and meals are secured through the dorms or Memorial Union.

Joins Bettendorf Bank

Robert T. Knapp will join the staff of the Bettendorf Bank and Trust Company in the capacity of cashier and director on May 10, according to Gene C. Eaton, president.



R. KNAPP

Mr. Knapp has been cashier and trust officer of the Commercial Trust and Savings Bank, Mitchell, S. D., from 1957 until the present time. From 1955 to 1957, he served

as business manager for Buena Vista College, Storm Lake. From 1940 to 1955, he was with the First National Bank, Denison, where he worked up to the position of cashier.

Mr. Knapp replaces Robert C. Power, who resigned to return to the Marion County State Bank, Pella, on a stock purchase situation, serving as managing officer with the title of executive vice president and cashier.

Honor C. W. Shaw

C. W. Shaw, executive vice president of the Wall Lake Savings Bank, was honored recently when he observed his 50th year as an officer of the bank.

Joining the bank in April, 1911, as cashier at the age of 26, he has seen the bank grow to where it now has capital, surplus and undivided profits of over \$400,000.

Promoted in Davenport

Walter A. Schloemer has been elected auditor of the Northwest Bank & Trust Company, Davenport. He replaces Edward F. Moeller, who was recently named comptroller.

Mr. Schloemer started at the bank in 1955 as a teller, and has been serving as collection teller for the past three years. He is a 1949 graduate of St. Ambrose College.

Marion to Expand

The Farmers State Bank of Marion plans an expansion of present facilities, President W. N. Shellenbarger said recently.

Teller windows will be moved to the street level in a 20 x 80 foot room adjoining the bank building. The area formerly housed the Renfer Shoe Store.

A new front, to harmonize with the bank front, will be added, Mr. Shellenbarger said.

Eight teller windows will be installed in the new room. At the present time Farmers State has five teller windows. Vernon Brockman, cashier, will transfer his office to the new area.

The present teller window area will be occupied by bank officers.

Fred Gruenwald

Fred C. Gruenwald, 77, senior vice president of the Davenport Bank and Trust Company until his retirement in 1958, died at his home recently following an illness of three months.

He began his banking career in 1901 with the old Citizens National Bank in Davenport. In his work with the Davenport Bank & Trust, he headed the mortgage department for many years.

Sac City Anniversary

The Sac City State Bank observed its 35th anniversary last month. No formal celebration was held since the bank will have a grand opening in May to observe its newly remodeled building.

Retires After 47 Years

Edwin H. Spetman, Sr., vice president and director of the Council Bluffs Savings Bank, retired as of May 1.

He has been associated with the bank since 1914 and he has held almost every position in the bank. His oldest son, Ed Spetman, Jr., is executive vice president of the bank.

Mr. Spetman, Sr., holds six certificates from the American Institute of Banking. He is past president of the Pottawattamie County Bankers, Omaha Chapter of Bank Auditors, Council Bluffs Rotary Club, and Iowa Corporate Fiduciary Association. He and his wife plan a trip to Tokyo after his retirement to attend the Rotary International convention. They will also visit other parts of the Far East.

Record Attendance

H. K. Larsen, secretary-treasurer of the Sioux City Clearing House, and cashier of the Toy National Bank, reports a final tabulation on the attendance at the Group I meeting in Sioux City. A total of 871 registered.

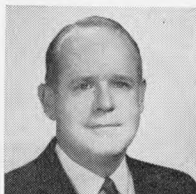
in St. Joseph...

THINK "FIRST"

of the men from
The First
and their Bank



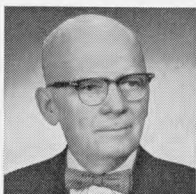
J. M. Ford II



Macon Dudley



Jack Killackey



Vern Meyer

THE FIRST NATIONAL BANK

Felix at Fourth
St. Joseph, Mo.





MAX ROY
 will be at the
 Iowa Group Meetings . . .
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Northwestern Banker, May, 1961

Miles Displays New Building



BEAUTIFUL INTERIOR of the Miles Savings Bank is shown in the photo above. The bank held open house in its new building recently.

Worthington Remodels

Olan F. Tegeler, president of the State Bank of Worthington, has announced plans for a complete remodeling of the bank's quarters.

The project calls for a complete new front, a change of the entrance and complete new equipment through the building.

There will be a new directors' room,

new counters, new private offices. The contract has been let to the Kirk Gross Company, bank specialists in Waterloo. It is anticipated that completion will be made in about 120 days.

Mt. Auburn Construction

R. W. Hadley, cashier, Mt. Auburn Savings Bank, reports that his bank is in the middle of an extensive con-

struction job. The interior is being remodeled, including walnut paneling, new counters, new directors' room, and replacement of the tile floor. Completion date is set for early May.

Muscatine Construction Starts

Construction work is well underway on an extensive remodeling program at the Central State Bank, Muscatine.

The Third Street level, which has been utilized as an office area, will be completely rearranged to accommodate the bank's newly organized installment loan department as well as the safe deposit department.

The new safe deposit department, to be moved from the main banking floor, will include more coupon booths and conference rooms as well as vault facilities twice the size of those presently used. New type safe deposit boxes are to be added.

A new entrance is to be provided on East Third Street, and the present walk-up teller window on Third is to be enlarged to two teller windows.

Transfer of the safe deposit department to the Third Street floor will provide additional area on the main banking floor for expansion of the Commercial department, where farm, real estate and commercial lending will continue to be centered. Redecoration of the main banking quarters is also included in the improvement and enlargement program.

A new nine-passenger self-service elevator to all four floors of the building is being installed.

Offices of S. G. Stein and C. A. Edmonds are being moved to the top floor of the bank building.

John B. Rigler, president, said that the work now under way is the beginning of an expansion program which the board of directors has been developing during the past year. He mentioned that the additional area is needed to keep pace with the substantial growth which the bank has enjoyed since the last major remodeling 10 years ago.

Mr. Rigler said that total deposits at Central State have risen from \$8.5 million to \$14.5 million during that period, an increase of 70 per cent.

The remodeling and expansion project is scheduled for completion by early fall.

What Cheer Retirement

Mrs. Ethel Manary, cashier of the First State Bank in What Cheer, retired recently after serving the bank since 1923.

For the past two years Mrs. Manary held the position of cashier. Previously she was an assistant cashier.

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 trustworthiness go hand-in-hand.

AMERICAN TRUST AND SAVINGS BANK
Member Federal Reserve System
Member Federal Deposit Insurance Corporation

Northwestern Banker, May, 1961

...Becoming a Champion in any League Takes a Talent for Teamwork!

Yes, it takes teamwork to win! That's why The Men of Marquette are happy to "cover the bases" for you—our Correspondent Bankers. When it's for you . . . it's for us . . . for "the team!"

And now, with the Twins settled into Metropolitan Stadium, we're looking forward to serving you *twice* as often . . . *twice* as effectively—thanks to that stimulus, which a Big League ball club can give to the activity and commerce of an area. We hope this means we'll be seeing *twice* as much of you, too . . . whenever you come to the Twin Cities to see the Twins play ball.

Make Marquette your convenient home base, when you're in town. Drop in. Talk banking or baseball . . . or simply cool off in our comfortable, air-conditioned, street-level lobby, so conveniently close to Everything, in downtown Minneapolis.

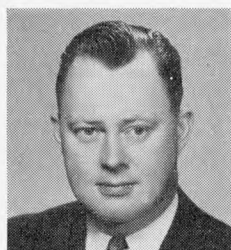


Come in and visit with us soon, won't you . . . and let's discuss further "team work," in serving your needs as our Partner in Progress!

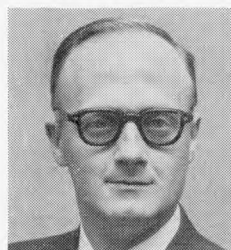
DEPARTMENT OF BANKS AND BANKERS



OTTO H. PREUS
Vice President



JOHN T. PAIN, JR.
Assistant Cashier



GUS W. CARLSON, JR.
Representative



AVERY FICK
Representative



"Strong Friend of the Independent Banker!"

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

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Returns from Florida

Mr. and Mrs. F. B. Claxton have returned home following two months in Florida. Mr. Claxton is president of the State Bank of Fayette.

Brunsville Plans

Harold H. Harms, cashier of the First State Bank, Brunsville, reports that the directors discussed plans for observing 50 years of continuous service at the annual meeting held last month. The bank was known as the Bank of Brunsville before 1929 and was chartered in 1910.

A 14 by 27 foot addition to the present building is now in the plan-

ning stage. The present building will then be completely remodeled.

Four-Way Teller Units

The Toy National Bank, Sioux City, has announced the purchase from the Mosler Safe Company of one of its new four-way teller access boxes for the bank's new drive-in window facilities.

Mosler's production on this item has just recently started, and the installation at the Toy will be the first of its kind in the area.

Capital Increases

The Iowa State Department of Bank-

ing has announced the following changes in the status of Iowa chartered banks through an increase in capital by common stock dividends:

Graettinger State Bank, from \$25,000 to \$50,000.

First State, Nora Springs, from \$50,000 to \$100,000.

Farmers State, Yale, from \$30,000 to \$60,000.

Head Public Relations

Oscar F. Broyer is to become a vice president of the Woodbury Bank and Trust Company, Sioux City, on June 1, according to F. A. Evans, president.



O. F. BROYER

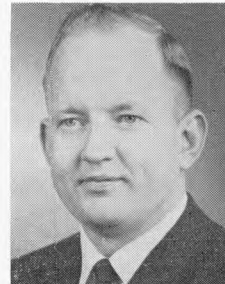
Mr. Broyer will be in charge of public relations at the Woodbury bank. He has been general manager of the Sears, Roebuck and Company stores for the

past five years at Iowa City. Before that he was general manager of Sears store in Sioux City.

Moves to Forest City

Gordon L. Wold has joined the staff of the Forest City Bank and Trust Company as an assistant cashier.

Mr. Wold is a native of Huron, S. D., and is a graduate of the University of South Dakota. He served two years during the Korean War as an infantry officer in combat. After military service, he joined the Federal Reserve Bank, Chicago, as an assistant



G. L. WOLD

examiner. Two years later he was promoted to the rating of examiner and was moved to Estherville where he has headquartered for the past five years.

Wins Sales Award

The Sioux City office of the Burroughs Corporation has received a special field management award for superiority in sales and service.

The office won over all other offices located in cities similar in size to Sioux City. Winners were judged by a comprehensive point system.

Ken T. Bement, vice president in charge of marketing in Detroit, will present the award at a special banquet.

