

NORTHWESTERN *Banker*

**JUNE
1962**



Reports on Personal
Inspections are Part of:

EFFECTIVE FARM CREDIT FILES

—Survey—Page 29

Fred Smith, Vice President
and Senior Loan Officer



Norbert Dautremont, Vice President,
New Accounts, Savings Department



Ray Orr, Assistant Cashier,
Mortgage Loan Department



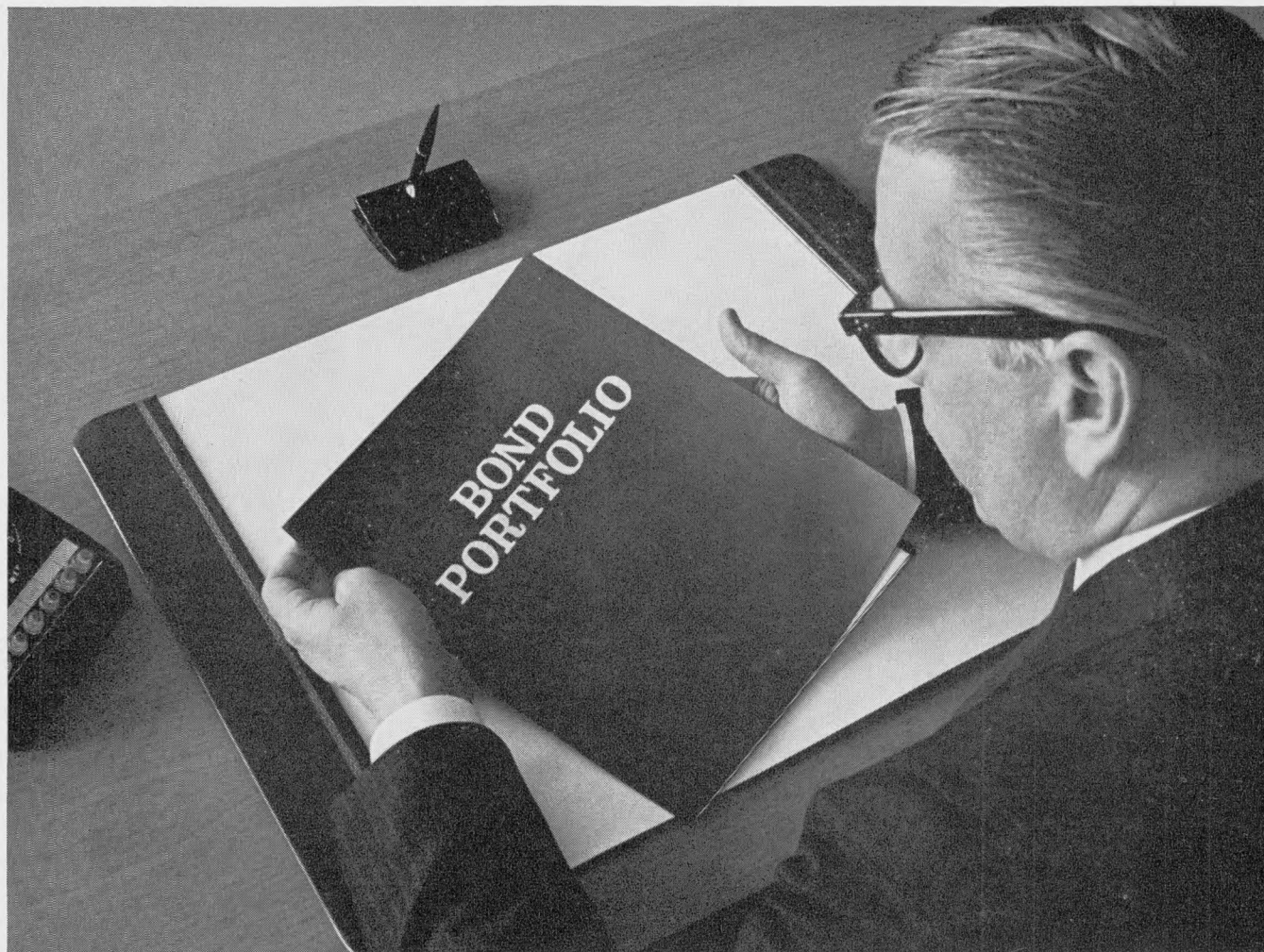
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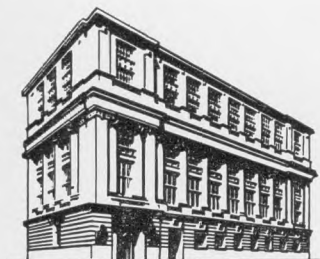
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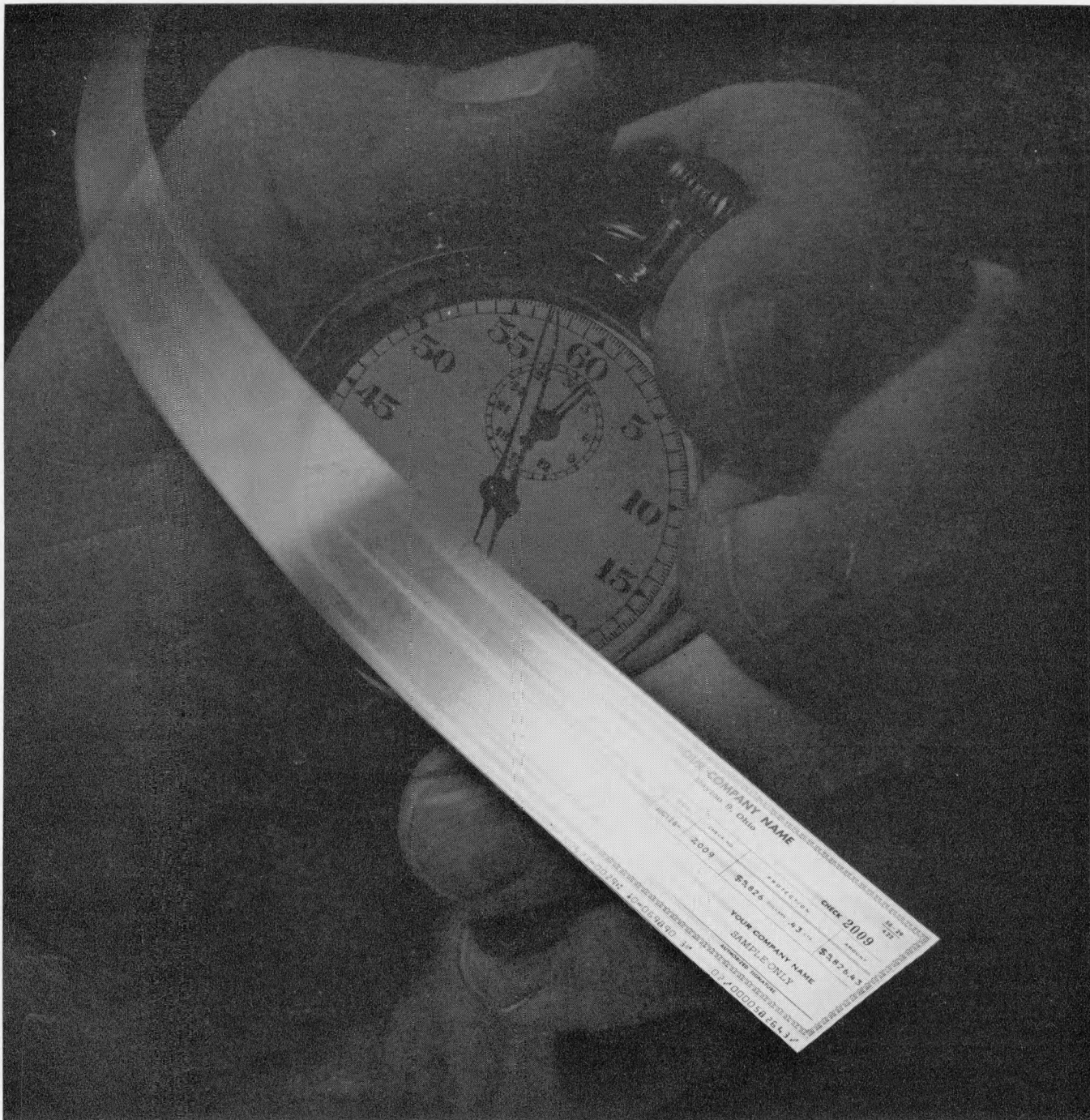
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Northwestern Banker, June, 1962

In This Issue . . .

■ At many farm banker conferences the subject of farm credit files frequently is discussed. Because so many readers have expressed an interest in this subject, a special report has been prepared for this issue under the title, "Effective Farm Credit Files." This exclusive, five-page survey starts on page 29. Credit file forms used by banks are shown in this article.

■ A second feature explaining what it costs one bank to run its farm department may be read on page 34 under the title, "Successful Farm Service Department." Farm bankers will find this story valuable since it gives a breakdown of various departmental expenses.

■ A third farm feature is titled, "Investing in Profitable Farm Loans."

■ In addition, readers will find convention programs for state bankers' conventions to be held this month in Minnesota, Montana and Wyoming.

CONVENTIONS

June 5-6, Minnesota Bankers Association, 72nd Annual Convention, Leamington Hotel, Minneapolis.

June 11-12, Stonier School of Banking, Rutgers University, New Brunswick, N. J.

June 14-16, Montana Bankers Association, 59th Annual Convention, Many Glacier Hotel, Glacier National Park, Montana.

June 14-16, Wyoming Bankers Association, Annual Convention, Jackson Lake Lodge, Moran.

July 12-14, Central States Conference, Annual Meeting, Glenwood Springs, Colo.

August 6-24, National Trust School, Northwestern University, Evanston, Ill.

September 23-26, American Bankers Association, 88th Annual Convention, Atlantic City, N. J.

October 11-12, Nebraska Bankers Association, 65th Annual Convention, Cornhusker Hotel, Lincoln.

October 14-17, Robert Morris Associates, 48th Annual Conference, Waldorf-Astoria Hotel, New York.

October 14-18, FPRA, 47th Annual Convention, Chalfonte-Haddon Hall Hotels, Atlantic City, N. J.

October 21-24, Iowa Bankers Association, 76th Annual Convention, Hotel Fort Des Moines, Des Moines.

October 21-23, ABA Regional Mortgage Workshop Meeting, Hotel Leamington, Minneapolis.

October 22-24, NABAC, 38th Annual Convention, Americana Hotel, Bal Harbour, Fla.

November 8-9, Mid-Continent Trust Conference, 31st Annual Meeting, Hotel Drake, Chicago.

November 12-13, National Agricultural Credit Conference, 11th Annual Conference, Sheraton-Fontenelle Hotel, Omaha.

NORTHWESTERN Banker

Oldest Financial Journal West of the Mississippi

for your JUNE, 1962, reading

68th Year No. 899

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NORTHWESTERN BANKER

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Northwestern Banker, June, 1962



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Northwestern Banker, June, 1962

New Top Executives

In anticipation of his retirement as chairman of the board of The Bank of California in 1963, Elliott McAllister announced recently the elevation of Edwin E. Adams to the newly created post of vice chairman, and the designation of Charles de Bretteville as president, effective June 1.

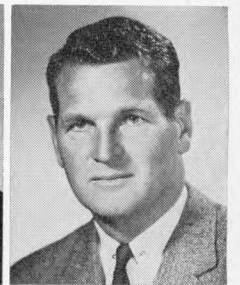


E. McALLISTER

Mr. Adams has been associated with the 98-year-old Bank of California since 1919, and has been serving as president since 1956. As vice chairman of the board, Mr. Adams will also serve as chairman of the management committee.



E. E. ADAMS



C. deBRETTEVILLE

Mr. de Bretteville has been intimately associated with the affairs of The Bank of California for the past ten years as a director, and has served as chairman of the discount, and examining committees of the bank.

Mr. de Bretteville is a graduate of Stanford University and for 12 years has been president and chief executive officer of Spreckels Sugar Company. He serves on the board of Safeway Stores and will continue as a director of Spreckels Sugar Company.

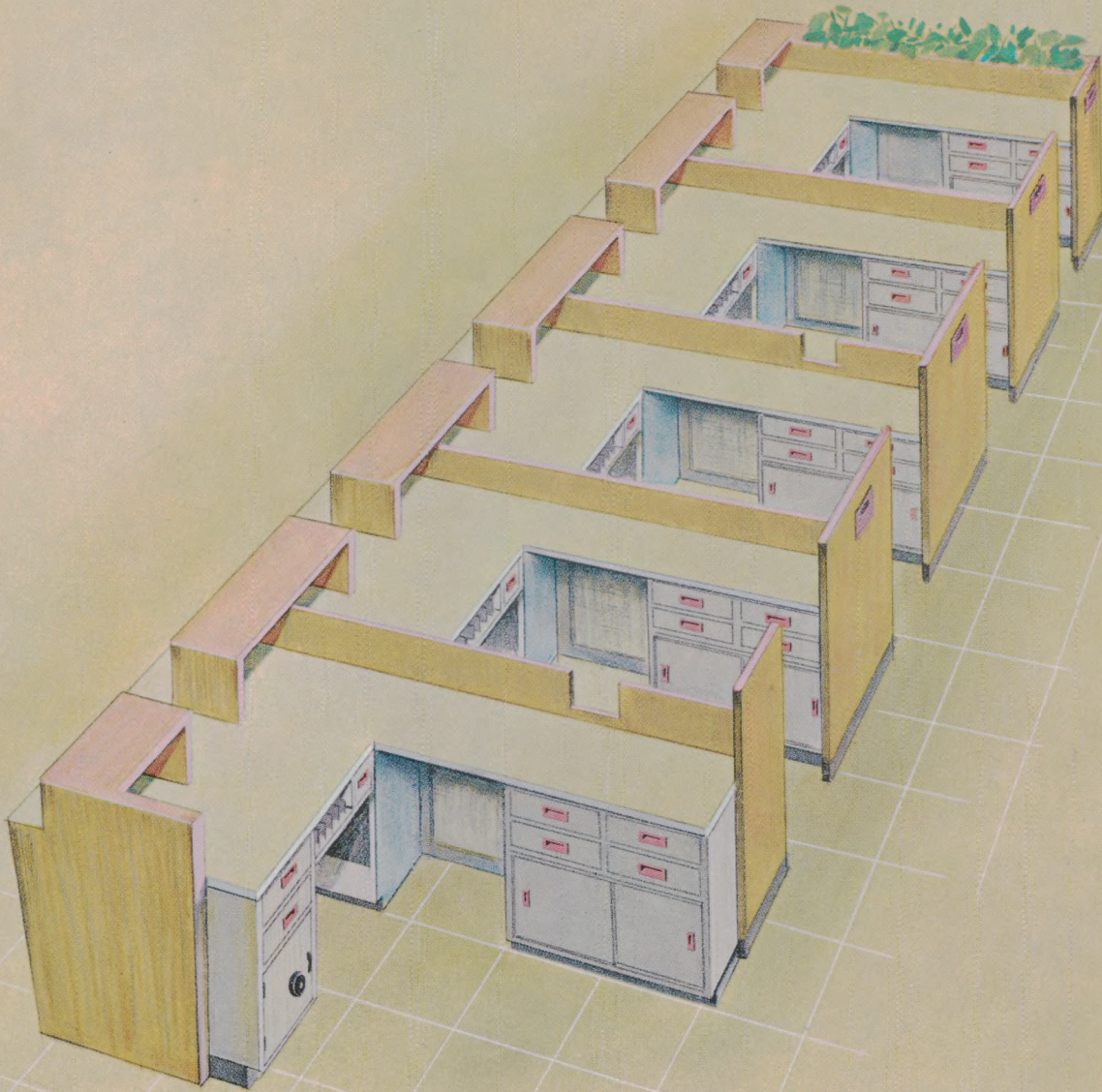
Chicago Banker Retires

William Fuller Gregson has retired as a vice president in the commercial department of Continental Illinois National Bank and Trust Company, Chicago.

Executive Promotion

First National City Bank, New York, has announced the appointment of Edward L. Palmer as vice president.

Mr. Palmer heads up the bank's business in 26 western states including Alaska and Hawaii, under the supervision of J. Howard Laeri, executive vice president in charge of the National Division.



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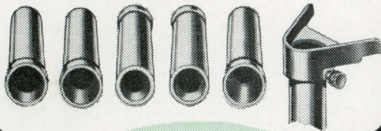
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MANUAL COIN COUNTER for use with TUBULAR WRAPPERS

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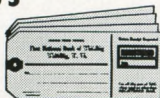
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Mercantile Executive Change

JAMES E. BROWN, vice president of the Mercantile Trust Company, Saint Louis, has been named head of the banks and bankers department, succeeding Mack A. Aldrich, vice president. Mr. Aldrich will head the business development activity of the bank.



M. A. ALDRICH

J. E. BROWN

Mr. Aldrich, who has a wide background of financial activities, has been with the bank since September, 1953, when he assumed charge of its Banks and Bankers department. As part of his new duties, he will continue working with many major correspondent bank accounts in metropolitan areas and financial centers throughout the nation.

Mr. Brown, a native St. Louisan, attended schools here, including City College of Law and Finance. He is a graduate of the Central States School of Banking, Madison, Wisconsin, and the Illinois Bankers School, at the University of Southern Illinois. He recently served as a national field advisor of the Small Business Administration.

He came to the bank in 1945 and served in the Installment Loan department as credit manager until 1950. Since 1954, he has serviced the Illinois, Indiana, Kentucky and Iowa correspondent accounts.

Harris Bank Purchase

The Harris Trust and Savings Bank has contracted to purchase the Borland Building, located at the southeast corner of La Salle and Monroe Streets, it was disclosed in Chicago.

The acquisition covers title to both the 18-story building and its site, which fronts approximately 190 feet on La Salle Street and 50 feet on Monroe Street, where it adjoins the quarters presently occupied by the bank.

Stanley G. Harris, chairman of Harris Bank, indicated that acquisition of the property will make provision for requirements of the bank as they may arise in the future. The building will continue to be operated as at present.

With the acquisition of the Borland

Building, the Harris Bank will own the complete frontage on the south side of Monroe Street between Clark and La Salle Streets extending south to the alley which separates the Harris property from the Field Building.

Joins Merrill Anderson

Jerry R. Germaine, who was in charge of promoting retail services of the Continental Illinois National Bank and Trust Company of Chicago, joined the Merrill Anderson Company, Inc., New York advertising agency on May 14 as Account Executive.

Mr. Germaine was advertising manager of the City National Bank of Chicago prior to its merger with Continental Illinois.

Displays Scale Model

First National Bank in St. Louis recently displayed in its lobby a scale model of the stainless steel Gateway Arch that will dominate St. Louis' Jefferson National Memorial Park on the banks of the Mississippi.

The model arch was constructed to scale—one foot to 60 feet—by the American Society of Civil Engineers, student chapter, Washington University.

The finished monument, which will be 630 feet high, will be the country's tallest, surpassing the 555-foot Washington Monument in the nation's capital. At ground level the span will also be 630 feet. It was designed by the late Eero Saarinen to celebrate St. Louis' historic role as "the Gateway to the West."

Chicago Promotions

The following executive changes have been announced by the First National Bank of Chicago:

Bentley G. McCloud, Jr., vice president, who has been in charge of the bank's commercial loan division "G," will head up the international banking department, succeeding the late R. Kenneth Newhall. Elmer A. Tittle, vice president in division "G," will succeed Mr. McCloud as head of that unit.

Thomas R. Williams, assistant vice president in division "A," was elected a vice president and transferred to division "E."

Mark H. Baxter and Stanley C. Golder, assistant cashiers of division "E," were elected assistant vice presidents.

Richard D. Flinn, assistant secretary in the trust department, was elected assistant cashier and transferred to the international banking department.



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For millions of people Christmas Club membership represents their first step in getting to know their local financial institution. They learn the value of saving on a regular weekly basis, then take the next logical steps toward financial security by using other services you offer.

This mother and daughter, for example, have already learned how their financial institution can help them by using a loan service and a Vacation Club. Now they are taking a fourth step, protecting their valuable papers and prized possessions in a private safe deposit box.

Through week-by-week contact your customers and their children develop confidence in you and

an understanding of the services you offer. Christmas Club membership makes this contact possible, and Christmas Club a Corporation encourages the additional steps necessary to build a sound financial future for your customers, and for the entire community. “Getting to know you” means good friends; it also means good business.

Won't you get to know us and the services we offer that help your customers “get to know you?” Just drop a note and we will arrange for a staff member in your area to contact you. No obligation, of course.

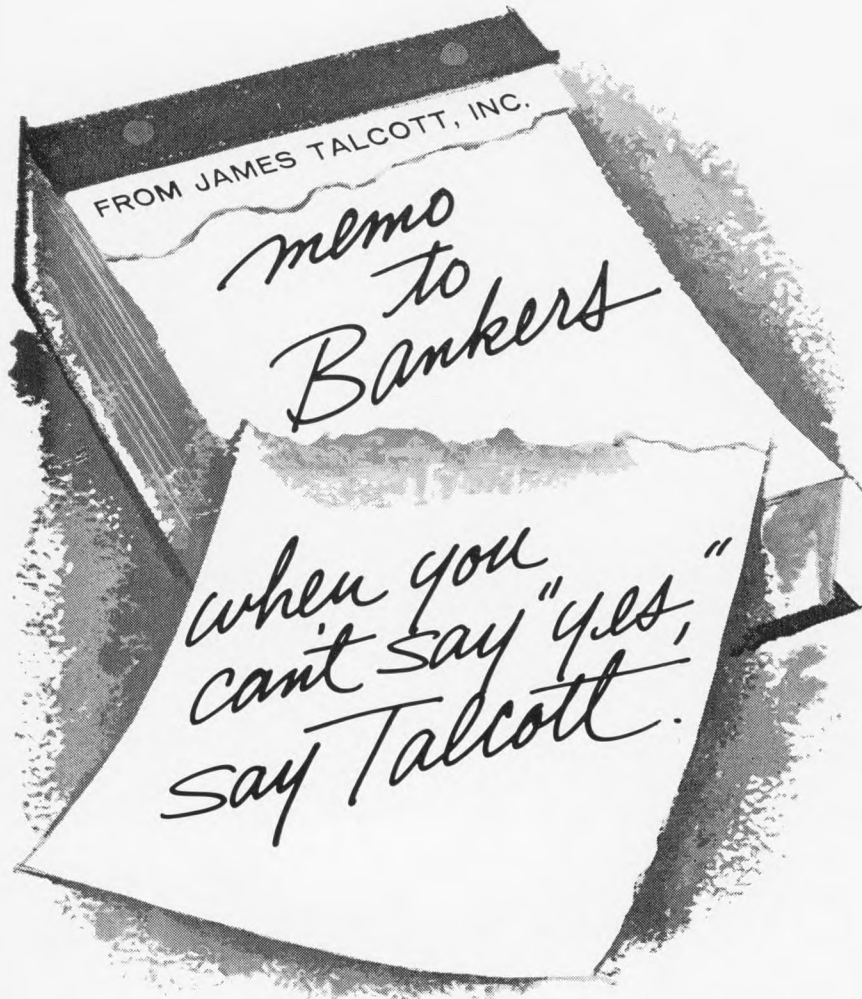
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Northwestern Banker, June, 1962



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Heads Diebold Division

Edward I. Acker has joined Diebold, Incorporated, as general manager of the company's expanding teller counter equipment line. The announcement of Mr. Acker's appointment was released by Raymond C. Koontz, president of the century-old office and bank equipment manufacturing company.



E. I. ACKER

Mr. Acker, a noted figure in the metal office equipment industry, was formerly general sales manager of Watson Manufacturing Company.

His responsibilities at Diebold, Incorporated, include supervising both the production and sales of all under counter equipment for banks, thrift institutions, savings and loan and building and loan associations, and other institutions, corporations and governmental agencies accepting or disbursing money over a counter to the public.

Mr. Acker becomes general manager of this line at a time when Diebold, Inc., is about to dedicate a modern 183,200 square foot manufacturing plant designed specifically for the production of under counter equipment. The new Wooster, Ohio, plant is thought to be the first such specifically designed facility.

Heads Burroughs Division

The appointment of Kenneth E. Myers as comptroller and assistant treasurer of Burroughs Corporation, has been announced by Harry G. Bowles, vice president and comptroller of the parent company.



K. E. MYERS

In addition, Mr. Myers will have added duties as comptroller and assistant treasurer of Burroughs Control Corporation, another subsidiary of the business equipment firm.

Myers joined the Burroughs international division economic and financial analysis department in 1957. Since October, 1960, he has been assigned to the corporate financial analysis department.

Larry Pflieger, previous comptroller, has been named corporate director of systems and procedures.

Free Security Hallmark promotion helps get new checking accounts

Yours for the asking—a complete packaged promotion that gives prospective customers new reasons for opening an account at your bank. It projects a Security Image to present customers at the same time—one that automatically repeats itself every time a customer receives his canceled checks.

Here's an opportunity to show both prospective customers and present depositors a concrete example of the *extra care* you take to protect and serve them—even beyond the doors of the bank, in their own offices and homes. How your use of the perforating method of canceling gives them *all* of the advantages of a checking account—how it makes it safe to mail them their paid checks—safe for them to keep their canceled checks as long as they want without any danger of reuse if lost or stolen—how it makes each check an undisputed proof of payment.

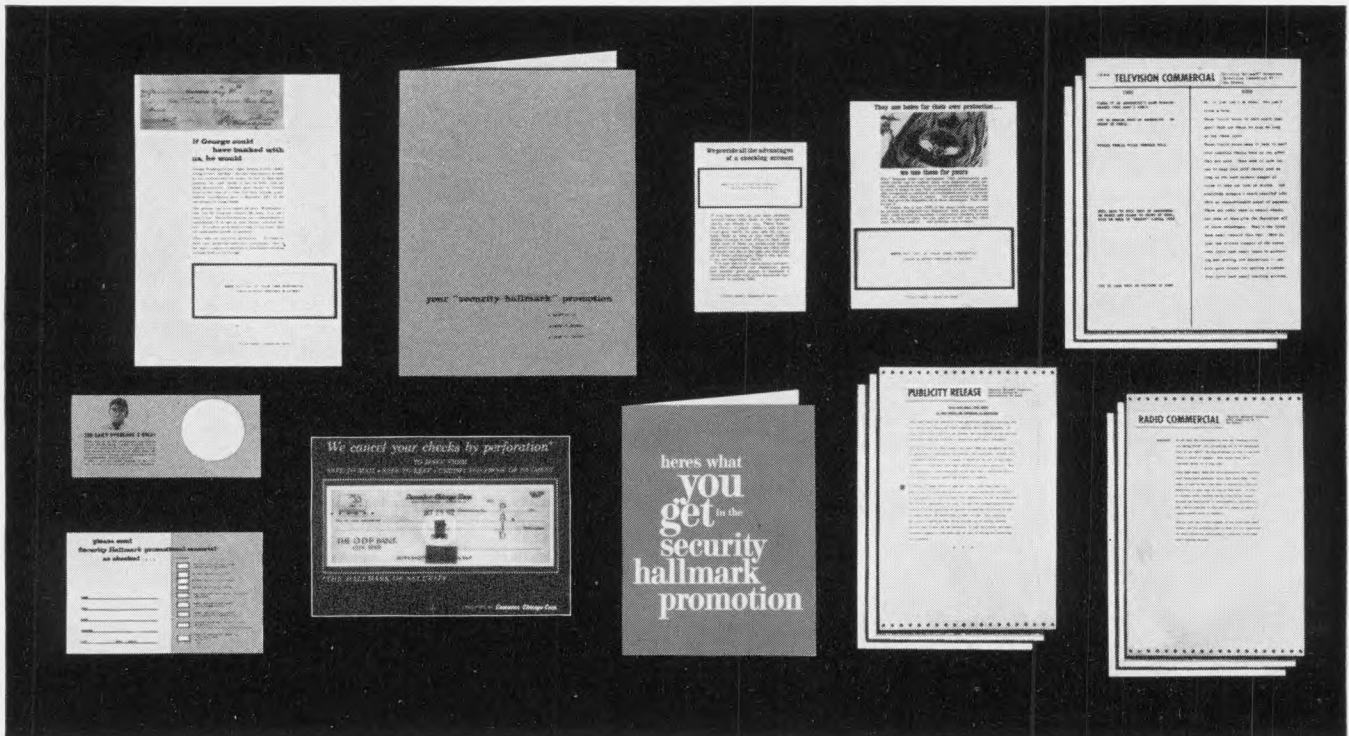
The Cummins Security Hallmark promotion includes a handsome plaque to display in your lobby that explains your use of perforated cancellations for depositor protection; a variety of advertising mats for use in local papers that tell these new reasons for banking with you; radio and television commercials; publicity releases; envelope stuffers and other useful material. It's all yours for the asking.

Send for the Cummins "Security Hallmark" promotional kit without delay.



Gentlemen:
Please send me
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promotional kit.

Name _____
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 Title _____
 Address _____
 City _____ Zone _____ State _____



Chicago Market Promotion

LIVESTOCK farmers and livestock truckers throughout the Corn Belt will share in a Ship-to-Chicago Sweepstakes from June 1 to August 30 at the Chicago Stock Yards. The purpose of the event is to focus attention on the Chicago livestock market, market officials announced.

Thirteen thousand dollars in awards will be made to winning participants in the 13-week program sponsored by all interests at the Chicago Stock Yards. The grand sweepstakes awards will be a 1962 Oldsmobile station wagon,

with full power, for the livestock producer, and a 1962 Ford Fairlane sedan for the livestock trucker. Valuable weekly prizes, including portable television sets and transistor portable radio and clock combinations will be awarded each week to the winning producers and truckers.

The program will climax August 30 with the big Chicago Livestock Market Jamboree at the International Amphitheatre. Chicago market officials, commission men and buyers will host livestock producers, truckers and

their families at an old-fashioned barbecue, with contest and entertainment. Mayor Richard J. Daley and other Chicago city officials will be invited to join the celebration.

It is easy for a livestock feeder to enter the contest, officials explained. "Just ship your livestock to Chicago and we will do the rest." For each consignment of livestock the commission firm will fill out a ticket. The original tickets will be retained for the awards drawing. The duplicate will be returned to the producer with the account of sale. Each trucker will be registered at the time of arrival at the gate in the stock yards.

Talcott Promotions

Five officers have been promoted to the title of senior vice president by James Talcott, Inc., a major commercial financing firm. They are: Harvey M. Kelsey, Jr., Reuben Golin, Thomas J. McGann, Paul G. Maylone and Russell R. Campbell.



R. R. CAMPBELL

Mr. Campbell is particularly well-known by the bankers in the middlewest, having charge of the area and headquartering in Chicago. He joined the company as a vice president in 1955 and became a member of the executive management committee in 1960. He is a graduate of Franklin College of Indiana.

New Harris Director

Stockholders of Harris Trust and Savings Bank, Chicago, elected Harry O. Bercher, executive vice president of International Harvester Company, a director of the bank.



H. O. BERCHER

Mr. Bercher was elected vice president of International Harvester in 1953, executive vice president in 1956, and became a director of the company in 1957.

The election of Mr. Bercher brings the board of Harris Bank to its authorized number of 25 directors. He replaces David Graham, who resigned as financial vice president of the Standard Oil Company (Indiana) to enter the investment business in New York, and resigned from the Harris board effective February 28, 1962.

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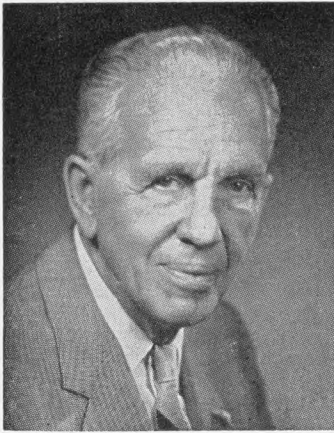
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Northwestern Banker, June, 1962



ACROSS the DESK from the Publisher

Dear Herbert V. Prochnow:

President, The First National Bank of Chicago.

The three major challenges to American Foreign policy according to your thesis on this subject include (1) The Rise of Communism (2) The Rise of New Nations and (3) The Rise of Western Europe.

How the United States meets these challenges will settle our future and our fate for many years to come.

If we believe in ourselves and fight to prevent the constant increase of a centralized government in Washington, D. C., we can continue to be the greatest power in the world, yet as Senator Homer E. Capehart says, "*Here we are, the world's most powerful nation, economically and militarily. Yet, we confer and cringe, hem and haw, and take back water from the most dastardly band of thugs the world has ever known. Shame on us!*"

It is your belief that: "The United States has now come to the pinnacle of world power largely because her people have had the opportunity to develop this nation with its vast resources under a government and a Constitution that encourage initiative, enterprise, industry, thrift, and inventive genius. They have cherished and held secure the blessings of liberty, and they have recognized the dignity of man."

This is a benign and beneficent view, but in recent years with the increased power of labor unions and pseudo-economic exponents of the socialistic welfare state invading our government, and with our give away programs around the world, are we going to hold our place in the sun?

Let's hope we can, and you also ask the question, Mr. Prochnow, when you say: "Two thousand years ago a question was asked which has challenged men down through the centuries. The question was, 'For what will it profit a man if he shall gain the whole world and lose his own soul?' We may well ask today, 'For what will it profit a nation to become the greatest economic power in history, if its people lose the qualities of their great-

ness—self-discipline, self-reliance, industry, thrift, courage, character, faith'—This is not a crisis of economic power. This is not even a crisis of defense. This is a crisis of the inward spirit of man. We have potential power. We have the potential strength. The question is 'have we the spirit of greatness?'"

The answer is YES—only if we change the present precepts of our national thinking, and stop asking Washington to solve the problems which we can, and should solve as individuals and through our own city and state governments.

* * *

Dear Ray R. Eppert:

*President, Burroughs Corporation,
Detroit, Michigan.*

With Russia using both *trade* and *aid* to secure business throughout the world the countries not under Soviet control must put forth greater efforts to increase exports and also purchase a proper proportion of imports.

The United States must not try to hide behind a tariff wall, and as you put it, Mr. Eppert, "Let's not try to solve our problems by tariffs. When we build a fence, we are fencing in as well as fencing out. If we fence out imports, we fence in our own exports. More trade restrictions would disrupt free world trade serving as handmaid to Communist trade strategy.

"I am not unmindful that, in addition to corporate profits, there are men's jobs at stake in importpressed domestic industries. But neither am I unmindful that there are another 3 million or more American workers who owe their jobs to production of goods for export, and another 1½ million Americans who make their living in connection with imported goods.

"*If we protect against imports at the expense of our exports, we are doing nothing but shifting the pattern of unemployment.*"

Your figures show that the United States and Western Europe have combined economic strength of \$804 billion gross national product compared with the Soviets \$225 billion.

Let's keep it that way, but we can't do it by building higher tariff walls.

Clifford DePuy

Northwestern Banker, June, 1962

Drive-In Facility Opened



CIVIC CENTER BANK of the Commerce Trust Company, Kansas City, was opened last month at its block-long site on the east side of Charlotte Street between 11th and 12th. Access is provided from each of these three streets. At the four drive-in windows, direction-controlled teller drawers are used to serve various size vehicles. Another unique feature is infra-lamp snow-melting units at each drive-in location.

Ad Firm Name Change

Atlas Advertising, Brookline, Mass., has changed its name to First Financial Advertising Group, according to Arthur R. Greene, president.

Paul Blakemore, Jr., is the regional representative in the NORTHWESTERN BANKER area, maintaining offices at 255 Jewett Building, Des Moines.

Founded in 1948 by Mr. Greene, First Financial Advertising Group is unique in that it deals only with the banking profession, but does not function as an advertising agency. Instead, First Group originates business development packages in all areas of bank advertising and community relations.

One of the strong points of the organization's make-up is its 14 years of experience in the banking industry and its ability to develop regular monthly promotional services, which have successfully served the individual needs of over 3,000 banks last year.

In addition to the complete flexibility of copy offered in these programs, bankers are also given exclusive rights to these promotional materials, choosing from as many as 50 different advertising packages. Since creative costs are spread over hundreds of banks, the resultant lowered production costs now enable any bank to enjoy the same advertising advantages as some of the largest banks in the country.

Diebold Earnings Up

Diebold, Inc., Canton, Ohio, has reported an 11 per cent increase in earnings for the first quarter of 1962,



R. KOONTZ

compared to the same period a year ago. Earnings totaled \$459,226 after provisions for Federal and Canadian taxes, according to Raymond Koontz, president.

"The new 108,800 square-foot addition includes a modern, top-quality \$250,000 paint finishing system. The quality of the product now being finished on this new paint system is, in our opinion, the best available in the bank teller counter product line. In addition to giving us product superiority, the new paint system was required to handle the increased volumes now being sold by your company," he said.

Customer acceptance of Diebold products continues to be high despite ever-increasing competitive efforts, and orders entered in the first quarter of 1962 were approximately 15 per cent ahead of the same quarter of 1961.

Chicago A.I.B. Election

William F. Schindler, assistant secretary of the trust department of the First National Bank of Chicago, was elected president of the Chicago Chapter of the American Institute of Banking.

Mr. Schindler accepted the president's gavel from Robert Costello, outgoing president, at the annual banquet last month.

Richard (Dick) Smith, assistant cashier at LaSalle National Bank, has been elected vice president of the Institute. He has been in banking for 24 years.

National Boulevard Bank of Chicago

In the Wrigley Building • 400-410 N. Michigan Ave. • Superior 7-2323

*Tailor-made
correspondent
bank services*

Northwestern Banker, June, 1962

“Sorry, but” becomes “Yes indeed!” with Lawrence in the picture.