Statement of Condition

April 12, 1961

ASSETS

Cash on Hand and on Deposit with Banks	\$11,655,865.24
United States Government Securities	8,236,031.66
Other Bonds and Securities	1,164,834.73
Loans and Discounts	23,133,071.85
Security National Bank Building, Vault and Fixtures	494,932.90
Federal Reserve Bank Stock	102,000.00
Other Assets	19,399.41
	<hr/>
	\$44,806,135.79

LIABILITIES

Capital	\$1,700,000.00
Surplus	1,700,000.00
Undivided Profits	342,206.43
Total Capital Accounts	3,742,206.43
Deposits	41,063,929.36
	<hr/>
	\$44,806,135.79

OFFICERS

Charles R. Gossett, *Chrm. of the Board*
 Charles H. Walcott, *President*
 B. M. Wheelock, *Senior Vice President*
 Albert C. Eckert, *Vice President*
 Edward C. Thompson, Jr., *Vice President*
 Paul Snyder, *Vice President*
 Thomas C. Horn, *Vice President*
 Patrick F. Cook, *Vice President*
 Orville Boe, *Cashier*
 V. H. Cassem, *Assistant Cashier*
 John Diefendorf, *Assistant Cashier*

H. H. Beermann, *Assistant Cashier*
 William T. Hubbard, *Auditor*

REAL ESTATE DEPARTMENT

Daniel L. Middleton, *Vice President*
 James A. Downing, *Assistant Cashier*

PERSONAL LOANS

Wayne L. Thompson, *Assistant Cashier*

TRUST OFFICERS

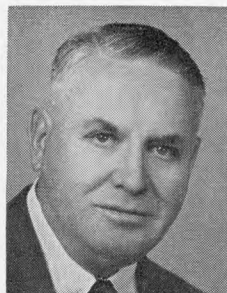
Howard L. Johnson, *Vice President and Trust Officer*
 L. C. Jensen, *Assistant Trust Officer*

**Security National Bank
of Sioux City**

Member Federal Deposit Insurance Corporation

Guy G. Butler

State Senator Guy G. Butler, 74, died last month following a heart attack. He had been active in the current session of the legislature.



G. G. BUTLER

Born in Beattie, Kansas, he was taken to Rolfe by his parents when he was a year old. He attended Rolfe schools and the Northwestern University dental college, where he was graduated in

1913.

He then followed a brother who had gone to Asia to practice dentistry.

Senator Butler received the seventh license to practice dentistry issued by Japan.

He then became dentist by royal appointment to the household of King Rama VI of Siam (now Thailand) and practiced five years in Bangkok.

While there, he met Suma Grenova, a White Russian from Odessa. They were married in 1921 in Swatow, China. Then while on a visit to the United States, he suffered an auto accident injury that caused a nerve handicap in his right arm and his dentistry career ended.

Senator Butler founded and became board chairman of the Rolfe State Bank. He was a past president of the Iowa Bankers Association, and twice served as mayor of Rolfe.

He served three terms as state representative from Pocahontas County and was serving his second term in the senate.

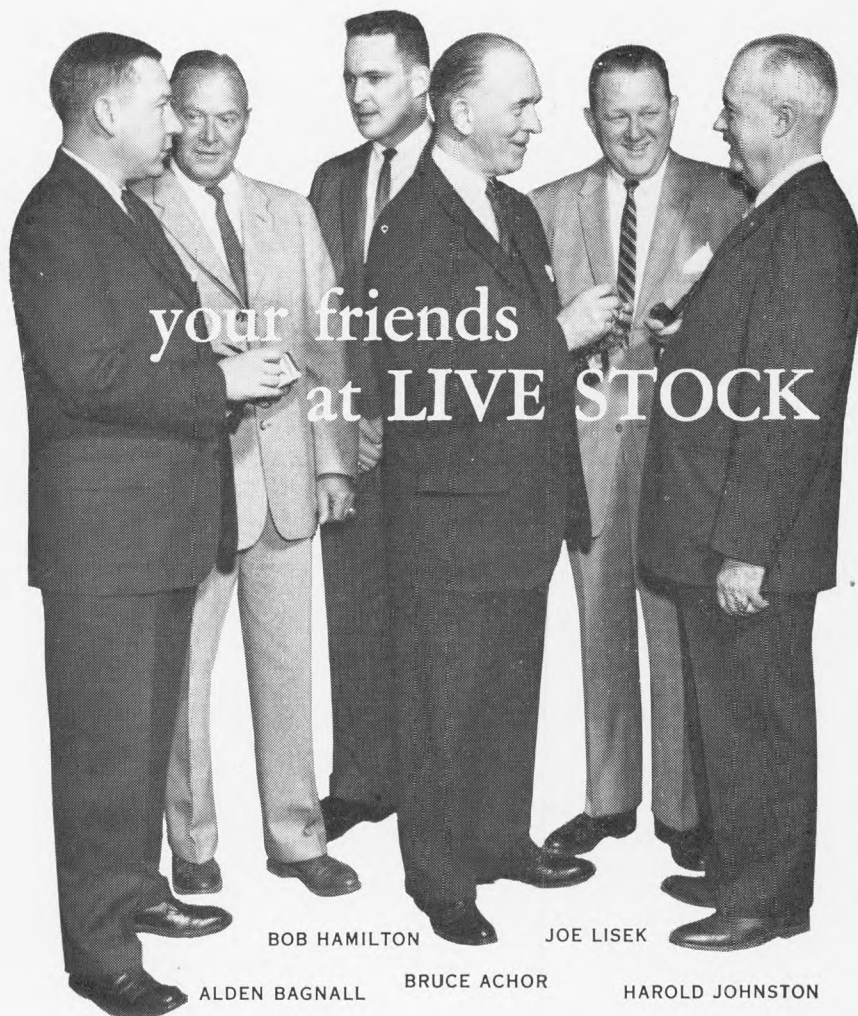
Capital Increases

Capital stock has been increased at two Iowa national banks by stock dividends.

At the First National Bank of Missouri Valley, capital was increased from \$75,000 to \$100,000; and at the Nevada National from \$180,000 to \$190,000. Capital was increased an additional \$10,000 at the Nevada National by the sale of new stock. This gives the Nevada bank total capital of \$200,000.

New Time-Temp Sign

The United Home Bank and Trust Company, Mason City, has installed a new time and temperature sign at the front of the bank. An unusual feature of the new sign is that every hour a recording is played of the famous chimes of Big Ben in London. Other chimes ring every 15 minutes. It is the first sign of its type in northern Iowa.



your friends
at LIVE STOCK

LEW HOLLAND



DAVE REIMERS



PAUL BETZ

BOB HAMILTON BRUCE ACHOR HAROLD JOHNSTON

hope to see
you at the
Iowa Meetings

Members of our Correspondent Banking Team are looking forward to seeing you during May, at: Council Bluffs, May 9; Centerville, May 10; Cedar Rapids, May 11; Ames, May 12; Monticello, May 23; Elkader, May 24; Clear Lake, May 25; Lake Okoboji, May 26.

The
LIVE STOCK
National BANK of Chicago

Member Federal Deposit Insurance Corporation

4150 South Halsted Street, Chicago, Illinois

SERVING INDUSTRY AND AGRICULTURE FOR OVER NINETY YEARS

Northwestern Banker, May, 1961

World Trade Policies Discussed

THE free flow of private capital and goods between the United States and other countries, rather than artificial restrictions, must be maintained in helping to solve America's balance-of-payments problem, stated David M. Kennedy, board chairman of Continental Illinois National Bank and Trust Company, Chicago, last month.

He told a luncheon audience at the Chicago World Trade Conference that even though our government has indicated it would take sensible steps to solve the balance-of-payments prob-

lem, only vigorous and sustained application of competitive spirit by private American business will assure success.

In addition, Mr. Kennedy said efforts must be made to get foreign countries to remove barriers against United States exports and to share the burden with the U. S. in development of our less advanced neighbors in the world.

He explained that government, management and labor must maintain internal costs and prices at levels as

low as possible. He said, "Keeping our costs and prices at a competitive level is basic to our balance-of-payment problem."

Mr. Kennedy told his audience that he feels tying our government aid to United States purchases may be a justifiable temporary expedient, but for the long pull we should concentrate on making our aid dollars come back here because people want to buy goods and services from us—not because they have to.

He also questioned import restrictions as an automatic solution to the balance-of-payments problem and said, "To prosper in the world we must take advantage of benefits which international trade has to offer. We must not stifle it. We must import as well as export. In fact foreigners must sell here to get funds to buy here."

The Chicago bank executive told the group that an important phase of our balance-of-payments difficulties has already become far less critical in part due to President Kennedy's message to Congress on these problems. "I think we should also note that while the gold rush of 1960 is probably over, the creation of another large budget deficit in fiscal 1962 might lay the foundation for another such rush in the future," Mr. Kennedy said.

He said ultimate solution requires a continuing broad attack on all these fronts: "We must insist that our allies bear a larger part of the cost of carrying forward the military and economic program of the free world. We should continue pressure for the removal of tariffs and restrictions against the United States that had their origin in a different climate of world affairs. We should continue efforts to attract foreign expenditures here for travel as well as various export items."—**End.**

Attend Conference

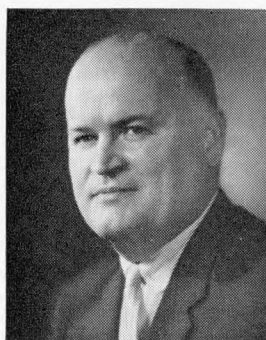
Two Oelwein high school seniors were selected by the Oelwein First National Bank to participate in a three-day Minnesota Economic Conference for Young Adults, which is being conducted under the sponsorship of the First National Bank of Minneapolis and Paul S. Amidon and Associates, Inc.

The conference, held May 4, 5, and 6, dealt with the subjects of savings, spending, insurance and investments. After the presentation of addresses on each topic, discussion groups were held.

We'll see you at the IOWA GROUP MEETINGS

Once again, we of Drovers look forward to the opportunity of visiting old friends and making new friends at the Iowa Group Meetings.

Fred Cummings and Bernard Miller will be on hand to greet you.



FRED CUMMINGS



BERNARD MILLER

The Drovers Banks

47th Street & Ashland Avenue • Chicago

SINCE 1883

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

Linn County Meeting

"If the voters endorse some of the legislation now pending in our nation's capitol they will be yielding the power of the people to the Federal government."

The Honorable James Bromwell, Congressional representative for the second district of Iowa, made this comment before more than 160 bankers at the 8th annual spring meeting of the Linn County Bankers Association.



LINN COUNTY officers are shown with speaker, **James Bromwell**, center, U. S. repr., 2nd Dist., Iowa. Secretary **Art Lindquist**, v.p., The Merchants Natl. Bk., Cedar Rapids, is at left. **John Lessenhop**, pres., Walker St. Bk., right, is president of the Linn Co. Assn.

Congressman Bromwell stated that currently the so-called expert is legion in Washington and we are now turning to the expert to tell us what to do. "In the field of agriculture, they are telling us what to plant, how to plant it and where to market it."

He suggested that we are moving swiftly into a controlled society which will bring on further deficits. The bankers were reminded that the genius of this nation is freedom, and that we should not give away the powers of the people and local government.

The meeting was held at the Elmcrest Country Club in Cedar Rapids.

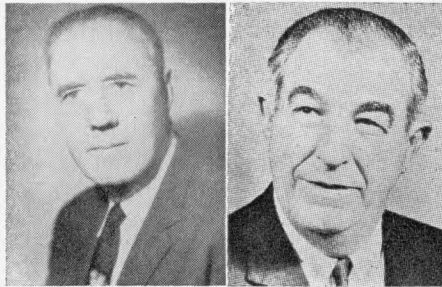
Group Meeting Speakers

Two outstanding speakers at the 1960 Iowa Group Meetings will be Dr. R. C. S. Young of Birmingham, Mich., and Verne R. Martin of Newton, Iowa.

Dr. Young will speak at northern meetings and Mr. Martin will address bankers attending the southern group meetings.

Dr. Young is listed as "one of the ten most sought after speakers in America" by U. S. Chamber of Commerce Surveys. He devotes his time to lecturing, writing and independent research in "Education in the Western World." He has visited many foreign countries, in recent years.

Mr. Martin, retired general sales manager of the Maytag Company at Newton, also is well known and much in demand throughout the country as a speaker. Since his retirement from



V. R. MARTIN

R. C. S. YOUNG

Maytag, Mr. Martin has devoted his time to public speaking engagements, basing his talks on a wealth of business experience.

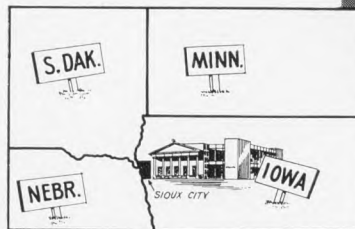
Galva Appointment

Harold Hustedt has been elected a director of the First Trust and Savings Bank, Galva, replacing the late John A. Anderson.

Truman N. Peterson has succeeded Mr. Anderson as vice president of the bank.

Council Bluffs Promotion

Edward C. Sweigard, 28, has been promoted to assistant trust officer of the City National Bank, Council Bluffs. He began his career with the bank a year ago after graduating from Creighton Law School.



Meet Richard C. Taylor . . .

Newly appointed as assistant cashier, Dick Taylor will work with the other experienced officers of the First National Bank in Sioux City to provide the finest in correspondent service to the banks in the Siouxland Empire.

Dick has an agricultural background, having been raised on a farm near Odebolt. After studying accounting through the LaSalle Extension University and serving two years in the Army, he gained country bank experience by working in the Kiron State Bank. For the past four years, he has served as an examiner for the Iowa State Banking Department.



First National Bank

Member Federal Deposit Insurance Corporation *in Sioux City*
Member Federal Reserve System

Council Bluffs Hosts Group 5

VERNE R. MARTIN, retired general sales manager for Maytag Company of Newton, Iowa, will be the featured speaker at the annual meeting of Group Five to be held Tuesday, May 9, at the Hotel Chieftain in Council Bluffs.

Following is the complete program:

Group Five, Council Bluffs, May 9

- A.M.
- 10:00 Registration — Hotel Chieftain Lobby.
- P.M.
- 12:15 Luncheon—Hotel Chieftain.
- 12:20 Invocation—Rev. W. E. Wicklund, pastor, St. John's English Lutheran Church, Council Bluffs.
- 1:15 Call to Order—James Pullman, Jr., chairman, Group Five, and vice president, Fremont County Savings Bank, Sidney.
- 1:20 Welcome—Dr. Don Lash, mayor, city of Council Bluffs.
- 1:25 Observations and Introduction of Guests—Mr. Pullman.
- 1:35 Address—"No Culture, Just Laugh," Charles Rankin.
- 1:50 Observations—Ralph Eastburn, president, Iowa Bankers Association, and president, Iowa State Bank and Trust Company, Fairfield.
- 2:05 U. S. Savings Bonds—Glenn L. Ingle, state director, U. S. Savings Bond Division, Des Moines.
- 2:10 Remarks—Joe H. Gronstal, state superintendent of banking, and president, Carroll County State Bank, Carroll.
- 2:25 Legislation—Richard Stageman,

Republican member, Iowa House of Representatives, and Council Bluffs attorney.

- 2:50 Address—"Men Make the Difference," Verne R. Martin, Newton, Iowa.
- 3:35 Address—Frank Warner, secretary, Iowa Bankers Association.
- 4:00 Nomination of officers.
- 4:10 Conference of County Officers—Corn Room, Hotel Chieftain.
- 5:00 Social Hour—Terrace Room and Lounge, Hotel Chieftain.
- 6:30 Banquet—Hotel Chieftain. Introduction of Guests. Entertainment.

Ladies Program

- P.M.
- 12:15 Luncheon—Hotel Chieftain.
- 1:00 Book Review — Mrs. John J. Jesse.
- 5:00 Social Hour—Terrace Room and Lounge, Hotel Chieftain.
- 6:30 Banquet and Entertainment—Hotel Chieftain.

W. L. Cousin

W. L. Cousin, cashier of the Alden State Bank, died recently of a cerebral hemorrhage at age 68.

He and R. B. Clift helped organize the Alden State Bank in 1945. Previously, he was office manager in Alden for a branch of the Iowa Falls State Bank.

Joins Spencer Bank

Frank Snider, vice president of the Clay County National Bank, Spencer, reports that M. Kent Winker, pre-

viously employed in the installment loan department of the National Bank of Commerce, Lincoln, has joined the bank's installment loan department. He is a graduate of the University of Nebraska.

New Ag Representative

The Tootle-Enright National Bank, St. Joseph, Missouri, has announced



W. EMBREY

the appointment of Webb Embrey as head of the bank's agricultural department. A native of Saline County, Missouri, Mr. Embrey has an extensive agricultural background. He graduated from the University of Missouri with a master's degree in agriculture.

Mr. Embrey's experience in the agricultural field includes work with the Federal Emergency Relief Administration in the 1930's, and 14 years service with the Missouri Agricultural Extension Service. He was appointed county agent in Buchanan County in 1943. During this period he held several directorships and offices in the Missouri County Agents Associations including the presidency in 1950.

Mr. Embrey joined the St. Joseph Chamber of Commerce in 1951 as agricultural representative and continued to the present date.

New Quarters



ENTRANCE to the Federal Home Loan Bank's new office quarters on the 14th floor of the Des Moines Building in Des Moines, is shown in the above photo.

The new quarters include an office for Robert H. Bush, president; four executive offices; secretarial areas; lounge, reception area, and directors' quarters. Selection of new furniture, equipment and furnishings was made with the thought of providing an efficient office arrangement and one which would become the dignity of the organization. The Federal Home Loan Bank serves the Iowa, Missouri, Minnesota, North Dakota, and South Dakota area, and has been in operation since 1932.

Won't you drop in to see us while you're in our city? We'll be looking for you.



When you are in Council Bluffs for the Group 5 meeting why not take a few minutes and stop in and visit with us? Our courteous officers and staff will be pleased to discuss banking operations with you. We will consider it a privilege to offer assistance. Make our bank your bank . . . anytime!

COUNCIL BLUFFS SAVINGS BANK

COUNCIL BLUFFS, IOWA

Member Federal Deposit Insurance Corporation



Interesting Discussions
Good Fellowship
 at the
ANNUAL MEETING OF GROUP 5
Tuesday, May 9, at Council Bluffs

The banks of Council Bluffs cordially invite the bankers of Group Five and their many friends to our annual meeting in Council Bluffs Tuesday, May 9.

This is a real opportunity to profit from your neighboring banker's experiences, and to listen to up-to-date information on current banking problems.

We are look forward to seeing you and visiting with you.

Your Council Bluffs Hosts

Council Bluffs Savings Bank

City National Bank

State Savings Bank

Centerville to Host Group 10

CENTERVILLE banks will be hosts at the afternoon and evening meeting of Group 10 of the Iowa Bankers Association to be held Wednesday, May 10, at the Centerville Country Club.

Featured speaker will be Verne R. Martin, retired sales manager for the Maytag Company of Newton.

Following is the complete program:

Group 10, Centerville, May 10

P.M.

12-1:30 Luncheon Available

1:30-5:30 Golf

4:30-6 Social Hour—Courtesy of the banks of Appanoose County.

6:30 Dinner—Centerville Country Club.

Invocation—Rev. Orval E. Walker, pastor, Drake Avenue Christian Church.

Welcome—John H. Young, secretary, Group 10, and president, First National Bank and Iowa Trust and Savings Bank, Centerville.

Call to Order—M. J. Grogan, president, Group 10, and president, National Bank and Trust Company, Chariton.

Address—Ralph Eastburn, president, Iowa Bankers Association,

and president, Iowa State Bank and Trust Company, Fairfield.

Address—Joe Gronstal, state superintendent of banking, and president, Carroll County State Bank, Carroll.

Address—Verne R. Martin, "You Have More to Sell Than Money."

Remarks—Frank Warner, secretary, Iowa Bankers Association.

New or Unfinished Business.

Adjournment.—End.

Bank Salary Study

How do salaries in banking compare with those in general industry?

Contrary to popular belief, a survey of officer salaries covering 47 positions reveals banks are paying salaries competitive with general industry.

Cole & Associates, a Boston management consulting firm, found through a comparative study of two salary surveys, one in medium-sized banks, the other in industry, that bank officers are as well paid as engineers and executives of electronic firms.

Bankers start at lower salaries than do engineers, work for about seven

years before overcoming the differential, and pull even when they reach an annual income of about \$8,500. The Cole study showed that those who reach the highest levels of responsibility in banking are 5 to 10 per cent ahead of their industry counterparts.

Cole & Associates was able to equate levels of responsibility in the two fields, and determined comparable positions in banking and in industry, so that a direct comparison of the rates of pay was possible. For example, a securities analyst and an electro-mechanical engineer were rated on the same level. The average salary for engineers in this category was \$7,000, against \$5,900 for the analysts.