WHEN COLLATERAL IS A PROBLEM, YET INVENTORY AN ASSET, loan officers look upon Lawrence as a partner in successfully resolving a difficult loan application. This has been fortified by an unblemished record of almost fifty years, during which Lawrence field warehouse receipts have been held by more than 2000 banks.

Lawrence assures you maximum protection through the most comprehensive bond coverage...reduces your clerical detail by furnishing an I.B.M. Loan Officer's Monthly Collateral Report...and offers the largest, most experienced staff of trained field men operating the famed Lawrence System.

So, when inventory appears as a substantial asset on your client's statement, put Lawrence in the picture—and be secure!

LAWRENCE ON WAREHOUSE RECEIPTS



... IS LIKE CERTIFIED ON CHECKS

THE LAWRENCE COMPANY

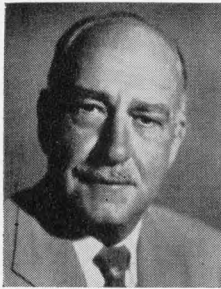
NATIONWIDE FIELD WAREHOUSING

Chicago • Portland • San Francisco • Spokane
Denver • St. Louis • Seattle • Wichita
OFFICES IN PRINCIPAL CITIES

Northwestern Banker, June, 1962

Sales Over \$29 Million

L. J. ORABKA, president of Bank Building & Equipment Corporation in St. Louis, told stockholders at the firm's annual meeting that 1961 sales reached a



L. J. ORABKA

new high of more than \$29 million, an increase of \$800,000 over 1960.

Contracts closed during the first six months of the company's fiscal year total \$16,000,000 compared to a like period last year of \$7,700,000—an increase of \$8,300,000. This gives the company a total backlog of \$47,600,000, compared to a backlog of \$35,600,000 for the same period last year.

Mr. Orabka pointed out that some of the larger contracts closed in 1961, and many closed in 1962 will not be completed until 1963. "Since a con-

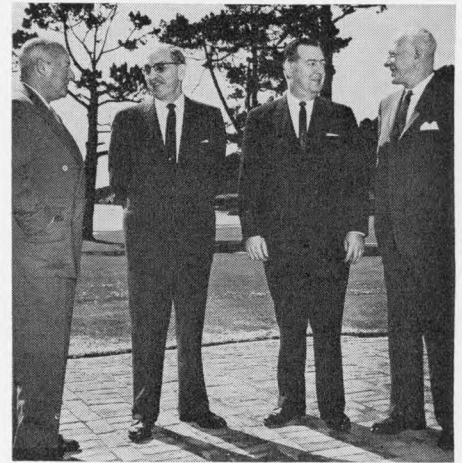
tract must be completed before it is considered a sale," he said, "we have on hand now \$23,100,000 in sales for 1963 and \$4,600,000 in 1964 compared to \$11,000,000 at this time last year; a very substantial increase for 1963 sales, and we still have many months remaining to increase this volume."

Mr. Orabka told stockholders that new facilities for Loughman Cabinet Company, a wholly owned subsidiary, were completed and in operation last December. "This new \$650,000 plant," he said, "was paid for without resorting to outside financing."

Note Upward Trend

Noting unusual field warehousing activity in the steel fabrication industry, Louis A. Benoist, president of The Lawrence Company, a leading field warehousing organization, reports present economic factors point up substantial gains for the company during the balance of 1962.

Mr. Benoist's remarks highlighted a



BRANCH MANAGERS of The Lawrence Warehouse Company convene at Pebble Beach, California. Here, **Fred Dobson**, dist. mgr., Denver and Wichita, and **John R. Meadows, Jr.**, asst. v.p., Houston, are shown with President **Louis A. Benoist**, San Francisco, left, and Exec. V.P. **L. S. Coates**, Chicago.

three-day conference of Lawrence Company branch managers held at Pebble Beach, Calif., to acquaint the field force with new and streamlined techniques of handling field warehousing activities with particular emphasis on simplifying record keeping at the bank level.

The Lawrence managers also heard projections by Paul Lorton, vice president in charge of sales for the company, that other segments of the U. S. economy are building inventories and will be looking for secured bank loans as a result.

Mr. Lorton said specifics covering the procedures dealing with new and streamlined field warehousing techniques which will simplify bank record keeping will be recommended to bankers soon.

A recognition banquet honoring Executive Vice President Lawrence S. Coates and Director Henry Trevor, who have been associated with The Lawrence Company for 39 and 33 years respectively, also was a highlight of the three-day meeting.

At the dinner it was noted that 21 Lawrence managers and executive staff members have a total of 515 years of service with the company, or an average of almost 25 years of Lawrence service per man.

New Office in Spain

Bank of America has established a representative office in Spain, it was announced in San Francisco by S. Clark Beise, president.

Located in Madrid, this will be the first representative office to be opened in Spain by an American bank.

HOW MUCH IS A DOLLAR WORTH?

You don't need a computer to figure the amount of money you save when your customers buy their checks. Most banks recover their full cost, which in these MICR days represents a goodly sum. The question we raise is whether there is a distinction between the value of the dollar saved as compared to the value of the dollar earned.

At first glance they appear to have the same value, but we think the "retention cost" of the dollar saved is considerably less than the "acquisition cost" of the dollar earned. Therefore, the dollar saved is worth more to you when it repeats. As we weigh this theory, we get the vague feeling that we have posed a provocative question, and if so, it is high time because we need a new pitch to convince you that "The checks you sell cost you nothing."

So let's follow through and pose another question. What consumer

loan volume would it take to equal the net savings on one hundred orders of Personalized Checks? Don't tell us, but just for fun put down the figures. We wouldn't want to hint that the nice young woman who sells our checks in your bank produces as much net revenue as a loan officer, but she could make an impressive showing. Checks cost a lot these days and, when you sell them instead of giving them away, the savings repeat themselves year after year.

We have some nice new sales aids available at this time, as well as some effective pieces of advertising to enclose in monthly statements. And, of course, our old reliable "Free Fifty" program is still going strong. Our job is not simply to make good-looking checks but to help you sell them. Even if you are now saving one thousand dollars a month, wouldn't you like to try for two?

DELUXE

DELUXE CHECK PRINTERS INC.

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



They keep informed to keep you informed. Harris correspondent men meet regularly with our economists for up-to-the-minute discussions on the business and money market outlook. Having well-informed representatives is one way we help our correspondents. We'd like to help *you*.

HARRIS *Trust and Savings* BANK



Organized as N. W. Harris & Co. 1882—Incorporated 1907—Member Federal Reserve System... Federal Deposit Insurance Corporation
111 WEST MONROE STREET—CHICAGO 90

Northwestern Banker, June, 1962

Field Warehousing to Expand In Great Lakes Regions

GREATER use of field warehousing in the Great Lakes and surrounding mid-west area is bound to come into sharper focus as a key and integral part of expanding production and capital expansion brought about by vast military and economic aid programs.



L. S. COATES

The Lawrence Company, headquartered at the Chicago office.

Mr. Coates went on to state that with the expanding Great Lakes traffic, the necessity for carrying large inventories has strained the working capital of many processors and manufacturers who import their raw materials. A large number of these firms have utilized the field warehousing to keep their working capital in a

healthy position. Likewise, he said, the need for exporting through the Great Lakes ports has put a burden on those concerns which must accumulate goods for export. Again, field warehousing has been able to solve this problem with the help of the local banks.

Mr. Coates pointed out that for nearly 50 years, field warehouse receipts, which create collateral for borrowing, have been gaining increased importance in the growth of the country's economy. Warehouse receipts have become a reliable and constant aid to U. S. businessmen for obtaining secured loans on inventory from any chosen bank, finance company, or other lending agency.

This recognized and proven system of lending against inventory collateral has opened a wide area for the expansion of credit by commercial banks and other financial institutions, Mr. Coates said.

In analyzing the future course of field warehousing and its relation to banking, one conclusion seems to project above all, Mr. Coates said. That is, despite its growth to date, only the

surface of warehousing capabilities has been touched.

Mr. Coates said:

"First, there will always be a large number of credit-worthy concerns which will need working capital assistance because of the very nature of their business. These include canners, frozen food packers, lumber mills, and manufacturers and distributors of a wide variety of durable goods.

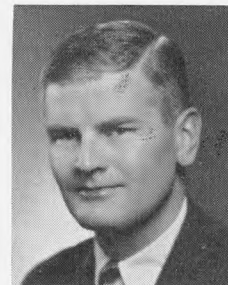
"Second, heavy corporate taxation is likely to continue to limit working capital of American business for decades to come, as there is little hope of cutting defense expenditures. In fact, government spending to contain communism undoubtedly will be stepped up in the future as the only answer to Krushchev's determination to 'bury us' economically.

"Third, the vast military and economic aid programs will demand that manufacturers produce and carry large inventories.

"Fourth, it cannot be overlooked that profit margin squeeze will enhance the need for savings from cash discounts on purchases which result from sufficient working capital."

National Airlines Director

G. Robert Truex, Jr., vice president of Irving Trust Company, New York, was elected a director of National Airlines in Miami, Fla., recently.



G. R. TRUEX

Mr. Truex, who has been with Irving since 1949, is associated with the bank's national division and in charge of its western district.

That Block of Stock...

Maybe it seems too big for handling in the regular way if the current market's thin or there's not too much activity in the stock.

Maybe on the other hand it's not big enough to qualify for special handling under New York Stock Exchange regulations.

Nevertheless, whether you want to buy or sell that block of stock, you want a fair price on it, and you don't want your purchase or sale to create any drastic movement in the market.

What can you do about it?

Well, for eighteen years now, we've had our own Special Handling Unit right here at Merrill Lynch that does nothing but execute such orders through the facilities of the New York Stock Exchange.

Working closely with insurance companies, pension funds, banks, and thousands of Merrill Lynch customers known to have a particular interest in certain stocks, the Special Handling Unit does a surprisingly successful job of finding buyers and sellers to cross large blocks on the floor at advantageous prices to both clients.

So, if you're ever interested in buying or selling a block of stock with minimum fanfare and maximum results, simply call, or write a confidential letter to—

EDMUND C. LYNCH, JR.
Vice President



**MERRILL LYNCH,
PIERCE, FENNER & SMITH INC**

MEMBERS NEW YORK STOCK EXCHANGE AND OTHER PRINCIPAL STOCK AND COMMODITY EXCHANGES
70 PINE STREET, NEW YORK 5, NEW YORK

Credit Card Growth

The American Express credit card is now operating in the black and is contributing to company earnings, Howard L. Clark, president, announced in New York.

He reported to the annual meeting a continuing upward surge in credit card billings which so far this year are running 25 per cent ahead of the same period in 1961.

Renewals among the 825,000 cardholders are averaging 90 per cent compared with 85 per cent a year ago.

Mr. Clark was generally optimistic about over-all company prospects for 1962. He said, "Earnings are well above what they were last year at this time."

He reported that travelers cheque sales so far this year were 7 per cent ahead of the same period a year ago.



AROUND-THE-CLOCK PROCESSING OF YOUR CASH ITEMS

... something else Continental provides as "your bank's bank"

Even at night, every night, a full and experienced staff is maintained here at Continental to process cash items. At the rate of 1,000 a minute! Many checks air-mailed to us in the afternoon are available funds by the following morning. Our correspondents find this speed a tremendous advantage. You will, too. Why not let us give you the full details?

CONTINENTAL ILLINOIS NATIONAL BANK
AND TRUST COMPANY OF CHICAGO

Lock Box H, Chicago 90



Member F. D. I. C.

Northwestern Banker, June, 1962

NCR Earnings Set Record

BOTH sales and earnings of the National Cash Register Company for the first three months of 1962 set new records for the period, Robert S. Oelman, NCR chairman and president, announced here today following a meeting of the company's board of directors.



R. S. OELMAN

First-quarter sales totaled \$121,021,342, an increase of 8 per cent over the previous high of \$112,055,533 reported for the comparable period of 1961. Net earnings for the first three months of this year were up 5 per cent over 1961's first-quarter earnings and totaled \$3,905,468, compared with \$3,720,897 in the comparable period of 1961.

Particularly encouraging, Mr. Oelman said, has been the reception given the company's newest computer system, the NCR 315. Orders for 315 systems now total 95, and have accelerated steadily in recent months.

With the first 315s now being delivered to customers, this favorable trend is expected to continue, Mr. Oelman said. Approximately 100 of NCR's smaller 390 computers have now been delivered, Mr. Oelman said, and there is a substantial order backlog for these desk-size electronic systems.

At the board meeting directors of the company elected R. Stanley Laing, former financial vice president, as an executive vice president. All other company officers including Mr. Oelman and Gordon A. Lowden, an executive vice president, were re-elected.

New Mortgage Plan

A new type of home financing under which the buyer receives a mortgage commitment in advance of the purchase was introduced recently by First National City Bank, New York.

Known as "Finance-in-Advance," the plan enables the customer to secure advance approval of a mortgage loan after which he can take up to 90 days to find the house he wants. At this time the bank will complete the financing details.

First National City said it will com-

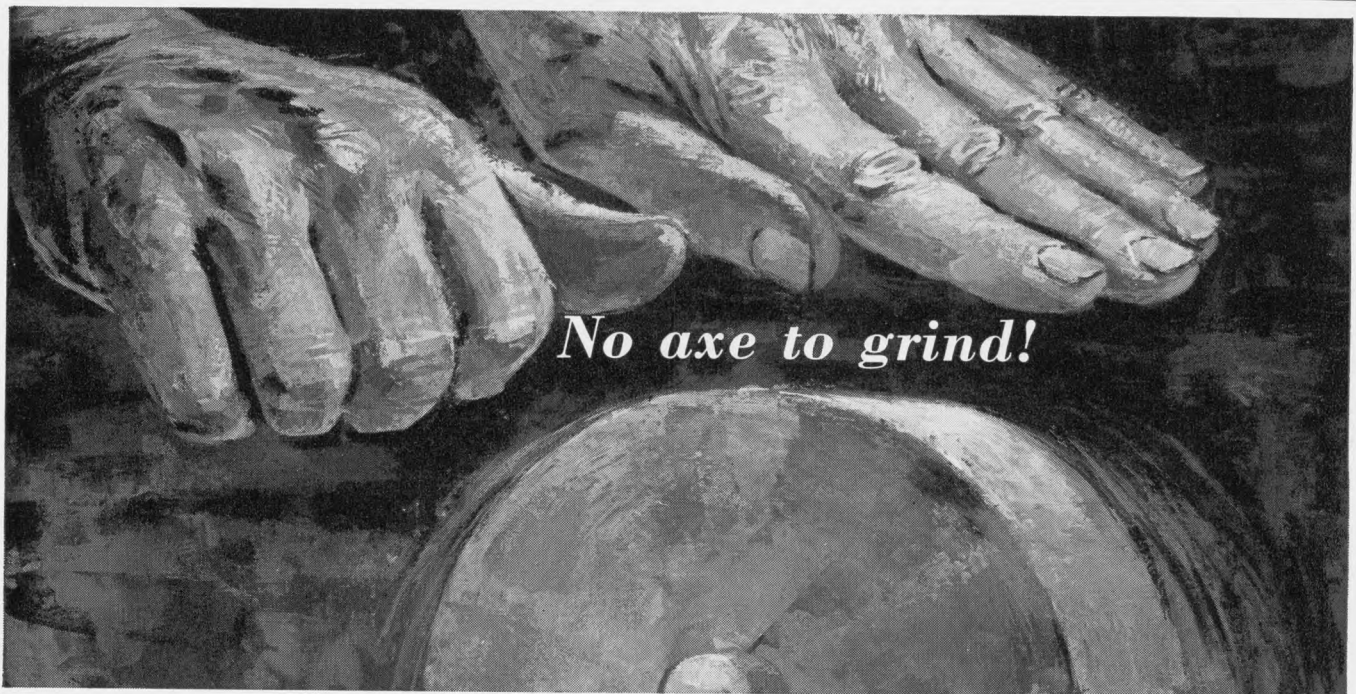
mit in advance for mortgages up to 75 per cent of appraised value with up to 20 years to pay. Monthly payments may be set up to include not only principal and interest but property taxes and insurance as well. Customers with checking accounts at the bank may arrange to have their mortgage payments deducted automatically, obviating the necessity of writing a check each month.

Triple B of M Opening

Banking history was recorded in Montreal recently when the Bank of Montreal simultaneously opened major branches in three of the city's new high-rise commercial buildings.

Believed to be the first such triple opening anywhere, the new B of M branches were established in the 34-story C-I-L House and the 20-story Hydro-Quebec building, both on Dorchester boulevard, centre of Montreal's new skyscraper complex; and in the 20-story Standard Life building on fashionable Sherbrooke Street.

In each case, the bank is located at street level. The B of M's combined space in the three prestige buildings amounts to some 30,000 square feet plus additional concourse and second-floor space in the case of the C-I-L House office.



With offices of our own in all 3 states, we can and do supply prompt, on-the-spot, *objective* information and service in California, Oregon and Washington.

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



LUCKY!

Lucky their bank suggested Unlosable Money!

UNLOSABLE BECAUSE: With offices in over 50 U.S. and Canadian cities, and nearly 400 offices throughout the world, American Express is always ready to aid your customers with an on-the-spot refund (should their cheques be misplaced or stolen) . . . a customer service unique with American Express Travelers Cheques!

MONEY BECAUSE: American Express Cheques are as easy to spend as a dollar, franc or pound. They're known and honored the world over.

Unlosable . . . easily spendable—American Express Travelers Cheques represent the very best service you can offer your customers for any trip in the U.S. or abroad.

AMERICAN EXPRESS TRAVELERS CHEQUES

Northwestern Banker, June, 1962

**DESERVED -- BECAUSE
IT'S BEEN EARNED**

"Iowa's Favorite Correspondent Bank"

The Central National Bank & Trust Company did not come by the title of — "Iowa's Favorite Correspondent Bank", easily. It had to be earned.

Devoted to duty — diligent to details . . . our Transit Department . . . working on an "around-the-clock" basis . . . offers a transit service that saves both time and money for our Correspondent Accounts.

We'd welcome the opportunity of adding YOUR Account . . . to our constantly growing list.

Iowa's Favorite Correspondent Bank

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

Telephone: CHerry 3-8181

Member Federal Deposit Insurance Corporation



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

Northwestern Banker, June, 1962

"Why Did It Have to Be on Saturday?"



a
deep
dark
Secret

Our newest
advertising package
will lift your community
image automatically . . .
and mean new business
for your bank.

Ask your FIRST GROUP man
to tell you about our
"CCC" program.

FIRST
Financial Advertising
GROUP

Brookline 46, Massachusetts

The new corporate name of Atlas Advertising

Vote to Merge Drovers Banks

LEO R. GRUBER, president of Drovers National Bank and Drovers Trust & Savings Bank, located at 47th Street and Ashland Avenue, Chicago, announces directors of the two widely-known institutions have voted approval of preliminary plans to merge the two banks. The surviving Drovers National Bank, which was founded February 12, 1883, and has



LEO R. GRUBER

served the community uninterruptedly on every legal banking day for the past 79 years, will emerge with total assets in excess of \$137,000,000 according to last published figures of both banks as of March 26, 1962. This will give Drovers National the distinction of being the largest bank on the South Side as well as one of the oldest banks in Chicago.

The proposed merger is subject to the approval of the stockholders of both banks and favorable action by the U. S. Comptroller of the Currency. Special meetings of shareholders had been scheduled for May 31, 1962, to act upon the directors' recommendation.

President Gruber states that assuming the necessary approval, the actual physical consolidation of the two banks will be effected at the close of business June 30, 1962. All officers and personnel of Drovers Trust & Savings Bank will be incorporated into the staff of the merged institution. Says Gruber, "The union of our two banks will reaffirm Drovers more effectively than ever before as 'The Banking Center of Chicago's South Side'. All financial services presently rendered to customers of both banks will continue to be available to individuals and to industry after the consolidation."

Joins Overseas Division

George C. Scott, senior vice president of the First National City Bank, New York, has been transferred from the national division to the overseas division.

In his new assignment Mr. Scott will be associated with Walter B. Wriston, executive vice president, in the senior group coordinating the bank's lending activities abroad and its relationship with the Export-Import Bank and other overseas financial agencies of the government.

Widely known in domestic banking circles, Mr. Scott, in recent years, has been associated with J. Howard Laeri, executive vice president, handling the bank's business in the 50 states that comprise the National Division.

Brazil Negotiation

The Chase Manhattan Bank has become associated in the ownership of Banco Hipotecario Lar Brasileiro, S. A., it was announced recently by David Rockefeller, Chase Manhattan president.

The Brazilian bank, which has its head office in Rio de Janeiro, has 31 branches in the country's principal cities.

In connection with Chase Manhattan's participation, new subscriptions for capital stock will be made, after which Banco Lar will have a capital of 1,570,000,000 cruzeiros.

"This is the first instance in which a North American bank and a South American bank have entered into an association of this nature," Mr. Rockefeller said. "We regard it as an affirmative step on the part of private enterprise to further the objectives of the Alliance for Progress and to increase international trade among the countries of the Western Hemisphere.

West Coast Promotions

A. Randall Thomas, Jr., and Richard J. Flamson III, have been appointed vice presidents, national and metropolitan banking department, head office, Security First National Bank announced in Los Angeles.

In their new posts, Messrs. Thomas and Flamson have been assigned to the department's eastern and western divisions, respectively, where they will be active in the administration of loans and maintaining relationships with major corporate accounts. Both are former assistant vice presidents.

C. Edgar Johnson Retires

C. Edgar Johnson, senior vice president of the First National Bank of Chicago, retired recently after completing 50 years of service with the bank.

Mr. Johnson was well known in the nation's banking fraternity, serving in various capacities with the ABA and Reserve City Bankers. He will office in the First National Bank Building.

On Advisory Board

John L. Robertson, executive vice president of Tulsa's First National Bank and Trust Company, has been elected a member of the bank's advisory board.

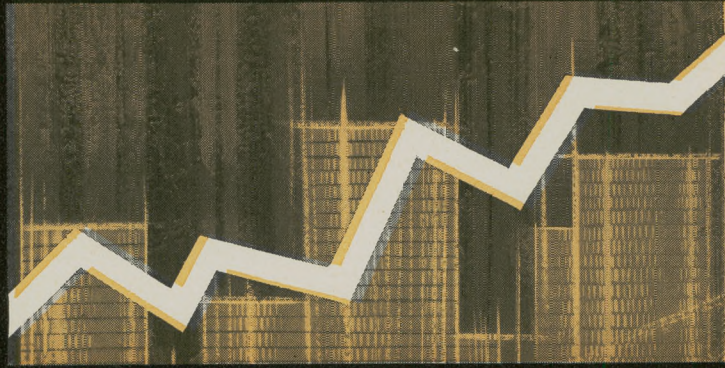
“...since modernizing...a 134% gain in deposits...”



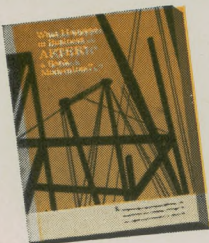
*C. P. Stuart,
chairman of the board*

Says C. P. STUART, chairman of the board, Fidelity National Bank & Trust Co., Oklahoma City: “Since the completion of our modernization program in 1957, our deposits have increased 134 per cent; and we have a 40 per cent gain in number of depositors. Our new interior layout has helped considerably in improving our overall operating efficiency. In my opinion, Bank Building Corporation has made a significant contribution to the progress and growth of Fidelity National.”

What does it take to design, build, and equip a bank that can win more than its share of new business and profits, year after year? You can get the answers by consulting with the 500-strong team that has built more banks than anyone else in the world... Bank Building. A single call or note to us puts at your disposal the experience gained from more than 3,600 financial projects.



*Left and below:
An executive office
and lobby of
Fidelity National
Bank & Trust Co.,
Oklahoma City.*



*Just out!
Fourth and
newest edition—
send today for
your FREE copy...*

**“What happens
to business
AFTER a bank
modernizes?”**

Case histories!
Current, factual
information
unavailable through
normal channels.

Bank Building  *Corporation*
OF AMERICA

ST. LOUIS, 1130 HAMPTON AVENUE • ATLANTA • CHICAGO • DALLAS • NEW YORK • SAN FRANCISCO



FINANCIAL STATEMENT

ASSETS

Current Assets

Cash	\$ 3,805,991
Marketable Securities	2,621,376
Accounts Receivable	8,524,821
Inventories	
Finished Goods and Work in Process	2,227,792
Raw Materials, Supplies	940,000
Prepaid Expenses	102,359
Total Current Assets	\$18,222,337

Fixed Assets

Property, Plant,
and EquipmentLess Accumulated
Depreciation

Total Fixed Assets

TOTAL

LIABILITIES

Current Liabilities

Accounts Payable
Federal Income Tax

is **HALF** a picture

better than none at all?

Not to us. We feel the only way to truly be of service to farmers and businessmen across the country is to have the "whole picture" of what's going on in agriculture.

To do this, Doane Agricultural Service has built its organization on a very basic, essential foundation—*farm management*. By servicing some 1,200 farms, ranches, and plantations from 35 offices coast to coast, we've been able to get to the roots of many of the problems and needs of farming and farmers.

Yet, to keep the agricultural picture in clear focus, Doane has had to continually expand and diversify its staff.

From basic farming experience has come many of the specialists who now carry out other Doane services to agriculture. For instance, a farmer can not only have Doane manage his farm, he can also employ Doane's staff to give special consultation on any farm problem he might have; have his farm appraised by a Doane Accredited Rural Appraiser; have Doane set up a complete long-range operating plan to assure maximum profits for years to come; have a Doane-Designed Poleframe® Building erected on his farm by any one of approximately one hundred franchised building dealers across the country; or take advantage of many other Doane on-the-farm services.

But this is still only part of the "whole picture".

Today's farmer more than ever before relies on information from qualified sources in order to make the most profitable operating decision.

Through additions to our staff since 1938—editors, price researchers, economists, and other specialists in all fields of agriculture—we have been able not only to give farmers help in present and future marketing and management planning, but also to impart some of the valuable experience and "know-how" accumulated through 42 years of down-to-earth farm management.

Doane publications are now well known as leading sources of accurate information for increasing farm incomes. The Doane Agricultural Digest and Doane's Business Magazine for American Agriculture are two publications available directly to farmers and ranchers. *Farming for Profit®*, a monthly newsletter service, gives banks the opportunity of spreading goodwill to farm customers by relaying valuable Doane farm market and management information. Leading farm publications continually seek Doane information and articles to help their own magazine readers.

To complete the "whole picture," we have been able to take the pulse of today's farm market through a highly qualified Marketing Research Division. This service helps Doane, and other companies, such as Ford Motor Company, Ralston-Purina Company, U. S. Steel, and Monsanto Chemical Company, keep track of the ever-changing farm market.

We feel our three divisions—Farm Management and allied services, Publications, and Marketing Research—give us the complete picture of what's happening and going to happen in agriculture. Take away any one of them, and the picture would be hazy.

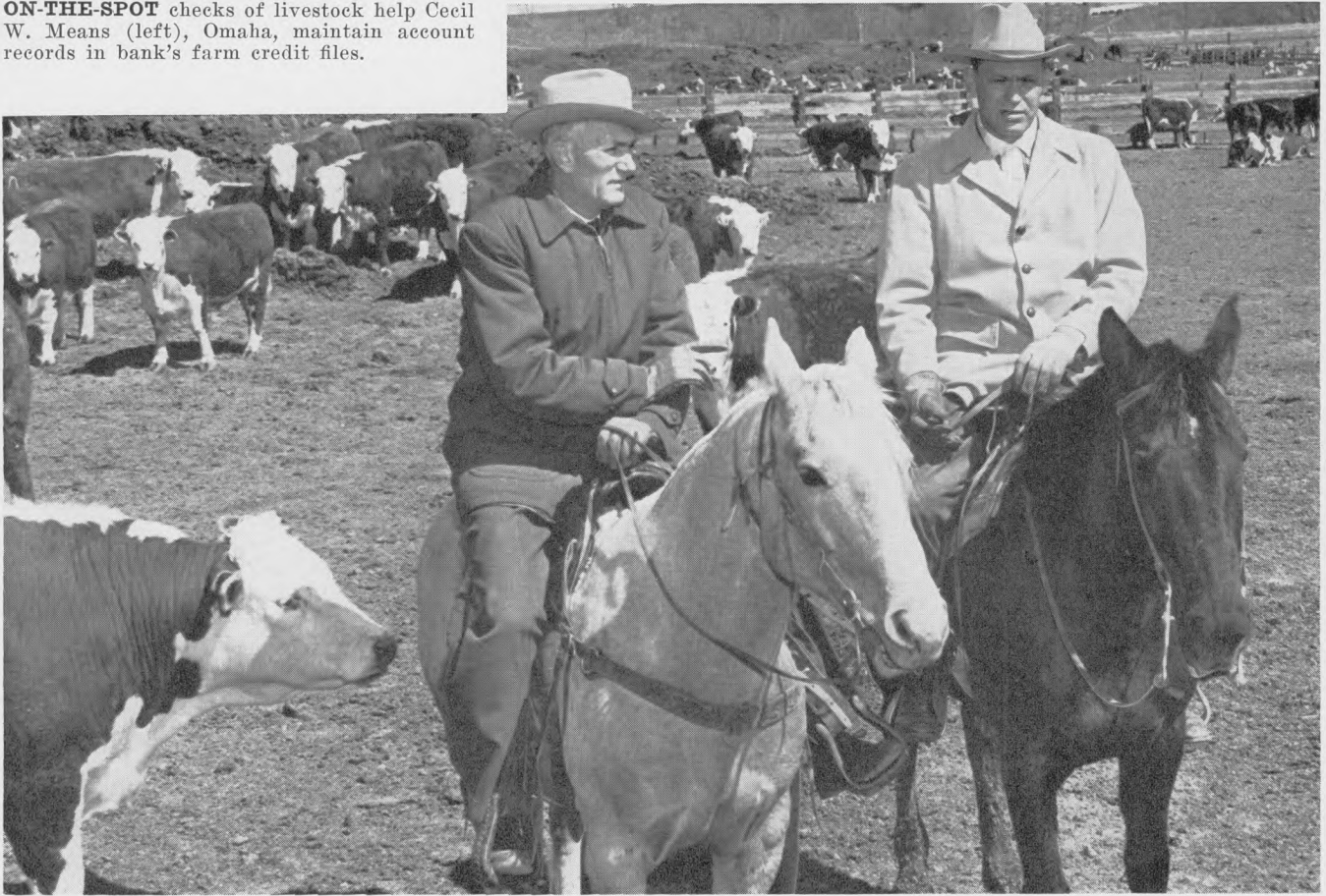
If you would like the "whole picture" of how Doane is serving farm and business the world over, please write:

DOANE AGRICULTURAL SERVICE, INC.

5142 DELMAR BOULEVARD — ST. LOUIS 8, MISSOURI

Northwestern Banker, June, 1962

ON-THE-SPOT checks of livestock help Cecil W. Means (left), Omaha, maintain account records in bank's farm credit files.



Effective Farm Credit Files

WHENEVER bankers gather to discuss farm lending, they invariably mention the importance of effective credit files. This is stressed repeatedly in talks on agricultural loans, at meetings devoted to agricultural credit and at similar gatherings of farm bankers.

Several bankers recently were asked by the NORTHWESTERN BANKER to list those things they consider essential to an effective farm credit file. Each man emphasizes the importance, of course, of accurate financial statements.

Another principal ingredient stressed in each reply is the "comment sheet" that is recommended as a key step in every credit file. This "comment sheet" can range from a loan officer's personal evaluation of an individual at the time a loan ap-

ON THE COVER

Loren W. Cartwright, vice president and farm department manager for Central National Bank & Trust Company, Des Moines, inspects farm machinery in the field. His report on this call was included in the farm customer's credit file.

A NORTHWESTERN BANKER Survey

plication is filed, to a series of running comments giving a summary of each subsequent contact between the customer and the bank. Thus, the "comment sheet" serves as a personal history of each loan so that any loan officer may properly serve the customer with complete confidence after reviewing this type of credit file.

Here are the suggestions of several farm bankers for developing effective farm credit files:

**SCOTT
LOVALD**
*Executive
Vice President*
First National
Bank
Philip
South Dakota

■ We consider an adequate farm credit file as an indispensable tool in

. . . through personal inspections;
complete financial statements, and
regular reports of all interviews

handling agricultural loans, not only for the guidance of another officer unfamiliar with the particular line, but also because the procedure of taking financial statements, comparing with prior years, and reducing thoughts to a comment sheet, help the lending officer clarify his own thinking on the loan.

Our own farm and ranch credit files go back into the 1930's, and each file includes the following:

Financial statements.
Copies of mortgages and other security instruments.
Chattel mortgage abstracts.
Powers of attorney or guaranties from the wife in the case of jointly owned personal property.

A running comment sheet reflecting all pertinent changes in the loan, background information on the borrower, outside information affecting

Northwestern Banker, June, 1962

12 Points Recommended For Farm Credit Files

1. Current financial statement.
2. Copies of mortgages.
3. Chattel mortgage abstracts.
4. Powers of attorney.
5. Guaranties from wife.
6. Copies of other documents.
7. Income projection.
8. Marketing plan.
9. Operating budget program.
10. Loan officer's committment.
11. Federal income tax reports.
12. Running comment sheet.

the borrower and his credit, and commitments to the borrower.

The lending officer's estimate of the borrower's progress, ability, and performance.

In some instances the file is supplemented with projection sheets when we have reason to believe that the loan presents certain problems as to margin, expense control, or income. In these instances, the projection forces the borrower to forecast his expense needs and anticipated income in detail, and our expense advances are based on this projection.

It also requires a rather detailed marketing plan, which enables the bank to match performance with planning. In many instances it will point up both weaknesses and elements of strength in the line, giving the bank a rather accurate forecast of the loan trend, including high credit needed and anticipated balance at maturity.

We do not, as a general practice, prepare spread sheets, but whenever we have reason to feel that a line is deteriorating in quality or trending higher each year without evident reason, we prepare a spread sheet with particular emphasis on livestock numbers by class (to reflect changes in marketing or increases or decreases in total livestock), bank debt, acres of real estate owned, and real estate debt.

More often than not, the spread will disclose that increased debt is the result of changed marketing, additional livestock, additional real estate purchases, or a "bunching" of other capital spending. But in other instances, it will indicate poor control over expenses, and form the basis of a review of the deteriorating trend with the borrower.

Frequently, the bank will catch such trends before the borrower, and corrective measures can be taken to get the line in better shape. It also forms the basis for determining whether increased short-term debt is

temporary, or calls for balancing the statement by arranging for increased long-term estate financing.

We feel the comment sheet is the key to a good credit file. It forces written memorandums of the borrower's plans, promises, and performance while details are fresh, thus minimizing misunderstandings in the future because of faulty recollection.

We try to include an annual estimate of the borrower's attitude, progress, and performance on promises. We note the lending officer's commitments to the borrower on future needs and plans.

It not only clarifies the officer's thinking, but enables another officer, unfamiliar with the line, to review the file in a few minutes and handle the borrower's request.

E. W.
CLAUSSEN
Cashier
Farmers
State Bank
Schleswig, Iowa

■ As farm operating capital needs become greater and greater, so will it become more and more necessary for those in this type of business to have greater and more accurate information available. Here are some things we are doing about this in our bank:

1. An annual accurate financial statement made up in the bank by the loaning officer and the customer.

2. A realistic and detailed proposed farm operating budget. This should include funds needed for living expenses. This should be submitted by the farmer customer at the beginning of the operating year and places the burden of the amount of funds needed on the farmer customer.

3. Statement of income and expenditures. This is a projection from the date of the statement to the end of the year. This should be made during the year as a check on the trend of the year's operation.

4. Memorandum made in writing from transactions made progressively

during the year and also from personal contact by visits to the farm.

5. Copies of Federal income tax reports for each year.

These sources of information should give the bank accurate information as to what you started with, where you are headed, how the plan is working, and the net results of the entire operation.

We at present are using all of these to a greater or lesser degree but not with the accuracy and detail we feel necessary, and not quite as consistently as we feel necessary.

OLIVER H.
HAGEN
Assistant Cashier
The First National
Bank of Austin
Minnesota

■ Upon application for credit, we obtain a financial statement and a projection of anticipated income and expense; then, if we feel the application is one of merit and due consideration, we obtain a chattel abstract and make a personal inspection of the premises. If everything checks out, we then make our loan commitment. This will include amount, rate, maturity, and the understanding that the customer borrow **only** from our bank during the duration of the loan or loans.

Our credit files include the financial statements, chattel abstracts, and the loan officer's comments. The comments would include a review of the applicant, his family, former residence, experience, and credit rating. Whenever a loan or a loan commitment is made, a comment regarding amount, rate, maturity, purpose, repayment schedule, and any other pertinent information is added to the individual's file.

A very important aspect of the credit file is that the comment must be complete so that in the absence of the loan officer some other officer will be able to make a sound decision.

C. W.
MEANS
Vice President
Stock Yards
National Bank
Omaha, Nebraska

■ Credit files are certainly the cornerstone of our agricultural lending. We have an active credit file on each borrower in which is the current financial statement, the current inspection reports on the loan, together with comment sheets which cover any commitments made by either our bank or the borrower. In a good many instances comment sheets also include information concerning actions of our

loan committee concerning maximum lines of credit and conditions under which the credit will be extended.

Each time a borrower comes in to obtain additional credit, the loan officer reviews the credit file to check on any commitments that have been made. When the transaction is completed he adds the current comment to the credit file. In this manner, any one of several loan officers can take care of any customer without the necessity of discussing the transaction with the officer who last handled this particular customer.