However, after getting into the \$8,000 range, the manager of a small branch bank made \$8,960, while his engineer equivalent earned \$8,740. In the upper incomes, the salary of a manager of a larger branch bank was \$16,500 compared with \$15,000 for an engineer manager.

The Cole study covered positions paying from \$5,000 to \$25,000 a year. The level of positions in the various organizational structures was examined, and jobs of dissimilar content but similar total weight of responsibility were compared. Some variations existed, but an over-all comparability of the salary structure was found.

College graduates entering the banking field currently start at about \$400 a month, while engineers are getting initial salaries in the \$500 to \$550 range. The average salary for electrical or mechanical engineers with a few years experience is approximately \$7,000. Men in banks with the same amount of education and experience are generally looking forward to an official title, pointing up the slower rise in status and income in this field.

The salary discrepancy tends to be eliminated for the banker as he advances in his chosen profession when he reaches his early 30's. When he becomes an assistant vice president, he is on the same salary level as engineering graduates with the same level of job responsibility. With further advances, his income moves 5 to 10 per cent ahead of his industry counterpart.

One intangible factor in the whole picture of occupational choice and compensation is the relative stability of employment in banking as compared with industry. With much industrial effort financed by the government, and technological change causing shifts from one product to another, engineers have less job security than bankers and run the risk of reduction in force due to business slowdowns.

YACHTSMEN AND LANDLOVERS...

AHOY!

April 17 to Dec. 20

SPECIAL
DAILY RATE
(40 Rooms)

\$250
PER PERSON
TWO IN A ROOM

Nothing more interesting than gay pleasure boats —or fishing from your private dock—or swimming in the pool —sunbathing on your room's outdoor terrace —enjoy all this at the

"A KEYES MANAGED HOTEL" Kingston... plus free TV, parking and entertainment.

WRITE FOR COLORFUL BROCHURE AND REASONABLE RATES—TODAY.
FLORIDA'S MOST AQUATIC RESORT

INDIAN CREEK DRIVE AT 64TH STREET



MIAMI
BEACH,
FLORIDA



Northwestern Banker, May, 1961

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Federal Reserve Bank of St. Louis

Cedar Rapids to Host Group 7

CEDAR RAPIDS, one of Iowa's fastest growing cities, will be the site for the annual meeting of Group 7 of the Iowa Bankers Association, May 11. The meeting will be held at the Cedar Rapids Country Club, located at the South Terminus of 27th Street Drive S.E., five blocks off First Avenue East in Cedar Rapids.

Facilities available in Cedar Rapids make it a favorite convention city. Excellent transportation, good hotels, motels and eating places, a fine shopping district and other outstanding features help make Cedar Rapids a leading business center.

Strategically located at the rapids of the Cedar River, Cedar Rapids' potentialities for industry were recognized even in pioneer days. Small mills were built at the rapids, and those busy grist, woolen and lumber mills were the forerunners of today's towering plants. Among the Cedar Rapids industries that are famous throughout the world are Collins Radio Company, Link Belt Speeder Corporation, Allis-Chalmers Company, Wilson & Company, Weyerhaeuser Company's shipping container division, Quaker Oats plant (the world's largest cereal mill), LeFebure, National Oats Company, and many others.

Today, exports from Cedar Rapids reach a total annual volume of over \$29,000,000.

Bankers attending the Group 7 meeting will find Cedar Rapids an interesting and entertainment filled city.

Following is the Group 7 program:

Group 7, Cedar Rapids, May 11

A.M.

9:30 Registration — Cedar Rapids Golf and Country Club.

10:00 Conference of County Officers Circus Room.

12 Noon Luncheon will be available in the club dining room and men's grill on a dutch treat basis.

P.M.

1:30 Business Meeting — R. L. Kilgore, chairman, Group 7, and cashier, National Bank of Waterloo, presiding.

Welcome — Roy Swanson, assistant secretary, Cedar Rapids Chamber of Commerce.

Response — Ben E. Summerwill, vice president, Iowa State Bank & Trust Company, Iowa City.
Banking in the Sixties — Ralph Eastburn, president, Iowa Bankers Association, and president,

Iowa State Bank and Trust Company, Fairfield.

The Law and Banking — Evan L. Hultman, attorney general, state of Iowa.

Report — Glenn Ingle, state director, U. S. Savings Bond Division.

Remarks — Joe H. Gronstal, state superintendent of banking, and president, Carroll County State Bank, Carroll.

Human Relations in Banking —

Verne R. Martin, retired general sales manager, Maytag Company, Newton, Iowa.

Remarks — Frank Warner, secretary, Iowa Bankers Association.

4:30 Adjournment.

5:15 Social Hour — Lounge, Porch and Circus Room.

6:15 Dinner — Ballroom, R. L. Kilgore presiding.

Introduction of guests.

Entertainment — Harold Ward, Collins Men's Chorus.—**End.**



Group 7 Meeting

THURSDAY, MAY 11 at CEDAR RAPIDS

We cordially invite you to attend this important annual meeting of Group 7 of the Iowa Bankers Association . . . and while you are here, see us if we can make your visit more enjoyable.

A good program is in store for you and you will also enjoy the good fellowship and excellent food that has always been outstanding at a Group 7 meeting.

MEMBERS LINN COUNTY BANKERS ASSOCIATION

City National Bank, Cedar Rapids
First Trust & Savings Bank, Cedar Rapids
Merchants National Bank, Cedar Rapids
Guaranty Bank & Trust Co., Cedar Rapids
Peoples Bank and Trust Co., Cedar Rapids
United State Bank, Cedar Rapids
City State Bank, Central City
Linn County State Bank, Coggon
Fairfax State Savings Bank, Fairfax
Lisbon Bank & Trust Co., Lisbon
Mt. Vernon Bank & Trust Co., Mt. Vernon
Farmers State Bank, Marion
First National Bank, Marion
Palo Savings Bank, Palo
Exchange State Bank, Springville
Walker State Bank, Walker

Group Six to Meet at Ames

A DISCUSSION of a "New Feed Grain Program" will be featured at the annual meeting of Group 6 of the Iowa Bankers Association to be held Friday, May 12, at the Ames Golf and Country Club.

H. E. Howell, professor in the department of economics and sociology at Iowa State University, will be the featured speaker. Dinner speaker will be Verne R. Martin, retired general sales manager for Maytag Company at Newton.

Following is the Group 6 program:

- A.M.
10:00 Registration.
P.M.
12:15 Luncheon.
1:30 Call to Order — George Armstrong, chairman, Group 6, and executive vice president, Perry State Bank.
1:40 New Feed Grain Program—H. E. Howell, professor, department of economics and sociology, Iowa State University.
2:15 Banking in the Sixties — Ralph Eastburn, president, Iowa Bankers Association, and president, Iowa State Bank & Trust Company, Fairfield.
2:30 Remarks — Joe H. Gronstal, state superintendent of banks,

and president, Carroll County State Bank, Carroll.

- 2:45 Remarks—Frank Warner, secretary, Iowa Bankers Association.
3:00 County Officers' Conference.
5:00-6:00 Social Hour.
6:15 Dinner—"The Human Equation in Banking," Verne R. Martin, retired sales manager, Maytag Company, Newton.

Golf will be available throughout the day and bridge has been arranged for the ladies.—**End.**

Group 8 to Meet at Monticello

A DISCUSSION of how "America Meets the Challenge of World Leadership" by Dr. R. C. S. Young, nationally known speaker from Birmingham, Mich., will highlight the Group 8 meeting to be held at Monticello, May 23.

Dr. Young, who spoke at several of the Iowa Group meetings last year, is listed as "one of the 10 most sought after speakers in America" by the U. S. Chamber of Commerce. He devotes his time to lecturing, writing and independent research in "Education in the Western World." He has visited many foreign countries, including Russia, in recent years.

Following is the complete Group 8 program:

Group 8, Monticello, May 23

- A.M.
11:00 Registration — Monticello Community Building. (After 3:30 p.m. registration will be at Poplar Heights.)
11:00 County Officers' Meeting—Community Building.
P.M.
12:30 Dutch Treat Luncheon — Community Building.
2:00 Afternoon Program — Community Building.
Meeting Called to Order — James A. Maurice, chairman, Group 8, and president, Monticello State Bank, Monticello, Iowa.
Invocation.
Musical entertainment.
Welcome—A. E. Stempe, president, Jones County Bankers Association, and assistant cashier, Onslow Savings Bank, Onslow.
Response — Glen H. Suiter, executive vice president, Farmers Savings Bank, Princeton.
Banking in the Sixties — Ralph

Eastburn, I.B.A. president, and president, Iowa State Bank & Trust Company, Fairfield.

Remarks — Joe H. Gronstal, state superintendent of banking, Des Moines, and president, Carroll County State Bank, Carroll.

Address — "America Meets the Challenge of World Leadership," Dr. R. S. C. Young, Birmingham, Mich.

Remarks — Frank Warner, secretary, Iowa Bankers Association, Des Moines.

Savings Bonds—Glenn L. Ingle, state director for Iowa, U. S. Savings Bond Division.

Adjourn to Poplar Heights.

5:00-6:00 Social Hour. Guests of Jones County Bankers Association.

6:00-7:30 Buffet dinner.
Dancing.

Ladies' Program

P.M.

12:30 Luncheon and Program—Monticello Country Club.

The facilities of the Monticello Golf and Country Club will be available the entire day for those wishing to play golf.

Officers of the Jones County Bankers Association which is sponsoring the Group 8 meeting are A. E. Stempe, assistant cashier, Onslow Savings Bank, Onslow, president; Louis L. Morf, cashier, Monticello State Bank, secretary, and George H. Paulsen, Onslow Savings Bank, Onslow, treasurer. Banks that comprise the Jones County Association are the Citizens Savings Bank, Anamosa; Farmers Savings Bank, Martelle; Monticello State Bank; Union Trust and Savings Bank, Olin; Onslow Savings Bank, and Citizens State Bank, Wyoming.

Group 8 officers are James A. Maurice, president, Monticello State Bank, chairman, and Oliver A. Hansen, executive vice president, Liberty Trust & Savings Bank, Durant, treasurer.—**End.**

Tootle-Enright Increase

Milton Tootle, president of the Tootle-Enright National Bank, St. Joseph, Missouri, announced that the bank's surplus account has been raised from \$1¼ million to \$1½ million.

Combined with Tootle-Enright's \$1 million in capital, this increased surplus puts the bank in the capital account position of \$2½ million with a loan capacity of \$250,000.