We feel it is a must to have everything down in writing. This eliminates contradictions and misunderstandings.

In addition to the above information it is also wise in many instances to have an operation sheet or operations budget in the file in order that the bank may have a better idea as to demands that may be imposed by the borrower for a season's operation; also, so that the bank may have a relatively current picture of the progress being made.

Apparently it is possible to bank without adequate credit files because occasionally you see it done, but we certainly would recommend that every bank, no matter how large or small, have as complete a credit file as is possible for it to maintain.

THOS. O. COOPER
President
Jefferson
State Bank
Jefferson, Iowa

■ In the comparatively few years since credit files became the "heart" of the lending program of banks, we have recognized the great value of these files not only to our own banking and lending program, but also in assisting our farmer customers with their management problems.

Our credit files vary in accordance with the type of lending operation we have with each customer, but basically our credit files encompass the following:

1. A continuous comment "diary" sheet.
2. A financial statement adapted to farmers' operations.
3. A spread sheet to give us a continuous account of the changes in financial condition.
4. An annual budget form. (This is a "cash flow" sheet).
5. A machinery planning sheet.
6. Chattel mortgage inspection records.
7. Pictures as are deemed necessary.

With the use of these forms and the file itself, we bring in all of the information we can accumulate as to the



LOAN REPORT: THE TILDEN BANK					
TRANSACTION DATE	NOTE DATED	NOTE NUMBER	AMOUNT \$		
PAYABLE \$	PER	BEGINNING	DISCOUNTED FOR	FINAL MATURITY	DISCOUNT \$
<input type="checkbox"/> INTEREST PAYABLE <input type="checkbox"/> DESIGNATE AND REPORT BELOW AS TO: <input type="checkbox"/> SECURITY <input type="checkbox"/> JOINT SIGNERS <input type="checkbox"/> ENDORSERS <input type="checkbox"/> GUARANTORS					
THE TILDEN BANK TILDEN, NEBRASKA			(DO NOT TYPE IN THIS SPACE)		
(DO NOT TYPE BELOW THIS LINE—EXCEPT NAME AND ADDRESS)					
(COMPLETE FOLLOWING WITHOUT CARBON)					
UNSECURED		SECURED		IMPROVE	
NEW LOAN <input type="checkbox"/> RENEWAL <input type="checkbox"/>		AMOUNT INCREASED \$		AMOUNT DECREASED \$	
IS LINE ON OBSERVATION LIST: YES <input type="checkbox"/> NO <input type="checkbox"/>					

"Directors review (originals) of all loan reports since last meeting. If the board wants to check on any note, we have the borrower's credit file for inspection," says G. P. Bauman of Tilden, Nebr.

borrower's scope and type of business, his method of operation, our analysis of the circumstances surrounding the extension of credit, collateral records, interest rate and terms of the loan, correspondence, credit reports, data from calling on the customer and, if the situation warrants, a record of average monthly balances, returned items and overdrafts.

The above information and procedures we utilize in connection with what I might term normal farm type loans which would include chattel mortgage customers, open loans for any farming purpose, farm machinery loans, cattle feeding loans, etc. Such loans would necessarily be on the normal terms which are usually encountered in banking today.

We are utilizing a comparatively new form of credit for farmers which requires the use of additional schedules and information. We are getting into term loans for farmers in order to better meet their needs in this period of expansion in size of farm unit. In order to take care of the longer term credit needs of a farmer, it is essential to utilize income figures. Such information is still a bit hard to get from the average farmer customer. When farmers are seeking something other than self-liquidating credit such as a cattle loan, they more readily understand the need for income figures to support credit that must be paid out

of income. Thus, we find that it is easier to get this information when we are discussing applications for term loans.

Our term loans encompass basically the following two situations:

1. Loans to cover the purchase of heavy machinery such as tractors in the \$6,000 to \$10,000 class, payable over periods up to four and even five years.
2. Long term loans up to four or five years to cover other capital expenditures which necessarily must be paid out of earnings.

Thus, in setting up credit files for term credit, we utilize operating figures and have a spread sheet for analysis. In addition, we believe in the use of term loan "agreements" for a clear understanding between the borrower and the bank.

You will note that I have not mentioned real estate mortgages on farm properties which I consider a field separate in itself.

The above information assiduously sought and obtained, together with a conscientious appraisal of the borrower's integrity and ability to perform, should provide a basis for the extension of sound credit. This credit then would be useful not only to provide income for the bank but to do a constructive job for the borrower. Naturally, appraisal of the whole situation must be objective so that the lending officer recognizes the risk that is being

"It is extremely important that his equipment debt be scheduled on the statement and the total carried in the running comment," states Paul R. Murphy of Adel, Iowa. Written reports of equipment and farm inspections should be placed in comment part of each credit file.



taken whether it be nominal or whether it be reasonable or whether it be great. Only from such objective analysis can come the basis for the setting of the rate of interest, the obtaining of proper collateral and safeguards, and the setting of the follow-up methods to be utilized in the handling of loans.

**RAY
VAN NORMAN**
Cashier
First National
Bank
Minden, Nebraska

■ I feel that more and more, the banker and the farmer must view the overall farm financing picture as a partnership operation. Changing outlooks with each year are now the rule rather than the exception.

It is my opinion that the most effective way of advance planning in this situation is to sit down each spring, after the past year's operation is completed, and review the procedures used the previous year. With these facts in mind, and the past year's liquidation record at hand, a projection for the approaching crop year can be generally formulated, with a definite set of goals in mind.

The first step in this, of course, is to complete a current financial statement. The next, is to attempt to formulate an operating budget for the ensuing year.

Under current conditions, a farmer must not only budget himself momentarily, but he must also budget his land, adapting the land to crops that will return the most under the

acreage cuts that appear to be with us indefinitely. In our area, severe rootworm losses have resulted to the corn crop the past two years. This presents the problem of substituting other crops to the corn acres, and still trying to maintain an income that will furnish sufficient margin for debt liquidation.

In summary, I feel that it is becoming more and more important for farmers to keep complete records, and for bankers to do the same with each farm borrower. The system need not be complicated, but it should be kept up to date with the basic elements—namely, the financial statement, the budget, and a projection.

**PAUL R.
MURPHY**
*Vice President
and Cashier*
Dallas County
State Bank
Adel, Iowa

■ Enclosed are dummied sheets for a credit file on a typical young farm customer. On my comment sheet, I have activity for the current year which would be the type of contacts we would have with a borrower during the season. In addition to those listed, we would make a farm call on this customer at least once, and perhaps twice, during the year. (See forms reproduced on opposite page.)

We feel essential items in a good credit file should include enough information for a stranger to pick up in your place and understand the borrower's program and his performance record. We feel it particularly important that, as the year progresses,

the file should contain information on pigs farrowed, calves born, and crop prospects. These items are the source of your repayment but do not exist at the time your loan plans are made. You will notice on our statement, we anticipate when sows are to farrow.

It is extremely important that his equipment debt be scheduled on the statement and the total carried in the running comment. In repayment of operating money, it must be compatible with repayment of these existing obligations.

The short form comparative statement is quite valuable in giving a quick picture of the progress, or lack of it, the customer is making. As this extends over a long period of time, it is quite easy to determine the direction in which your customer should be moving. An example in our dummied copy is the additional boost from the extra 80 acres and intensified hog program.

**G. P.
BAUMAN**
*Executive
Vice President*
The Tilden Bank
Tilden, Nebraska

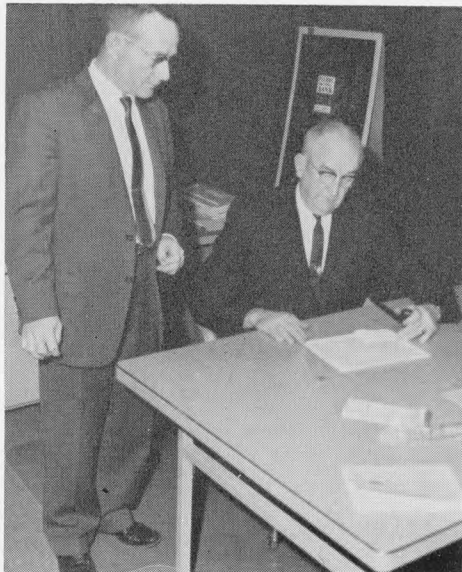
■ 1. We inspect all of our chattel mortgages and feeder loans obtaining a Chattel Mortgage Abstract on the borrower, complete financial statement and operating statement. The security is inspected by a discount committee who are the loan officers. We inspect all chattel mortgages in the Spring and Fall of each year and our feeder loans as the borrower buys and sells. Our real estate loans are inspected after the application is presented.

2. We use a comment sheet in each borrower's credit file which outlines his entire program, the selling of livestock, grain, etc., and his operating and living expenses in order that we know exactly what the borrower is doing as previously agreed when the loan was first set up. At any time if we discover he has not followed his program as agreed according to our comment sheet we notify him to come in at once to go over the matter.

3. We do not permit split lines, by that we mean to borrow from various sources or more than one bank. When we make the first loan to any borrower we obtain all information as to what the loan is used for, and how and when it will be repaid. All this information is listed on our comment sheet in the borrower's credit file and this is followed up by one of our loan officers to see that it is all carried out as agreed. With a double follow up and when his checks are presented

FARM CREDIT FILES . . .

(Turn to page 42, please)



R. J. FINERAN, Pierre National Bank's ag. rep., discusses department results with Curtis B. Mateer, exec. v.p.

One Bank's

Successful Farm Service Department

DURING the past few years there has been increased emphasis on establishing farm service departments in banks. The farm service department of the Pierre National Bank, Pierre, S. D., is an outstanding example of what such a department can do to increase agricultural loan volume.

With an investment of just over \$9,000 per year, the Pierre National Bank has increased its agricultural loans from \$679,615 to \$2,221,144 in three years. Officers and directors attribute the bulk of this increase to R. J. "Stub" Fineran, assistant cashier and farm service director.

Mr. Fineran joined the Pierre National in March, 1959, as the bank's first agricultural representative. The accompanying graph indicates how the agricultural loan volume has increased since he joined the bank. Mr. Fineran has kept accurate records on the expenses and results of his job, keeping the bank well informed of his efforts and providing a good example of what a farm representative can do for a bank.

New Accounts

One thing contributing to the increase in agricultural loan volume has been the increase in number of clients. When Mr. Fineran started as ag representative, the bank had about 85 farm accounts. As of March 31, 1962, the bank had 153 agricultural loan customers.

Another area of growth has been in the average loan per customer. In March, 1959, when Mr. Fineran started, the average loan per client was just under \$8,000. As of March 31 this year

the average per customer had climbed to \$15,673.

Mr. Fineran had a solid background in agriculture before becoming Pierre National's agricultural representative. He graduated from South Dakota State College in 1942 and served as county agent for Hughes County for 14 years. Since joining the bank he has continued his training under the sponsorship of the bank. This includes attendance at A.I.B. classes, a week-long appraisal school, attendance at the National A.B.A. meetings in Denver and Cincinnati, membership in local and state chapters of a rural appraisers' organization, membership in the South Dakota Feeders Association and mem-

bership in several other local and state agricultural groups.

Mr. Fineran has some interesting figures compiled regarding the cost of operating a farm department. For example, when he joined the Pierre National the expense of operating the department was only .00822 per cent of the agricultural loan load. With the increased volume, this has dropped to only .0036 per cent.

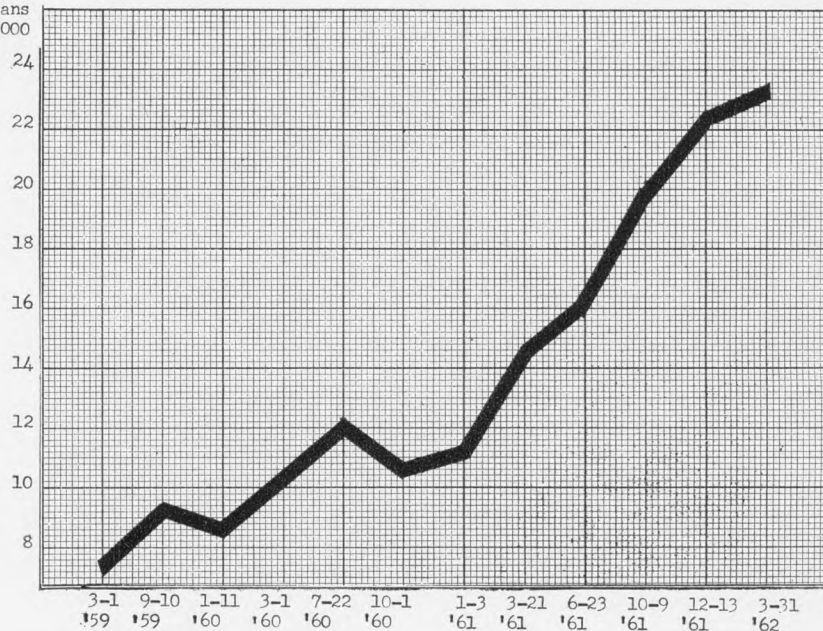
334 Calls

During 1961, Mr. Fineran made a total of 334 personal and ranch contacts and attended 163 sales and farm meet-

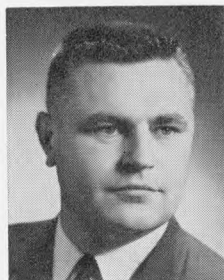
FARM SERVICE . . .

(Turn to page 40, please)

Total Loans in \$100,000



By
THOMAS A. ROCHFORD
Assistant Cashier
Northern Trust Co.
Chicago, Ill.



Investing in Profitable Farm Loans

AGRICULTURAL credit is one of the primary tools of agricultural production. This credit should be recognized as a production tool, much the same as labor, machinery, land and livestock. This recognition must come not only from bank loaning officers but from farmers as well.

The proper use of this tool will assure the greatest benefit to the farmer, the bank and the community. This means use of credit in areas of highest return. Capital should be invested first for fertilizer, lime, tile, land clearing, and good breeding stock. It should be used secondarily for other factors of production which do not bring as great a return.

A problem arises, however, when the point of diminishing returns is reached in these high yield areas. It is much more difficult to determine what other areas on a given farm will bring the greatest return. Possibly at some time in the distant future we will use a computer to program each farm operation, but until that time comes the only way to determine the most profitable area for additional investment is by budgeting the various possibilities.

Farmers will be making greater use of budgets in the future. It will be necessary for bankers to have some knowledge of the areas being budgeted in order to evaluate loan requests and to assist in making the best investment choice. Farmers also will place greater reliance upon profit and loss statements, inventories, and financial statements in analyzing the profitability of their business.

Operating Loans

One area that is becoming more and more important is that of operating loans. Bankers have avoided these loans in the past, preferring to make collateral loans for such things as

livestock, machinery and land. However, loans for operating purposes are the most profitable to farmers, bringing the greatest return on their investment.

Operating loans require more knowledge on the part of the lender. It is necessary to have more information about the business. Repayment must be tailored to future farm income. A budget is a necessity for this purpose. Many bankers insist that their customers provide them with a budget and also a copy of their previous year's 1040F income tax schedule as a check on its accuracy.

Operating loans also require more complete credit files. The lender must have knowledge of the total credit needs of the business. These loans must be to good operators who are worthy of the credit and will use it efficiently. In order to select this good operator it is imperative that bankers use all the tools available to them to substantiate their decisions. This means adequate and complete credit files. An adequate credit file should contain an application form, current financial statement, operating statement and spread sheets as well as credit memos covering farm visits and discussions in the bank.

Applications

The application form for a farm loan should give all the information necessary for evaluating the possibilities of making a loan which will benefit both the bank and the borrower. If the application indicates the loan is sound, further investigation of the business and personal affairs of the borrower is advisable. If it appears from the application that a sound loan cannot be made, the applicant should be informed and told the reason why his credit request cannot be granted.

The application should provide the following things: date of application, name, address, telephone number, size and location of farm, acres of various crops, wife's name, amount of credit requested, purpose of loan, security if any, proposed plan of repayment, number and ages of children, borrower's health and farming experience, wife's interest in farming.

The next item in the credit file should be a current financial statement. Make sure the farmer understands how to prepare a financial statement and what it means. Take a close look at the valuations used. Consider numerical inventory as well as total value. Numerical inventory will indicate whether the farmer is increasing or decreasing various enterprises regardless of inflation or deflation.

Take the financial statement at the same time each year to give a truer picture. Make certain all liabilities are included in the statement and analyze it carefully to determine the farmer's equity and ability to withstand a series of losses.

Operating Statement

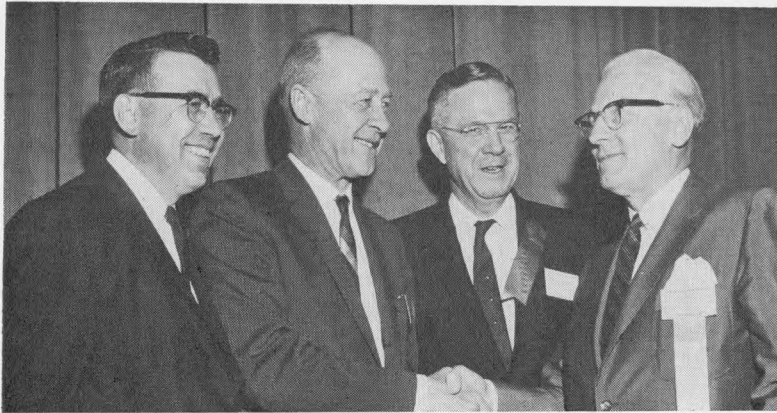
The operating statement, the third item in the credit file, is one of the most valuable tools a lender can have, but also is one of the least used. It is a record of farm income and expenses and shows the net income realized for the year. It is the basis for determining the earning capacity of the business and the farmer operating it. The operating statement must be studied in conjunction with numerical inventories, however, since it does not show changes in inventory.

The operating statement should be made out jointly by both parties to

PR.FITABLE FARM LOANS . . .

(Turn to page 46, please)

Northwestern Banker, June, 1962



ABOVE: New officers are, from left, **L. M. Stenhjem**, IBA 2nd v.p. and exec. v.p., 1st International Bk., Watford City, N. D.; **Bradford Brett**, IBA pres. and pres., 1st Nat., Mexico, Mo.; **S. E. Babington**, 1st v.p. and pres., Brookhaven B&T, Brookhaven, Miss., and Outgoing President **Reed H. Albig**, pres., Nat. Bk. of McKeesport, Pa. **RIGHT:** **Ben DuBois**, right, retiring exec. sec., visits with his successor, **Howard Bell**.

Ben DuBois—“Mr. IBA”—Retires

RETIREMENT of Executive Director Ben DuBois and the election of three new officers highlighted the 28th annual convention of the Independent Bankers Association in Pittsburgh, Pa. A crowd of over 800 persons participated in the three-day meeting.

Mr. DuBois, who has been at the IBA helm for 30 years and was one of the founders of the association, was honored by his fellow independent bankers at a special ceremony following the final convention banquet. His retirement will become effective December 31, 1962, when he will be succeeded by Howard Bell, secretary of

the association.

New president of the IBA is Bradford Brett, president of the First National Bank of Mexico, Mo., who served as second vice president during the past year. He succeeds Reed H. Albig, president, The National Bank of McKeesport, Pa.

The IBA's new first vice president is S. E. Babington, president, Brookhaven Bank and Trust Company, Brookhaven, Miss., and the new second vice president is Lee M. Stenhjem, executive vice president, First International Bank, Watford City, N. D.

All three of the new officers are di-

rectors of their respective states. Returning as IBA treasurer is A. W. Hoese, president, Security State Bank, Glencoe, Minn. These officers will serve through the 1963 convention next spring.

Speakers

Speakers at this year's convention included outgoing IBA President Reed H. Albig; Federal Reserve Board Governor George W. Mitchell; Senator Eugene J. McCarthy of Minnesota; Dr. Mortimer J. Adler, director of the Institute for Philosophical Research, San Francisco, Calif.; Robert L. Myers, Jr., Pennsylvania's Secretary of Banking and president of the National

IN HIS own words, Bradford Brett, new president of the Independent Bankers Association, was “born and reared in banking.” He counts no less than seven relatives who have been bank presidents, all on his mother's side of the family. Their banking interests range through three states—Missouri, Montana, and Washington.

Mr. Brett's grandfather, R. R. Arnold, Sr., founded the First National Bank of Mexico in 1883, and it has been operated by the family ever since in this Missouri town.

Mr. Brett was born and raised in Mexico. He attended Mexico High School and is a graduate of the University of Missouri, majoring in history and political science with a minor in business administration.

Although he worked in the bank during summers while he was in school, Mr. Brett officially joined the staff in 1935 as assistant cashier. He was elevated to vice president in 1937 and became president in 1941.

He served as a Naval gunnery offi-

Bradford Brett:

Champion of Independent Banking

cer during World War II and attained the rank of lieutenant commander before leaving the service at the end of 1945.

He saw duty during the war in the Atlantic, Pacific, and Indian Oceans.

Branch Banking

Mr. Brett came to national attention in 1958 when he directed a fight against branch banking in Missouri. Backed by several large groups in the state, the branching proposal was referred to public vote.

Mr. Brett and his “Missourians Against Branch Banking” went to work. They rallied some 500 banks to their cause and conducted an intensive campaign that resulted in a resounding victory.

When the ballots were counted, the vote was 677,000 against and 287,000

for the measure to permit branching. Mr. Brett's committee had carried every city and county in Missouri.

“This was the only time in the history of our country that the people have had a chance to vote on their banking system,” Mr. Brett said. “They sure gave us a loud answer.”

Mr. Brett has been president of the Mexico Rotary Club, the Chamber of Commerce, the Country Club and the Missouri Independent Bankers Association. He has also been a member of the school board and vice president of the University of Missouri Alumni Association.

Since the war, he has been named an Honorary Colonel on the staffs of three Missouri governors.

An all-around sportsman, Mr. Brett concentrates on hunting, fishing, and golf.—**End.**

Association of Supervisors of State Banks; V. E. Rossiter, Sr., president of the Bank of Hartington, Neb., and chairman of the IBA Farm Income Study Committee; A. A. Milligan, president of The Independent Bankers Association of the 12th Federal Reserve District and president, The Bank of A. Levy in Oxnard, Calif., and Dr. Charles M. Williams, professor at the Harvard University Graduate School of Business Administration and director of the Institute for Financial Management. The Institute conducts the IBA-sponsored Seminar for Senior Bank Officers.

Resolutions

Besides a commendation for Mr. DuBois, the convention adopted the following resolutions:

Broadening the scope of the Farm Income Study Committee, which was organized at the 1961 convention "for the achievement of a productive agriculture in a balanced and fully operating American economy."

Opposing further expansion of rural credit unions and alerting IBA members to "this creeping danger" and urging that existing credit unions be subject to same taxation, controls, and regulations as banking institutions.

Adopting as the IBA position on withholding and tax equality the arguments presented by outgoing President Reed H. Albig before the Senate Finance Committee April 11, 1962.

Opposing any measures which would further the spread of banking concentration and, in conjunction with the IBA of the 12th Federal Reserve District, communicating this position to the Comptroller of the Currency, his new advisory committee and all others concerned.

Strongly supporting the policy of

BEN DU BOIS RETIRES . . .

(Turn to page 48, please)

FROM LEFT in each photo starting at top: (1) **R. O. Bishop**, chm., Am. Nat., St. Paul, Minn.; **Mrs. Bishop**; **Mr. and Mrs. G. A. Redding**. He is pres., Windom State, Windom, Minn. (2) **A. T. Donhowe**, v.p., Cent. Nat. B&T, Des Moines and IBA exec. coun. member; **Mrs. Donhowe**; **Henry H. Byers**, pres., Bankers Serv. Co., Des Moines; **Mrs. Norris A. Hanson**, **Norris A. Hanson**, pres., Harmony St., Harmony, Minn.; **Mrs. Byers**. (3) **H. R. Kurth**, pres., Cit. Bk., Hutchinson, Minn.; **Mrs. I. C. Rasmussen**; **Mrs. Kurth**; **I. C. Rasmussen**, pres., Mound St., Mound, Minn.; (4) **Russell Hanson**, IBA dir. from Minn., v.p., Swift Co. Bk., Benson; **Mrs. Hanson**, **Mrs. Brandt Amlie**, and **Brandt Amlie**, pres., Comm. St., Pocahontas, Iowa; (5) **Mrs. O. M. Jorgenson**, Billings, Mont.; **Mrs. V. H. Ried**, Hubbard, Iowa; **Mrs. Claus Loof**, Grand Junction, Iowa.



Market Yields Converge Toward 3 Per Cent Level

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

THERE is much evidence at hand that investment yields of the market's various sectors are converging toward a single level that could be broadly labeled "3 per cent." Three important signposts are pointing in this direction.

The first is the Federal Reserve System discount rate, which has remained unchanged at 3 per cent since the late summer of 1960. A shade below the Reserve rate, yet enforced by the Reserve rate on the ceiling side, is the basic money market rate—the lending charge on the uncommitted reserves of commercial banks held at the Reserve Banks. It does not seem likely that there will be any change in these rates for the short run.

The existence of slack in the current high-level economy argues against a rise in the discount rate. And the authorities are not disposed to reduce it for fear of spurring foreign owners of short-term money balances here to shift the funds overseas to take advantage of higher rates abroad.

It is, of course, conceivable, that if the gold outflow from the United States were to take on serious proportions, the Federal Reserve discount rate might be raised at the risk of curbing industrial growth here. No such flight of gold seems likely unless the Kennedy Administration moves for all-out war against the business world here, or unless United States products get priced out of the world markets by the persistence of an overcostly production system or by money inflation.

Bond Yields

The second significant signpost pointing toward the 3 per cent yield

area is that of long-term United States government securities. There are now no long-term Treasury bonds yielding 4 per cent or more. At this writing, the highest yield in the government market is 3.9 per cent, a return obtainable only from two issues.

It is hard to see how any rise in yields for long-term government securities is likely to occur over the short run, unless a crisis in the gold reserve area should spur the Reserve System to use its great powers to increase short-term yields drastically from current levels. At present, the 91-day bills of the Treasury are yielding about 2½ per cent, a rate that is competitive with the British money market, where short rates' have been declining lately. The Treasury's one-year bills are selling at a discount of less than 2.9 per cent.

The third telltale yield signpost is that furnished by the world of common stocks. Depressed to near a 2¼ per cent level by the overoptimistic bull market of 1961, the yields on representation common stocks, as measured by the Standard & Poor's index, have in recent weeks moved back into the 3 per cent area. At this writing the average stock yield is about 3¼ per cent. The range last year was from 33.33 to 2.81 per cent.

Meantime, the yields on prime corporate bonds, which in 1961 fluctuated between about 4½ and 4¼ per cent, are moving downward toward the 3 per cent area.

Business Capital

A force making for possibly even lower corporate bond yields is a relative slackening in the demand for business capital, both for the long term as

well as the short term. Some of this may be due to the existence of spottiness and pause in the economy. But the slackening demand for business capital would seem to be due too, to greater financial self-sufficiency in the business world. For the first time in ten years corporations seem to be in a position to finance most of their capital expenditures from the current flow of funds without making big demands on investors.

There have been no developments in Federal Reserve and Treasury credit and debt management practice to suggest any changes in the investment yield structure that might be inspired or enforced by official action.

The Treasury's last market operation was a conversion of three issues of debt due in May and June into \$10,850,000,000 of new securities—\$6,540,000,000 of 3¼ per cent certificates of indebtedness due May 15, 1963; \$3,111,000,000 of 3½ per cent notes due February 15, 1966, and \$1,199,000,000 of 3¾ per cent bonds due November 15, 1971.

The transaction showed that the Treasury was alert to the opportunity for extending the debt maturity structure modestly. The designation of the 1966 and 1971 maturities reflected a cognizance of the readiness of commercial banks to put swelling time deposits to work in investments of other than short term. At the same time, the Treasury made sure not to go out of its way to compete against borrowing corporations for the loan of long-term capital.

Stocks Decline

The big question with the approach of summer is the cause of the stock market. There can be no questioning that the drastic decline in values is a bearish force in itself for the short run, not only in the market's technical operation, but in the economy as a whole.

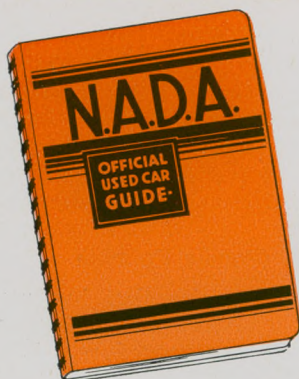
On the technical side, there is an instinctive reluctance about buying shares in a falling market, regardless of the attractiveness of relative values. Much newly generated savings that last year would have gone chiefly into stocks seems now to be going into debt investments.

Then there is the drag on the economy. The reduction of estates by the decline in equity values no doubt slows up certain expenditures on the consumer side and thereby entrains slowdowns in production. In due cause, however, a substantial part of the savings now swelling the nation's time deposits can be expected to be switched back into equity investments or into consumption expenditures.—

End.

Northwestern Banker, June, 1962

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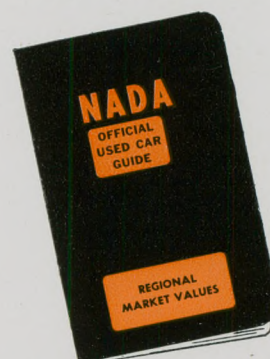
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2000 K STREET, N.W., WASHINGTON 6, D. C.

Northwestern Banker, June, 1962

Farm Service Department . . .

(Continued from page 34)

ings. He traveled 15,052 miles, servicing more than \$4 million in loans during the year. Following is a breakdown of his expenses:

Car expense: Tire, \$133.33; gas, \$784.58; oil, wash, grease, miscellaneous, \$152.90; mechanical repairs, \$48.27, for a total auto expense of \$1,119.08. Mr. Fineran also figured his auto expense on a mileage basis and at 7 cents a mile for 15,052 miles the auto expenses came to \$1,053.64.

Customer entertainment came to another \$441.04 for the year. These amounts combined with his salary bring the total cost of operating the department to \$9,419.68 for the year.

Regarding the operation of the department, Curtis B. Mateer, executive vice president of the Pierre National, said, "The time divided between the bank and the field by the farm representative will vary in each bank. In the case of this bank, Mr. Fineran spends two-thirds of his time outside the bank. This time is spent in various ways: Attending agricultural meetings in the area, personal calls, contacts, farm and ranch visitation, attendance at livestock sales and some

individual farm and ranch sales in the area.

First Priority

"The loan customer has first priority on the time spent outside the bank. Each customer is contacted at least once a year and a large number of clients are contacted two or more times a year."

Since March, 1959, deposits of the Pierre National have increased from \$8,804,859 to \$9,881,913 in March, 1962. During the same time, loans have increased from \$3,676,785 to \$5,981,754. As noted in the accompanying graph, agricultural loans have increased more than \$1.7 million. Some of this increase in loan volume no doubt is from the natural increase in capital requirements of existing customers. Officers of the Pierre National feel, however, that a larger portion of the increase in loan volume has been the result of work by the farm service department. The increase in number of clients and the amount loaned per customer tend to support this belief.

Mr. Fineran has used several methods to build the volume of agricultural loans. Among the most successful has

been that of taking a number of ranch units and working them up into complete farm and ranch plans. This includes making a complete plot of the unit, then programming the different phases that should be considered such as labor requirements, animal units per acre, production capacity and feasibility of profitable operations of the unit in its present status.

He points out that by working up a program to increase the production of the unit, it is possible to cut labor and equipment costs by devising new methods of operation and by encouraging specialization in one or two areas.

Follow Up Plan

Another practice that has contributed to the success of the department is its follow-up procedure. When a loan is made for the purchase of land, cattle or operating expense, it is the agricultural representative who checks with the client to see that he has a full understanding of what is to be accomplished and, in turn, points out some of the added management problems, risks and other pitfalls that may have been overlooked by the client.

Special follow-ups are made on feed supplies of live stock operators in years of feed shortages or if a feed problem may develop during the term of the loan.

Mr. Mateer pointed out, "There are many ways that an effective follow-up can be made, and this is one of the most important duties of the agricultural representative."

Mr. Fineran also stressed the importance of having the full support and cooperation of a lending officer, and said that this cooperation has contributed a great deal to the successful operation of the farm service department at the Pierre National Bank.—**End.**

Harris JA Bank Honored

The Harris Junior Achievement Bank, operated by teenagers from Chicago's north side and sponsored by Harris Trust and Savings Bank, Chicago, has been awarded honorable mention in the National Industry Awards which are presented annually to Junior Achievement companies throughout the United States.

This is the third year in a row the Harris JA Bank has won the award in competition with other Junior Achievement banks.

Advisors for the Harris JA Bank are Harris Bank staff members Barbara Hoffman, Fred Kujawka, Dave Cox, Jim Seitz and Fred Hawk.



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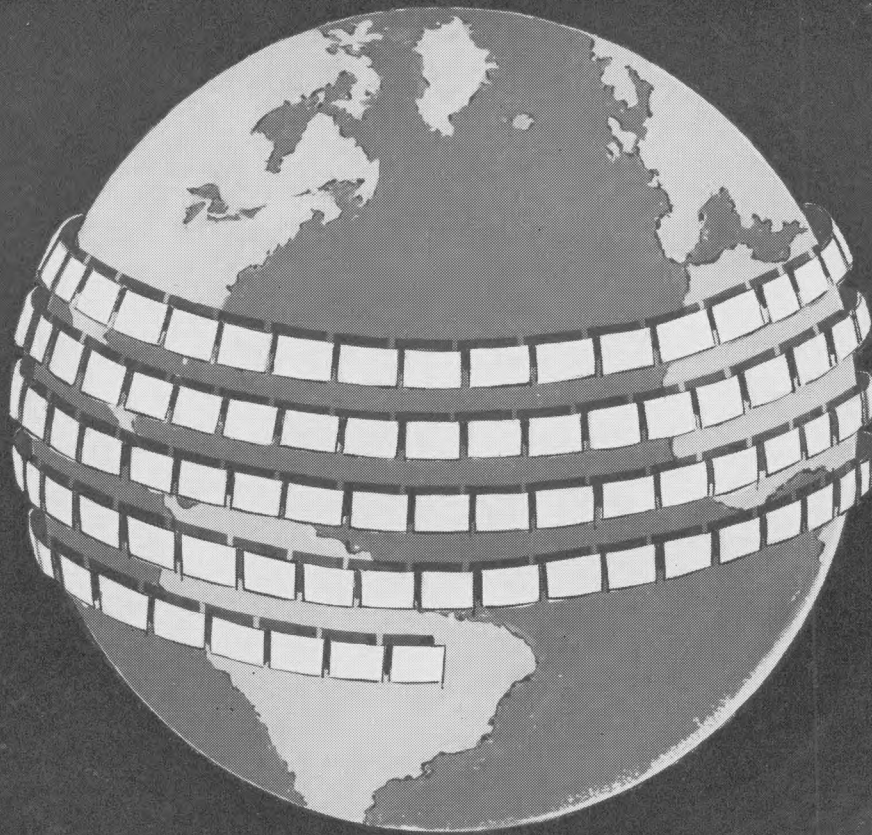
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If your bank is not enjoying the **IMMEDIATE ECONOMIES** the NCR POST-TRONIC machine makes possible, call your NCR representative TODAY! He will gladly re-appraise your bookkeeping operation with you.

Based on a minimum estimate of ten balance changes per account each month, NCR POST-TRONIC machines have:

- picked up 6 billion balances **Electronically**
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- selected 6 billion posting lines **Electronically**
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Little wonder bankers praise the NCR Post-Tronic. Over 24 billion electronically controlled operations saved tremendous TIME and EFFORT, and removed countless possibilities for operator errors.

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NCR

Northwestern Banker, June, 1962

Offers New Common Trust Fund

ANOTHER "first" in Rocky Mountain banking circles was announced by James E. Patrick, president of the statewide Valley National Bank, Phoenix.

Now in operation is a new type of "tax-free" common trust fund whose investments consist entirely of securities with non-taxable income, such as municipal bonds.

According to D. H. Newell, Jr., vice president in charge of VNB's trust department, the newly-created fund is one of the relatively few of its type

being offered by U. S. banks. Advantages, he noted, include:

Ability to make larger block purchases of such bonds;

Ability to assemble a broad geographical portfolio, plus an ordered staggering of maturity dates—"both of which would impart greater stability in principal and income performance for trust beneficiaries";

Greater overall liquidity, when needed.

To be known as the Diversified Common Trust Fund "B" of Valley

Bank, the investment plan was approved in March by VNB directors in accordance with Federal Reserve System regulations and Arizona laws. It became effective April 1.

In essence, it permits investing by many small- and moderate-size trusts collectively instead of separately—"making possible the utilization of advantages of the highly specialized tax-free type of securities, and more complete investment of principal than would be possible via individual investment," Newell pointed out.

"Furthermore, it is now just as practical in most instances for the smaller trust to use tax-free securities as it is for a very large one. At the same time, the separate identity provisions and purposes of each participating trust are retained on an individual basis," he added.

FARM CREDIT FILES . . .

(Continued from page 32)

for payment, either by mail or direct, we know exactly what is being done.

4. We determine the interest rate as to the risk involved by taking his financial statement, also considering how successful an operator or feeder he has been in the past, his reputation, character and habits; also if he owns real estate, whether it is clear or equity.