The step is expected to enable the Tootle-Enright National Bank to better serve its local customers and correspondent banks in the four-state area.

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Elkader to Host Group 4

A DISCUSSION of how "Directors' Examinations Can Be Effective" will highlight the annual meeting of Group 4 of the Iowa Bankers Association to be held Wednesday, May 24, at Elkader.

J. R. MacNaughton, Des Moines manager, Ernst & Ernst, C.P.A. firm, will be the featured speaker on directors' examinations. Another headline speaker will be Dr. R. C. S. Young, writer and lecturer from Birmingham, Mich.

Following is the complete program:

Group 4, Elkader, May 24

- A.M.
- 9:30 Registration and Visiting—Central State Bank lobby.
- 10:30 County Officers Meeting — Central State Bank.
- P.M.
- 1:00 Call to Order—Municipal Building. C. W. Grimes, chairman, Group 4, and executive vice president, First National Bank, West Union, Iowa.
- 1:10 Invocation — Rev. Robert Jacobs, Peace E. and R. Church, Elkader.
- 1:15 Welcome—A. J. Johnson, president, Central State Bank, Elkader.
- 1:20 Response — Senator Robert R. Rigler, executive vice president, Security State Bank, New Hampton.
- 1:30 Entertainment.
- 1:45 Banking in the Sixties—Ralph Eastburn, president, Iowa Bankers Association, and president, Iowa State Bank and Trust Company, Fairfield.
- 2:00 Remarks — Joe Gronstal, state superintendent of banking, and president, Carroll County State Bank, Carroll.
- 2:15 Directors Examinations Can Be Effective—J. R. MacNaughton, Des Moines, manager, Ernst & Ernst, C.P.A.
- 2:30 "Setting the Pace for the New Age"—Dr. R. C. S. Young, Birmingham, Mich.
- 3:15 Report — Glenn Ingle, state director, U. S. Savings Bond Division.
- 3:25 Remarks—W. A. Kneeland, vice president and treasurer, Iowa Bankers Association, and president, Postville State Bank.
- 3:30 Remarks — Frank Warner, secretary, Iowa Bankers Association.
- Any other business.
- Adjournment.

- 5:00 Social Hour—Legion Club, Elkader.
- 6:30 Dinner — Lower Auditorium, Municipal Building.
- 7:30 Entertainment — Elkader Barber Shop Chorus.
- 8:30 Dancing—Legion Club, Elkader.

Ladies' Program

- 12:30 Luncheon, Cards—Airport Inn, Elkader. Please make reservations by May 20.

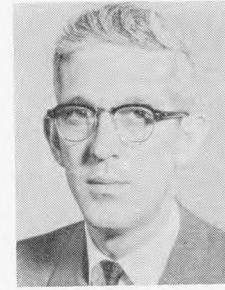
Investors Life Meeting

Charles E. Sinn was named chairman of the board of Life Investors of Iowa at the board of directors' meeting held recently. Ronald L. Jensen was re-elected president. In a meeting held the same day, the board of directors of the Investors Life Insurance Company of Iowa named Theron P. (Tommy) Thomsen as vice president of the Credit Life Department. Sam E. Orebaugh was re-elected president of Investors Life.

New Fed Representative

Examiner Frank C. Henderson has been selected by the Federal Reserve

Bank of Chicago as a replacement in Iowa for Jim Buster, deceased. Mr.



F. C. HENDERSON

Henderson was a member of the examining force of the Federal Deposit Insurance Corporation for seven years before joining the staff of the Reserve Bank in November, 1956. Mr. Henderson is a native of Jefferson, Iowa, and a graduate of the State University of Iowa. He was employed for two and one-half years by the Iowa State Bank and Trust Company, Iowa City, Iowa, before moving to the Chicago area in 1949.

20th Anniversary

William Zunkel, president of the Palo Alto County State Bank, Emmetsburg, celebrated his 20th anniversary with the bank last month.

Joining the bank in April, 1941, Mr. Zunkel has had experience as a bank examiner, as well as having held bank positions at Denver and Leon in Iowa.

Welcome

Greetings "Hello" WELCOME

... to Elkader
for your
**GROUP 4
Meeting**
**Wednesday
May 24**

We are looking forward to serving you as hosts at your annual
Group 4 meeting

—THE CLAYTON COUNTY BANKERS ASSOCIATION—

Community Savings Bank, Edgewood	Luana Savings Bank, Luana
Central State Bank, Elkader	First State Savings Bank, McGregor
Farmersburg Svgs. Bank, Farmersburg	Union State Bank, Monona
Garnavillo Savings Bank, Garnavillo	Union Bk. & Tr. Co., Strawberry Point
Security State Bank, Guttenberg	Volga State Bank, Volga

Clear Lake Hosts Group 3

AN ALL-STAR variety show headlining acts from New York and Hollywood, boat rides on Clear Lake, and dancing to the music of the Jules Herman Orchestra are several of the outstanding entertainment features scheduled for the annual meeting of Group Three at Clear Lake, Iowa, May 25.

Other interesting features will be a talk by the publicity director of the new Minnesota Twins American League baseball team and an address by Dr. R. C. S. Young, lecturer and writer, from Birmingham, Mich.

Following is the complete program:

Group 3, Clear Lake, May 25

- A.M.
10:00 Registration—Lobby, Surf Ballroom.
- P.M.
12:30 Special noon luncheon for the ladies at the Lakeshore Hotel. Style show and other entertainment also scheduled.
- 1:30 Call to Order—Mark A. Arneson, chairman, Group Three, and president, Clear Lake Bank and Trust Company.
Invocation.
Welcome—E. L. Secory, mayor

of Clear Lake.
Response.

Banking in the Sixties—Ralph Eastburn, president, Iowa Bankers Association, and president, Iowa State Bank & Trust Company, Fairfield.

Remarks — Joe H. Gronstal, state superintendent of banking, and president, Carroll County State Bank, Carroll.

Some Observations—Minnesota Twins baseball team publicity director.

Address — “Business Morality and Public Trust,” Dr. R. C. S. Young, Birmingham, Mich.

Report—Glenn L. Ingle, state director, Savings Bond Division, Des Moines.

Remarks—Frank Warner, secretary, Iowa Bankers Association, Des Moines.

4:00-4:30 Boat rides on Clear Lake (weather permitting).

5:00-6:15 Social Hour—Marine Balcony, Surf Ballroom.

6:30 Smorgasbord banquet. Entertainment. Door prizes will be awarded during intermission.—End.

1961 Directory Available

Copies of the 1961 edition of the Iowa-Nebraska Bank Directory are available from NORTHWESTERN BANKER and distribution of advance orders is nearly complete.

Information in the directory includes names of officers, county in which the bank is located, population, year established, phone numbers, A.B.A. transit number, capital, surplus, undivided profits and reserves, cash resources, deposits, loans and discounts, government bonds and other securities, correspondents and towns in which offices are located.

Mercantile Baseball Party



BASEBALL PARTY—Mercantile Trust Company, St. Louis, staged its seventh annual baseball party for correspondent banks last month. Nearly 900 bankers from as far away as California attended. A dinner was given in the Chase Club of the Chase Hotel, followed by a trip via chartered buses to Busch Stadium for the Cardinal baseball team's opening game with Cincinnati. Mack Aldrich, head of the banks and bankers department, and his “men from Mercantile” were hosts. Shown above are Iowa bankers attending the party. From left they are: **E. A. Ebersole**, v.p. & cash., St. Cent. Sav. of Keokuk; **Charles Atwell**, pres., Mt. Pleasant Bk. & Tr. Co.; **Mrs. Atwell**; **Vincent Cullen**, pres., Nat. Bk. of Burlington; **James Brown**, v.p., Mercantile Tr. Co.; **Mrs. Ebersole**, and **Walter Hein**, Mercantile Trust Company.

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Ways to Combat Fraud

"Emphasizing the fraud risk in banks is greater today than ever before."

Arthur J. Bows, partner, Arthur Andersen & Company, made this statement to the delegates attending the Eastern Regional Convention of NABAC, the association for bank audit, control and operation, in Atlanta.

Mr. Bows outlined a 13 point program to combat fraud and commented as follows:

1. Be certain that you are paying your people a wage commensurate with the living standard you expect them to maintain. Understand that inflation is probably taking from 3 to 5 per cent of everybody's income every year.

2. One of the most important things to do is to develop an honest and really fiduciary attitude towards bank funds . . . be scrupulous in the handling of your own affairs with the banks and meticulous in making loans.

3. Another important, but frequently overlooked way of finding out if any of the bank's people are dipping into the bank's till is to watch objectively their living habits.

4. Another important way to eliminate embezzlements is to cross-check loan officers on all large lines of credit.

5. Banks with high risk borrowers in their loan portfolio should use an independent audit of that borrower's affairs by a CPA whose report is circulated not only to the loan officer, but to the top management group.

6. Have financial statements of the bank prepared in such a way that key operating ratios will highlight possible defalcations.

7. Watch the relationship of loans

to deposits. Be sure statements show the relationship of loan to policy on loan percentages.

8. Realize the significance of what is said and done to loan officers at the time of loss. Many loan officers have gone astray because they felt management would be so hard on them when they have loan losses, they would rather be dishonest than face management.

9. Insist on vacations on the part of all employees for a long enough period that someone else really has to handle their work.

10. When a bank gets beyond the \$5-\$10 million size, it should develop an internal audit program and plan to

spend from 1 to 2 per cent of its revenues for all types of audit programs.

11. Another way banks frequently get into difficulties is: They encourage officers to become active in civic and charitable affairs. Frequently, one ends up as treasurer. He then is in the position of being able to draw checks on their funds and, in effect, has opened a door to the whole control system. Require these bank statements be directed to an outside party.

12. Make periodic use of an outside audit by independent CPA's.

13. Be certain a fidelity bond of from 2 to 2½ per cent of total deposits, as recommended by most authorities, is in force.



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Winnebago County Bankers Association
Worth County Bankers Association

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County and Municipal Supplies

Group 2 to Okoboji

THE beautiful New Inn on West Okoboji Lake will be the site for the annual meeting of Group 2, Friday, May 26. Highlight of the program will be an address by Dr. R. C. S. Young, writer and lecturer from Birmingham, Mich.

Banks of Emmet County are hosts with F. T. Shadle, president, Iowa Trust & Savings Bank, Estherville, as chairman of the meeting committee.

Following is the program:

Group 2, The New Inn, May 26

A.M.

- 9:00-10:30 Registration — Convention Hall, The New Inn.
10:30 Business Meeting — Federation of County Bankers Association, Iowa Junior Bankers Association, officers and members of Group 2.

P.M.

- 1:30 Convention Hall, The New Inn.
Welcome — James Currell, vice president, Emmet County State Bank, Estherville.
Response and Remarks — G. K. Edge, president, Farmers Trust & Savings Bank, Spencer.
"Banking in the Sixties" —

Ralph Eastburn, president, Iowa Bankers Association, and president, Iowa State Bank and Trust Company, Fairfield.

Remarks — Joe H. Gronstal, state superintendent of banking, and president, Carroll County State Bank, Carroll.

Remarks — Glenn Ingle, state Savings Bond director.

Music — Mrs. Donna Lund, Estherville, vocalist.

Address — "Contagious Inspiration," Dr. R. C. S. Young, Birmingham, Mich.

Remarks — Frank Warner, secretary, Iowa Bankers Association.

6:30 Banquet — Convention Hall, The New Inn. — **End.**

Sponsors Quilt Show

More than 1,000 persons visited the Quilt Show at the community room of the Farmers Savings Bank, Kalona, last month. The show was sponsored by the bank as a community interest project, and a total of 150 quilts were on display.

As each visitor arrived he was

given a ballot and it was the visitors who selected the winners in the show, each casting a ballot for his choice as to design, workmanship and neatness. The first place winner was Mrs. Elmo Piper of Iowa City, whose entry was the Williamsburg pattern, embroidered in dark blue on white.

Prizes were as follows: 1. Sheet and pillowcase; 2. sheet and pillowcase set; 3. fitted mattress cover; 4. pillowcase; 5. sheet blanket.

To Present Flowers

Boutonnieres will again be given out to all persons registering for the 1961 Iowa Group Meetings by the American Lithographing and Printing Company, Des Moines, according to an announcement by Joe Hill, president.

A.I.B. Convention

THE advance program for the 59th annual convention of the American Institute of Banking, educational section of The American Bankers Association, was announced by Milton F. Darr, Jr., president of the Institute and vice president of LaSalle National Bank, Chicago. The convention will be held in Seattle, May 29-June 2, with headquarters at the Olympic Hotel.

Featured speaker at the opening session on May 29 is the Reverend William Hills, B.A., L.Th., Vicar of Cadboro Bay, Victoria, British Columbia.

Ben H. Wooten, president of the National Bank Division of the American Bankers Association, will address the second general session on Friday, June 2. Mr. Wooten is chairman of the board of the First National Bank in Dallas, Tex. He has been active in many capacities in the A.B.A. and is chairman of the Centennial Commission (for the observance of the 100th anniversary of the national banking system in 1963).

Something new for the convention program this year will be three concurrent workshop sessions.

A SIGN OF GOOD FELLOWSHIP

Welcome . . .

Annual Meeting of Group 2

FRIDAY, MAY 26, AT THE NEW INN
ON beautiful WEST OKOBOJI LAKE

YOUR HOSTS . . . The banks of Emmet County:

Emmet County State Bank, Estherville
First Trust & Savings Bank, Armstrong
Iowa Trust & Savings Bank, Estherville

Investors Life Insurance COMPANY OF IOWA

Serving Iowa Banks with Competitive

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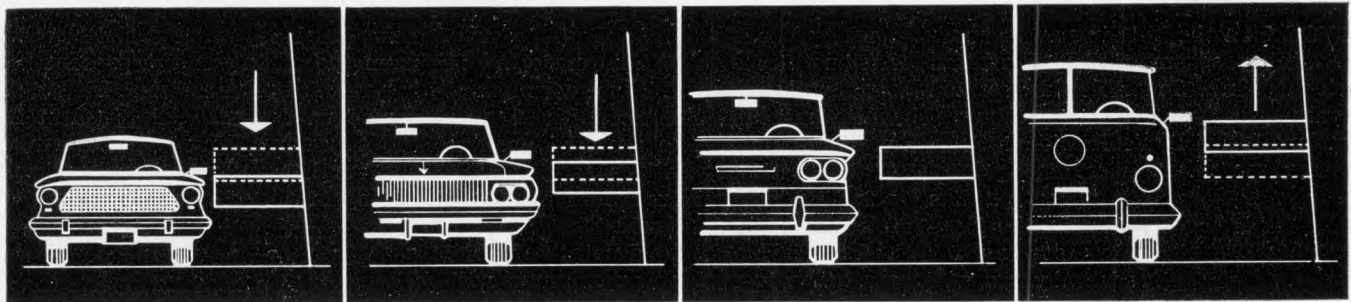
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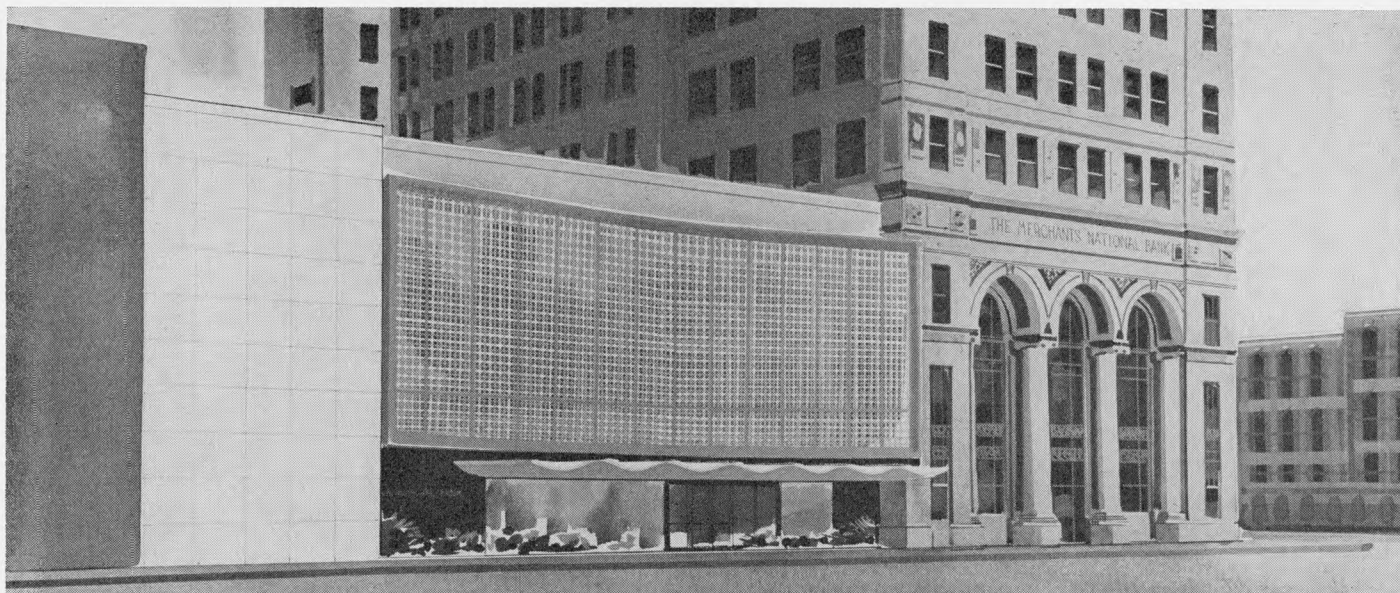
Bank.....

Address.....

City..... Zone..... State.....

DIB-1535

Northwestern Banker, May, 1961



NEW BUILDING to be located just west of present banking structure will include about 48,000 square feet of space. Exterior of present bank will not be changed.

Merchants National Starts Large Expansion Program

WORK on the building and remodeling program of the Merchants National Bank, Cedar Rapids, started recently, according to an announcement made by Bank President John T. Hamilton II. The expansion program, which has been in the planning stages for several years, will enlarge all present bank departments and create a new Electronic Data Processing Center.



J. HAMILTON II

The new IBM Data Processing equipment will permit more rapid processing of checks and other bank paper, providing greater efficiency in handling bank transactions.

The exterior of the present bank will not be changed, except for remodeling the entrances. The new building, just west of the present bank structure, will include approximately 48,000 square feet of space. The first floor will have a recessed front to permit the use of decorative planters. Electro-magnetic doors or a heat curtain will be installed, and the west end of the glass front will be a sliding panel to permit entry of automobiles, boats and other large pieces of equipment for display in the west end of the bank lobby.

The present bank building is a grey Indiana limestone. The masonry of the new building will be a warm grey white matched marble with darker green veining. The recessed portion of the first story will be veined black marble which will make an excellent foil for the incised gold leaf lettering and the foliage in the decorative planters. The free standing columns will also be in the same black marble. The entrance of the new building is to be defined by a red orange veined marble from the east free standing column back into the building.

The large window areas on the second and third floors of the new building will be protected from direct rays of the sun by an ornamental metal screen. This screen will be in bright bronze finish but the exposed framing and metal frame that surrounds the screen will be in a dull bronze finish.

Heated sidewalks will be constructed in front of the new building.

Interior Renovation

Interior remodeling and rebuilding plans call for a complete renovation of the bank's present first floor. The portion now in use will be joined to the first floor of the new building. Modern lighting, both shadowless and shadowed, will be used for efficiency and to enhance the beauty of the main floor.

The color used in the interior of the

new building will take its scheme from the ceiling in the present banking room, but will be carried out in a modern design. Colors taken from the present ceiling will be enriched and emphasized in the gold and white ceiling of the new structure.

In remodeling the present main floor of the bank, brilliant colors will be used in the tellers' islands, accented by the use of teak, travertine and black marble deal plates.

Furniture throughout the structure will be in teak, marble and stainless steel. The leather and wool upholstery will range in color from burnt orange to nasturtium with black and beige. Accents of brassy green to blend with the plants and trees in the decorative planters will be used for accent.

First Floor

Central feature of the first floor will be a large, modernistically designed island. Located in the center of the lobby, this area will house the checking, savings and note tellers, with operational officers located near the island. A modern escalator will run from this area to the safe deposit area.

Enlarged departments for handling new accounts, installment and mortgage loans will be located on the first floor.

The installment loan department will contain a series of private confer-

ence rooms for the use of installment loan customers. "This department has experienced significant growth in recent years," Mr. Hamilton said, "and we are planning its facilities in the new section of the bank to provide easy access, convenience and privacy for our installment loan customers. The correspondent bank department will also be located in this area.

Customer Rest Areas

The former paneled conference room of the bank will be converted into a comfortable waiting room for bank customers. Additional rest areas will be scattered through the lobby. These will be tastefully decorated with an extension into the bank of the modernistic planters used in the recessed exterior.