Credit File: We use a comment sheet for each borrower which is in his credit file. After the first loan is made each advance and payment thereafter is recorded on the comment sheet explaining what the loan was made for; or, if he sold any livestock or grain, the amount sold, price, etc. All advances and payments are initialed and dated by the loan officer handling the transaction on all our lines whether they are open lines, chattel mortgage or feeder lines.

We have only one expiration date. For example, if a borrower obtains a loan for six months and it is due November 14, all additional advances to him are made to come due the same date. This is to eliminate any past dues when there are various expiration dates.

To distinguish the type of loan, we use a yellow comment sheet for direct lines, blue comment sheet for indirect lines (that would be machinery and automobile contracts, etc.), and a pink comment sheet for our real estate loans. All documents such as a chattel mortgage abstract, chattel mortgage, filing receipt, financial statement and inspection report are kept in each borrowers credit file along with the comment sheet. Only the note or notes are filed in our note



Do You Know . . .

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Our Items to the FIRST NATIONAL BANK of Kansas City"

Many Banker Friends do a good bit of "over the fence" visiting about the First National Bank of Kansas City. One of our friends once asked, "How do you folks process 400,000 checks in a single day?" Well, our answer: We have electronic machines that do sorting, posting and cancelling in our Transit Department. Other machines actually 'read the code numbers' on checks, tabulate the figures, remember details and can supply recorded data by the push of a button weeks or months later . . . That's the way our machines work—but we pride ourselves on the fact that our bank still preserves the old-fashioned handshake and the pleasure of personal contacts that machines will never replace.



1886

1962

The First National Bank . . .
Famous for its "Men on the Go"

Over Three Quarters of a Century of Banking Service

MEMBER OF FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, June, 1962



Chase Vice President, Roger Lyon (left), and correspondent banker, William J. Riley, admire "Owl" sculptured in bronze at Chase Manhattan's headquarters.

William J. Riley said—

"For portfolio review, we talk to Chase Manhattan!"

Then Mr. Riley, President of The First National Bank of East Chicago, Indiana, explained:

"Why? Well, why does a man or bank keep on using any investment counseling service . . . profitable results, wouldn't you say? With Roger Lyon and his group helping us look after things, that's what we get . . . I'll bet this wise old owl would say the same thing!"

Scores of banks now using Chase Manhattan's Bank Portfolio Review Service understand the practical wisdom behind Bill Riley's remarks. For results *are* what

count . . . and that's why Chase Manhattan's Bank Portfolio Review Department gives its undivided attention to this one important job—producing beneficial results. To do this, the Department's staff devotes full time to the investment counseling of our correspondent banks. The Department's facilities and information sources are fully as extensive as those that guide Chase Manhattan's own portfolio.

If you'd like help with your bank's investments, either continuously or just occasionally . . . talk to the people at Chase Manhattan.

Our "Portfolio Review Booklet" describes the service—write to Roger A. Lyon, Vice President, for your copy.

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Northwestern Banker, June, 1962

case. We have separate filing cabinet for the credit files.

After each day's business a loan report is made up by one of our officers. This loan report outlines the security, also if secured or unsecured, interest rate and the listing of the security. The original of the loan reports is numbered and filed daily in order between board meetings, then when we have a board meeting all we need to do is to have the directors review all the loan reports which show all loans made since the last meeting. If the board wants to check on any note or all of them we have all the information in the borrowers' credit file in a

separate filing cabinet for the board's inspection.

The real estate loans are handled by comments also and are kept in a separate filing cabinet which is in our vault. We have a picture of the farm buildings or dwellings on which we hold a mortgage on each real estate loan in our file. All of our notes, chattel mortgages, real estate mortgages and other documents are typed.

First Comment: When we make our first loan with a new customer or any other borrower we obtain and show as much information as possible on our comment sheet in regard to the borrower as to his age and his family, whether a tenant or land

owner, the location and size of his farm, the amount of land he operates, what his record has been in the past. If he moved from another territory we check with his prior banking connection and other references.

The loan officers of our bank meet every Tuesday and Friday morning to go over all loans made during the days in between meetings. We use the original of the loan report at our morning meeting, which as heretofore mentioned is filed and later on used at our board meetings.

The loan comments are dictated and written by our secretary each morning. After that has been completed they are compared with our liability ledger to see that all is in balance, then they are passed from desk to desk of all loan officers who review them before they are filed. This gives us a double record as to having the borrower's line in balance. On the other hand when a borrower comes in all we need to do is pick up the credit file as the comment sheet shows the record of all transactions, including the amount owing at the time he comes in so we do not have to check the liability ledger.

We have never had trouble in balancing our note case and liability ledger with this system. Also, in the event of a change in loan officers or the bank being sold, a total stranger can take over the loaning end of the bank as he has all the information as to the borrower on the comment sheet. On our overlines the participating bank receives a copy of our loan comment together with a copy of the chattel mortgage, copy of our filing receipt, copy of the statement and the note it carries in the participation.

CREDIT FORMS . . .

(Continued from page 33)
estate, machinery and fixtures), liabilities, net worth, and excess quick assets available.

A third form that can be used is a "Farmers Statement of Monthly Income and Expense" for budgeting when needed for a particular customer.

The fourth form in general use at the bank is a page (legal size, the same as other forms) for "Comments." This gives the date of each entry, details of the report, and a loan total outstanding as of that date.

When properly used, these forms, or those selected by any bank, will furnish all the basic information needed to assure both the customer and the bank of continuity and complete understanding in the handling of an account, regardless of which loan officer has the next interview.—**End.**

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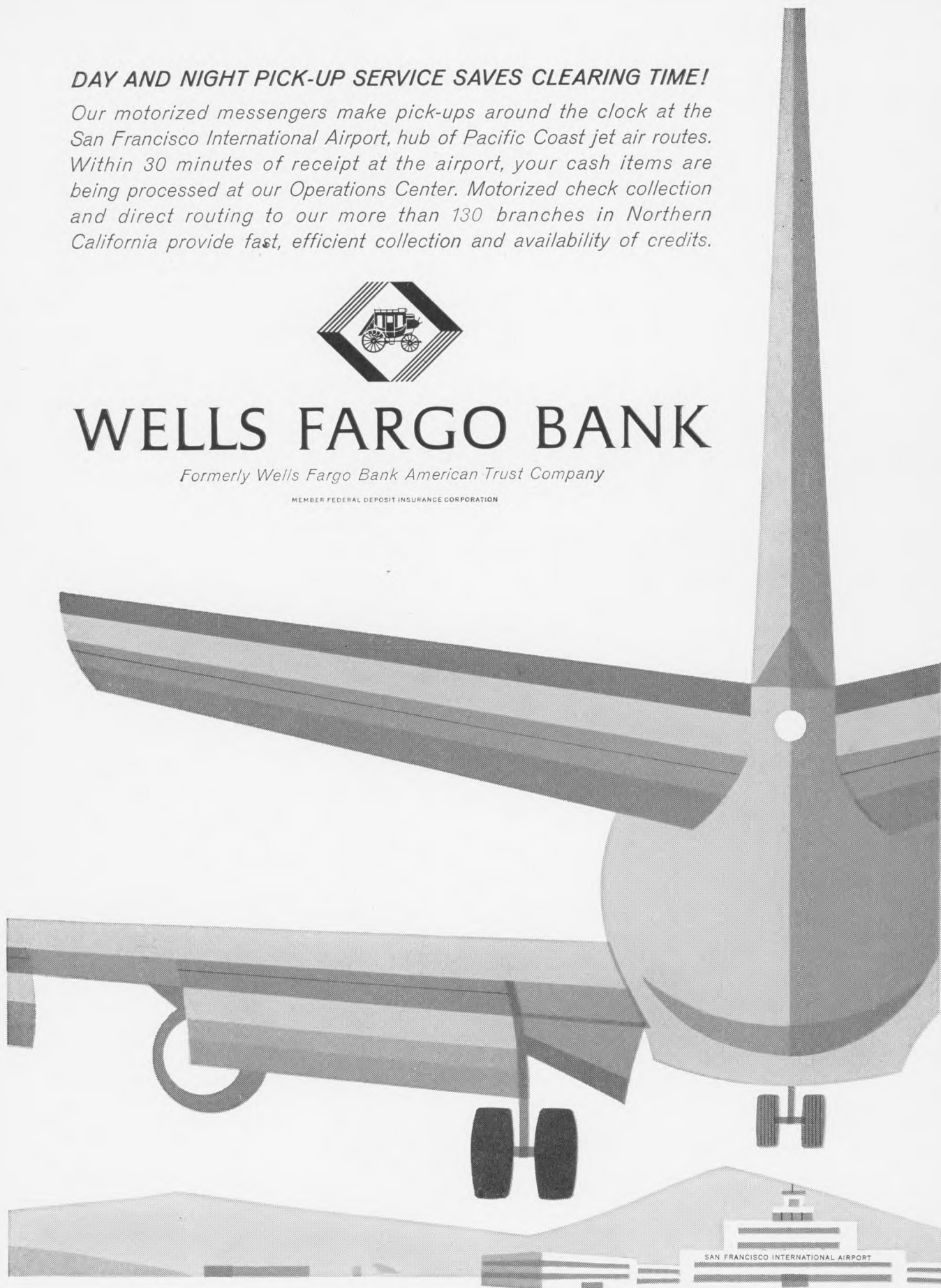
Our motorized messengers make pick-ups around the clock at the San Francisco International Airport, hub of Pacific Coast jet air routes. Within 30 minutes of receipt at the airport, your cash items are being processed at our Operations Center. Motorized check collection and direct routing to our more than 130 branches in Northern California provide fast, efficient collection and availability of credits.



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FOR DETAILS WRITE: WELLS FARGO BANK, 464 CALIFORNIA STREET, SAN FRANCISCO 20, CALIFORNIA

Northwestern Banker, June, 1962

Profitable Farm Loans . . .

(Continued from page 35)

the loan. It should cover the past year as well as operations for the current year. The income figures will show the sales of crops and livestock as well as price and amounts. Expense items will show the amounts spent for operating expense, debt repayment and so forth.

Information on this important statement will help determine the farmer's credit needs, loan capacity and repayment ability. Income from sales and the sale date will determine the time and amount of repayment. It is also possible to compare the opera-

tion with similar farms. The statement gives the lender an opportunity to stress the importance of establishing adequate cash reserves. The lender can demonstrate through the use of the operating statement that even though a farmer has a good net income, he still may encounter financial difficulty as a result of large debts and inadequate cash reserves.

Spread Sheets

The fourth important item in a credit file is the spread sheet or comparison statement which may be used to compare financial and operating

statements. These tools show a year by year picture of the operation and will indicate the growth or lack of growth of a business as well as the farmer's managerial ability.

In addition to these various statements, it also is necessary to visit the farm and to record these visits on a credit memo sheet. A visit will reveal things about the business not readily available from any other source. Only through a visit is it possible to learn how the farmer takes care of his livestock, machinery and improvements. This also will give the lender a better picture of the farmer's managerial ability.

If you have all of the foregoing information it is much easier to provide a complete credit service. Machinery and livestock loans can be programmed as well as operating loans. Dairy cattle loans still can be handled from milk check assignments. Feeder cattle loans still can be repaid when the cattle are sold and any machinery loans can be repaid from surplus livestock and crop income. This system will give the lender a much more complete picture of the farm's total debt. It will go a long way toward helping prevent use of funds which were supposed to be applied on a loan being spent for some other purpose.

Increase Loan Size

There is no doubt in my mind that the average loan size would increase under this system. Even though time spent in servicing each loan might increase, the result would be the same loan totals from fewer loans and more total dollars of loans if the number of borrowers remain constant. The additional information also should help eliminate the poorer risks.

Additional bookkeeping required by your customers can also be overcome. This type of financing is much more involved and requires more time than lending on the strength of a co-signer or collateral alone, but with increasing farm capital needs it is only a question of time until it becomes common practice. At the present time, probably only 20 per cent of your loans might require this treatment. However, lenders should give some real thought to this program and be ready when it becomes a necessary part of farm lending.—End.

Bessie Dunn Retires

Bessie Dunn, assistant cashier, Northwest Security National Bank, Sioux Falls, was honored recently at a party in recognition of her retirement May 1. She had been with the bank for 44 years.

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When you need facts, come to New York. Each year our individual and business customers ask us for thousands of facts. From routine credit investigations to complex financial analysis and evaluation, Bankers Trust can help supply the answers—fast. Relevant, reliable information is the basic element of sound decision making. Our correspondent customers have come to expect these qualities in the analyses we supply in answer to their business inquiries. Our officers have a long, impressive performance record in assisting others. Perhaps this valuable service can help you. When you need facts,

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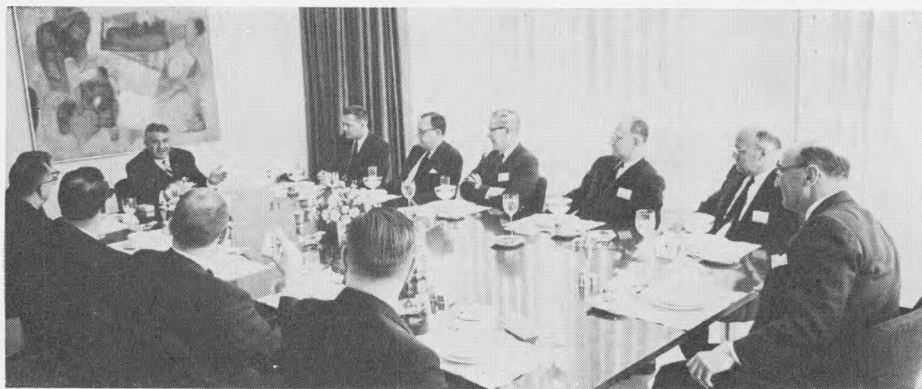


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Chase Room Proves Popular



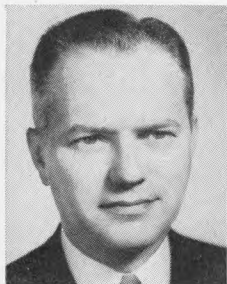
EXECUTIVE DINING ROOM at the Chase Manhattan Bank in New York offers one of the finest views in the metropolitan area. Located on the 60th floor of the new bank, it is the scene of frequent informal luncheons sponsored for bankers in the NORTHWESTERN BANKER area.

Shown above, at right, is **John Hejinian**, asst. v.p., entertaining a group from the Brenton Banks in Iowa.

View Over 65 Market

COMMERCIAL banks should turn more attention to the needs of persons in the growing over-65 age group, Charles J. Scanlon, president of the Federal Reserve Bank of Chicago, said recently.

Mr. Scanlon made the suggestion in a review of banking industry trends before the Financial Public Relations Association's regional conference in Chicago.



C. J. SCANLON

"Every 24 hours 3,000 persons join the ranks of those we refer to as 'senior citizens,' and their number is now estimated to total in excess of 16 million persons. Certainly this is a growing group of people whose particular banking needs should be carefully considered," he said.

Mr. Scanlon said it is possible that

bank growth rates may soon be among the most favorable among financial institutions.

Assuming reasonably satisfactory economic conditions, there should be continued increases in the number of banking offices, in loans compared with total deposits, in time deposits compared with demand deposits, and further diversification of loans and shifts in the relative importance of each, Mr. Scanlon said.

"It appears likely that banks will continue to adapt to their changing environment and possibly more quickly than in the past," he said.

BEN DuBOIS RETIRES . . .

(Continued from page 37)

holding public hearings on such matters as branch applications, mergers and new charters and commending the Comptroller of the Currency for initiating such hearings.

Encouraging every member bank to carefully consider succession and management training at the highest levels

possible because "the future of independent banking is literally contingent on the development of responsible trained successors to present senior management."

Recommending that all states fully study and consider the adoption of the Uniform Commercial Code.

Urging state IBA organizations to introduce and promote the passage of state bank holding company legislation because "the increase in the number of holding companies threatens to change the concept of independent banking as we know it." The resolution also noted that a Uniform State Bank Holding Company Act has been prepared by the association and is available to any member bank on request.

Reports

Reports on activities of IBA committees during the past year were given by Farm Income Study Committee Chairman V. E. Rossiter, Sr.; Savings and Loan Committee Chairman Ralph L. Zaun, executive vice president, Grafton State Bank, Grafton, Wis.; Bank Study Committee Chairman William G. Kirchner, executive vice president, Richfield Bank and Trust Company, Richfield, Minn.; Fiscal Policy Committee Chairman O. K. Johnson, president, Whitefish Bay State Bank, Whitefish Bay, Wis.; Legislative Committee Chairman R. L. Mullins, president, The Wolfe City National Bank, Wolfe City, Tex., and Seminar for Senior Bank Officers Committee Chairman W. C. Clary, Jr., president, Bank of Toccoa, Toccoa, Ga.

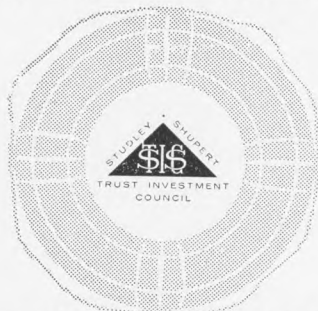
Resolutions committee chairman was Harold E. Roe, president, Bank of Bennington, Bennington, Neb., and the nominating chairman was O. D. Hansen, president, Bank of Union County, Elk Point, S. D., and an IBA past president.—**End.**

Named Service Manager

Robert H. Normandy has been named to the new post of general service manager for the Bell & Howell Micro-Data division, Chicago.

Formerly, Mr. Normandy was assistant national service manager for the Addressograph-Multigraph Corp., Cleveland, from 1957 to 1962.

a LIFESAVER for Community Bank Trust Officers Who Need Assistance "FROM THE TRUST VIEWPOINT"



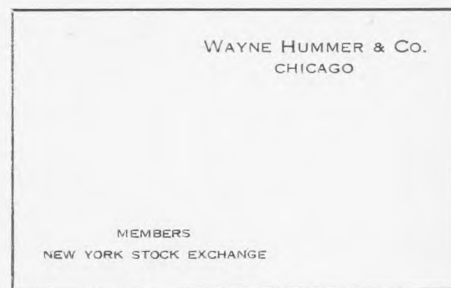
Yes . . . Studley, Shupert Trust Investment Council services go far beyond mere statistical data and generalized analyses of economic conditions. Instead, the Council augments its Members' trust department personnel with a staff of experienced, competent, trust-minded specialists . . . and these assist Members in attaining the specific trust objectives of individual accounts. We invite you to investigate the advantages of Council Membership. Write Dept. NW-LS.

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1617 Pennsylvania Boulevard, Phila. 3, Pa.

155 Berkeley Street, Boston 16, Mass.

Northwestern Banker, June, 1962



WHY YOU'LL FIND SO MANY "OUT-OF-TOWN" BANKERS IN WAUKESHA, WISCONSIN

Since last September, bankers from over twenty-five states have visited the First National Bank of Waukesha, Wisconsin. And for a single reason—to see Mosler's new Auto-Banker Snorkel® system in operation!

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Mosler's Auto-Banker system? Using two-way TV, this new concept in auto banking enables remote "drive-in" units to offer full-service banking for the first time. No wonder banks from coast to coast are including Mosler Auto-Banker in their expansion programs!

From auto banking to the largest vaults, Mosler design and service stand ready to serve you. For further information on Auto-Banker or other Mosler equipment, send coupon or contact Mosler—world's largest manufacturer of safes, vaults, and banking equipment.



HOW MOSLER AUTO-BANKER WORKS. Depositor drives up to Mosler Auto-Banker Customer unit... talks "face-to-face" with teller inside the bank where all customer's records are immediately available. Pneumatic carrier speeds transaction—even when customer unit is located hundreds of feet from bank.



Mosler Auto-Banker enables teller to speedily perform all these services—deposits and withdrawals... check cashing... mortgages, escrow, installment and Christmas Card payments... cashier checks and money orders... in fact, any service available at regular teller windows inside of bank.

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both men called on an outstate account today



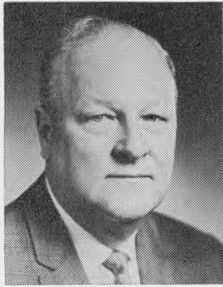
Men who value their time—on the job and at leisure—fly Ozark . . . the airline that measures the midwest in minutes. So check your travel plans . . . check Ozark's fast, frequent service between 53 cities in nine states. Two minutes spent now on a call to Ozark or your travel agent can save you many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


OZARK

 A I R L I N E S

Northwestern Banker, June, 1962

Promoted by Recordak

John P. Eager, sales manager, has been elected vice president and director of product administration of Recordak Corporation, a subsidiary of Eastman Kodak Company located at 415 Madison Avenue in New York.



J. P. EAGER

A native of Kansas City, Mo., Mr. Eager began his business career with the Commerce Trust Company there and acquired extensive experience in bank operations which led to his

employment by Recordak Corporation in 1939. He was first assigned as a sales and systems representative covering the principal market areas of western Missouri, Kansas and Nebraska. With the opening of the new Recordak Branch in Kansas City in 1946, Mr. Eager was appointed branch manager.

In 1953 he was promoted to manager of the Recordak Branch at Chicago. His advancement to midwest division manager followed in 1956 and brought under his supervision the operations and sales activities of eight Recordak offices in the midwestern states.

In 1961 Mr. Eager was transferred to the Recordak executive offices in New York as manager of the company.

Chicago Fed Promotions

Official promotions at the Federal Reserve Bank of Chicago have been announced by Charles J. Scanlon, president, as follows:

Leland M. Ross, chief examiner, has been elected a vice president and will be in charge of the bank examination department.

James R. Morrison, senior examiner, has been elected chief examiner to succeed Mr. Ross.

Harris C. Buell and Carl W. Weiskopf have been elected assistant chief examiners.

New Chemical Director

Austin R. Zender, president of National Distillers and Chemical Corporation, has been elected a director of the Chemical Bank New York Trust Company, New York.

New Tokyo Office

Homer J. Livingston, chairman of the board of The First National Bank of Chicago, has announced plans to open a representative office in Tokyo. A European office was established in London in 1959.

THE CHECK LOOK IN COLORS

Black is a combination of all the colors of Safety Paper.

The check look in colors has been used effectively by many banks.

Color that is a symbol of a bank or colors to appeal to customers' tastes are available.

For either color program La Monte Safety Papers provide your customers with checks that are properly protected.

La Monte

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



**SAFETY PAPER
FOR CHECKS**

GEORGE LA MONTE & SON • NUTLEY 10, NEW JERSEY



*Around the Upper Midwest . . .
with the bank that knows it best*

Winona

"Scenic Center of the Hiawatha Valley"

As our picture of the famous Riverboat museum indicates, Winona is steeped in the tradition and historical lore of the mighty Mississippi River, the old steam boat days and the rough and rugged logging and saw mill operations that made it a city.

There's an amusing story about the name of Winona. It goes back to Orrin Smith, captain of the steamer Nominee, who first staked out township claims in 1851. He wanted the community to be named Montezuma, but a group of irate settlers bribed the map-maker to change it to "Wenonah," in honor of the princess daughter of Indian Chief Wa-Pah-Sha. The map-maker agreed to do it, and although his spelling left something to be desired, it has remained Winona ever since!

Since 1900 Winona has grown from a logging and milling town into a community with 75 well diversified manufacturing and processing industries. These provide 41% of the employment in the city as well as the principal source of purchasing power for the local economy. Some of the larger firms include: The Peerless Chain Co., Bay State Milling Company, Watkins Products, and Froedtert Malt Corporation.

When you're next traveling U.S. 61 (one of the most scenic routes in America) stop in at any of Winona's three excellent banks. Each has made real contributions to the city's progress and prosperity throughout its many, colorful years. Chat with *Gil Grabow, President of the Merchants National Bank*, *Kris Kryzsko, President of the Winona National and Savings Bank*, *Arnold Stoa, President of the First National Bank* or any of their associates. You won't have much trouble getting them to talk about their community!



An aerial view of the Bay State Milling Company's modern facilities along the Mississippi River banks. Bay State's products range from white and rye flours to a variety of cereals.

FIRST in service to St. Paul and the Upper Midwest . . .

FIRST NATIONAL BANK OF ST. PAUL

Member Federal Deposit Insurance Corporation

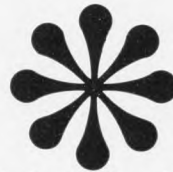
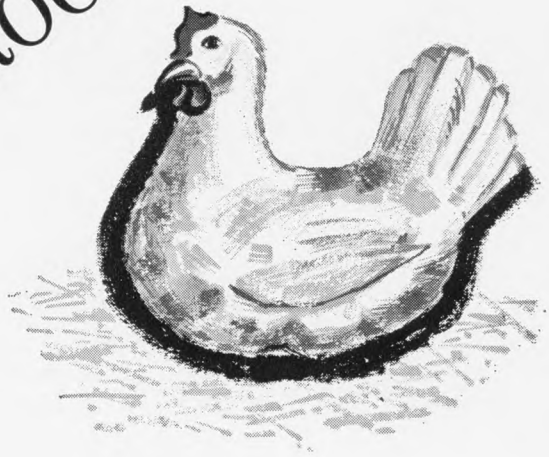
DEPARTMENT OF BANKS AND BANKERS Wallace L. Boss, Elmer M. Volkenant, Donald W. Buckman, Vice Presidents. David A. Shern, Assistant Vice President • Henry N. Snyder, Assistant Cashier • Roland W. Hohman, Trust Advisory Specialist • John F. Mullen, Bond Advisory Specialist • John M. Wooldridge, Bond Advisory Associate



Up-and-coming events we certainly won't miss in June are the Minnesota Bankers Association Convention at the Leamington Hotel, Minneapolis, June 5-6; the Montana Bankers Association Convention at the Many Glacier Hotel, Glacier National Park, June 14-16; and the Wisconsin Bankers Association Convention at the Hotel Schroeder, Milwaukee, June 18-20. Hope to see you there!

PARTNERS IN

PROGRESS



Which came first? The chicken or the egg? No one really knows but the two working together create a marvelous growth pattern.

In banking, too, growth is the result of people working together. At the Marquette in particular, your request for banking help gets fast, personal

attention . . . the kind of help that creates growth for your bank.

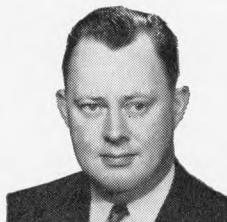
These "Men of Marquette" are prepared to give your banking needs the rapid, careful attention you want and expect. Call them whenever you need service. They will always be glad to help!

WE'LL SEE YOU..at the Minnesota, Montana, and Wisconsin Bankers Annual Conventions

DEPARTMENT OF BANKS AND BANKERS



OTTO H. PREUS
Vice President



JOHN T. PAIN, JR.
Assistant Vice President



AVERY FICK
Assistant Vice President

- The 72nd Minnesota Bankers Convention June 5-6, at the Leamington Hotel, Minneapolis.

- The 59th Montana Bankers Convention June 14-16, at the Many Glacier Hotel, Glacier National Park.

- The 66th Wisconsin Bankers Convention June 18-20, at the Hotel Schroeder, Milwaukee, Wisconsin.

* *Strong Friend of the Independent Banker*

THE MARQUETTE NATIONAL BANK

OF MINNEAPOLIS • SEVENTH AT MARQUETTE • FEDERAL 3-5411

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

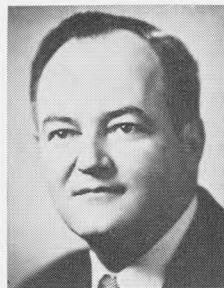




P. R. KENEFICK



K. A. WALES



H. H. HUMPHREY



C. MacGREGOR



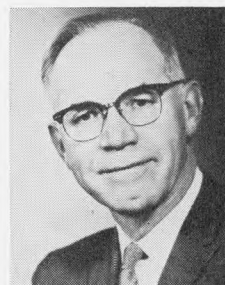
K. O. SATTRE



C. RAND

Expect 2,000 at Minnesota Convention

Meeting Is June 5-6 in Minneapolis



R. A. PUTNAM



H. G. HAMRE

NEARLY 2,000 Minnesota bankers and their wives are expected to attend the 72nd annual Minnesota Bankers Association convention at the Hotel Leamington in Minneapolis June 5 and 6. Such national political figures as U. S. Senator Hubert H. Humphrey and U. S. Representative Clark MacGregor will be among the dozen guest speakers who will address the four business sessions.

Presiding at the convention will be P. R. Kenefick, Minnesota Association president and president of the National Citizens Bank at Mankato. He has been given able assistance in convention planning by MBA Executive Secretary Kenneth A. Wales and his staff, and convention committee chairmen (pictured on next page.) The day preceding the convention is set aside for the annual golf tournament. Following is the schedule of events:

MONDAY, JUNE 4

8:00 a.m.
to

1:30 p.m. Men's Golf Tournament—Wayzata Country Club, Wayzata, Minn.
Pool and meals available to wives and non-golfers (breakfast, lunch and dinner).

TUESDAY, JUNE 5

A.M.

8:00 Registration—Dakota Room, Hotel Leamington.
9:30 Call to Order—P. R. Kenefick, president, Minnesota Bankers Association.
Presentation of Colors—U. S. Marine Honor Guard.
Greetings from the Mayor of the City of Minneapolis—The Honorable Arthur T. Naftalin.

Report of the Resolutions Committee—Glenn A. Uggen, chairman, Peoples State Bank, Wells.
Report of the Nominating Committee—R. W. Crouley, Marquette National Bank, Minneapolis.
Report of the Executive Secretary—Kenneth A. Wales.

The 1963 Banking Centennial—K. O. Sattre, vice chairman, Minnesota Centennial Committee, and president, Blue Earth State Bank.

"The Handwriting on the Wall"—Clayton Rand, editor, *The Dixie Guide*, Gulfport, Miss.

11:30 Announcements and recess.

11:45 Minnesota Club Central States School of Banking Reception-Luncheon—Illinois and Michigan Rooms.

Noon

12:00 Pioneer Past Presidents' Club Luncheon—President Jefferson Room.

P.M.

2:00 President's Report—P. R. Kenefick.
"Economic Understanding, an Essential to Our Free Enterprise System"—Dr. Rufus A. Putnam, superintendent of schools, Minneapolis.

A.B.A. Meeting and Election—Herman G. Hamre, A.B.A. state vice president and president, State Bank of Wood Lake.

"Revolutions in Business Planning"—William F. Foss, president, Motec Industries, Inc., Hopkins.

MINNESOTA CONVENTION . . .

(Turn to page 59, please)



W. F. FOSS



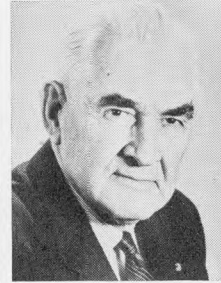
DR. A. SECORD



DR. J. H. FURBAY



N. CALMER



J. L. MCCREA



G. L. BRYAN

Northwestern Banker, June, 1962

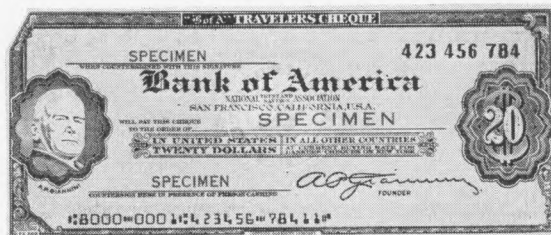
"May I have some Ba

Customer in a hurry? It's no problem with Bank of America's new ABA coded electronic Travelers Cheques. With their simplified application form, you never have to bother with carbons or staples. Your new (and exclusive) Seller's Kit contains up to seven different cheque packages—in the amounts most frequently requested. All sales can now be made from just one inven- tory, and you retain 90% of the commission. Bank of America ABA coded electronic Travelers

Northwestern Banker, June, 1962

Bank of America Travelers Cheques please fast!"

Cheques are designed by bankers for bankers. And they're available to you now. For complete information write: Travelers Cheque Department, Bank of America, One So. Van Ness, San Francisco 20, California.



MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, June, 1962

Minnesota Convention Chairmen



E. W. ENGSTROM



D. E. CROULEY



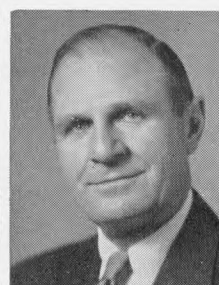
G. S. HENRY



O. H. PREUS



R. H. JOHNSON



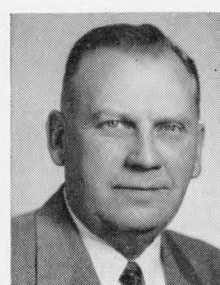
K. T. MARTIN



MRS. V. PEEKE



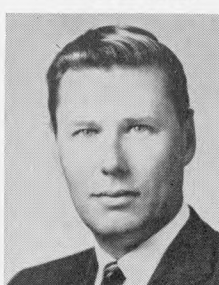
C. P. LINDHOLM



L. P. GISVOLD



R. W. CROULEY



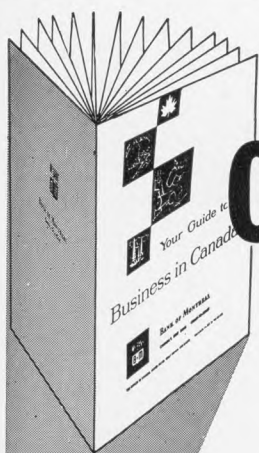
H. C. BENSON



C. E. BERGQUIST

GENERAL CHAIRMAN of the MBA convention this year is **E. W. Engstrom**, vice president, Midland National Bank, Minneapolis. General committee members include: **D. E. Crouley**, senior vice president, Northwestern National; **George S. Henry**, vice president, First National, and **Otto H. Preus**, vice president, Marquette National, all of Minneapolis. Chairmen of other convention committees are: First-Night Party—**Ray H. Johnson**, assistant cashier, First National; Banquet—**Kenneth T.**

Martin, vice president, First National; Ladies—**Mrs. Virgille Peeke**, assistant vice president, Northwestern National; Hotels and Utility—**C. Paul Lindholm**, assistant vice president, Northwestern National; Speakers' Reception—**L. P. Gisvold**, vice president, Northwestern National; Golf—**R. W. Crouley**, vice president, Marquette National; Publicity—**Harry C. Benson, Jr.**, vice president, Midland National, and Registrations—**Carl E. Bergquist**, assistant cashier, Federal Reserve Bank.



For Your *Clients*

CANADIAN

Patent, Copyright and Trademark...

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

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



BANK OF MONTREAL

Canada's First Bank Coast-to-Coast

BRANCHES IN ALL TEN PROVINCES

District Headquarters:

Halifax, Toronto, Winnipeg, Calgary, Vancouver

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

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

Head Office: Montreal

850 BRANCHES IN CANADA, U.S., GREAT BRITAIN AND EUROPE • RESOURCES EXCEED \$3,300,000,000

Northwestern Banker, June, 1962

Open House at Ada

An open house, complete with tours, free lunch and gifts, was a highlight of the recent grand opening of the Ada National Bank in its new banking facilities. The bank's former quarters was incorporated in the construction of the new, larger building.

The exterior of the structure is of all new granite blocks and the interior features new acoustical tile ceilings, new lighting and new heating and air conditioning units. Wood paneling is used extensively throughout and all work areas are larger than in the former building.

The evening of the open house, more than 250 leaders of banking, business and industry were guests of the bank at a special dinner which featured talks by J. Cameron Thompson, president, Upper Midwest Research and Development Council, and board chairman, Northwest Bancorporation, and Harold J. Cummings, director, First National Bank of St. Paul.

Anoka Promotions

Henry C. "Red" Johnson, with the State Bank of Anoka since October of 1956, has been named vice president in charge of the commercial credit department and operations. Also named a vice president was Milton S. Olberg,

MINNESOTA CONVENTION . . .

(Continued from page 55)

"A Layman Looks at Bankers"—Dr. Arthur Secord, Brooklyn College, Brooklyn, N. Y.

4:15 Announcements and recess.

6:00 "A Night on Broadway"—Hall of States. Buffet.

8:30 Entertainment—Doraine & Ellis.

WEDNESDAY, JUNE 6

A.M.

9:30 Call to Order—P. R. Kenefick.

"The Shape of Things to Come"—Dr. John Furbay, director, Air World Education, T.W.A.-Trans-World Airlines, New York, N. Y. Resolutions.

Election of officers.

Address—Hubert H. Humphrey, U. S. Senator from Minnesota.

11:15 Announcements and recess.

Noon

12:00 Ladies' Luncheon—Indiana, Michigan & Illinois Rooms.

"Orchids and Furs for M'Lady."

12:00 Men's Luncheon—Hall of Cities, presiding, P. R. Kenefick.

P.M.

2:15 Call to Order—P. R. Kenefick.

"A Matter of Importance to All of Us"—Admiral John L. McCrea, vice president, John Hancock Mutual Life Insurance Company, Boston, Mass.

"Trend or Transition"—Gerald L. Bryan, Commissioner of Banks, State of Minnesota.

"United Student Aid Funds in Minnesota"—Bennett Kline, Associate Director, United Student Aid Funds, Inc., New York, N. Y.

"A Congressional Look at Finance and Taxes"—The Honorable Clark McGregor, Congressman, Third District, Plymouth.

4:00 Announcements and adjourn.

5:30-6:30 Social Hour—Hall of Presidents.

6:30 Annual Banquet—Hall of States.

Invocation.

Introduction and Installation of Officers—P. R. Kenefick.

Response—Wayne Blackmarr.

Musical Revue—Tex Beneke.

9:30-12:30 Dancing—Tex Beneke and Orchestra.

manager of the Anoka Electric Co-operative and a long-time director of the bank.

Robert E. Johnson, with the bank and the State Insurance Agency since June of 1959, has been promoted to assistant cashier. The new manager of the insurance agency is Donald K. Elvig, formerly an insurance special agent and president of the North Dakota Capital Stock Insurance Association.