Eighteen customer service desks will be located in the bank lobby near the tellers' island. Some of these desks will be equipped with adding machines for public use. Arranged in units of two, these desks will afford privacy and convenience to customers writing checks, preparing deposits or compiling other data for a bank transaction.

New Services

A new information center will be located in the main lobby at a point easily accessible from any bank entry.

A stairway leading to the public rest rooms on the landing just below the first floor will also go to the safe deposit area.

Two new elevators will be installed in the main lobby of the bank. One in the north end of the new building will be kept in service 24 hours a day to provide access to the new Electronic Datacenter. The other in the remodeled lobby will be located in the tellers' island and will be for bank employees only. The elevator at the south end of the present bank lobby will also be retained for customer use.

The present elevators in the building lobby at the north of the bank will be replaced by faster, automatic ele-

vator cars. A receptionist will be on duty in the lobby to assist in the operation of these elevators when desired.

Second Floor

Five elevators, including those in the building lobby, and the two in the main bank lobby, and an escalator will connect the first floor with reception areas on the second floor. Here the architectural lines of the first floor and the decorative planters will be continued. The offices of the chairman of the board, president, and other executive officers of the bank will be on the second floor of the new building, along with the board of directors' meeting room. The trust officers and trust department staff will also use the facilities on this floor.

The switchboard, located in the northwest corner of the second floor, will permit the operator a partial view of the main banking lobby and the second floor. This will facilitate the handling of incoming and inter-bank calls.

Data Center

The new Electronic Data Processing Center being installed by the Merchants National will have its home on the third floor of the new building. This will include Magnetic Ink Character Sensing Equipment which can "read" and act on data printed in magnetic ink on paper. It will scan and interpret information on checks and bank documents, such as amounts, check routing and customer account numbers.

This Magnetic Ink Sorter, combined with the IBM Series 1400 Data Processing System, will automatically sort checks for all the bank's checking account customers, perform all the necessary accounting work, and print the customer's monthly statement, all at unbelievable electronic speeds.

Although primarily designed to handle the ever mounting load of bank paperwork, this electronic system will also be available to business, industry and the professions in this area on an economical hourly rental basis. In-

stallation plans for the department include rooms for programming and customer use.

Employee Lounge

The third floor will also contain an employee lounge. In a desire to make working conditions as modern and pleasant as possible, the bank has designed this lounge for comfort and relaxation. The decorative planters will be continued here and a coffee bar will be installed. Adjacent to the lounge, the bank plans to install rest rooms for both men and women employees which will be equipped as first aid centers. The personnel manager and his staff will also be located on this floor.

Each floor of the new structure will include employee rest rooms. These will be equipped with lockers for employees on the floor. Wardrobes, concealed by sliding panels, will be installed throughout the building. A special passageway will be built on each floor to contain current records pertaining to operations located on that floor.

Rental Space

Since the bank's operations will not require the full space provided by the expanded third floor, the building management anticipates having some rental space available in this section of the bank.

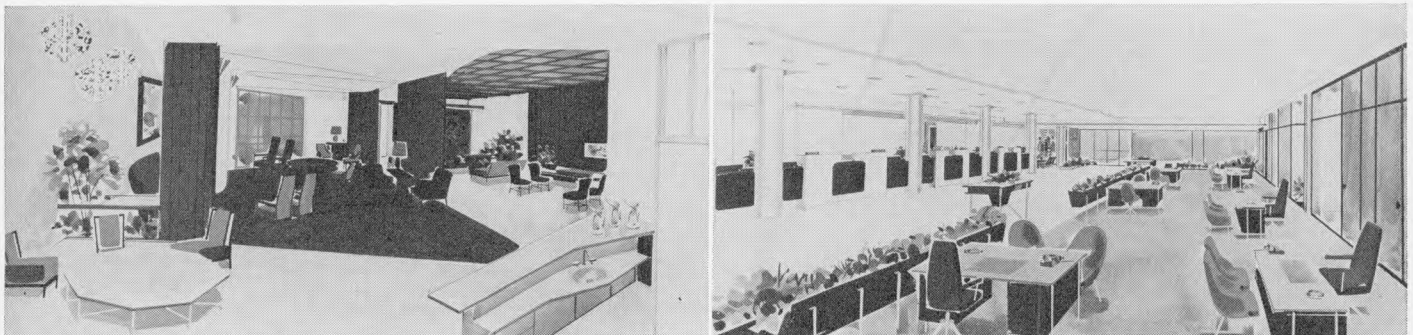
The basement will be completely rebuilt and remodeled. The present vault will be converted to the use of the safe deposit department, giving that department an expanded area of operation.

A larger vault will be built for cash, bank and trust securities, with a security partition dividing each section.

This newly rebuilt basement will contain a fireproof record vault, leading to the passageway where current records will be kept. Additional space in the basement area will make it possible for the bank to install rental

MERCHANTS . . .

(Turn to page 116, please)



ARCHITECTS DRAWINGS—New employee lounge on third floor of new building is shown at left. View of main banking lobby, to be located in new section, is shown at right.

Des Moines News



THE annual spring conference of the Missouri Valley Chapter of Robert Morris Associates will be held Friday, May 12, at the Savery Hotel in Des Moines.

Featured speakers will include **Clarence L. Landen**, president and general manager, Securities Acceptance Corporation, Omaha, Nebraska; **Larry R. Chamberlin**, comptroller, Iowa-Des Moines National Bank, Des Moines; **Robert Keehn**, vice president, Frye Manufacturing Company, Des Moines; **John A. Sweeney**, vice president, Northwest Bancorporation, Minneapolis; **Louis Nussbaum**, senior partner, Peat, Marwick, Mitchell & Company, Des Moines; and **Morey Sostrin**, president, Younker Brothers, Inc., Des Moines.



L. R. CHEMBERLIN

Allon E. McGlothlen, assistant vice president, Valley Bank and Trust Company, recently was elected to a three-year term on the board of directors of the Des Moines Community Drama Association. **David G. Wright**, vice president and cashier, Northwest Des Moines National Bank, was among those re-elected for three years.

Mr. and Mrs. Baudette J. Smith, parents of **Dale C. Smith**, vice president, Central National Bank and Trust Company, were killed in a two-car collision near Van Meter, Iowa, last month. The Smiths had been residents of West Des Moines for the past 43 years.

Bank debits in Des Moines for the first three months of 1961 were \$1,612,780,000 as compared with \$1,585,953,000 for 1960. These figures, considered to be one of the most im-

portant used to gauge business, indicate an improving business trend for 1961.

Des Moines' four largest correspondent banks reported the following total deposit figures following the April 12 call:

Iowa-Des Moines	
National Bank ..	\$138,278,353.45
Central Natl. Bank	
& Trust Co.....	118,631,182.26
Bankers Trust Co. .	73,693,256.62
Valley Bk. & Trust	
Company	28,932,925.17

John D. Hunt, assistant cashier of the Iowa-Des Moines National Bank, has been assigned to the correspondent bank department, according to an announcement by Calvin W. Aurand, president.



J. D. HUNT

Mr. Hunt joined the bank in October, 1955, and has worked in the bond department for the past five years. He was elected as an assistant cashier in January, 1960.

A native of Churdan, Iowa, Mr. Hunt graduated from Drake University in Des Moines in 1953, and served two years in the United States Marine Corps. His father, Joseph Hunt, is executive vice president of the First State Bank, Churdan.

Frank J. Tamse, vice president and cashier, Capital City State Bank, attended a recent Federal Reserve Bank meeting in Chicago.

In other news from Capital City State Bank, **Richard C. Lee**, vice president, served on the program committee for a meeting of the Ninth District of the Advertising Federation of America in Des Moines last month. Mr. Lee introduced **Dr. James E. Van**

Allen of the University of Iowa physics department as the featured speaker.

Rolf O. Wagner, chairman, Capital City State Bank, last month announced the promotion of four persons to assistant cashiers. They are **Gerald J. Hagman**, **Bill J. Boyer**, **John A. Daup** and **Dean E. Minor**.

Mr. Hagman has been in the installment loan department for eight years. Mr. Boyer has been assistant chief teller for five years. Mr. Daup has



G. J. HAGMAN

B. J. BOYER



J. A. DAUP

D. E. MINOR

been the notes and collection teller for five years and Mr. Minor has been in the installment loan department for the past year after joining the bank as a bookkeeper in 1954.

Cyrus D. Kirk, vice president, and **Homer R. Jensen**, assistant cashier, Bankers Trust Company, attended the annual convention of the Independent Bankers Association held last month in Washington, D. C.—**End**.

Retires at Harlan

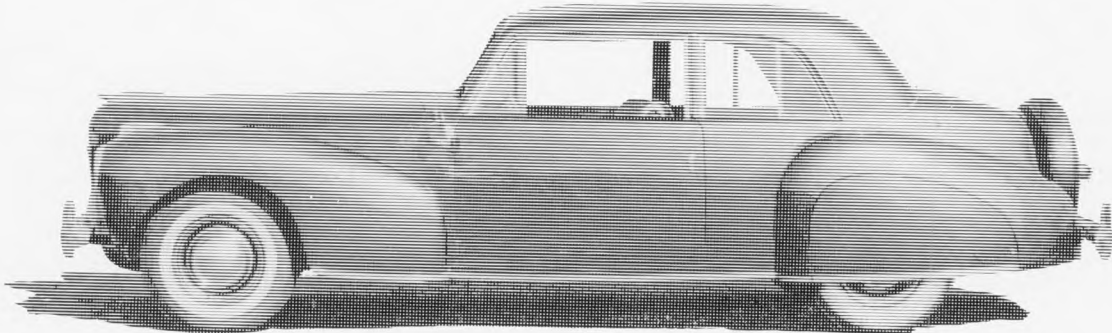
G. K. Swift, vice president of The Shelby County State Bank, Harlan, retired from active duty last month after completing 46 years with the bank. He will continue to serve on the board of directors.

Installment Conference

The 7th Annual Iowa Installment Lending Conference will be held September 10-12 at Hotel Kirkwood in Des Moines.

Conference dates were announced by U. Wendell Lowe, cashier of the Boone State Bank and Trust Company, following a recent meeting of the installment lending committee of the Iowa Bankers Association. Mr. Lowe is committee chairman.

No. 5 in a Series



1941 Lincoln Continental
Owner: Mr. and Mrs. Glen Dyer

CARS THAT MADE HISTORY

This 1941 Lincoln Continental is known among auto collectors as one of the finest examples in "classic" cars. Designed and built 20 years ago, its lines today are still considered excellent. In fact, the popularity of the "continental" design is perhaps even greater today than when this car was first built.