37 Years' Service

A dinner party at Turtle River recently honored Mary McManus, who has ended a 37-year career with the Northern National Bank of Bemidji. Bank officials presented her a new living room suite. Miss McManus joined the bank in April of 1925 as a stenographer and became a teller a year later.

New Bank Growth

Brooklyn Center State Bank of Brooklyn Center, passed the \$1 million mark in deposits the 51st day of banking business. It was noted also that more than 1,000 new checking accounts and more than 700 savings accounts were opened at the new bank within the same period of time.

Joins Byron Staff

John W. Huemoeller, formerly cashier, Farmers State Bank, Eyota, has been elected cashier of the State Bank of Byron, announces Floyd M. Williams, president of the Byron bank. With 12 years in banking, Mr. Huemoeller has been active civic-wise and is a past president, South Central Chapter of A.I.B.

Chisago Remodeling

The Chisago State Bank, Chisago City, is undergoing a remodeling. White facing is being torn off the outside, some interior walls are being removed and the bank soon will have a new appearance both inside and out.

Duluth A.I.B. Election

Harry W. Gooch, cashier of the First American National Bank, Duluth, has been elected president of the Duluth Chapter of A.I.B., succeeding Duane Gronlund, cashier, Northern City National.

Other officers elected were: Mrs. Genevieve Johnson, Northern City National, first vice president; Warren Kregness, First American National, second vice president; Miss Del Fisher, Northwestern Bank of Commerce, secretary; Dennis Telega, Duluth National Bank, treasurer; Miss Sue Brown, Northern City National, women's chairman, and Mrs. June Pinder, First American National, assistant women's chairman.

Elected to the board of governors for two-year terms were Joel Schmidt, First American National; Claude Lutzka, First American National, and William Bailey, Northwestern Bank of Commerce.

New Bank Opens

The new Northwestern Bank of Commerce, Duluth, which was opened last month in a new building at 2nd Ave. W. and Superior St., required more than 330,000 pounds of steel, 7,000 square feet of glass, 10 miles of wiring, 746 cubic yards of concrete and 16,933 concrete blocks. A highlight that attracted much comment was the

air curtain door, which enables shoppers to enter and exit without touching or having to push or pull open a door.

Duluth Officer Retires

Albert L. Horak, assistant vice president, Northern City National Bank, Duluth, retired the first of last month after 47 years of banking. He began his career with the Northern National in 1915 as a messenger and became assistant cashier 1934.

75th Anniversary

The Bank of Elbow Lake held open house May 19 to celebrate its 75th anniversary. This was a double celebration as officers of the bank also celebrated the completion of the bank's new banking building.

Hutchinson Construction

Construction is underway on a new bank building for the First National Bank of Hutchinson. The building is expected to be ready for occupancy late this fall.

W. T. Richards, bank president, said the new building will feature a brick and granite exterior, Terrazzo and vinyl floors, curved teller counter, meeting room, employees' lounge, drive-in facilities and the latest in fixtures and equipment.

New at Waconia

Wilmer Feltmann of Young America, Minn., has been elected assistant cashier of the First National Bank, Waconia. He has gained experience at banks in Young America, Cologne and Chaska.

Twin City News



HAROLD G. OLSON, with the Northwestern National Bank the past 12 years where he has been serving as vice president, has been named a vice president in the corporate services department of J. M. Dain & Company, Inc., Minneapolis-based investment firm. From 1949 to 1957 he was in the investment division of the trust department of the bank as a security analyst and portfolio manager and was a commercial loan officer from '57 to the present.

* * *



W. PARADISE

Wallace Paradise, Federal Reserve Bank, Minneapolis, was elected president of the Minneapolis Chapter of A.I.B. at the recent annual meeting. **Vernon Skalderud** of the Marquette National was elected vice

president; **Kenneth Kirchoff**, Farmers & Mechanics Savings, second vice president, and **Jim Treanor**, Midland National, treasurer.

* * *

Surplus of Camden Northwestern State Bank has been increased \$200,000 by a transfer from undivided profits, announces **Lawrence R. Peterson**, president.

The transfer brings total capital and surplus to \$800,000 and raises the bank's lending limit to any one borrower to \$120,000.

* * *

Minnesota panfish, their description and feeding habits, are featured in the **Northwestern Banks' 1962 Family Fishing Guide**, available free at any of the Northwestern Banks of the Minneapolis area.

In addition to full color illustrations by wildlife artist **Les Kouba**, the 1962 edition contains a wealth of fishing information throughout 32 pages.

New in this sixth annual edition is an article on boat operation, complete

with a formula for determining the safe weight capacity of any craft. Also new are illustrated pages of fishing hints and a fisherman's recipe for walleyed pike with a barbecue flavor.

The booklet again contains a synopsis of Minnesota state fishing laws and a condensation of fishing laws in Wisconsin, South Dakota, North Dakota, Iowa and bordering provinces of Canada.

* * *

Fifth Northwestern National Bank has increased its surplus \$150,000 by a transfer from undivided profits, **Carl F. Wiseke**, president, has announced.

This action by the board brings total capital and surplus to \$850,000, raising the lending limit to any one borrower to \$85,000.

* * *

Ozark Airlines, St. Louis, Mo., and Central Airlines, Fort Worth, Texas, are "in a well advanced stage of negotiations" to determine the feasibility of a merger of the two local-service airlines.

It was disclosed that **Carl R. Poland**, president, Marquette National Bank, Minneapolis, has contracted to purchase a majority of the outstanding stock of Central from **F. Kirk Johnson**, that line's chairman, and from other stockholders.

Mr. Pohlad confirmed he has agreed to purchase about 340,000 shares of Central Airlines common for approximately \$1 million. There are 522,878 shares outstanding.

Mr. Pohlad said possibilities of the merger are being explored "to see if it makes sense economically, and to see if it would enable us to serve the public better."

J. H. Fitzgerald, president of Ozark, said it is his understanding that the "merger possibilities are entirely tentative at this time."

If accomplished, the new airline would be the largest feeder airline in the nation.

* * *

Lawrence W. Rixe, vice president of

finance, Red Owl Stores, Inc., has been elected to the advisory board at Lincoln Office and **John R. Hendrickson**, vice president and treasurer, Winkley Artificial Limb Co., Inc., has been named to the board at the North American Office, both are offices of Northwestern National Bank. **John A. Moorhead**, president, made the announcement.

* * *

Northwestern National Bank honored 24 Minneapolis and suburban high school seniors for stenographic proficiency during an awards dinner last month in the Radisson hotel.

Students, each representing one high school, were presented \$25 savings bonds for showing the highest degree of stenographic proficiency in their respective schools.

Henry T. Rutledge, executive vice president of the bank, made the awards and presented each school a trophy bearing its name and the name of the student winner.

Also attending the dinner were the steno teachers of the winners.

Venita O'Shaughnessy, president, Gopher Chapter, National Secretaries Association, spoke on, "The Secretary and Liberal Arts."

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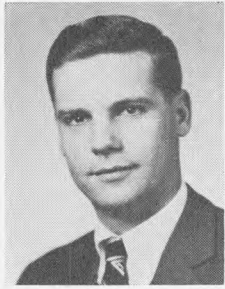
June 14 is the date of this year's 41st Annual Picnic and Golf Tournament of the **Twin City Bond Club** at the White Bear Yacht Club.

A social hour is scheduled at Nicollet Hotel, Minneapolis, for the evening before and the big day at White Bear Lake features golf, horseshoes, bridge, gin rummy, boating, swimming, three fine meals, entertainment and chances to win the '62 Thunderbird that will be given away.

* * *

W. G. Kirchner, executive vice president, Richfner Bank & Trust Company, took time out from campaigning for a seat in the Minnesota legislature to address more than 600 bankers from 20 states at a 13th Northern Regional NABAC Conference recently in Springfield, Ill.

William F. Ogden, Jr., former assistant treasurer of the Manufacturers Hanover Trust Company of New York, has joined First National Bank of Minneapolis as assistant cashier.



W. F. OGDEN, JR.

A member of the New York Bar and American Bar Association, Mr. Ogden started his banking career with The Hanover Bank in 1957, after serving three years in the navy as a lieutenant (jg). He is a native of Atlanta, Ga.

* * *

Orville Crosby, First National of Minneapolis, has been selected a member of the National Debate Committee to represent District 10. He has been a member of the Minneapolis Chapter 23 years.

* * *

Application for a national bank charter for a proposed Summit National Bank at Rice and University in St. Paul, was filed recently with **C. B. Upham**, chief national bank examiner.

Dale Gustafson, correspondent and developer for the national bank charter, said applicants include: **Carl T. Schuneman**, Mahtomedi; **Al Brand**, St. Paul; **Mrs. Charles A. Ward**, St. Paul; **J. A. Price**, Minneapolis; **Lee Roberts**, Minneapolis; **James Hazlett**, Minneapolis, and Mr. Gustafson, Minneapolis.

Two other St. Paul residents will be added as directors.

* * *

Dividends paid to stockholders by First Bank Stock Corporation, the book value of its stock, and the deposit and loan volume of its affiliates reached new highs in 1961, according to **Joseph H. Colman**, president.

The 33rd annual stockholders' meeting was held at the First National Bank of Minneapolis, with nearly 150 stockholders in attendance. Represented either in person or by proxy, were 83 per cent of the corporation's stock.

Dividends to stockholders totaled \$2 per share in 1961 as against \$1.95 for 1960, the previous high. Stockholders' equity also was at an all time high, and book value per share reached a top of \$47.45 at year end. Deposits were \$1,797,549,341; loans, \$924,278,110. Reporting on consolidated net earnings, Mr. Colman indicated a decline of $\frac{7}{10}$ of 1 per cent from the peak 1960 level, making 1961 the second best in the corporation's history.

Alvin A. Rahn, a CPA and assistant treasurer, First Service Corporation, was elected assistant treasurer, as all other officers and directors were re-elected.

* * *

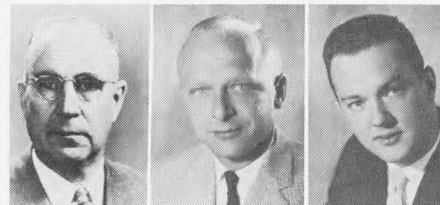
First National of Minneapolis inaugurated its first annual Bride's Forum and Style Show last month before more than 450 brides-to-be, their mothers and grandmothers. So realistic was the setting, that mothers and grandmothers could be seen dabbing their eyes with kerchiefs when the ensemble began Lohengrin's Wedding March.

A pre-event limit had been placed at 250, but registrations for more than 200 more caused an upward evaluation of public interest. The forum was arranged by **Miss Francis Baker**, women's representative at the bank, in cooperation with Dayton's Minneapolis Store and Mazey Florists. The event was so successful that plans already are underway for next year's.

* * *

H. A. Warner, president, First State Bank, White Bear Lake, announced at last month's board meeting that he is retiring, effective June 1, after 47 years' banking.

The board then elected **Richard O. Long**, 39, formerly vice president, to succeed Mr. Warner as president.



WARNER LONG NADEAU

Richard B. Nadeau, formerly assistant cashier, was elected cashier; **Wilber E. Hansen**, former assistant cashier at First State of St. Paul, who recently joined the White Bear staff, was elected vice president, and **Richard W. Wicklund** was elected auditor.

Utilizing the American National Bank's EDP system, the **Commercial State Bank**, St. Paul, became the first bank in the city last month to convert to 100 per cent demand deposit accounting processed by electronic computers.

Commercial checks are delivered to the American National between 5 and 6 p.m. Qualified items are processed through the 1412 Reader-Sorter to prepare a batch proof report, as all readable items are transferred to magnetic tape.

Non-qualified items which have been keypunched into a card also are batch proved and transferred to tape. Items on tape are sorted into numerical sequence and a complete journal trial balance is printed.

As a by-product of the journal trial balance, an exception tape is created from which reports are run such as: Statements, overdrafts, new accounts, closed accounts, name and address changes, large items, master file changes, stop payment and hold. During all runs complete audit trail is maintained.

Fine sorted checks are returned to Commercial State Bank by 8 a.m., the following morning.

H. Wm. Blake, president, Northwestern National Bank of St. Paul, has announced that capital of the bank has been increased by \$500,000, and a similar amount has been transferred from undivided profits to surplus.

"Our capital and surplus will now be \$4,000,000. Thirty years ago they totaled \$300,000, and on May 1, 1957, \$2,000,000. The doubling of these accounts in a five-year period is striking evidence of the dynamic growth of business activity in our city," Mr. Blake said.

* * *

Stars of the Metropolitan Opera were heard last month in downtown Minneapolis in the second annual pre-

**Tax free municipal bonds
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Automatic Savings Teller



STIMULATING PLENTY OF INTEREST at the Richfield Bank & Trust Company, Richfield, Minn., is a new automatic, electronic machine which dispenses a tab worth amounts of dimes and quarters fed into it. The tabs are pasted in a folder similar to a trading stamp book and the folder, when full, is turned in at the bank for deposit in savings. The folder holds \$10 in 25-cent tabs, \$4 in 10-cent tabs, or a combination of both 10- and 25-cent tabs. In photo with the machine is **Selmer L. Jerpbak**, president of the bank.

vue appearance on the Plaza of the First National Bank.

Several thousand music lovers heard **Gabriella Tucci**, soprano; **Helen Vanni**, contralto; **George Shirley**, tenor, and **Jerome Hines**, bass, and members of the ballet: **Judith Chazin**, **Ron Sequoio**, **Katharyn Horne** and **Richard Zelens**.

Francis Robinson, assistant manager of the Metropolitan Opera, was master of ceremonies. Accompanist was **Ignace Strassfogel**.

Other members of the Met company appearing on stage included **Rudolph Bing**, general manager of the Metropolitan; **Robert Merrill**; **Eileen Farrell** and her husband, **Robert Reagan**; **Richard Tucker** and **Mrs. Tucker**, and **John Gutman**, assistant manager of the Met.—End.

Iron Mountain Election

James H. Smaby, formerly of Winona, Minn., has been elected vice president of the Commercial National Bank, Iron Mountain, Mich. He has had experience with Merchants National in Winona and as national bank examiner the past nine years. He has been an examiner in Minnesota, Montana, Michigan and Wisconsin.

June 9 Opening

N. O. Folland, president, Karlstad State Bank, Karlstad, announced recently that plans are complete for a grand opening for the bank's new building. The open house is set for

Saturday evening, June 9, and officers and employees are expecting a good turnout for refreshments and a tour of the bank.

New County Association

Vic Sondag, president of the Klossner State Bank, Klossner, lone survivor of the old Nicollet County Bankers Association that went out of existence in the 1920's, has been elected president of a new association of county bankers.

Also elected were **W. W. Studtmann**, cashier, Courtland State Bank, vice president and **Sheldon Abrahamson**, president, First National of St. Peter, secretary-treasurer.

400 at Installment Conference

APPROXIMATELY 400 bankers attended the first Minnesota Bankers Association's Installment Credit Conference recently in St. Paul. Sponsored by the Installment Credit Committee of the M.B.A., the conference was held at the Hotel St. Paul and featured good speakers on timely installment credit topics.

P. R. Kenefick, M.B.A. president and president of the National Citizens Bank, Mankato, welcomed conferees who heard interesting and informative discussions by: **Louis J. Asteria**, deputy manager and secretary, Installment Credit Committee of the A.B.A.; **John T. Suedbeck**, president, First

Moves to Le Sueur

Leonard P. Gisvold, employed the past two years at the Backus State Bank, Backus, has joined the staff of the Valley State Bank, Le Sueur, Minn.

Plan New Building

Contracts for building a new 4,300-square-foot banking home for the Citizens State Bank of Montgomery have been awarded and the new building will feature a drive-in window, night depository, six-teller area, full basement and parking space for 26 cars.

Two Owatonna Promotions

Boyd W. Hanson and **Donald L. Buss** have been elected assistant cashiers of the First National Bank, Owatonna.

Mr. Hanson has been with the bank since 1952, most recently as auditor (since 1958). **Mr. Buss** became a member of the staff in 1954.

Retires After 46 Years

Robert K. Evans, vice president and trust officer, Security Bank & Trust, Owatonna, retired the first of June after 46 years' service. He began his banking career as a bookkeeping clerk with the old Security Bank in 1916. His activities are varied and he has held many high offices in civic, lodge, church and banking organizations.

Plans Drive-In

A customer drive-in plan for the Farmers & Merchants State Bank of Stillwater has been approved by the city council. The bank had submitted four plans for using the lot to be available when a building at the proposed site is removed soon.

**MORE MINNESOTA NEWS
ON PAGE 105**



The
New York
banker
with the
hometown
touch

Today, at 20 Pine Street

Your banker from Chemical New York has moved his headquarters from 165 Broadway to 20 Pine St.

At 20 Pine Street, he is more thoroughly equipped to render financial service, whether your busi-

ness is local, national, or world-wide.

His head office is conveniently located in the heart of the financial district. When you're in New York, plan a visit to his new quarters. Meanwhile, he'll be calling on you.

Chemical New York

CHEMICAL BANK NEW YORK TRUST COMPANY

Northwestern Banker, June, 1962

Joins Aberdeen Staff

John R. Cronholm, formerly a loan examiner with the Small Business Administration in Sioux Falls, South Dakota, has been elected assistant vice president of the Farmers & Merchants Bank of Aberdeen. He joined the staff June 1, according to G. I. Hill, executive vice president.



J. R. CRONHOLM

Mr. Hill also announced that the bank celebrated its seventh anniversary last month with an open house. The occasion also was used to acquaint the public with two new features of the bank—a new time and temperature sign and a new installment loan and insurance department.

The new installment loan department is located just south of the main entrance. Al Haas, assistant cashier, is in charge of the department and it is under the direction of Les Grosz, vice president.

Banking Seminar

The second bank management seminar offered at the State University of South Dakota in cooperation with the

South Dakota Bankers Association was conducted early last month.

Eight seniors and nine juniors at the University participated in the course for which one semester hour credit is given. Six two-hour sessions were held, each being led by a South Dakota banker.

Bankers participating in the program included L. L. Lillibridge, president, Burke State Bank; C. F. Stilgebouer, president, First Potter County Bank, Gettysburg; Martin J. Colton, vice president, National Bank of South Dakota, Sioux Falls; Orley Rath, vice president and trust officer, First National Bank of Aberdeen; Robert H. Frei, president, Commercial State Bank, Wagner; and Gordon Maxam, past superintendent of state banks, Lake Preston.

The course is offered by the University to students in business administration.

Yankton Bank Chartered

The South Dakota State Banking Commission has granted a charter for a new state bank at Yankton. The charter was granted to a group of Sioux Falls and Yankton businessmen. Announcement of granting the charter was made by Oscar Brosz, superintendent of banks.

Application for the charter was

made in September, 1961, by Fred H. Leach, Dan Stuelpnagel and Vernon Weyrich of Yankton, and Erling Haugo, Dr. W. A. Arneson, H. G. Mosby, G. D. Hansen and Chester Lokken of Sioux Falls.

Mr. Haugo, president of the Sioux Valley Bank in Sioux Falls, said the name of the bank will be Yankton State Bank. Common capital will be \$150,000, surplus \$100,000 and undivided profits \$50,000.

Officers of the new bank have not been selected and its location in Yankton is dependent upon finding suitable quarters or construction of a new building.

Remodeling Planned

The Minnehaha County Bank, Valley Springs, S. D., has announced the completion of plans for remodeling to be done this summer. The plans call for a larger front window and new tinted glass on the south and west sides of the building.

On the inside the counters will be replaced with new fixtures and the partition separating the safety deposit vault area from the lobby will be modernized. Central air conditioning also will be installed.

Completion is expected by July 1, which coincides with the bank's 35th anniversary.

FOR THE BEST

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1st Vice President

The
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Sioux



EDWARD L. NEWELL
Assistant Vice President

The
**LIVE STOCK
NATIONAL
BANK**

City



RICHARD K. DRAPER
Representative

The
**LIVE STOCK
NATIONAL
BANK**

Iowa

Member Federal Deposit Insurance Corporation



NEW OFFICERS—Executive Secretary **A. S. Gullickson**; President **C. F. Stilgebauer**, pres., 1st Potter Co. Bk., Gettysburg; First Vice President **Scott Lovald**, exec. v.p., 1st Nat. Bk., Philip, and Second Vice President **Martin Kothe**, exec. v.p., Custer Co. Bk.

At SDBA Meeting

Discuss Economic Growth Problems

DISCUSSION of problems confronting the growth of the upper midwest, South Dakota and its banks highlighted the 70th annual convention of the South Dakota Bankers Association last month in Sioux Falls.

Ably guided by Executive Secretary Barney Gullickson and outgoing President C. C. Lind, president, First National Bank, Aberdeen, the convention rolled smoothly through topics ranging from "Banks and Bandits" to "The New Competitive Climate Facing Commercial Bankers."

Cecil F. Stilgebouer, president, First Potter County Bank, Gettysburg,

By **R. DOYLE MINDEN**
Associate Editor

moved up to the presidency of the association, succeeding Mr. Lind. Mr. Stilgebouer had served the past year as first vice president. Scott Lovald, executive vice president, First National Bank, Philip, advanced from second vice president to first vice president, and Martin Kothe, executive vice president, Custer County Bank, Custer, was elected second vice president. Mr. Gullickson was renamed executive secretary-treasurer.

Other elections during the convention included that of R. H. Walrath,

president, First Citizens National Bank, Watertown, to the nominating committee of the A.B.A. J. W. Thompson, cashier, Bank of Centerville, was named as alternate.

First Speaker

Opening speaker of the convention was Gerald J. Van Dorn, protection officer, Chase Manhattan Bank, New York. He pointed out that South Dakota has been very fortunate in that there have been no bank robberies in South Dakota during the past year.

He went on to explain that banks are facing a new type of bank bandit—the note passer. The note passer, Mr. Van Dorn said, can be anyone who



FOUR PRESIDENTS of state associations are shown at left. From left they are **Charles H. Walcott**, pres., Iowa Bankers Assn., and pres., Sec. Natl., Sioux City; **P. R. Kenefick**, pres., Minn. Bankers Assn., and pres., Natl. Cit. Bk., Mankato; **C. C. Lind**, outgoing pres., S. D. Bankers Assn., pres., 1st Natl., Aber-

deen; and **Gary L. Lerberg**, pres., N. D. Bankers Assn., cash., Peoples St., Parshall. **SPEAKERS** at the convention included, from left, **Judge Harold C. Kessinger**, Ridgewood, N. J.; **Adm. John L. McCrea** (Ret.), v.p., John Hancock Mutual Life, Boston; and **Ralph L. Zaun**, exec. v.p., Grafton St., Grafton, Wis.

Northwestern Banker, June, 1962



OPENING NIGHT of the convention featured a buffet dinner. Among those attending were, from left, **Arthur A. Haessig**, v.p., Am. Nat., St. Paul; **John F. Nash**, pres., Am. Nat., St. Paul; **W. C. Schluiter**, state bank examiner, Sioux Falls, and **John**

Cleary, repr., Am. Nat., St. Paul. **RIGHT: Mrs. John Krastins**, **Bessie Dunn**, who retired as assistant cashier recently after 44 years with the Northwest Sec. Nat., Sioux Falls; and **John Krastins**, cash., N.W. Sec. Nat., Sioux Falls.

needs money and knows how to write. The only equipment he needs is a pencil and piece of paper. He looks like a customer and tries desperately to act like one. Mr. Van Dorn also pointed out that most silent alarms are of little value in catching the note passer since the entire robbery only takes from 30 to 45 seconds making it impossible for law enforcement officers to reach the scene in time to apprehend the bandit.

Mr. Van Dorn stated, however, that some things are being done in eastern banks to deter this type of robber. For example, tellers are being instructed on action to take and alarm systems are being modified to warn members of the bank staff that a robbery is taking place at a teller window. The only sure method of stopping the bank bandit, Mr. Van Dorn said, is through close cooperation and through a joint effort by banks and law enforcement officers.

Economic Growth

Second major speaker of the conven-

tion was J. R. Pratt, director of community relations for the Upper Midwest Research and Development Council in Minneapolis. His subject was "Economic Growth: Everybody's Business."

Mr. Pratt outlined the work being carried on by the Council, a non-profit organization, to determine the problems and potential of the Ninth Federal Reserve District.

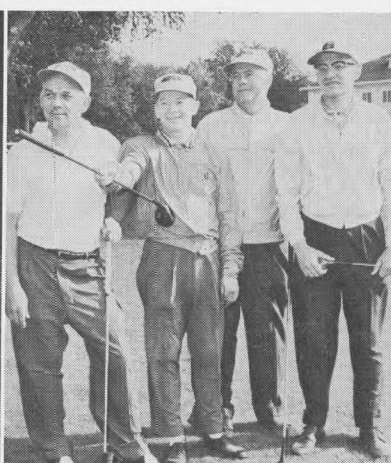
He stated that the Council now is in the research stage and that various studies are being carried on by several universities in the district. There now are four research studies being conducted on human resources, six on natural resources, four on agriculture and seven general market studies. These are to be completed by mid-1963 and then the action area of the Council will be utilized to put the findings of the studies into practice.

The need for these studies, Mr. Pratt said, is illustrated by the fact that this region lags behind the U. S. average in

per capita income. In 1960 the U. S. average was \$2,223. In South Dakota the average was \$1,842. He also pointed out that there has been a loss of 400,000 in rural population since 1930.

"The purpose of the Council's program," Mr. Pratt said, "is to produce facts and let the facts speak for themselves . . . to give those of our people most affected by the new technology a choice . . . by accelerating the economic growth of the region to create more and better job opportunities and by controlling change to the best advantage of all citizens."

According to the printed programs, the next speaker was to have been Dr. Samuel J. Rassmussen, economist from Tulsa, Okla. The speaker turned out to be Cecil Hunter who also is known as "Stuttering Sam." This bit of subterfuge on the part of the convention committee and association officers was quickly forgiven when Mr. Hunter provided a welcome humorous



LEFT: Victor C. vonMeding, a.v.p., 1st Natl., Chicago; **Harold Thompson**, v.p., Farm. & Merch., Presho; **Ed. L. Newell**, a.v.p., Live Stk. Natl., Sioux City. **CENTER:** At the golf tournament Thursday were, from left, **Bob Campbell**, pres., 1st Natl., Frederic; **C. C. Lind**, pres., 1st Natl., Aberdeen and outgoing SDBA

president; **W. H. Manning**, v.p. & cash., 1st Natl., Aberdeen, and **J. S. Holdusen**, exec. v.p., Ipswich State. **RIGHT: DeWitt Melvin**, v.p. & mgr., 1st Natl. of Black Hills, Belle Fourche; **Carl E. Voight**, director, N.W. Sec. Natl., Sioux Falls, and **C. Bernard Jacobs**, v.p., Cont. Ill. N. B., Chicago.

Northwestern Banker, June, 1962



LEFT: Keith Kohrs, U. S. Check Book Co., Rapid City; Sheldon Thue, cash., Community St., Hayti; Fred Pfaff, v.p., U. S. Check Book Co., Omaha; and C. R. Olson, v.p., 1st Natl., Beresford. **CENTER:** SDBA Exec. Sec. A. S. Gullickson, visits with Archie Gubbrud, governor of South Dakota. **RIGHT:** Present

to receive 40 and 50-year service pins were, from left, Max Birenkott, a.v.p., 1st. N. B., Aberdeen; Iola Halverson, Farm. & Merch. Bk., Watertown; L. H. Ickler, Jr., pres., Aberdeen Natl.; Frank J. Cinkle, exec. v.p., N. B. of South Dakota, Sioux Falls; and L. A. Jacobson, pres., Bryant State, awarded a 50-year pin.

break to the otherwise serious business of the convention.

A third principal speaker of the convention was William Johnson, associate director of United Student Aid Funds, Inc., Burlingame, Calif. Mr. Johnson explained the workings of his non-profit organization, developed to underwrite loans to second year college students. Loans are made to needy students in amounts of \$1,000 per year up to a total of \$3,000, repayable in 36 equal payments after graduation. Loans are made through the student's home town bank and are underwritten by the United Student Aid Fund. The SDBA executive council and several other associations have endorsed the program.

Final Session

The final session of the convention opened with an address by John L. McCrea, Admiral, U. S. Navy retired, and now vice president of client relations, John Hancock Mutual Life.

Ralph L. Zaun, executive vice president, Grafton State Bank, Grafton, Wis., and chairman of the Independent Bankers Association's committee on Savings and Loan Associations, was the next speaker and he pointed out the dangers of the expansion of farm credit unions. He quoted from comments made by Secretary of Agriculture Orville Freeman at the annual meeting of the Missouri Bankers Association. At this meeting Mr. Freeman suggested the expansion of rural credit unions to meet the needs of agricultural credit.

Mr. Zaun then asked, "... does the need for new rural credit facilities exist more in the minds of the planners in Washington than in the needs of the American Farmer?"

Mr. Zaun also reported on the expansion of the concept of area-wide

membership in credit unions rather than small restricted groups.

"Aggressive bank action," he said, "will accomplish a great deal more than 'merely leaning into the wind,' on this competitive front."

Mr. Zaun concluded his comments saying, "Continued promotional efforts for deposit and lending functions are indicated on an accelerating basis. Waiting for the public to come to us

has not been, and will not be enough."

Final convention speaker was Judge Harold C. Kessinger of Ridgewood, N. J. The fiery judge stated that "freedom cannot last without broad education and a big middle class with broad purchasing power and the three fun-

CONVENTION . . .

(Turn to page 88, please)

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Bank Women Meet



THE fourth annual meeting of the South Dakota group of the National Association of Bank Women was held recently in Rapid City. Those attending are shown above. They are as follows:

FRONT ROW, left to right: Mrs. Kathryn Fitzgerald, First National Bank of the Black Hills, Rapid City, S. D. Mrs. Mary C. Loucks, Rushmore State Bank, Rapid City, S. D. Mrs. Betty Kuypers, chairman-elect, South Dakota Group NABW, First National Bank of the Black Hills, Rapid City, S. D. Miss Karen Burkart, Chippewa Falls, Wis. Mrs. Doris A. Burkart, vice president of the North Central Division, NABW, from First National Bank, Chippewa Falls, Wis. Mrs. Dorothy Derrenger, chairman, South Dakota Group NABW, First National Bank of Aberdeen, Mobridge Branch, Mobridge, S. D. Miss Bessie Dunn, Northwest Security National Bank of Sioux Falls, Sioux Falls, S. D. Mrs. Arlouine C. Blow, secretary-treasurer-elect, South Dakota Group NABW, Northwest Security National Bank, Dell Rapids, S. D.

SECOND ROW, left to right: Mrs. Alice Nickel, secretary-treasurer, South Dakota Group NABW, Pierre National Bank, Pierre, S. D. Mrs. Marie B. Bechtel, Bank of Cresbard, Cresbard, S. D. Mrs. Neltha Norby, American National Bank, Rapid City, S. D. Mrs. Lorraine Alberts, American National Bank, Rapid City, S. D. Miss Frances Vincent, vice chairman-elect, SDBW, American National Bank, Rapid City, S. D. Mrs. Helen Baier, First National Bank of the Black Hills, Rapid City, S. D. Mrs. Lucille Crow, American National Bank, Rapid City, S. D. Miss Mary Louise Berndt, First National Bank of Aberdeen, Aberdeen, S. D. Mrs. Vella Cable, American National Bank, Rapid City, S. D. Miss Ann Strand, Farmers State Bank, Canton, S. D. Mrs. Mil-

dred I. Watson, Redfield Branch, First National Bank of Aberdeen, Redfield, S. D. Mrs. Lois Pierce, Villa Ranch-aero Office, First National Bank of the Black Hills, Ellsworth, S. D. Miss Patricia L. Loucks, First National Bank of Aberdeen, Aberdeen, S. D.

Named "Boss of the Year"

J. M. Lloyd, president, American State Bank, Yankton, S. D., and state senator from Yankton county, has been selected as "Boss of the Year" by the Yankton Junior Chamber of Commerce.

The honor was in recognition of his 25 years of service on the board of the Greater South Dakota Association, his activities as treasurer and executive committee member of the Red Cross since its organization in 1917, his participation in the U. S. Savings Bonds program since 1941 and for his many other civic minded activities.

Platte Open House

Open house was held last month at the new location of the Farmers and Merchants Bank of Platte, S. D.

The new building, which measures 38 by 80 feet, features the latest in banking fixtures and equipment, including an electronic bookkeeping machine. Interior of the new building features wood paneling and custom made counters.

Heads Aberdeen Group

Les Grosz, vice president of the Farmers and Merchants Bank of Aberdeen, was elected president of the Aberdeen chapter of AIB recently.

Other officers elected this spring are Howard Peterka, assistant vice president and cashier, First Potter County Bank, Gettysburg, first vice president; Jerald Chase, assistant vice president, First National Bank, Aberdeen, second vice president; Mrs. Virginia Cain,

First National Bank, Aberdeen, third vice president, and Audrey Greening, Farmers & Merchants Bank, Aberdeen, secretary-treasurer.

Thomas C. Pier Honored

The community of Avon, S. D., recently paid tribute to Thomas C. Pier, founder of the Avon Community Bank in 1933. Mr. Pier, age 87, continues to actively serve the bank as its president.

More than 350 persons attended a banquet and program held in his honor.

Leaves Lemmon Staff

Wm. C. Schmagel, assistant cashier, Bank of Lemmon, S. D., has resigned to become vice president and manager of the Security State Bank of Wishek, N. D. He also has been named a member of the board of directors of the Wishek bank. He has been associated with the Lemmon bank since 1949.

Joins Lead Staff

Raymond E. Swanson, Rapid City, has been named assistant cashier of the Miners and Merchants Bank of Lead, S. D. Mr. Swanson has lived in Rapid City since 1958. He will be working in the installment loan department of the Lead bank.

Location Selected; Winner Manager Named

A location at 221 Main in Winner has been approved by the Comptroller as headquarters for the newly-chartered Ranchers National Bank of Winner. The bank is operating out of offices just north of the Chamber of Commerce headquarters until the new facility can be completed.

It also has been announced that Russell Garry, formerly a member of the Gregory branch of the Northwest Security National Bank, will become manager of the new Winner bank in mid-summer. He has been a member of the Gregory staff for 10 years.



R. GARRY

Buys Cresbard Bank

Controlling interest in the Bank of Cresbard, S. D., has been sold to Robert E. Wiley of Summit and Morristown. He purchased the majority interest from relatives of the late W. H. Boekelheide.

Mr. Wiley, who has been vice president of the Morristown State Bank for the past year, has replaced Mrs. Boe-

kelheide as president of the Cresbard bank.

McLaughlin Remodeling

Work has started on remodeling of the First State Bank at McLaughlin. S. D. Excavation is being completed behind the bank building for a new underground vault and additional storage space. An addition is planned for the rear of the building.

The interior of the building will be enlarged and remodeled. Business will be transacted in the old post office building adjacent to the bank until remodeling is completed.

Canistota Bank Opens

The Security State Bank of Canistota opened for business in a trailer house in Canistota on April 14. The new bank has total capital of \$90,000. It is the first time the town has had a bank in more than 31 years.

Officers are Oscar C. Burke, president; Andrew W. Bogue, vice president; Paul Johnson, cashier, and Dale Knox and Dr. Stanley Weiland, directors.

At one point prior to the bank opening there were two applications on file with authorities for permission to establish banking facilities in Canistota.

Application for a state charter was filed January 8, 1962, by Mr. Burke and his associates. The state banking commission approved the charter March 21 and the Secretary of State for South Dakota issued a charter on March 23. Oscar Brosz, superintendent of banks, issued a certificate of authority for Security State Bank on April 13 and it opened the following day.

Application for a branch bank in Canistota was filed with the Comptroller of the Currency on February 5, 1962, by Boyd Knox, president of McCook County National Bank at Salem. The Comptroller approved the branch bank application on April 6. On April 11, Mr. Knox's bank purchased a building in Canistota for use as a branch bank. However, on April 16 the McCook County National was served with a restraining order preventing it from opening the branch.

Basis for the restraining order was Section 6.0402 of Chapter 6.04 of the South Dakota Code wherein it is stated that in towns of less than 3,000 population a branch bank cannot be established where there is a legally

constituted bank in operation. (Canistota has a population of about 650.)

Subsequently, on April 26, Mr. Knox reports an agreement was reached whereby the Security State Bank purchased the building in Canistota bought by McCook County National for use as a branch bank. On that same date the Comptroller was asked to cancel all authorizations that had been granted relative to the branch bank at Canistota.

Heads New Effington Bank

John M. McGregor, assistant vice president and assistant manager of the Huron branch of the Northwest Security National Bank of Sioux Falls, has been elected president of the Bank of New Effington, S. D. He succeeds H. A. Stenson who recently sold his interests in the bank to Charles H. Burke and Associates of Pierre. This transaction was reported in last month's NORTHWESTERN BANKER.

Changes at Dell Rapids

C. A. Lovre, president, Northwest Security National Bank, Sioux Falls, has announced that Glen B. Julian, vice president and manager of the Dell Rapids office, has resigned to accept a position with the United California Bank in Los Angeles.

Thomas J. Garry, formerly assistant vice president and assistant manager, has been elected vice president and manager of the Dell Rapids office.

Mr. Lovre also reported that Glen R. Rames has been named to join the Huron office of the Northwest Security National as manager of the installment banking department. He will graduate from Augustana College this month.

It also was announced that an open house will be conducted at the Dell Rapids office in mid-June, marking completion of a redecorating program.

To Build at Gregory

In a joint announcement, B. M. Kratzer, vice president and manager of the Northwest Security National Bank of Sioux Falls in Gregory, and Bob Mc-

\$2 Promotion



STACKING \$2 bills for a special promotion are Robert Walrath, president First Citizens National Bank, Watertown, S. D., second from right, and Paul Steger, right, auditor for Swift & Co. The \$35,000 in \$2 bills made up the payroll for Swift and was used to show the impact of the packing company in Watertown and northeast South Dakota. Others in the picture are Wallace Orwin, Swift manager, left, and Lyle Hegstrom, business agent of Swift's employee union. The bank tied into the promotion by offering 25 hams to lucky \$2 bill holders, a \$50 savings account to the person guessing closest to the amount spent by Swift in 1961 and one-year rental of safety deposit boxes for \$2.

Pherson of the Gregory Ben Franklin Store, announced plans for a new building. The south end of the 125 feet of property purchased by the two firms will be the location for new bank quarters. Construction is to begin around September 1. The north end of the property will be the location of a new Ben Franklin Store.

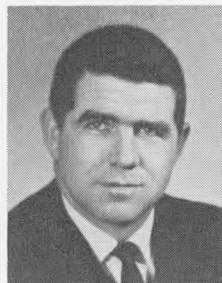
A.I.B. Election

The Sioux Falls Chapter, American Institute of Banking, announced the election of the following officers for the 1962-63 chapter year:

Paul M. Natwick, Northwest Security National, president; B. E. "Jack" Bork, Sioux Valley Bank, vice president; Verlyn Schmidt, Western State Bank, treasurer, and Annette Gustad, Northwest Security National, secretary.

Martha Voss and Dennis Dalziel, Northwest Security National, and Kenneth Fladgard, East Branch, National Bank of South Dakota, were elected to three-year terms on the board of governors.

It also was announced that John V. Krastins, Northwest Security National, has accepted a third term as associate councilman.



T. J. GARRY

**The National Bank
OF SOUTH DAKOTA**

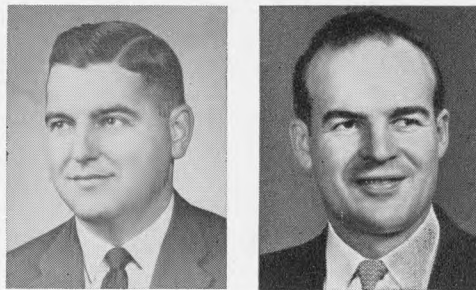
Member of Federal Deposit Insurance Corporation

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- ★ SOUTH BRANCH, 2501 South Minnesota Avenue
- ★ EAST BRANCH, 2301 East 10th Street
- ★ VERMILLION
- ★ HURON

Affiliated with FIRST BANK STOCK CORPORATION

North Dakota NEWS

GARY L. LERBERG President Parshall
BILL DANER Secretary Bismarck



Grand Forks Promotion

L. S. Bue, vice president and cashier, First National Bank, Grand Forks, has been named secretary of the board of directors, succeeding Carther Jackson, whose recent death was reported in the May NORTHWESTERN BANKER.

Directors also adopted a resolution stressing Mr. Jackson's "long and faithful service" to the bank since its organization in 1933.

Heads F-M AIB

Raymond Sharkey, assistant vice president, First National of Moorhead, Minn., was named president of the Fargo-Moorhead Chapter of A.I.B. at last month's annual meeting of that group. He succeeds Dale Mickelson, loan officer, Merchants National Bank & Trust, Fargo.

All other officers are from Fargo. They are: Donald Scott, first vice president; June Nygard, second vice president; Carolyn Hanson, secretary, and Wayne Blanchard, treasurer.

Eighty-one certificates were presented to Fargo-Moorhead bank employees who successfully completed courses in principles of bank operations; commercial law and analyzing a financial statement. All courses were given by the AIB during the past year.

Mr. Sharkey planned to attend the AIB national convention in Atlanta, Ga., May 28, and the regional meeting in St. Paul in July.

Open House At Langdon

A two-day open house was held last month at the First Bank of Langdon in observance of the completion of an extensive remodeling project.

The open house was designated as "Treasure Chest Days" and a highlight of the promotion was the appearance in the bank lobby of a treasure chest which held valuable prizes, given to the lucky bearers of keys that fit the chest. Keys had been distributed to the general public beforehand.

A grand prize was a \$200 savings bond given at a drawing the last evening of the celebration. Also given were a \$100 bond to a teenager and a \$50 bond to a youngster under age 12.

CONVENTION REPORT

A NORTHWESTERN BANKER editor attended the annual meeting of the North Dakota Bankers Association late last month in Williston as this issue was being prepared for publication. His story-picture coverage of this important state event will appear in the July issue.

Floor space in the bank was doubled by the recent expansion and new colors, new fixtures and furniture supplement convenience of new ceilings, year around air conditioning and a hard-surface parking area for customers.

Banker Addresses Group

Merrill Stene, vice president, First National Bank & Trust Company, Fargo, discussed the Douglas Bill at a recent breakfast meeting of the Associated Retail Credit managers of Fargo-Moorhead. Owners and credit managers of all firms which extend credit were invited and a large number of people heard Mr. Stene's talk.

Wyoming News

George Clay Muirhead

George Clay Muirhead, age 81, died last month in Worland, Wyo. He was president and board chairman of the Stockgrowers State Bank in Worland for 49 years and retired last year because of illness.

Mr. Muirhead was born in Paxton, Scotland, in 1881. His son, George T. Muirhead, now heads the Stockgrowers State Bank.

Holds Credit Conference

The Wyoming Bankers Association conducted its 8th annual credit conference recently in Casper. Don Giddings, secretary of the association, estimated an attendance of 125.

One of the principal speakers on the agenda was Carl Breeze, president, Bank of Kremmling, Colo., who dis-

cussed the current livestock outlook.

Mr. Breeze predicted a period of relative stability in the cattle industry for the next three or four years. He said, "Cattle prices should hold somewhere near the present level during the next one and a half years."

His prediction was based on the view that today's prices are much below the last cattle cycle which ended in 1951, when steer calves sold up to 44 cents a pound. He also warned that loans should be based on the cost of production rather than market prices and speculation.

Other speakers included E. R. Kuchel, head of the economics department at the University of Wyoming. R. F. Rust, assistant vice president, Stockgrowers Bank, Cheyenne, opened the meeting and is chairman of the credit conference committee.

Coins Exhibited

In observance of National Coin Week last month, the Cheyenne Coin Club exhibited a collection of coins in the lobby of the American National Bank in Cheyenne. Foreign and United States coins were included in the exhibit which recently won the top award at a Nebraska state coin show.

Plans New Building

The First National Bank of Laramie has purchased the old post office building adjoining the bank property and plans are being made for the construction of a new building.

First National officials originally planned to construct the new building at Fifth and Ivinson. The new location now will be at Third and Ivinson. The future of the present bank building has not been decided. It will either be sold or partially torn down to provide additional parking facilities for the bank.



GRAND TETON mountains form breathtaking backdrop for 54th annual convention of Wyoming Bankers Association at Jackson Lake, Moran, Wyo.



Wyoming Convention June 14-16

ANOTHER outstanding program has been arranged for the 54th annual convention of the Wyoming Bankers Association to be held at Jackson Lake Lodge, Moran, Wyo., June 14-16.

A. Edward Kendig, vice president and cashier, State Bank of Wheatland, will preside until new officers are elected Saturday morning.

Thursday, June 14

P.M.
2:00 to
5:00 Registration — Lobby, Jackson Lake Lodge
5:00 to
6:30 Social Hour (casual clothes, indoors).
6:15 Indoor Picnic (Hotel convention area)

Friday, June 15

A.M.
9:30 Call to Order
Invocation
Address of Welcome—Jack Devereaux, President, First State Bank, Newcastle
President's Address and Annual Report—A. Edward Kendig, Vice President and Cashier, State Bank of Wheatland
Reports of Committees:
Scholarship Committee—John France, President, Rawlins National Bank, Rawlins Bank Operations Committee—George Hutt, Vice President, First National Bank, Rawlins
Installment Loan Committee—Gerald L. Heckart, Vice President, First National Bank, Riverton
Address: Raymond Rodgers, Professor of Banking, Graduate School of Business Administration, New York University, "Foreign Trade in Today's World"
12:00 Adjourn

Headquarters will be the Jackson Lake Lodge shown above. The picture windows of the lodge command a sweeping view of the Grand Teton Mountains in background. The Tetons rise abruptly to 13,000 foot heights on the western rim of Jackson Hole valley. The waters of the Snake River, right, wind through the spectacular valley. Famous for fishing, the river also is well known for its 30-mile float trips that start from the lodge.

P.M.

12:30 Luncheon
1:30 Call to Order
Address: Marshal C. Tyndall, Sr., Immediate Past President, American Institute of Banking, Vice President, Bank of Delaware, Wilmington
Address—J. Lewis Powell, author-lecturer, Alexandria, Virginia
Reports of Committees:
Audit Committee—Robert L. Ferril, Vice President, Wyoming Bank and Trust Company, Buffalo
Legislative Committee—Carl Robinson, President, Star Valley State Bank, Afton

5:30 to
7:00 Social Hour
7:00 Banquet
8:00 Dave Livingston (America's Funniest Farmer), Washington, Iowa

Saturday, June 16

A.M.
8:00 Peeps (Past Presidents) Breakfast
9:30 Call to Order
Reports of Committees:
Committee for the Foundation for Commercial Banks—Vern Eastman, Exec. V.P. and Cashier, First National Bank, Thermopolis
Resolutions Committee—J. G. Murphy, Vice President, American National Bank, Cheyenne

Agricultural Committee—Albert E. Bradbury, President, First National Bank, Evans-ton

Wyoming Bankers' Credit Conference Committee—R. F. Rust, Assistant Vice President, Stock Growers National Bank, Cheyenne

Report on ABA Centennial Commission—Jackson F. King, President, First National Bank, Casper

Report of Executive Council, ABA—D. M. Crouse, President, Security State Bank, Basin

Association Business—A. Edward Kendig, President

Nominating Committee—John W. France, President, Rawlins National Bank, Rawlins

Election of Officers:

American Bankers Association

Wyoming Bankers Association

Installation of Officers

Announcements

Adjournment

Note: Following the regular Convention session, there will be a meeting of the Executive Council and newly elected officers of the Wyoming Bankers Association. All members of the Association are invited to attend.—**End.**



A. E. FORDHAM, Gunnison
President
Colorado Bankers Assn.

Colorado News

Addresses Women Bankers

Elwood Brooks, chairman of the board, The Central Bank & Trust of Denver, was the featured speaker at the recent annual meeting of the Colorado group of the National Association of Bank Women.

Mr. Brooks discussed "The Growing Importance of Women in Modern Banking," giving examples of the work being done by many successful women bankers throughout the country.

New Arvada Bank Open

The Arvada State Bank, Arvada, Colo., 42nd bank in the five-county Denver Metropolitan area, opened for business April 30.

Located in the Arvada Square Shopping Center, the bank opened with to-

tal assets of \$450,000. Its president is C. Max Good.

A unique construction feature of the new building is the placement of 42-pound cinder blocks in a criss-cross design on all outside walls and inside pillars to give a saw-tooth pattern. The unusual design is believed to be the only one of its kind used for the outside walls of a building in the country.

The Arvada State has 5,000 square feet on the main floor and 5,000 square feet in the basement.

Denver Promotions

Central Bank and Trust Company, Denver, has named two new officers and announced the promotion of two others.

Elected assistant cashiers were William Clark and Roger Stokes. John

Diedrich was promoted from assistant cashier to assistant vice president, and Billie P. Gossett was promoted to assistant to the president.

Mr. Diedrich, a graduate of St. John's College in Minnesota, joined Central in 1951. He will continue as manager of the bank's securities department and portfolio.

Mr. Clark graduated from the University of Colorado and joined Central Bank in 1950. He will continue as manager of the mortgage loan servicing department.

Mr. Stokes joined Central Bank in 1952 after graduating from the University of Colorado where he was an outstanding basketball player. He will be a dealer representative in Central's installment loan department.

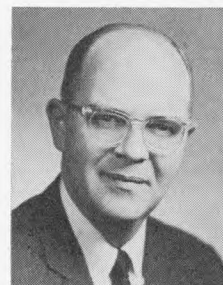
Mr. Gossett, a graduate of Colorado State and also an outstanding basketball player, joined Central Bank in 1952.

On "Fast" Time

William M. White, president of several Colorado banks, has announced that The Bank of Aspen, Colo., adopted daylight savings time last month. Aspen is the only community in Colorado to adopt daylight savings time. It will be in effect until September 2.

Heads New Division

John B. McKeon is heading the new marketing division of the Denver United States National Bank. He



J. B. McKEON

joined the Denver U. S. National as vice president last January. The new division is comprised of the advertising, public relations, market development and market research departments.

Prior to joining the bank, Mr. McKeon served as vice president in charge of marketing for Henri-Hurst & McDonald, Inc., in Chicago.

Convention Greetings

EACH YEAR it is our pleasure to welcome an ever increasing number of friends and customers at Convention time.

THIS YEAR marks our 80th anniversary of continuous service in the financial development of Wyoming.

STOCK GROWERS NATIONAL

The Personal Service Bank

CHEYENNE

WYOMING

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

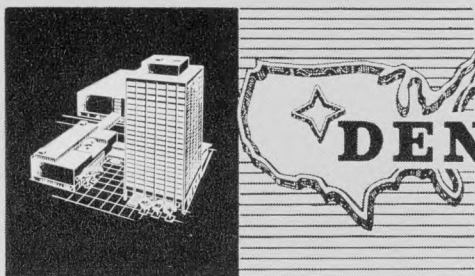
CONVENTION REPORT

A NORTHWESTERN BANKER editor attended the annual meeting of the Colorado Bankers Association late last month as this issue was being prepared for publication. His story-picture coverage of this important state event will appear in the July issue.



*No problem is too small to receive
our personal attention*

Whether your service problem is tricky or trivial, you'll find it receives personal attention from the staff of specialists at Denver U.S. National. And our men—George Alfi, Don Whiteman, Don Ferrel, and Chuck Flierl—are here to get it to the right people for the right answer.
Telephone CHerry 4-8811 in Denver.



"that's the bank for my money!"

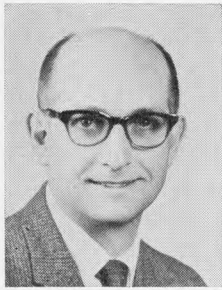
DENVER U.S. NATIONAL

DENVER U. S. NATIONAL CENTER 17th and Broadway

MEMBER
F. O. C.

Joins Billings Staff

Dale R. Hill has been named cashier of the Billings State Bank, Billings, Mont. He comes to Billings from Virginia, Minn., where he was auditor and assistant cashier of the State Bank of Virginia. He also formerly was associated with banks in Southern Minnesota and Minneapolis.



D. R. HILL

Mr. Hill attended Northern State Teachers College in Aberdeen, S. D.,

vice president, Seattle First National Bank, Seattle, talked on the "Importance of Installment Credit to Bank-and is a veteran of the Korean War and World War II.

Buy Scobey Bank

Marvin Veis and Roy Killenbeck have purchased the holdings of Michael and Margaret Kloster in the Citizens State Bank of Scobey, Mont. Mr. Veis, formerly executive vice president and cashier, has been elected president, succeeding Mr. Kloster. Mr. Killenbeck was elected vice president, replacing Margaret Kloster. Mr. Killenbeck also was named chairman of the board.

The Klosters are disposing of their interest in the Scobey bank for reasons of health.

Walter W. Miller Retires

Walter W. Miller, vice president, Great Falls National Bank in charge of the real estate department, announced his retirement recently after 17 years of service.

Holds Credit Conference

A full program kept persons attending the first annual Consumer Credit Conference of the Montana Bankers Association busy last month.

Opening with a discussion of the aims and purposes of the conference by T. M. Edwards, conference chairman, the program included talks and open discussions on a variety of topics.

Richard Rubie, MBA president, pointed out the value of the conference. Philip L. Corneil, executive vice president, Seattle First National Bank, Seattle, talked on the "Impor-

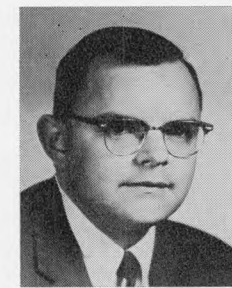
tance of Installment Credit to Banking." This was followed by a discussion of "Current National and State Legislation" by R. D. Corette of Corette, Dean and Smith of Butte.

The afternoon of the first day of the meeting was devoted to "bull sessions." The next morning, Theodore Jacobs, president, First National Bank, Missoula, discussed the questions "Can Commercial Bankers Learn Installment Banking?"

Final speaker was Arthur Uppgren, economist, Macalester College, St. Paul. speaker was Arthur Uppgren, economist, Macalester College, St. Paul.

Heads Research Sales

The appointment of Ralph V. Ward as vice president in charge of sales for Mosler Research Products, Inc., wholly owned subsidiary of The Mosler Safe Company, has been announced



R. V. WARD

by Martin S. Coleman, president.

Previously director of government obligations for Mosler Research Products, Inc. in Washington, Mr. Ward will make his office in the company's headquarters in Danbury,

Conn., but will continue to direct the company's Washington operations.

Before joining Mosler in 1955, Mr. Ward had served in the U. S. Army Signal Corps during World War II and the Korean War and had considerable sales experience.

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MONTANA**

**See You at the
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CITIZENS STATE BANK

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*Banking that is building
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V. C. Hollingsworth
President

R. D. Flightner
Vice President

Milton D. Byrd
Cashier

Assistant Cashiers

Marvin Bell

Ralph Robinson, Jr.
Earl C. Wright

Helen McKillop

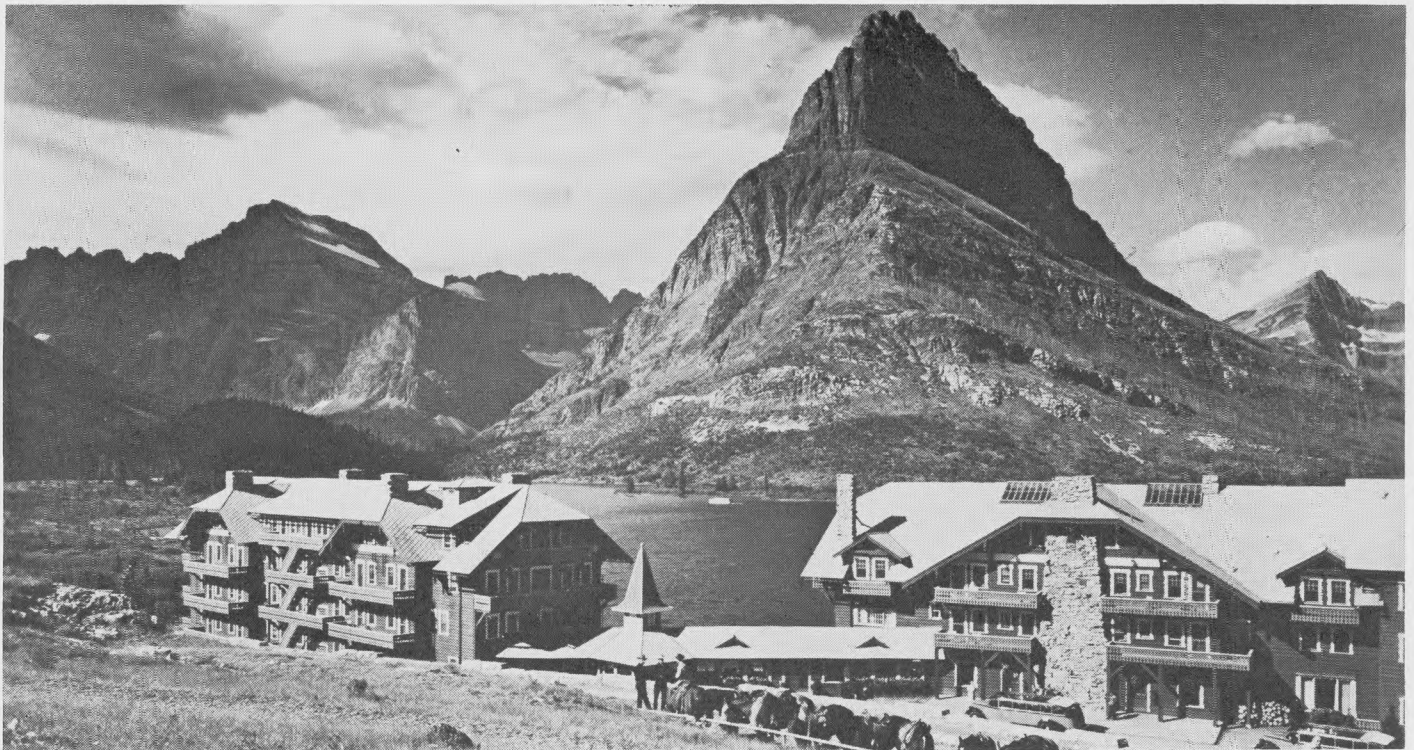
D I R E C T O R S

Morris A. Strange
Milton D. Byrd

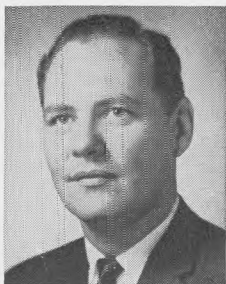
Claude A. Johnson
R. D. Flightner

V. C. Hollingsworth

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Montana Bankers to Many Glacier



R. D. RUBIE
President



M. M. KIMBREL

AN OUTSTANDING program has been planned for the Montana Bankers Association's 59th Annual Convention, June 14-16, at Glacier National Park, Mont. At this printing a few details remained to be completed, but the major part of the program announced so far includes entertainment, social events and business sessions designed to make Montana bankers think, figure, plan, nod in agreement and laugh with merriment.

Program Highlights

Highlights of the program include the following talks by the men indicated:

★ "The Agricultural Situation"—Ezra Taft Benson, former Secretary of Agriculture, Salt Lake City.

★ "Africa in Transition"—Richard H. Sanger, Department of State, Washington, D. C.

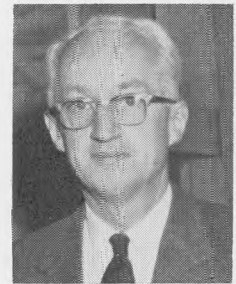
★ "A Progress Report on Banking Legislation"—M. Monroe Kimbrel, vice president, American Bankers Association, Thompson, Ga.

★ "The United States Strike Command"—General Paul D. Adams, United States Strike Command, Macdill Air Force Base, Florida.

★ "A Survey of the Electronics Industry"—R. V. Higdon, technical director, electronics industry, The Chase Manhattan Bank, New York City.

★ "Open Wide and Laugh"—Dr. Charles Jarvis, San Marcos, Tex.

The Montana convention is always a delight for the entire family as there is plenty to see and do. Also, a full program has been planned for the ladies, who will also enjoy social events at the convention itself—**End.**



R. C. WALLACE
Secretary



E. T. BENSON

Northwestern Banker, June, 1962

Valley National Fund Grows

THE Valley National Bank's employee profit-sharing plan in 19 years has climbed to as many million dollars—\$19,048,152.31.

This was the good news reported to the 746 Valley Bankers enrolled in the fund.

During 1961, the fund climbed from \$17.3 million to its present level, E. S. Lee told participants.

Mr. Lee, senior vice president in charge of Valley Bank's investment department, and chairman of the fund's board of directors, said the 746

Valley Bankers represented approximately 37 per cent of the state-wide VNB system's total employee roster.

The fund's format is considered among the nation's most generous. Participants contribute nothing to it. But annually the bank distributes a sum equal to 15 per cent of their combined salaries to the plan's assets. Only requisite for enrollment is five years' continuous employment.

In 1961, the bank's contribution amounted to \$688,560, Mr. Lee reported.

Prime reason for the fund's remarkable growth over the years has been the steady rise in value of Valley Bank stock, Mr. Lee emphasized. Bulk of the fund's assets are represented by VNB shares.

During 1961, earnings were \$317,438; forfeitures amounted to \$46,760, and security profits totaled \$1,293,892. At the same time, \$1.4 million was distributed to 53 employees withdrawing from the fund.

Over the full life of the plan, 578 retirees (including resignations and deaths) have received payments totaling \$5.2 million. Valley Bank contributions during the past 19 years amounted to \$5.6 million. Earnings, security profits and appreciation brought the fund up to its present \$19 million level.

"Actually," pointed out Mr. Lee, "total benefits made possible by the fund amount to virtually \$24.3 million. This is the sum of the \$5.2 million in payments already made and the present \$19 million balance."

Serving with Mr. Lee as unpaid trustees last year were Carl A. Bimson, J. E. Patrick, W. J. Bury, D. L. Fairall, E. H. Brunken, Charles Fischer and Viola Kane.

The latter three are being succeeded this year by K. I. Todd, W. H. Fielder and Trina Burgin. Trustees, appointed annually by VNB directors, consist of both officers and non-officers.



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HENRY J. HUKILL, President
ALDRED J. DONICH, Vice President
DON W. TAVENNER, Vice President

HAROLD D. BARTON, Asst. V.P.
G. H. PECK, Cashier
RONALD A. RICCO, Asst. Cashier

DIRECTORS

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Thomas O. Collins Thomas Geary Don W. Tavenner Fred D. Jacobson

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A.I.B. Banquet

The Sioux Falls chapter of the American Institute of Banking conducted its annual spring banquet last month.

Chapter president, Glen Gedstad of the National Bank of South Dakota, presided at the meeting. Guest speaker was Bob Cunningham of the Federal Reserve Bank of Omaha.

President-elect is Paul M. Natwick of the Northwest Security National Bank. Marva Voss and Dennis Danziel, also of Northwest Security, and Ken Bladgard of the East Branch of the National Bank of South Dakota were named to serve three-year terms on the board of governors.

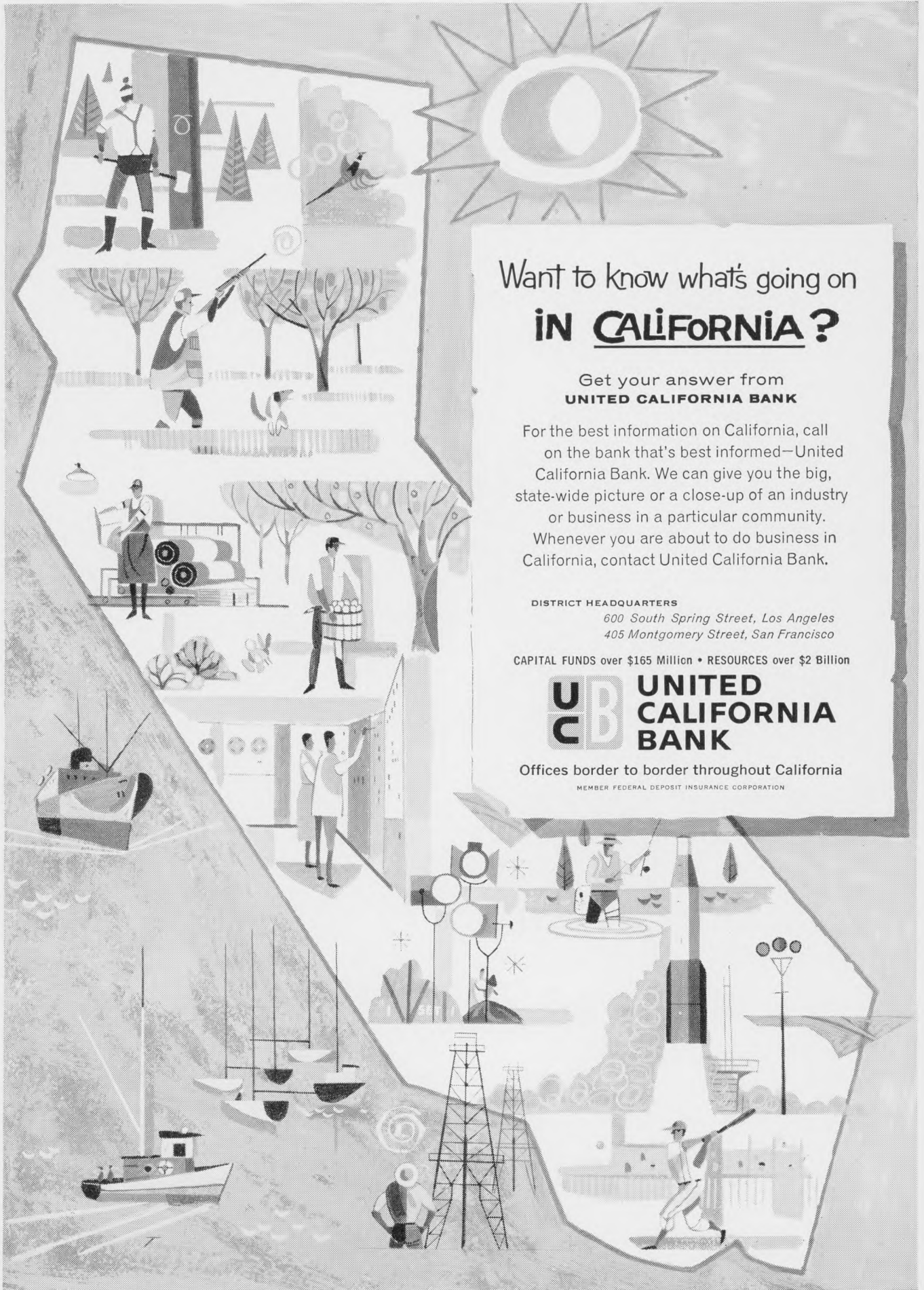
"Rain or Robbery"

It may have rained in Blair, Neb., by now, at least we hope so if the following report from the *Omaha World-Herald* is factual:

"Blair, Neb. — Two farmers chatted in the lobby of the Washington County Bank.

"Said one: 'If it doesn't rain pretty soon, I'll have to rob the bank.'

"Said the other: 'If it doesn't rain pretty soon, I've already robbed the bank.'"



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and most of them, an ice-pack won't help. Instead, we must work together to solve them. For example — participation loans . . . The U. S. National is geared to help you with all types of participation loans. Whether your customers are in business, industrial, or agricultural activities, our financing experts can help you in meeting their needs. Our participation loan know-how serves as an extra "asset" for your bank, and the speed with which we operate makes it even more valuable. Many times we can handle transactions by phone. Call on U. S. whenever you need participation loan service. All our correspondent facilities are yours for a telephone call — 341-8765 — Omaha.

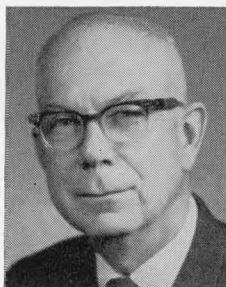


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Northwestern Banker, June, 1962

Nebraska NEWS

B. D. BERKHEIMER President Gordon
HARRIS V. OSTERBERG Secretary Omaha



M. W. Dittman, pres., Central Bank of Central City.

Herbert A. Ronin, Lincoln, district judge, will discuss "Democracy, Freedom and Justice" in a non-banking talk and there will be luncheons, dinners and a golf tournament and cook-out.

Beatrice Scholarship Winners

Two women teachers have been selected winners of Teachers Conservation Workshop Scholarships offered by the Gage County Soil and Water Conservation District and sponsored by the First National Bank of Beatrice. They are now using their newly-won scholarships at Doane College, Crete (May 28 to June 9).

Christian F. Reichert

Christian F. Reichert, 84, Bruning farmer all of his life except for two years of farming near O'Neal, died last month at a hospital in Geneva. He had been elected a director of the Bruning State Bank in 1919 and a vice president in 1943, serving in both capacities until his death.

Thomas M. Johnson

Thomas M. Johnson, 91, interested for many years in banking, real estate and newspaperwork in Nebraska and Colorado, died last month after a long illness.

His banking career began in 1893 when he became assistant cashier, Commercial Bank at Chappell. Later he worked a year in the Citizens Bank, Julesburg, Colo. From 1898 to 1908 he was owner and publisher of the *Chappell Register*, then became a real estate dealer, a vice president of the First National and later a cashier of the Chappell State Bank.

Othello McKelvie

Othello McKelvie, 84, president, Commercial State Bank, Clay Center, died recently after a short illness. Mr. McKelvie became prominent in livestock circles with his purebred hogs and served many years on the Clay Extension Board and the Clay Soil Conservation District Board. Active in many worthwhile civic activities, he won the Ak-Sar-Ben Good Neighbor Award in 1950.

Remodeling at Madison

A complete remodeling of The Bank of Madison was begun recently. New floors, ceiling, walls, counters, desks, storage space, front office, machine room, lighting, heating and other new items are to be constructed and/or installed.

June 13-15 at Crete

Speakers Again Highlight Bank Management Conference

THE Annual Bank Management Conference at Doane College, Crete, has always been noted for outstanding programs and this year's Conference, June 13-15, is another in the series.

After opening remarks at the first session by H. W. Hendriksen, chairman, bank management committee, and v.p., First National of Fremont; Dr. Donald M. Typer, Doane College pres.; B. D. Berkheimer, NBA pres., and pres., First National of Gordon, and Ralph E. Misko, Neb. dir. of bank-

ing, the following speakers will present informative material for today's bankers:

V. E. Rossiter, Sr., pres., Bank of Hartington—"Farm Income and Its Effect on Rural Banks"; James R. Hanson, Fremont, accountant—"The Profit Picture"; J. V. Johnson, Sr., pres., Johnson County Bank, Tecumseh, and J. R. Kenner, Sr., pres., Thayer County Bank, Hebron—"Problem Loans, We All Have Them"; W. A. Sawtell, Jr., NBA legal opinion attorney—"Legal Questions," and Richard P. Vinal, internal revenue district director—"Currency Transaction Reports," "Trust Funds" and "ADP Processing As It Applies to the Internal Revenue Service."

Interesting panel discussions are: "Panel on Internal Controls"—Lester E. Souba, pres., Ulysses State Bank; H. L. Gerhart, Jr., v.p. & cash., First National of Newman Grove; Julian E. Meyer, Jr., v.p. & cash., First National Bank & Trust of Columbus; Joseph Bauer, cash., First National of Hastings, and George E. Turley, auditor, The Omaha National.

"Agricultural Credit and Outlook"—Wayne M. Thorndyke, v.p., U. S. National of Omaha; Eldon G. Freudenburg, exec. v.p., First National of West Point, and Raymond J. Doll, sr. economist, Federal Reserve of Kansas City.

"As Others See Us"—W. W. Cook, pres., Beatrice National; Roland Ramsay, farmer, Seward; Dr. L. W. Forney, M.D., Crete; Charles S. Miller, dean, College of Business Administration, University of Nebraska, Lincoln, and Glen Ilgenfritz, gen. mgr., Nick Neff Tire & Motor Co., Fremont.

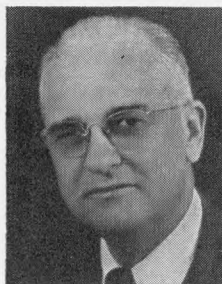
Presiding at various sessions will be Mr. Hendriksen; Sterling Glover, v.p., First Continental National of Lincoln; John W. Cattle, pres., Cattle National of Seward; Richard E. Adkins, cash., Osmond State Bank, and



DR. D. M. TYPER



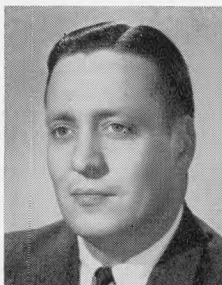
R. E. MISKO



J. V. JOHNSON



G. E. TURLEY



W. M. THORNDYKE



E. G. FREUDENBURG

Omaha News



DONALD L. BAUGH, 49, has been appointed manager of the installment loan department of the Stock Yards National Bank of Omaha. The appointment was announced by **A. J. Hallas**, president.



DON L. BAUGH

Prior to joining the Stock Yards National, Mr. Baugh had been with the Securities Acceptance Corporation for 13 years, serving as branch manager both in Omaha and in Wichita, Kan.

* * *

Tim Spencer, vice president, Packers National Bank in Omaha, won an American Thermos "Pop-Tent" given by Evinrude at the National Installment Credit Conference.

* * *

The new Ames Plaza Bank at 59th

Street and Ames Avenue opened for business last month, according to **Edward D. Brodkey**, president. **Howard Sunderman**, formerly with a bank in Clarinda, Iowa, is executive vice president and cashier of the new bank.

* * *

Edwin J. Carlson, vice president, First National Bank of Omaha, recently was elected president of the Nebraska-Western Iowa Unit of the National Association of Credit Management.

* * *

Joseph E. Haller has joined Chiles & Company, Omaha investment firm, as assistant vice president in the municipal bond department. Prior to his new affiliation, Mr. Haller was with another Omaha investment firm for a number of years. He is a brother of **Ben Haller, Jr.**, editor, NORTHWESTERN BANKER.

* * *

The Omaha Chapter of the American Institute of Banking has an-

nounced its new officers for the coming year.

Elected president was **Robert W. Tritsch**, assistant cashier, First National Bank of Omaha. Vice president is **Robert Satrapa**, assistant cashier, United States National Bank; treasurer is **Marvin Jablonski**, First National Bank of Omaha, and secretary is **Barbara Snyder**, United States National Bank.



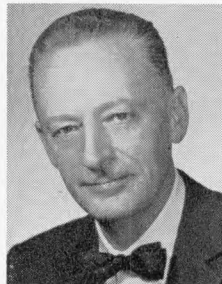
R. W. TRITSCH

Elected to the board of governors were **William Graves**, Stockyards National Bank; **Eugene Kidder**, assistant cashier, Omaha National Bank; **Rose Mary Klitz**, South Omaha Bank; **Eugene Seaman**, Omaha National Bank, and **Dan Spencer**, Federal Reserve Bank.