When this car was new, the Valley Bank had already been a part of Iowa banking history for 69 years . . . with progressive, forward-looking service to banks throughout the state.



F.D.I.C.

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Want to buy, either for cash or on contract, a two million dollar bank in southern Minnesota or northern Iowa. Write WVM, c/o Northwestern Banker, 306 15th Street, Des Moines, Iowa.

FOR SALE

Vault Door frame and fire door which had been in constant use until removed for expansion program in April. Also file cabinet, drawers, and book storage formerly used in the vault. Excellent condition. Write E. G. Freudenburg, Cashier, First National Bank, West Point, Nebraska.

POSITION WANTED

Young man, 31, with nine years banking experience, desires a position in a bank offering a progressive future. Married, two children. Write for further information to Peter L. Heintzelman, Lyons, Nebraska.

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 Oakland, Iowa

Northwestern Banker, May, 1961

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MERCHANTS . . .

(Continued from page 113)

archives to be made available to business firms and professional people in the building who may wish to store records there.

The basement will also contain the new employee assembly room, designed to seat 200 people. The room can be subdivided into smaller rooms by means of sliding walls. This assembly area may possibly be made available to other civic and cultural organizations in Cedar Rapids.

The bank marked its 80th anniversary March 22 of this year. It was originally located at the corner of Third Street and Second Avenue, directly across from its present Second Avenue entrance. In 1908 the bank moved to Second Street and Second Avenue at the site now occupied by Newman's store. Merchants National again moved in 1910, this time to the location of the present Guaranty Bank, where it shared the first floor of the building with the Cedar Rapids Savings Bank. From there the bank moved to its present location in 1926. In business volume, the Merchants National Bank has grown from deposits of \$318,000 in 1886, the fifth year of its operation, to \$105,000,000 in deposits for 1960.—End.

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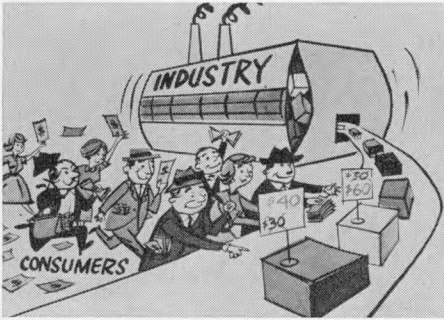
The Bankers' Market Place

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 NEW color filmstrip on banking, entitled "The Role of the Commercial Banking System," is being made available to member banks of the American Bankers Association by the A.B.A.'s public relations committee.

The new filmstrip was produced by the Joint Council on Economic Education, New York City, for the public



NEW A.B.A. FILM

relations committee. It is designed primarily for use in senior high schools and in beginning economics courses in colleges. It consists of 111 frames and is accompanied by an illustrated booklet of the script with supplementary material for the teacher.

The A.B.A. will handle all sales to banks, but will not make direct distribution to schools.

Part I of the filmstrip deals with the history of banking. Bank services are covered in Part II, and Part III deals with banks as an integral part of the American economy. The sections can be used as a unit or separated in different courses of study. A.B.A. member banks may purchase the filmstrip at \$7 a copy from the Department of Printing, The American Bankers Association, 12 East 36th Street, New York 16, N. Y.

* * *

MARVIC ADVERTISING CORPORATION, Brooklyn, N. Y., recently announced a compact compen-

dium of over 500 advertising specialties and promotion items they have available. Listed specialties range from a penny each in quantity up to \$30 each.

* * *

WE RECENTLY learned of a very helpful booklet for planning farm property transfers. Although the booklet is designed for Iowa farm families, it contains information of value to rural bankers in every area.

The booklet outlines the various methods available for transferring farm property to heirs and can be used to stimulate interest in your bank's trust facilities.

Copies are available from Extension Department, Iowa State University, Ames, Iowa. Just ask for Bulletin P125.

* * *

GUIDANCE for bankers in financing the development of irrigation systems is presented in a new manual, "Water and Irrigation," published by the American Bankers Association. The manual was prepared at the direction of the agricultural committee.

Part I of the manual deals with historical and technical data relating to water uses, public and private assistance, legal problems, system design, etc. Background material in this section was prepared by Guy O. Woodward, engineering experiment station,

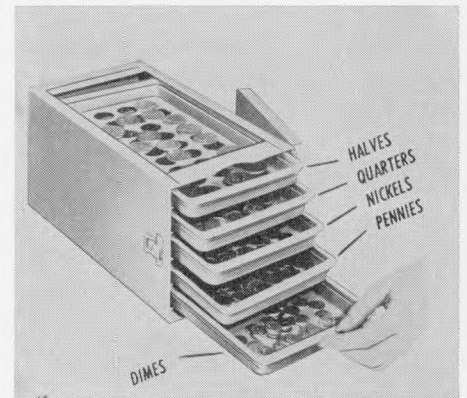
Utah State University, and Wayne D. Criddle, state engineer of Utah.

The financing of irrigation systems is treated in Part II.

The manual is available to A.B.A. member banks through the department of printing, The American Bankers Association, 12 East 36th Street, New York 16, N. Y. The cost is \$1.

* * *

BLOCK AND COMPANY, INC., of Chicago is now manufacturing a new "Kwick-Sort" coin sorter which sorts loose coins up to 20 times faster than hand methods. By actual tests it sorts up to \$50 in mixed coins in only 20 seconds.



EASY SORTING

Mixed coins are poured through the open top of the sorter, then with just a few seconds of shaking in a rotary motion, coins drop through the various size holes in each color-keyed tray.

SENT TO YOU BY **Jasper County**
NEWTON SAVINGS BANK IOWA

THE FARM PICTURE for April 1961

FAT CATTLE—These dropped from 75¢ per lb. to 65¢ per lb. in early March, then rose to 70¢ per lb. by late March. At this price you will get a good return on your investment.

CATTLE ON FEED, JAN. 1

THE FARM PICTURE—outstanding choice of outstanding bankers—is a modern newsletter devoted to the highest traditions of full service banking. Farmers prefer the picture over similar services—by a ratio of more than 2 to 1. The Picture sells bank services by helping farmers understand how to use their bank more efficiently. If farmers are important to your bank, please let us send complete information. Earl F. Crouse, president, Farm Business Council, Inc., Dept. 41, P. O. Box 221, Urbana, Ill.

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In the DIRECTORS' ROOM



That's a Relief

"Can I have the afternoon off to go shopping with my wife?" asked the employee.

"No," answered the employer.
"Thank you, sir."

Take Your Choice

Minister: Friends, I have a \$50 sermon that's 30 minutes long, a \$25 one that's only two hours long and a \$10 one that's three hours long. We will now take up the collection to see which it will be.

Labor-Management

The office boy dashed out of the office toward the restaurant across the street to get a pack of gum.

About two hours later, he came back with his arm in a sling, bandages all over his head and face and a visible limp.

"Where have you been?" inquired his boss.

"Well, you see, Sir, I was hit by a car."

"And that took two hours?"

No Bet!

"I've got two bits that says I can kiss you so fast you won't even know what happened," said the cowboy.

"And I've got a buck that says you can't," said the beautiful newly-married Indian girl.

We Learn Late

The young man had just told his employer he couldn't possibly get married on the salary he was getting.

The employer, a wise man in many ways, said, "Son, some day you'll thank me for that!"

Naturally

A man was walking down the street when he saw some little green men stroll out of a space ship. Then they started looking at the ground with magnifying glasses.

The man grew very curious and finally went up to one of the little green men and asked him what they were looking for. Very nonchalantly the little man said, "Little green women."

Adam Had 'Em

"Why do you have an apple for your trademark?" asked a client of his tailor?

"Well," replied the tailor, rubbing his hands, "if it hadn't been for an apple, where would the clothing business be today?"

A Real Friend

Night after night for months, the customer came into the bar and ordered two martinis, finishing one right after the other. The bartender said, "Say, Buddy, why didn't you get a double martini?"

"Well," replied the customer, "I am drinking one for a friend and one for myself."

The same procedure continued until about two weeks later when he came in and ordered only one.

"What's the deal?" inquired the bartender.

"Well, I'm on the wagon. This one," he said as he sipped the single martini with delight, "is for my friend."

Can't Risk That!

One doubter approached a minister who was just completing a baptism service at the edge of the river. "Say," he said, "is that true what you just said about Jesus walking on the water?"

"Yes," replied the preacher, "it certainly is."

"And isn't it true that you said anyone who had enough faith could do the same thing?"

"Yes, that's what I said."

"Why don't you do it, then?"

"I'll tell you why, Mac. I'm afraid some crazy fool like you might try to follow me."

"Vice" President

Three young men at the golf course were unable to find a fourth when they noticed a white-haired old fellow hobbling into the club house. In desperation the three asked the old guy to complete their foursome.

At the end of the round, all of the young fellows had been soundly trounced by their guest, and one of the losers was moved to ask, "Look here, Old Timer, how in the world do you manage to stay in shape and play golf so well in your declining years?"

"Well," said the aged one, "every morning I drink at least a pint of bourbon, and after work each day I chase all manner of women and drink at least another fifth."

"That's amazing," exclaimed the questioner, "and how old are you?"

"Oh, I'm going on twenty-six now."

CONVENTIONS

May 9-12, Group Meetings in Southern Iowa.

May 11-13, South Dakota Bankers Association, Annual, Sheraton-Johnson Hotel, Rapid City.

May 23-26, Group Meetings in Northern Iowa.

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 14-16, Nebraska Bankers Association Bank Management Clinic, Doane College, Crete.

June 15-17, Wyoming Bankers Association, Annual Convention, Jackson Lake Lodge, Wyoming.

June 22-24, Colorado Bankers Association, 60th Annual, Hotel Colorado, Glenwood Springs.

June 22-24, Montana Bankers Association, Annual Convention, Jackson Lake Lodge, Wyoming.

July 9-22, FPRA School of Financial Public Relations, Chicago Campus, Northwestern University, Chicago.

September 11-13, NABAC 37th annual national convention, Conrad Hilton Hotel, Chicago.

October 9-12, National Association of Bank Women, 39th Annual, Sheraton Hotel, Rochester, N. Y.

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.

November 26-30, FPRA 46th Annual, Americana Hotel, Bar Harbour, Fla.

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The benefits are even greater when you use our new Direct Notification Plan with our round-the-clock mail pick-up and night transit service.

For complete information on how our new Direct Notification Plan can serve your bank better, just drop us a line.

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