* * *

Omaha was the site of the 1962 annual meeting of the Missouri Valley Chapter of Robert Morris Associates last month at the Town House.

Charles K. Voorhees, vice president, First National Bank of Omaha and president of the chapter, said that bank officers from as far away as Arkansas, Oklahoma, Colorado and Wyoming attended.



C. K. VOORHEES

Dr. Emerson Jones was the featured speaker. His topic was "Commercial Application of Atomic Energy." Two other Omahans on the program as guest speakers were **Warren E. Buffett**, general partner, Buffett Partnership, Ltd., and chairman, Dempster Mill Manufacturing Company, who discussed "The Stock Market Today," and **A. V. "Al" Sorensen**, chairman, Midwest Equipment Company, who spoke on "An Investment in Tomorrow."

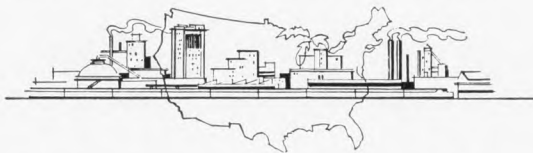
Others on the program included **Shaler Stidham**, vice president, Philadelphia National Bank, Philadelphia, Pa.; **Eugene M. Howard**, first vice president, Robert Morris Associates and vice president, American Fletcher National of Indianapolis, Ind., and **Phillip Sparling**, assistant vice president, First National Bank, Chicago.

Municipal and Corporate Bonds

Listed Stocks

Unlisted and Local Stocks

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Twice daily, our Collection Department notifies grain dealers of incoming drafts, presents and collects for them. Prompt presentation service means immediate conversion of these negotiable instruments into your immediate credit. Fast, efficient . . . try us on *your* team.

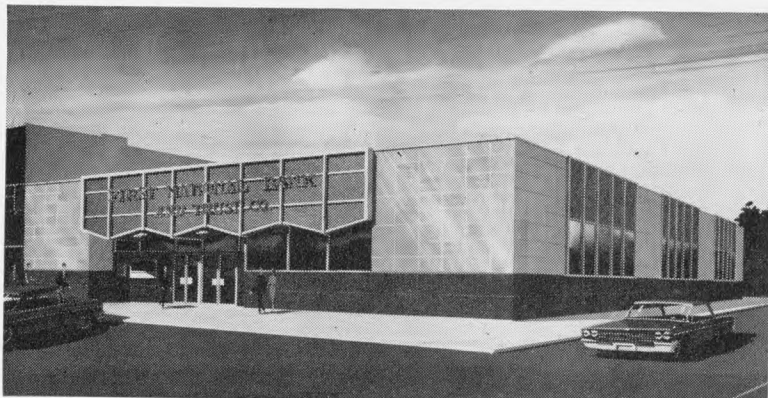
THE OMAHA NATIONAL BANK

17th and FARNAM STREETS

Member Federal Deposit Insurance Corporation

Northwestern Banker, June, 1962

Improvements at Columbus



A. MOORMAN & COMPANY, ARCHITECTS, MINNEAPOLIS

SPLIT-LEVEL BANKING will be a feature of the completely rebuilt First National of Columbus.

IMPROVEMENTS now being concluded at the First National Bank, Columbus, embrace a complete rebuilding of the original bank structure as well as the addition of 56 feet to the width of the building, making it 88 feet wide by 132 feet to the rear.

Exterior facing materials are Italian glass mosaic, Kasota Stone, Spandrelite glass, aluminum doors and window trim and a convenient walk-up teller window and after-hours depository are located at the front.

Parking lot facilities are available and future drive-up service is being prepared for.

A. Moorman and Company, architects, state that the main banking room will be at two levels, the main lobby being at ground level with the directors' room, note tellers', officers' space and conference rooms at a four-foot higher level.

Two Want Blair Charter

Ralph E. Misko, state banking director, has reported that another application for a bank charter at Blair has been received. As reported in last month's *NORTHWESTERN BANKER*, Roy Dinsdale, vice president, State Bank at Palmer, and 12 associates have applied for a charter. Now, a second group, stockholders of the Herman Bank—only six miles from Blair, have applied for a charter to move the Herman institution to Blair. Heading the Herman group are Howard C. Hanson, Sr., and his son, Howard C. Hanson, Jr.

Present stockholders also included are T. R. Swanson and H. M. and Edna Hanson, all of Herman, and Carl Nelson of Orange, Calif.

Other stockholders who would join should the bank's articles of association be amended for the move to Blair would be Ned Tyson, LeRoy Snyder, Dr. L. I. Grace, Jr., Martin Kuhr, Dr. C. D. Howard, and Ervin P. Larsen, all of Blair, and Kenneth Freeman and Morgan Rasmussen, both of Herman.

If the Herman bank's application is approved, the new bank would be known as the Blair Bank. It first applied for the move in 1957.

Total capital accounts would be \$250,000, compared with \$162,000 for the present Herman Bank.

The other proposed bank, the Bank of Blair, would have total capital accounts of \$150,000.

Mr. Misko said a combined public

hearing will be scheduled once a survey of the area is undertaken.

Blair now has one bank, the Washington County Bank, owned by John Lauritzen.

Construction at Daykin

Construction was begun recently on a new building for the Jefferson County Bank at Daykin. The bank owns two lots and the bank will be located in the middle of the two, allowing for ample parking on two sides. Of brick construction, it will be 32 by 50 feet, all one story.

An opening is being planned for September 15, the bank's 75th anniversary.

Joins Staff at Gering

Ivan Wozniak resigned as assistant cashier at the Stockmen's National Bank, Rushville, last month to accept a position as assistant cashier at the Gering National Bank.

New Vice President

Ted King, formerly of Alliance, was introduced to residents of the Harrison area recently as new vice president of the Sioux National Bank, Harrison. The event was an open house at the Harrison bank.

Open House at Kenesaw

The Adams County Bank of Kenesaw, which changed hands last December, has been completely renovated. The ceiling has been lowered, there is new flooring, a new lighting system and newly-renovated interior.

Open house was held last month and more than 300 visitors signed the bank's guest book. Thirty-four bouquets of flowers from well-wishers filled the lobby during the event.

Accepts Tecumseh Scholarship

Bob Leuenberger of Tecumseh has been selected to receive the scholarship offered by the Johnson County Bank, Tecumseh. He plans to use the scholarship at the University of Nebraska.

The gift of the bank is for the promotion of agriculture and the recipient must have completed two years' vocational agriculture training and have two years' membership in the F.F.A.

Joins Staff at Yutan

James W. Anderson, who has been with R. R. Donnelley & Company, Crawfordsville, Ind., the past five years, has joined the staff of the Bank of Yutan. He is a native of Holdrege and his wife is the former Virginia Peters of Yutan.

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(New & Used)
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Midwest's Largest
Stock of New & Used Desks

Office Machines (New & Used)

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LOOKING BACK



OVER 75 YEARS OF BANKING IN THE LIVESTOCK INDUSTRY

Although often times we're unaware of it, each of us has in his bones a special feeling for the long slow lines of Conestoga wagons which crept westward more than a century ago—for the sod houses—for the herds of rangy longhorns. It's a heritage that belongs to every American.

For people privileged to spend their lives in the Middle West, this feeling for the frontier is even stronger. It's perhaps more meaningful yet for those of us who have had a part in serving its greatest industry — the livestock market.

The destiny of our bank is intertwined with that of the cattlemen, the feeders, the bankers, the businessmen and the people of the Midwest. As the livestock industry develops new techniques, as business expands, and as the people of the area build their future, we pledge that the services of The Stock Yards National Bank will keep pace.

The past has shown us the example of service—the fast-moving present shows us the success of that philosophy. With this common heritage to guide us, we look forward with you to a future whose bounds are limitless.



STOCK YARDS NATIONAL BANK

THE ONLY BANK IN OMAHA'S UNION STOCK YARDS
OMAHA, NEBRASKA

Member of Federal Deposit Insurance Corporation

Northwestern Banker, June, 1962



IT WAS announced by **Burnham Yates**, president, and **C. Wheaton Battey**, chairman of the board, that stockholders of the First Continental National Bank & Trust Company, late last month approved a change in name of the bank to "First National Bank & Trust Company of Lincoln" at a special stockholders' meeting. The change in name will become effective on June 11.

Simplification of the bank's name had been recommended by the board of directors and had received preliminary approval from the Comptroller. The present name was adopted at the time of the consolidation of the Continental National Bank of Lincoln and The First National Bank of Lincoln in March, 1960.

The bank will continue to operate under the 91-year-old charter of The First National Bank of Lincoln, originally issued in February, 1871.

* * *

Mrs. Jessie A. Shaberg, widow of **B. H. Shaberg**, former president of the First National Bank at University Place in Lincoln, died recently. She

was 92 and had made her home with a son, **E. Ralph Shaberg**.

Several officers of the First Continental National Bank & Trust Company attended various meetings throughout the country. **Dale M. Shoemaker**, vice president attended the Independent Bankers Convention in Pittsburgh; **Les Curran**, agricultural representative, attended the Wyoming Bankers Credit Conference in Casper; **William Smith**, and **Howard Chapin**, vice presidents, attended the National Financial Analysts Convention in Detroit, and **A. S. "Chico" Chaves**, vice president and Mr. Curran will be attending the Wyoming Bankers Association's convention at Jackson Lodge June 14-16.

James W. Auld

James W. Auld, 86, retired Red Cloud and Guide Rock banker, died last month at his home in Red Cloud. Born in Iowa, he had been a resident of Red Cloud many years, becoming a clerk in the State Bank of Red Cloud in 1898. He later became president of that institution, retiring several years ago. Besides varied activity of

significance in the area, he bought the land for and organized the public library.

Promotions at Sidney

James L. Brumfield, assistant cashier, Sidney National of Sidney, has been promoted to manager of the small loan department, and **Dick Morgan** has been elected vice president. Mr. Morgan was vice president of the bank from November, 1960, to the middle of 1961, when he left to join the Insurance Center. He returned to the staff last month.

Beatrice Open House

The First National Bank of Beatrice, Neb., celebrated its 85th anniversary with an open house last month.

The formal opening of the new addition housing the small loan center was also celebrated. Tours of the bank and the new small loan center were given by staff members. A huge birthday cake and candles, coin and stamp collections and the new time and temperature service were on display. Several radio programs were also initiated from the bank publicizing the event.

Children of the community received candy and balloons and the adults received a guest pac with refreshments being served for everyone from the bank's friendship room. A contest was held involving the large candle on the birthday cake. Customers and visitors guessed at what time the candle would expire after being lit at 9:30 a.m. on May 2, 1962. The winners were to receive 4 per cent interest on \$1 million for one day in a First National Bank—4 per cent savings certificate.

Harold R. Deitemeyer, president of the bank, stated that the festivities were a huge success with several thousand people attending.

Plan Circular Bank in Kearney



BANKING IN THE ROUND will be the style at Platte Valley State Bank in Kearney, Nebr., when this modern new building is completed. **Joe DeBord**, president, reports that all contracts for construction of the new building will be awarded at a July 10 letting. The new location is a block from the present quarters in downtown Kearney and will provide ample parking space, as well as drive-in facilities.

Northwestern Banker, June, 1962

American National Celebrates 75th Year in St. Joseph

The American National Bank, St. Joseph, Mo., will celebrate its 75th anniversary June 4. The oldest bank in the city, it opened in 1887 as the German-American on North Fifth Street, but changed its address two years later to Seventh and Felix Streets and its name during World War I to the American National.

The bank has spent more than \$75,000 on various remodeling projects since the end of World War II.

Officers of the bank were hosts recently to correspondent bankers who were treated to a social hour and fine banquet, then taken to the playoffs of the National AAU Women's Basketball Tournament.

*One of a series featuring the ladies behind
the men you know and work with at
First Continental*



MRS. LESTER CURRAN

A First Continental FIRST LADY

Doris Curran has achieved a unique acquaintance with many bankers and their wives while accompanying her husband, Lester, to district, state and even out-of-state meetings. In raising two sons, Donn, 16, and Jon, 14, she is thoroughly knowledgeable about hobby shows, horse shows, baseball, football, and, of course, has passed merit tests in boy scouting. She also helps to pitch a mean tent when the Curran family goes camping.

She is also well known for her dedication as a Sunday School teacher and as First Vice-President, thus President-Elect, of the women's organization for her church.

During this next year she will accompany her husband, Lester, to Colorado, Wyoming, Montana and South Dakota, only he promises her they will not "camp-out."

1st
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FIRST CONTINENTAL
NATIONAL BANK & TRUST COMPANY
12TH & N STREET LINCOLN, NEBRASKA

member F.D.I.C.

Northwestern Banker, June, 1962

At Nebraska Group Meetings

Vote Dues Increase, Change of State Convention to Spring

AS REPORTED in the last issue of the NORTHWESTERN BANKER, near-record crowds turned out for all six of the group meetings conducted by the Nebraska Bankers Association. Pictures from the first three meetings were in that issue and the accompanying photos show officers elected at the last three meetings, as well as general pictures of others attending the sessions.

The proposals to increase state dues, as well as to change the annual convention to spring and hold group meetings in the fall, were approved almost unanimously. These issues, along with a number of other important current matters of interest to all banks, were discussed at closed business sessions. A roll call at each meeting showed approximately 50 per cent of the banks in each group in attendance.

The bankers who were present received the latest information on progress of tax equality legislation, including confidential reports on personal visits with Congressmen in Washington by Nebraska bankers; a complete report on Secretary of Agriculture Freeman's proposal to give federal aid to help found and expand rural credit unions in competition with banks and other financial agencies; the status of the withholding bill in Congress, and other matters of personal importance to Nebraska bankers.

(Pictures from the first three group meetings were published in the last issue. Pictures from the final three meetings appear below and on page 88.)



GROUP 4 OFFICERS—R. K. Armstrong, pres., Minden Exchange Natl., retiring pres.; Edward Hall, pres., Roseland State, new pres.; Roland E. Emmett, v.p., Citizens State, Arapahoe, vice pres., and Warren McClymont, exec. v.p., 1st State, Loomis, secy.-treas. **GROUP 5 OFFICERS**—Middle photo: R. R. Aden, v.p. & cash., Gothenburg State, vice pres.; Wayne R. Morris,

cash., Overland Natl., Grand Island, new pres., and E. C. Varney, v.p. & cash., Security State, Ansley, secy.-treas. **GROUP 6 OFFICERS**—Photo at right: H. L. McKibbin, 1st Natl., Bayard, retiring pres.; W. B. Huffman, cash., 1st Natl., Mitchell, new pres.; Donald Lichty, v.p., Guardian State, Alliance, vice pres., and George B. Acker, v.p., Scottsbluff Natl., secy.-treas.



LEFT TO RIGHT—Osce W. Johnson, pres., Bank of Burwell; Gordon Jones, pres., Bank of Brady, and Vic von Meding, a.v.p., 1st N.B., Chicago. Second photo—Robert J. Creighton, cash., Overton Natl.; Mrs. Creighton; Mrs. John Van Horne, and John Van Horne, pres., Van Horne Investments, Omaha. Photo at right—Harold Oldfather, pres., 1st N.B., Kearney, and Wm. B. Whitman, a.v.p., American Natl., Chicago.



DISCUSSING CURRENT CATTLE FEEDING PROBLEMS are, from left, in first photo: Benton O'Neal, ag. rep., First National of St. Joseph, Mo.; Cecil W. Means, v.p., Stock Yards National of Omaha, and John W. Cattle, pres., Cattle National

Bank, Seward. **PHOTO AT RIGHT**—Richard McMullen, left, pres., State Bank of Stella, visits with Harold R. Browning, v.p., U. S. National Bank of Omaha.

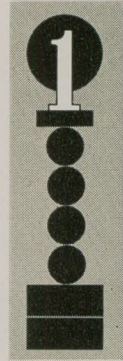
Northwestern Banker, June, 1962

BANKING IN DEPTH

Banking is more than items: it is the communication of shared ideas and the exchange of knowledge. Both require the personal touch. For us banking is person-to-person . . . banker-to-banker . . . man-to-man.

FIRST NATIONAL BANK OF OMAHA

16TH & FARNAM ■ OMAHA, NEBRASKA ■ MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Northwestern Banker, June, 1962



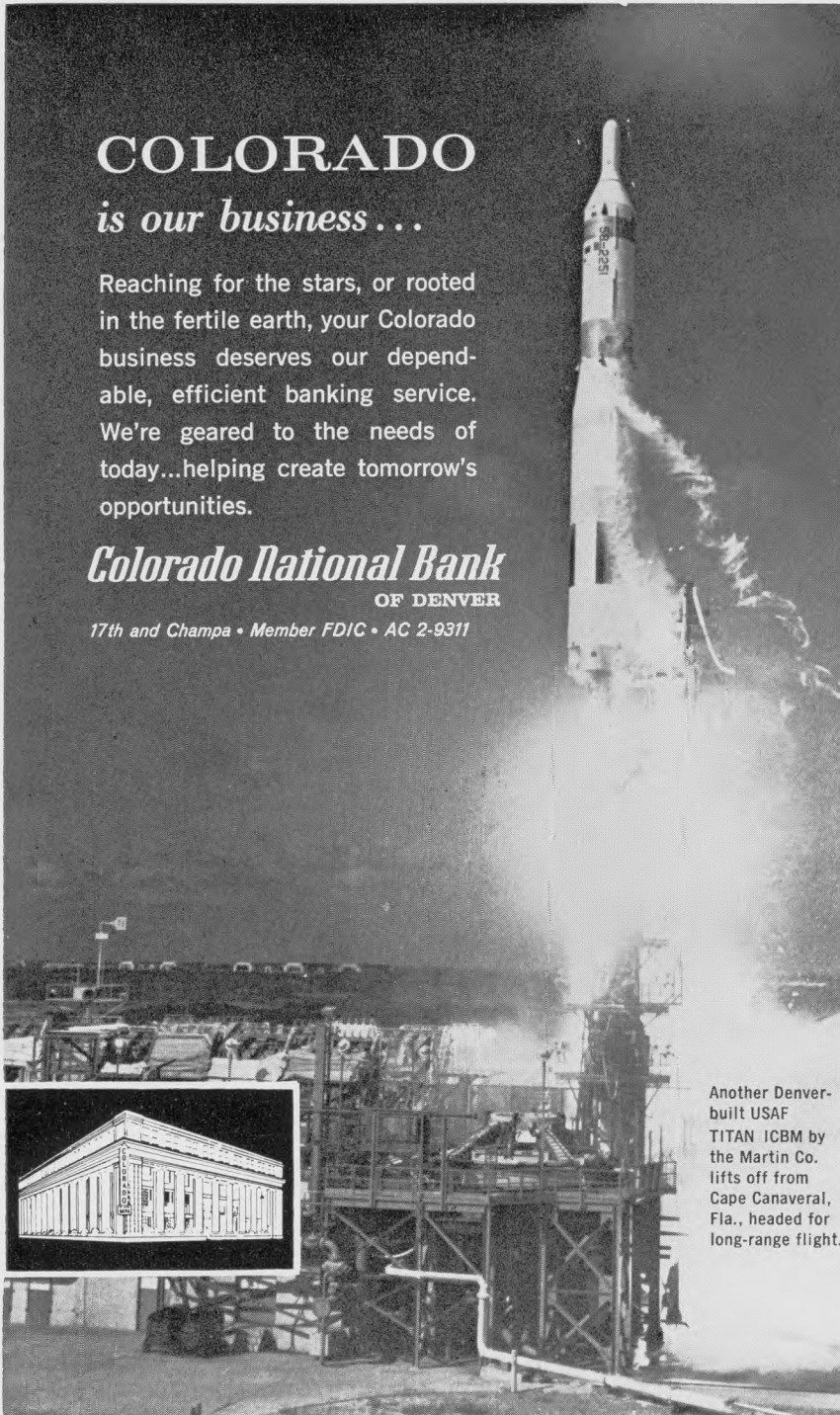
LEFT TO RIGHT—Don F. Delano, v.p., Central B&T, Denver, and Minor P. Baird, pres., Farmers State, Superior. Second Photo—Arden Bruch, v.p., 1st N.B., Kansas City; Everett L. Crume, v.p., Tootle-Enright Natl., St. Joseph, Mo.; Joe W. DeBord, pres., Platte Valley State, Kearney, and C. I. Moyer, reg. dir., SBA, Kansas City. Photo at Right—Jim M. Jackson, a.v.p., City Natl. B&T, Kansas City; Howard S. Berger, v.p., 1st State, Scottsbluff, and Frank W. Pivonka, v.p., 1st State, Lodgepole.

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Reaching for the stars, or rooted in the fertile earth, your Colorado business deserves our dependable, efficient banking service. We're geared to the needs of today...helping create tomorrow's opportunities.

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OF DENVER

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Another Denver-built USAF TITAN ICBM by the Martin Co. lifts off from Cape Canaveral, Fla., headed for long-range flight.

CONVENTION . . .

(Continued from page 67)

damental freedoms in this country are freedom of religion, political freedom and economic freedom."

To maintain our economic freedom, he said, wholesome credit must be provided to provide mass purchasing power. Also a good business climate must be maintained.

Pins Awarded

In other convention activities the following were presented 50 year service pins:

L. A. Jacobson, president, Bryant State Bank, Bryant, and Louis T. Jarmuth, retired chairman of the board, First National Bank, Miller. Mr. Jarmuth was unable to attend the convention and the pin was received by L. A. Weaver, president, First National Bank, Miller.

Pins for 40 years of continuing bank service went to the following:

Max Birenkott, assistant vice president, First National Bank, Aberdeen; Iola Halverson, Farmers and Merchants Bank, Watertown; L. H. Ickler, Jr., president, Aberdeen National Bank, Aberdeen; John M. Thomson, president, Bank of Centerville, and Frank J. Cinkle, executive vice president, National Bank of South Dakota, Sioux Falls.

It also was announced during the convention that the annual Installment Credit Conference is scheduled for June 14 at the Mitchell Country Club, Mitchell, S. D.—**End.**

Lecturer at Schools

City National Senior Vice President Cyril Jedlicka will again be a lecturer at two of the nation's leading Schools of Banking.

On June 12 Mr. Jedlicka will lecture on "New Techniques in Installment Credit" before the School of Banking of the South at Louisiana State University in Baton Rouge.

On July 26 he will speak before the Southwestern Graduate School of Banking.



Dick Wible, department manager, (left) instructs Larry Kupke how to handle an item. The machine operators and sorters process thousands of items daily.

N·B·C helps you cut float time

As the only Capital City bank operating a day and night transit service, National Bank of Commerce Trust and Savings helps reduce float time in clearing your items. Our around-the-clock pick-ups plus cash letters mailed daily to all principal metropolitan correspondents permit same-day processing. The department manager further speeds service, in case problems arise, by calling you long distance for clarification. Every item, large or small, receives prompt, careful attention. Call or write for complete information.

"There is no substitute for experience"

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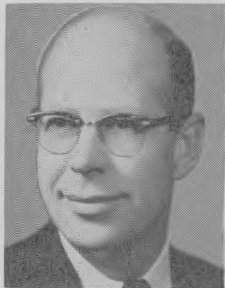
MEMBER: F. D. I. C.

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Iowa NEWS

CHARLES H. WALCOTT President Sioux City

FRANK WARNER Secretary Des Moines



Explain Judicial Plan at 1962 Iowa Group Meetings

By **MALCOLM FREELAND, President
NORTHWESTERN BANKER**

WITH the 1962 group meetings of the Iowa Bankers Association continuing as the June issue of the NORTHWESTERN BANKER went to press, member banks were being advised of a number of highly important matters by selected key speakers.

Community development, internal audit procedures, and judicial reform were topics of particular interest during the first week of the meetings, held by Group 5 in Council Bluffs,

Group 10 in Chariton, Group 6 in Marshalltown and Group 2 in Webster City.

J. F. "Rusty" Kennedy, president of the First National Bank, New Hampton, speaking on community development, suggested that bankers must be active and enthusiastic leaders in the movement to make their communities grow. He warned that complacency is the country banker's worst enemy, stating that a bank or town won't stand still. It's going up or down, ahead or back.

Mr. Kennedy described the progress being made in Braham, Minn., a town of 900 people. Oscar Olson, Jr., president of the First National Bank, took the lead and decided Braham was going to live and grow and prosper, and it has. Braham now has a dozen small industries with several hundred employees, a good retail trade, a community built hospital, and numerous other improvements. The bank has about \$5 million in resources, which is at least twice as large as the average bank in this size community.

Employment of a certified public accountant by the banker to coordinate the bank's control and audit problems

was discussed by Ray Scott, C.P.A., Larson, Allen, Weishar and Company, Minneapolis. Mr. Scott listed three ways in which the C.P.A. might help the banker:

1. Help him revise his operations to effect as much internal control as possible in day to day operations.
2. Assist in developing a program of internal audit which can be performed by certain of his staff.
3. Conduct the directors' examinations for the bank on a bi-monthly or quarterly basis.

The new Iowa Judicial Plan was explained at each of the group meetings by a leading attorney from the various host cities. A constitutional amendment to adopt the plan was approved by the last two sessions of the legislature. The final step in effect is the approval of the Iowa voters on June 4, 1962. The "Iowa Plan" will work as follows:

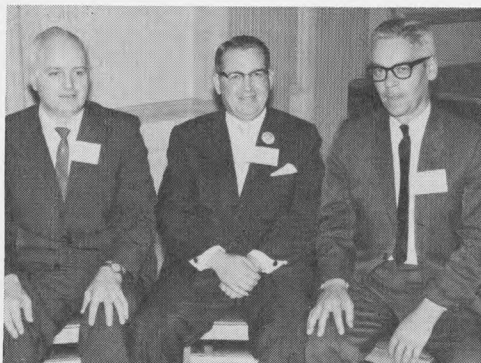
1. When vacancies occur, supreme and district court judges will be selected by the governor from a list found to be best qualified by a non-partisan study and nominating commission.
2. There will be a state Nominating Commission for Supreme Court Judges and a nominating commission in each district for district court judges. The size of the commissions will be set by the legislature. They will be composed of a given number of persons appointed by the governor and an equal number of members elected by the lawyers of the state or district, with a judge as chairman. Appointments to the State Commission will be subject to confirmation by the Iowa Senate and all members must be chosen on a non-political basis, for overlapping six-year terms, with due consideration to area representation.
3. The voters will have an opportunity to remove an unsatisfactory judge at the end of each term in a non-partisan election on a ballot which asks

NEW GROUP OFFICERS

Group 10: Chmn., John H. Young, president, First National Bank and Iowa Trust & Savings Bank, Centerville. Secy., J. J. Marget, president, Keokuk County State Bank.

Group 6: Chmn., F. Addison Jones, executive vice president, Grinnell State Bank. Secy., W. A. Lane, Jr., vice president, Security Savings Bank, Marshalltown.

Group 2: Chmn., Robert L. Davison, president, First National Bank, Clarion. Secy., Robert Dixon, president, Rolfe State Bank.



LEFT—Gr. 5 Secretary **Eldon Nielsen**, asst. v.p., St. Sav. Bk., Council Bluffs; IBA Pres. **Chas. Walcott**, pres., Security Natl., Sioux City, and **F. J. Lewis**, pres., Harlan Natl. and chmn. of Gr. 5. CENTER—**W. S. Mayne**, pres., Montgomery Co. Natl., Red Oak; **W. J. Grotenhuis**, pres., Sec. St. Bk., Stanton, and

E. L. Shockey, tr. off., Council Bluffs Sav. Bk., visiting at Gr. 5 meeting. RIGHT—Missouri takes over registration desk during Gr. 5 meeting. Shown are **Benton O'Neal**, ag. rep., First Natl., St. Joe; **Everett Crume**, v.p., Tootle-Enright Natl., St. Joe, and **Jack Killackey**, v.p., First Natl., St. Joe.

Northwestern Banker, June, 1962

Photos Taken at 1962 Group Meetings



LEFT—Speakers included **Ray Scott**, C.P.A., Minneapolis, and **J. F. "Rusty" Kennedy**, pres., First Natl., New Hampton. CENTER—Candidates for office attending group meetings included: **Chas. H. Walsh**, pres., Farmers and Merchants Savings Bank, Burlington (for IBA president); **Harry Schaller**, pres.,

Citizens First Natl., Storm Lake (for Fed Director), and **M. L. Abrahamson**, state treasurer (for re-election). RIGHT—**Chas. Gustaveson**, Natl. Fidelity Life; **Bob Thom**, First Natl. City Bank, New York, and **Max Roy**, v.p., LaSalle Natl., Chicago.



LEFT—**M. J. Grogan**, pres., Natl. Bk. & Tr. Co., Chariton, turned over the reigns as chmn. of Gr. 10 to **John H. Young**, pres., First Natl., Centerville. CENTER—**George Armstrong**, exec. v.p., Perry St., completed his term as chmn. of Gr. 6.

New officers are Secy. **W. A. Lane, Jr.**, v.p., Sec. Sav. Bk., Marshalltown, and Chmn. **F. Addison Jones**, exec. v.p., Grinnell St. Bk. RIGHT—New Gr. 2 officers are **Bob Dixon**, pres., Rolfe State (Secy.), and **Bob Davison**, pres., First Natl., Clarion (Chmn.).

whether the judge shall serve another term, yes or no.

4. Judges will be under an adequate, automatic retirement plan, subject to recall for temporary service to relieve crowded court calendars.

An additional report and pictures, covering the meetings of Groups 3, 4, 7 and 8, will appear in the July issue of *NORTHWESTERN BANKER*.

Jefferson Construction

Warren Garst, president of the Home State Bank, Jefferson, reports that construction has started on a new bank building. Completion date is scheduled for December, 1962.

Becker & Associates of Alta designed the building and the general contractor is Boje Construction Company, Carroll. The new facilities will be all on one floor, size 64 by 104 feet. Special features will include a drive-up, enclosed walk-up, private consultation rooms, and a community room to accommodate 100 people.

Northwestern Banker, June, 1962

Scott County Election

Donald E. Willard, vice president of the First Trust and Savings Bank of Wheatland, has been named president of the Scott County Bankers. Mr. Willard heads the bank's Dixon office.

Other officers named include: W. D. King, vice president, Davenport Bank & Trust Company, vice president; William K. Stout, cashier, Farmers Savings Bank, Princeton, treasurer, and Fred W. Yeadon, Jr., executive vice president and trust officer of the Northwest Bank and Trust Company, Davenport, secretary.

Cedar Rapids AIB Elects

Ray Hendrickson, assistant cashier at City National Bank, was installed last month as president of the Cedar Rapids chapter, American Institute of Banking. He succeeds Paul Sawyers of Guaranty Bank and Trust Company.

Other officers are Bruce Gibson, Guaranty Bank, first vice president; JoAnn Hartwig, Peoples Bank and

Trust Company, second vice president; Carl Keltner, Guaranty, treasurer; Mike Kelly, City National, membership; Ken Winston, Merchants National Bank, education; Wilma Wilkinson, Farmers State Bank of Marion, women's committee; and Estelle Worcester, Farmers State Bank, publicity.

Correction

The 1962 edition of the Iowa-Nebraska Bank Directory erroneously lists deposits of the State Savings Bank, Cantril, as \$1,489,570. This figure does not include time deposits, so the total deposits should be \$2,333,384.

In the listing for Fidelity Savings Bank, Ottumwa, the 1960 year-end figures are listed. Correct figures for 1961 year-end are:

Capital, \$150,000; Surplus, \$350,000; Deposits, \$7,977,346; Loans and Discounts, \$5,027,408; Undivided Profits and Reserves, \$388,308; Cash Resources, \$1,450,238; Government Bonds, \$1,774,615, and Other Securities, \$522,628.

INFORMED



Ambrose Rucker makes it his business to know the answers to your questions. That's why our correspondents rely on Ambrose and his fellow officers to keep them abreast of the fast-breaking changes in the business world. Plus factors like these already have influenced one out of every ten banks in America to rely on Commerce Trust for correspondent service.



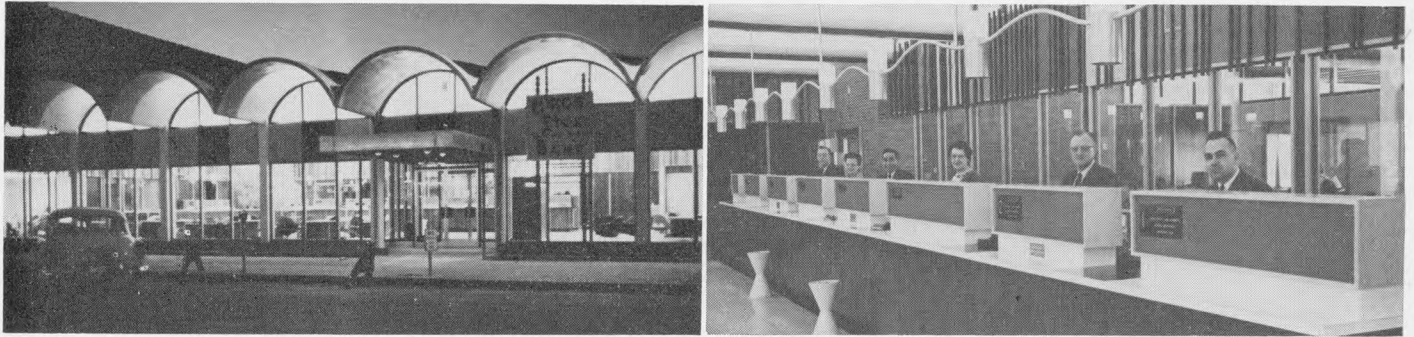
A. S. Rucker, Jr.
Vice President

Commerce Trust Company

Kansas City's Oldest and Largest Bank
Member Federal Deposit Insurance Corporation

Northwestern Banker, June, 1962

Modern and Colorful Bank Opens in Ames



COLORFUL BUILDING recently completed by Union Story Tr. & Sav. Bk., Ames, was visited by over 5,000 people during open house.

ONE of Iowa's most colorful new bank buildings was dedicated last month when the Union Story Trust and Savings Bank moved into its new quarters.

Perhaps the outstanding feature of the new bank is the series of eight barrel vaulted roof sections, as shown in the above picture. Equally striking are the seven teller stations, decorated in matched walnut exterior, with vinyl plastic panels in blue green pomp, separating the windows. Counter tops are in antique white Formica, with back sides of counters done in white birch.

The new building provides a spacious lobby, officers' and tellers' area

of 3,500 square feet. In addition, a separate bookkeeping department provides an additional 800 square feet. Downstairs space includes an employees' lounge and storage area. The building is completely air conditioned.

Diebold, Inc. provided a new vault door, night depository and two attractive drive-up windows. A parking lot at the rear of the bank accommodates 27 cars.

Art Lucht, president of the bank, supervised the building which was started in July, 1961. More than 5,000 persons attended the open house ceremonies during the formal dedication.

Cresco Capital Up

The Cresco Union Savings Bank has increased its capital from \$100,000 to \$150,000 through a common stock dividend.

Group 11 Outing

Roy Weddington, assistant cashier, Lee County Savings Bank, Fort Madison, has announced that the annual golf outing for Group 11 of the Iowa Bankers Association will be held in Fort Madison on Wednesday, June 20. Activities will start at noon (day-light time).

Mr. Weddington is in charge of the 1962 outing, and additional details can be secured by contacting him.

H. P. Dowling Retires

H. P. Dowling, 88, has retired as president from the Shelby County State Bank, Harlan, after 64 years in

the banking business. He will continue as a member of the board of directors.

Honor Emerson Banker

Milo Blazek, cashier of the Emerson State Bank, was made an honorary member of the Mills County 4-H Clubs recently.

Mr. Blazek has been a leader of a local 4-H Club and has supported the 4-H camp drive with 200 per cent contributions of his quota. He is also sponsoring the first prize in the 4-H rate of gain contest for baby beeves and he is continuing to assist 4-H young people with financial aid.

Three New Officers

Three new assistant cashiers have been appointed by the First National Bank, Dubuque, according to Waldo Adams, president. They are: Daniel E. Welu, Donald R. Runger and J. Bruce Meriwether.

Mr. Welu started with the bank in June, 1947, and is supervisor of teller operations. Mr. Runger, a 1958 Loras College graduate, is in the trust department. Mr. Meriwether graduated from the University of Dubuque in 1960 and is in advertising and public relations.

Claude Sinnett

Claude Sinnett, 52, vice president of the United Home Bank & Trust Company, Mason City, died last month of a heart attack.

Mr. Sinnett headed the installment loan department of the bank for 22 years. During World War II he served 38 months with the U. S. Air Force in Europe. He started his business career with GMAC and Universal Finance. He is survived by his wife, a brother and two sisters.

BANKING POSITIONS

INVESTMENT OFFICER to \$20,000

Qualified to assume responsibility of Senior Invest. Officer. Bank of considerable size.

LOAN OFFICER to \$18,000

Executive officer experienced Commercial Lending—Public Relations—Bus. Development

TRUST OFFICER to \$18,000

Complete supervision of all trust activities.

COMMERCIAL LOANS \$10 to 12,000

Knowledge all forms of loans capable manage branch.

TRUST DEPT. \$10 to 12,000

Administration of all trusts—estates—agencies and corporate

SECURITY ANALYST \$9 to 10,000

Handle Corporate Trust and Fiduciary.

AUDITOR \$8 to 10,000

Execute internal audit program and safeguards.

All contacts kept in absolute confidence.

ARVID D. JOHNSON

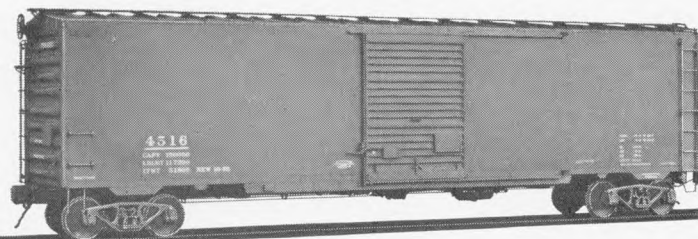
Cadillac Associates, Inc.*

29 East Madison Bldg., Chicago, Illinois
FInancial 6-9400

*"Where more Executives find their positions than anywhere else in the world."



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



This used car, symbol of a mighty fleet of American transportation, serves to remind us that many of our out-of-town bank customers are also good "customers" of the rail and truck lines. With loans we help them make, products of industry and agriculture are quickly sped to markets all over America. Here at the American National, our Correspondent Bank Division officers are always ready, willing and able to assist our out-of-town bank friends in keeping these "used car" wheels turning for a better, stronger America. We'd like to help you keep the wheels turning in your community, too. Service is our business.



American National Bank

AND TRUST COMPANY OF CHICAGO/LASALLE AT WASHINGTON

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION FRANKLIN 2-9200

Northwestern Banker, June, 1962

New Marshalltown Building



UNIQUE PENTHOUSE to house board room, officers and employees lounge will be a feature of new building planned for Fidelity Savings Bank, Marshalltown.

NEIL T. CHADDERDON, president of the Fidelity Savings Bank, Marshalltown, has announced plans for the construction of an ultra-modern bank building. Thorson & Brom of Waterloo will be the architects.

A unique feature of the new structure will be a "Pent House" area, directly above the main banking lobby. It will be reached by a circular stair of aluminum and walnut, and it will house the board room and lounge.

Exterior of the building will be brick with aluminum trim, set on a textured black granite base. The central lobby will be 30 by 30 feet with tellers' stations on two sides and safe deposit and officers' area on third and fourth sides. Two drive-in units and a parking area will be included.

At New Location

The Peoples Savings Bank, Elma, has opened for business at a new location and in new quarters. Only a few details remained to be completed in the new quarters when the move was made.

The new building was erected inside of the old theater building on the construction site so that the quonset-type roof of the theater building could provide protection for the construction during winter months.

Much of the front of the new building is glass. The quarters also feature two private offices, a bookkeeping room and two vaults, in addition to a modern lobby.

Buys Building

The Montgomery County National Bank, Red Oak, has purchased a two-story building at 319 Reed Street.

The 22½-foot front building will be used for expansion of the bank's facilities in the near future, according to Winfield S. Wayne, president.

Northwestern Banker, June, 1962

Mondamin Building

Construction has begun on a new building for the Mondamin Savings Bank and completion is scheduled for mid-August.

During construction banking opera-

tions have been moved to temporary quarters in the east side of the Tierney Furniture Store building.

The new building will feature the most modern facilities available, including a large customer vault and additional safety deposit boxes. New central heating and air conditioning also are planned.

In Callender Office

Richard R. Loonan, who for the past four years has operated a farm near Tama, has been hired as manager of the Callender office of the Somers Savings Bank. He succeeds Dale Luckow, assistant cashier, who has resigned to join the Guaranty Bank at Phoenix, Ariz.

In addition to management of the office, Mr. Loonan will assist Charles L. Brockett, chairman, in the management and operation of farms in the area. While operating a farm near Tama, Mr. Loonan also served as GI on-the-farm vocational training instructor in the Tama-Toledo school system.

Davenport Bank to Automate

THE first installation of ODP (Original Document Processing) equipment to provide fully automated processing of all depositor's checks has been ordered by Northwest Bank & Trust Company of Davenport. The recently-announced complete low-cost system of bank automation was developed and is being manufactured by Cummins-Chicago Corp.

Automation beyond this point will involve two equipment manufacturers.



FULLY AUTOMATED check processing system is being installed by Northwest Bank & Trust Company, Davenport. **Edwin F. Moeller, Jr.**, left, comptroller of bank, is shown signing order with **Lloyd Malstrom**, Cummins-Chicago Corp., repr.

National Cash Register Company will replace Northwest's present Postronic Bookkeeping machines with two fully automated Postronics, and Cummins will install three Proof Encoding Perforators intercoupled to National Cash Register listing machines. These intercoupled machines will be used to encode amounts and transaction codes in the course of the proof handling of incoming checks and deposit tickets. The final step will be replacement of the temporary standard ODP Sorter with an ODP Sorter-Reader, which in addition to performing all of the functions of the sorter, will also be used to create a punched paper tape of the information on the checks after they have been sorted to account number sequence. The tape will actuate the automated Postronic bookkeeping machines to automatically post the debits and credits to customers' accounts.

Edward F. Moeller, Jr., Comptroller, Northwest Bank, plans to convert to automated processing in a series of easy stages in order to completely familiarize their staff, as well as their depositors, in the new technique. The first step will be installation of an ODP Encoding Perforator to encode all blank checks with account numbers before issuance to depositors. The next step will be installation of a standard ODP Sorter, which will provide immediate savings by eliminating about one-fourth of the total bookkeeping department labor.



A shekel from Tyre, the ancient Phoenician city—one of many attractions in the coin, stamp and currency collection of The First National Bank of Chicago.

Magic coin?

Many correspondent banks of The First National Bank of Chicago have good reason to think so! Because this coin, together with scores of others in our coin, stamp and currency display, have attracted customers in great numbers for them.

Customers—and prospective customers—come to see coins dating back

to the time of Julius Caesar, one from the Eastern Roman Empire, paper money tracing our colonial history, colorful stamps from every land—even Japanese Kokeshi dolls donated by our correspondent in Tokyo!

All are available for display in *your* bank at no charge—if you are a correspondent of The First National Bank

of Chicago. Just clip and mail the coupon below. We'll try to schedule the display to fit your plans.

If you are not already a correspondent of ours, allow us to explain how our banker-to-banker service benefits more than 2000 correspondent banks in all 50 states, in all corners of the globe.



The First National Bank of Chicago

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

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

MR. CHARLES F. NEWHALL, VICE-PRES.
BANKS AND BANKERS DIVISION
THE FIRST NATIONAL BANK OF CHICAGO, CHICAGO 90, ILL.

As a correspondent of The First National Bank of Chicago, I would like to reserve your coin collection for display from date _____ to _____.

I am interested in learning more about the correspondent service provided by The First National Bank of Chicago.

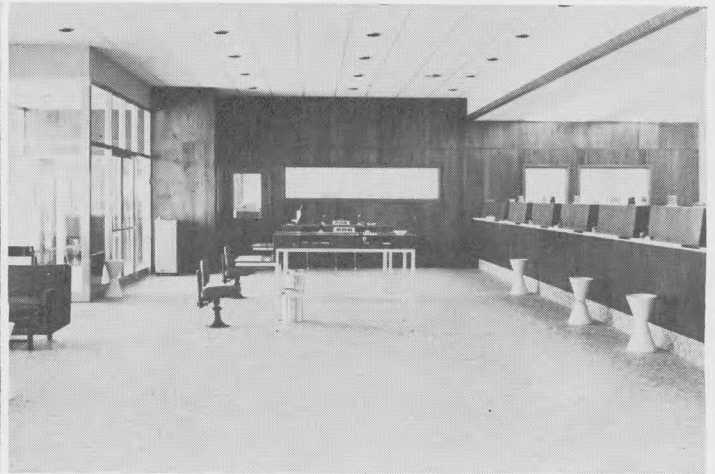
Name _____ Position _____

Bank Name _____

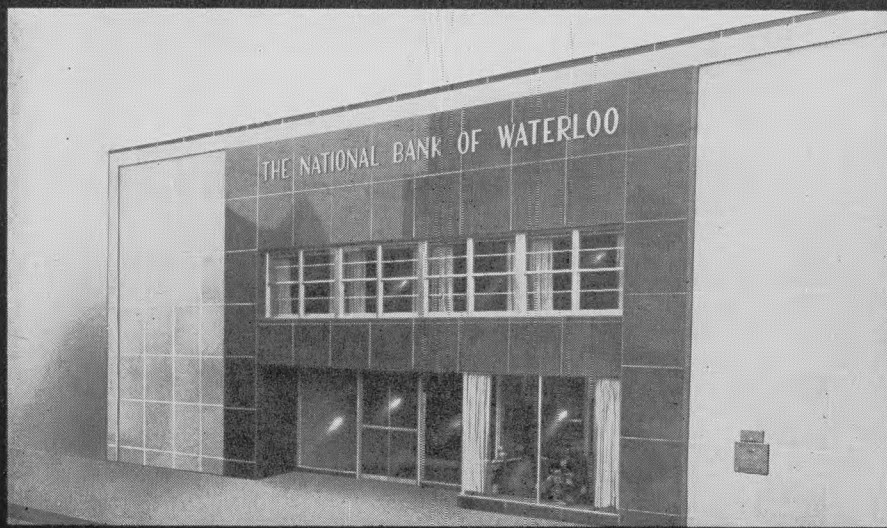
Address _____ State _____

Northwestern Banker, June, 1962

Nevada National Completes New Quarters



for fast correspondent service



see NATIONAL BANK OF WATERLOO

Let our complete facilities. . . our
staff of friendly, helpful Iowans . . .
save you valuable time on all items
and collections.

Send your items to us for fast,
accurate, efficient banking service.

THE NATIONAL BANK OF WATERLOO

WATERLOO, IOWA

Member . . . Federal Deposit Insurance Corporation • Federal Reserve System

Northwestern Banker, June, 1962

FORMAL opening was held last month by the Nevada National Bank in its new building, according to Sam McHose, president.

Designed by the Kirk Gross Company of Waterloo, the new bank features a spacious lobby, as well as an attractive officers' area with executive offices. A combination lounge area and community room has been constructed in the basement.

A drive-up window, installed by the Mosler Safe Company, is available to customers, and a parking area for 35 cars is located to the rear of the bank.

A striking feature of the new bank is a mural on the vault wall, portraying the rich farm fields of Story County. Using Mosaic tile, Mrs. Naomi Cook, local resident, spent many hours in developing the mural.

Hornick Director Dies

Tom Davis, 95, a director of the State Savings Bank, Hornick, died recently. He had been a resident of the community since 1902.

Roger Bolton

Funeral services were held recently for Roger Bolton, 57, former Tipton and Bussey banker.

One of the founders of the First National Bank of Tipton in 1948, he served as president until 1958. For a time he was in the loan business in Tipton and then purchased the bank at Bussey. Later he purchased the bank at East Dubuque and was its president at the time of his death.

Junior Bankers Club

About 350 money-saving children attended a theater party sponsored by the Waterloo Savings Bank recently.

The youngsters, all under 14, are members of the bank's Junior Bankers Club.

Robert I. Pinkerton

Robert I. Pinkerton, 88, retired vice president of the First National Bank, Creston, died recently. He retired in 1953 after serving the bank for 53 years.

Joins Nevada Bank

Harold Brinkman, 20, has joined the State Bank and Trust Company of Nevada. He is a resident of Colorado.

Graduating from the University of Iowa in 1956, he has been with the Sinclair Refining Company in recent years.

New Dike Director

Ralph G. Thuesen has been elected to the board of directors of the Iowa Savings Bank, Dike. He fills the vacancy caused by the death of his father, Jens G. Thuesen.

New Avoca Building

The Avoca State Bank held a formal opening in its new building last month. The attractive building, completely air conditioned, replaced a former hardware store on the main street. Cost of the building was reported to be about \$75,000.

Cedar County Election

Lloyd Hasselbusch, cashier of the Clarence Savings Bank, has been named president of the Cedar County Bankers Association.

Other officers include: Vice president, L. J. Paulson, executive vice president and cashier of the Mechanicsville Trust and Savings Bank, and secretary-treasurer, Roger V. Smith, cashier, Union Trust and Savings Bank, Stanwood.

Collins Open House

A. E. Chittenden president of the Exchange State Bank, Collins, reports that his bank will observe its 50th anniversary on June 9 and 11.

Fort Dodge Drive-In

A new drive-in is being planned for the State Bank, Fort Dodge, on the northwest corner of First Avenue South and Seventh Street.

The two-station drive-in will be built on a 60 by 80 foot lot, and the bank will continue to operate its drive-up connected with the bank.

Southwest Bankers Elect

Carl R. Mueller, cashier of the Houghton State Bank, Red Oak, has been elected president of the Southwest Iowa Bankers Association.

CELEBRATING 50 YEARS OF BANKING PROGRESS IN DUBUQUE

This new year marks the beginning of our second half-century of service.

We have been pleased to serve the financial needs of the Tri-State area for the past 50 years. Always look forward to American Trust for the best in modern banking facilities to serve you and your customers.

Member FDIC and FRS



Northwestern Banker, June, 1962

Plan Spacecraft Exhibit



A MERCURY 7 Spacecraft Exhibit, similar to the one Col. John Glenn used when he orbited the earth, will be on display in a number of the ma-

ior cities in Iowa during June as a part of the promotion for the United States Savings Bonds "Freedom Bond Drive," according to Neal Sands, president of the Valley Bank & Trust Company, Des Moines. Mr. Sands is chairman of the Iowa Bankers Association's committee for Savings Bonds.

The schedule of appearances will be as follows:

Sioux City—2:00 to 8:00 p.m. June 10.
Council Bluffs—2:00 to 3:00 p.m. June 13.

Atlantic—4:30 to 5:30 p.m. June 13.

Des Moines—9:00 a.m., June 14, to 8:00 p.m. June 16.

Marshalltown — 12:00 noon to 1:00 p.m. June 17.

Waterloo—6:00 p.m. June 17 to 2:30 p.m. June 18.

Mason City—7:30 p.m. June 18 to 6:30 p.m. June 19.

Cedar Rapids—9:30 a.m. to 8:00 p.m. June 20.

Iowa City—9:00 a.m. to 10:00 p.m. June 21.

Albia—12:30 to 1:30 p.m. June 21.

Centerville—2:00 to 3:00 p.m. June 21.

Ottumwa—5:30 p.m. June 21 to 12:00 noon June 22.

Drovers Service Provides **IMMEDIATE CREDIT** on Livestock Proceeds



BERNARD MILLER, assistant vice president, representing The Drovers Banks in Iowa, will be happy to show you how Drovers can offer immediate credit.

Your customers can have the net proceeds from their livestock sales credited to their accounts in *your* bank from one to three days sooner, when they use Drovers collection service.

Drovers "Yellow Boy" advice is well and favorably known by both bankers and shippers. It is on its way to you within minutes after the sale is completed. Be sure your livestock customers receive this time-saving service. Have them fill out a Drovers Shippers Order. We'll gladly send a supply upon request.

Joins Waterloo Bank

E. E. (Dick) Baily, chairman of the board of the James Black Dry Goods Company, Waterloo's largest department store, has joined the staff of the Peoples Bank and Trust Company of Waterloo as a special representative. He will devote much of his time to public relations.

Mr. Baily, a resident of Waterloo since 1946, was president and managing director of Black's Department Store until last May when he retired to become chairman of the board.

A Navy lieutenant commander during World War II, he has been associated since 1933 with Allied Stores Corporation, of which Black's is a unit. He is a former president of the Waterloo Chamber of Commerce and has been active in numerous other Waterloo activities.

Williamsburg Project

Work has started on the remodeling of the Security Savings Bank, Williamsburg, and completion is expected on or about July 1.

An addition of 25 by 51 feet is planned so as to provide three additional rooms. It will be built at the north end of the present structure.

Friendly service to Livestock Producers for more than 75 years



Continuous service to correspondent banks since February 12, 1883

The Drovers Banks

Drovers National Bank • Drovers Trust & Savings Bank

UNION STOCK YARDS, CHICAGO 9, ILLINOIS

MEMBERS, FEDERAL DEPOSIT INSURANCE CORPORATION



**If your customer deals in GRAIN
you'll like the service at . . .**

CITY NATIONAL Here, in the world's second largest grain center, City National is looked to as the center for grain transactions. We're only four blocks from the Board of Trade, and our loan, collection, and other services are geared to the demands of today's commodity markets, both here and abroad. Your account is cordially invited!

Serving the Heart of America and over 1000 correspondent banks . . .

CITY NATIONAL BANK

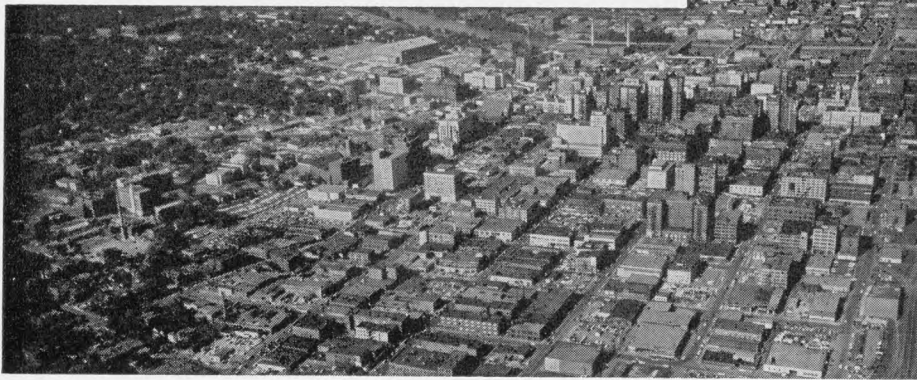
and Trust Company of KANSAS CITY, Missouri

10TH & GRAND • KANSAS CITY 41, MISSOURI

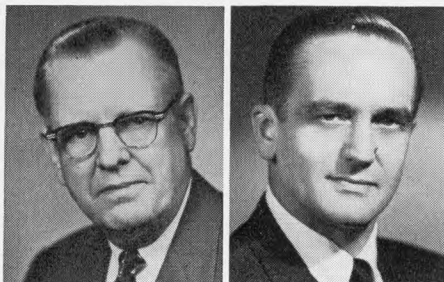
Established 1913—Member Federal Deposit Insurance Corporation

Northwestern Banker, June, 1962

Des Moines News



ARTHUR T. DONHOWE, vice president in charge of the correspondent bank department of the Central National Bank & Trust Company, retired June 1 after 45 years in the banking business. He will continue as a director of the bank.



A. T. DONHOWE

D. C. SMITH

Dale C. Smith, vice president, who has been with the bank since 1931, will succeed Mr. Donhowe as head of the correspondent bank department. Mr. Smith has worked with Mr. Donhowe for over 16 years. He is well-known to the bankers of Iowa and the middle-west, having made his first bank call on April 16, 1946. **Everett Griffith**, vice president, and **Eddie A. Wolf**, assistant cashier, will continue to assist Mr. Smith in serving the banks of Iowa.

Mr. Donhowe was born at Northwood, Iowa, on May 15, 1897, and shortly thereafter the family moved to Story City where he spent his boyhood days.

During the summers he worked in a lumber yard and on the farm. He attended grade school and high school in Story City, graduating in 1914, and in 1916 he attended Cornell College at Mount Vernon for a year. Sports were limited in the Story City High School but it did have a basketball team, of which he was a member. His father was an auctioneer and owned the banks in Randall and Story City, so quite naturally Art was to go into the banking industry. After graduating from high school he worked in the bank at Thor for six months and then went to work at the Randall

Savings Bank. After spending the year at Cornell College he returned to the Randall bank and was elected cashier at the age of 20. His banking career was again interrupted in 1918 when he entered the U. S. Army and served with the 60th Balloon Company. After receiving his discharge from the Army he again returned to Randall where he stayed until 1923 when he became cashier of the Story City National Bank, and in 1925 was elected president of the Randall bank. In addition to this varied early banking career he was an auctioneer at Story City in 1925-26.

On April 11, 1927, he came to the Central State Bank, Des Moines; worked in the bookkeeping and transit departments. He was elected assistant cashier in 1929, assistant vice president in 1934 and vice president in 1937. In 1947 he was elected to the board of directors of the Central National Bank and Trust Company.

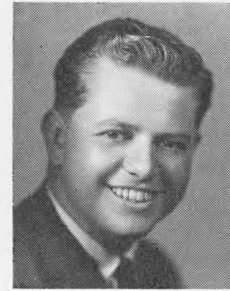
Other than his banking connections with the Central National, he was an inactive chairman of the board of the City State Bank, Ogden, from 1945 to 1949; inactive president of the First Federal State Bank, Des Moines, from 1949 to 1951, and is now a director and vice president of the Norwalk-Cuming State Bank.

Mr. Donhowe has served as secretary, vice president and president of the State Organization of the Officers of County Bankers Associations, president of the Iowa Bankers Association in 1941, and state vice president of the American Bankers Association and regional vice president on the Organization Committee of the American Bankers Association. Mr. Donhowe is a member of the executive council of the Independent Bankers Association; served a four-year term on the State Banking Board; was campaign manager for Harold Brenton who was elected vice president of the American Bankers Association, hence Mr. Brenton was president the following year.

Mr. Donhowe is an ardent Republican and has a keen interest in politics, which he considers a hobby.

* * *

Lewis C. Cobb, trust officer, Iowa-Des Moines National Bank, was elected president of the Des Moines Chapter of American Institute of Banking last month at the A. I. B. annual meeting.



L. C. COBB

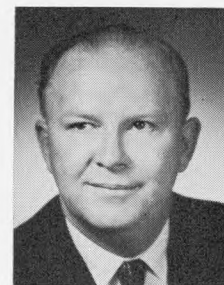
Elected to serve with Mr. Cobb were: **Gene Riley**, Bankers Trust Company, first vice president; **Earl Freel**, Bankers Trust Company, second vice president; **Marcella Furry**, Iowa-Des Moines National, secretary; **Gene Blaskovich**, South Des Moines National, treasurer, and **Jane Byers**, Central National, women's chairman.

Merlin Lander of Central National was awarded the Standard Certificate for completing required institute courses and the following six persons received \$25 for attaining high grades in courses: **Robert F. Scott**, Indianola, and **Mrs. Mary Holstad**, **Merlin Lander**, **Donald H. Jordahl** and **Keith Eaton**, all of Des Moines.

The Des Moines Chapter of A.I.B. was well-represented at the National A.I.B. Convention last month at Atlanta, Ga. Making the trip were: **Clarence Dickson**, Central National, retiring president, Des Moines Chapter; Mr. Cobb; Mr. Riley; Mr. Eaton; Mrs. Holstad, and **Mrs. Sally Walsh**, Northwest Des Moines National.

* * *

Edwin F. Peters, president of the First Federal State Bank, has announced the appointment of **Raymond L. Driver** as assistant vice president in charge of business development and public relations for the bank. Mr. Driver formerly was associated with the National Bank of Des Moines and assumed his new duties the first of last month.



R. L. DRIVER

J. R. Astley and **Roy E. Huber**, vice presidents, Valley Bank & Trust, attended the recent annual conference of the Iowa Mortgage Bankers Association at Cedar Rapids.

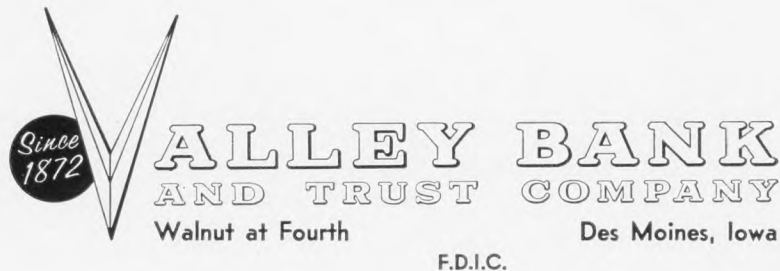
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J. R. Astley and **Roy E. Huber**, vice presidents, Valley Bank & Trust, attended the recent annual conference of the Iowa Mortgage Bankers Association at Cedar Rapids.

DES MOINES NEWS . . .

(Turn to page 104, please)

NEARLY A
SINCE
CENTURY OF SERVICE
1872
TO THE BANKS AND
PUBLIC OF IOWA



Northwestern Banker, June, 1962

Rockford Formal Opening



NEW BUILDING recently completed by The First State Bank, Rockford.

RESIDENTS of the Rockford community are justifiably proud of the new building recently completed by the First State Bank, under the direction of its president, T. Edw. Batty.

Construction was started in the spring of 1961 and bank operations were conducted in the American Legion Hall during the demolition of the old structure and the construction of the new building.

Principal features of the new facilities include adequate space, efficient lighting, a modern drive-in window and a new vault. General contractor was Davis and Keith of Clear Lake.

Aldis G. Dunton

Aldis G. Dunton, 76, vice president of the First National Bank, Riceville, died recently, following an illness of six months.

Mr. Dunton joined the bank a few months after its organization in 1907 and served the bank for 55 years.

A. T. Altick

A. T. Altick, 62, retired president of the Osage Farmers National Bank, died recently after a long illness.

Mr. Altick joined the bank in 1929 as an assistant cashier. He was elected president in 1934 and retired in 1957.

Newell Anniversary

A. J. Hill, president of the First National Bank, Newell, reports that the bank gave an all-expense paid vacation to Niagara Falls to two of the bank's customers as part of the 50th anniversary celebration.

The anniversary was in observance of 50 years as a national bank. The bank actually operated as a private institution for some 40 years before 1912.

Brunsville Opening

The First State Bank, Brunsville,

Northwestern Banker, June, 1962

held open house last month in observance of 52 years of service to the area and a newly remodeled building.

Mrs. Katherine Dickman, president, reports that Becker Bros. of Alta was the designer. The interior was redecorated and additional office space was constructed.

Melvin Open House

The Melvin Savings Bank held open house last month in observance of its 50th year and the completion of its remodeling program.

Added to the building was a unit 20 by 26 feet, providing two new offices. Walnut and mahogany paneling was included in the interior, and new floor covering and drapes were added. Air conditioning and baseboard heating were also installed.

Joins Albia Bank

Jim King, son of J. E. King, president of the Peoples National Bank, Albia, has joined his father's bank. He will take over the duties as office manager in Eddyville. Mr. King was formerly located in the Chicago area.

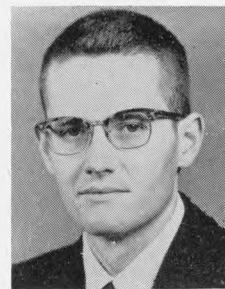
DES MOINES NEWS . . .

(Continued from page 102)

Arthur J. Petit, trust officer, Iowa-Des Moines National, was elected president of the Iowa Corporate Fiduciaries Association at their annual meeting last month in Council Bluffs.

Other new officers are: **George E. Taylor**, trust officer, City National Bank, Clinton, vice president; **Richard W. Carey**, trust officer, Iowa-Des Moines National, secretary-treasurer; **Ray G. Johnson**, trust officer, Central National, Des Moines, chairman of the executive committee, and **William R. Ruther**, trust officer, National Bank of Burlington, executive committee member.

Paul T. Manning, president of the Plaza State Bank, located in the Merle Hay Plaza Shopping Center, has announced the election of **Robert A. Shannon** as assistant cashier and manager of the bank's installment loan department.



R. A. SHANNON

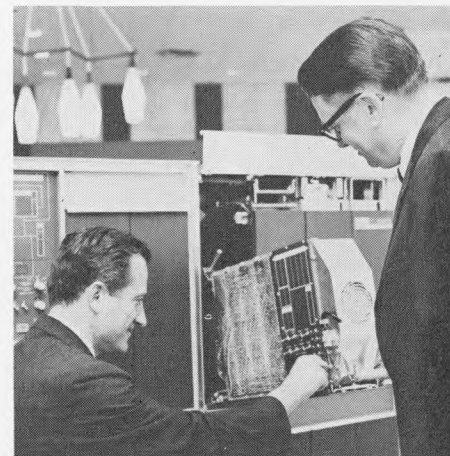
Mr. Shannon, a native of Fort Dodge, attended Drake University and was with the Commercial Credit Corporation and Standard Securities Corporation prior to joining the Plaza State Bank in October, 1961.

* * *

J. Locke Macomber, vice president and trust officer, Valley Bank & Trust, attended recent meetings at the Spring Tax Institute of the Iowa Bar Association in Iowa City and the annual conference of the Iowa Corporate Fiduciaries Association at Council Bluffs.

* * *

Brenton Companies, Inc., have announced plans to set up a central data processing center in Des Moines to serve the Brenton banks in the state of Iowa.



WILLIAM H. BRENTON, left, pres., National Bank of Des Moines, and **C. S. Johnson**, exec. v.p., Brenton Companies, study complex automation equipment.

Heart of the center will be an electronic banking system manufactured by International Business Machines Corporation. Equipment will be located at the National Bank of Des Moines, largest of the company's 13 banks. Included in the system are a 1401 electronic computer, 1412 reader-sorter and high-speed statement printer. Delivery is scheduled for the latter part of 1963.

W. Harold Brenton, president of Brenton Companies, Inc., said the new system is being adopted by Brenton

banks to keep pace with the increased use of checking accounts, while maintaining high standards of service to bank customers.

C. S. Johnson, executive vice president, emphasized that "a centralized accounting operation will enable the banks to further improve service to customers and result in better control at all levels of management."

Eventually the equipment will be used for processing mortgage and installment loans and savings accounts. The equipment also could be programmed to handle various confidential financial services such as payroll and accounts receivable for customers of the bank.

* * *

Two winners were named at this year's Bankers Trust Company Annual Men's Golf Stag, held last month at the Wakonda Club. **Ralph Kissel**, teller, was the 18-hole winner with a score of 79. He took possession of the traveling trophy. The coveted trophy has been in existence at the bank nine years and Mr. Kissel will have possession until next year's event, perhaps longer. **Marvin Schearer**, auditing department, was the nine-hole winner with a 42.

Sixty men of the bank attended the outing and enjoyed dinner later at the Des Moines Club.

MORE MINNESOTA NEWS

Continued from page 62

President Resigns

Harold C. Cole, president, Murray County State Bank, Slayton, the past eight years, resigned last month. No plans were divulged at the time, although Mr. Cole indicated he intended to remain in banking.

C. J. Lieser, retired vice president, was named managing officer until a new president is elected.

White Rock Bank Sold

Mr. and Mrs. Eldridge Peters of Hastings have sold their interest in the White Rock State Bank to Mr. and Mrs. Francis A. Bodelson. Mr. Bodelson has been cashier of the bank the past ten years and now becomes president. Mrs. Bodelson becomes vice president and a director. Mrs. Blanche Fellman of Red Wing, moves up from assistant cashier to cashier and a director.

Mr. Peters is president of the First National of Hastings and will devote his full time to that bank.

Pequot Lakes Open House

Open house was held recently at the Farmers State Bank of Pequot Lakes so friends and customers of the bank

should we grant this feeder loan?
hold or sell these bonds?
best shipping time?
is it a good risk?
what are today's quotations?
what can I tell him?



want answers? phone us

Decisions! Decisions! That never-ending task of making decisions. A profit or a loss, a customer retained or lost, often rides on what is decided.

When it comes to agricultural matters of any kind, you have friends to help you at The Live Stock National Bank Of Chicago. In no more time than it takes to pick up your phone and ask for our Correspondent Service

Department, you can present your question or problem to a Live Stock Bank specialist. He won't make your decision for you. But when you finish talking to him, you'll be on firm ground to make the right one.

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Northwestern Banker, June, 1962

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We offer the banks one day service on duplicate safety deposit box keys (most of which are 50c each).

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NCR Poster, Model 20417(132), 3 years old, excellent condition. Farmers State Bank, Scribner, Nebraska. Phone 664-2561.

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Excellent opportunity in correspondent department of well-known city bank located in middlewest. Prefer College graduate, age 25-35 with country bank experience. Write in confidence to GHK, Northwestern Banker, 306 15th, Des Moines 9, Iowa.

would have an opportunity to meet members of the bank's new board. New directors are: Abe Pajumpa, Loy Pfeiffer, Miss M. Nolan, Mrs. C. A. McLaird, Albert Bragstad and C. A. McLaird. Retiring members were Mr. and Mrs. J. C. Nelson and Mrs. Lynn Boyd.

Joins Pipestone Staff

W. R. Lange, president, Pipestone National Bank, Pipestone, has announced the election of John F. Beckel of Slayton, Minn., as assistant cashier. Since January of 1955 Mr. Beckel has been county supervisor in Mower, Dodge, Murray and Pipestone counties for Farmers Home Administration.

Buys Rose Creek Bank

C. R. Hansen, former mayor of Austin, Minn., has announced that he has purchased the State Bank of Rose Creek. The bank was bought from a group of Rose Creek businessmen.

BANK FOR SALE

Price: \$180,000. Write EGT, c/o NORTHWESTERN BANKER, 306 15th Street, Des Moines 9, Iowa.

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New directors are now Mr. and Mrs. Hansen and Roy Larsen, cashier. Mr. Hansen has just completed his fourth term as mayor of Austin.

Holds Open House

Harold M. Heneman, president, Security State Bank, Warroad, Minn., announced the grand opening and open house at the new bank building was held last month.

The modern, functional brick, tile and glass building was designed by A. Moorman and Company of Minneapolis.

In addition to the grand opening, the bank also is observing its 50th anniversary. Mr. Heneman has been with the bank since 1918 and in the banking business for 47 years.

Exterior of the new building is finished in Hebron brick, laid in panels carrying a diamond design. The lobby windows are protected by a projecting canopy covered with a grey and green mixture of Muranite glass mosaic tile imported from Italy.

Inside, large wood paneled offices have been provided for the officers.

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.

REMEMBER those characters at county fairs who boasted of engraving the Lord's Prayer on the head of a pin? Compared with a new process developed by National Cash Register Company this pin-head engraving would read like headline type. The new NCR process can record a 300-page book on a square inch of film.

A. S. Tauber, a systems engineer at NCR's Hawthorne, Calif., electronics division, explains that the process is one of microfilming microfilm. In experiments, material has been reduced 40,000 times its original size. A photo-chromic plate measuring 3 by 5 inches can hold more than 2,500 micro-images. Developers of the new process report that the micro-image technique offers a less expensive way for books and journals to be published, and for documents to be stored and duplicated.

THE Bankers Publishing Company, 89 Beach Street, Boston 11, Mass., has announced publication of a new book by Marshall C. Corns covering the practical operations of a modern bank. The work of every department in a bank is minutely described and illustrated with 115 exhibits in the two-volume work. It is entitled "Practical Operations and Management of a Bank."

Mr. Corns is well known as a management consultant to banks and has had many years of experience as advisor to banks on operating, policy,

auditing, accounting, internal control and administrative problems.

IF YOU haven't done so yet, check into the new book by Robert Lindquist, vice president, Harris Bank & Trust Company, Chicago. It contains many valuable ideas to build public relations for your bank. The title is "The Bank and Its Publics," and it is available through the Financial Public Relations Association, 231 S. LaSalle Street, Chicago 4, Ill.

A HELPFUL publication to distribute to your farm customers is available from Farm Business Council, P. O. Box 221, Urbana, Ill. Called *The Farm Picture*, the four page monthly publication contains articles on market trends and helpful hints on increasing income on farms.

THE Manufacturers Hanover Trust Company recently started distribution of its semi-annual World Time Chart, indicating time differences in over 100 countries compared with New York Daylight Savings Time.

Copies of the chart are available through the bank's international division, 44 Wall Street, New York 15.

A NEW booklet, "Your Bank's Holdup Prevention Program," has been prepared by The Mosler Safe Company, 320 Park Avenue, New York 22, N. Y.

Written by Frank Mattes, former special agent for the FBI, the 16-page

illustrated booklet stresses the importance of an organized holdup prevention program. Copies are available on request.

FINANCING aspects covering modern mobile homes are featured in an article "Financing Mobile Homes and Parks, in the 1962 edition of *Mobile Home Life*, yearbook of the Mobile Homes Manufacturing Association.

Copies of the publication are available for 25 cents from Mobile Home Life, MHMA, 20 N. Wacker Drive, Chicago 6, Ill.

A COLORFUL and heavily illustrated eight-page and cover brochure, "In the Diebold Tradition," depicting Diebold's new line of teller counter equipment is being offered by the company.

Emphasizing the "efficiency of design" aspect of the company's line of teller counter equipment, the brochure clearly displays the modular concept and shows how this widely used principle can help specific needs in banks.

Copies can be obtained by writing to Bob Shutt, general manager, Counter Equipment Division, Diebold, Inc., Canton, Ohio.

A CHICAGO financial institution recently used a miniature salt shaker from the Savings Specialty Company to promote savings at a baseball game. Imprinted on each of the salt shakers passed out to the fans was the slogan "Salt Some Away . . . Money, That Is." The name of the firm also is imprinted. For details on how you can use some of these unusual specialty items write Savings Specialty Company, 53 W. Jackson Boulevard, Chicago 4, Ill.



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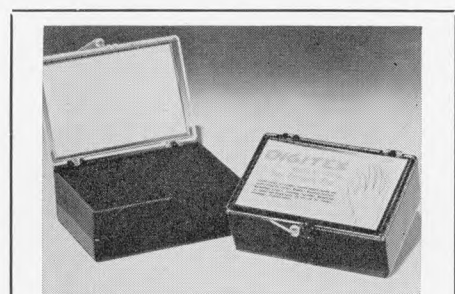
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THE FARM PICTURE For May, 1962 "Find in Stories" in the *Farmer of Nevada County*

Full price production will double again this year if the average in the First Fertilizer program for 1962 is kept close to the average of some 100,000 farmers. However, an average of 100,000 farmers is not the best way to measure success. Certainly, no one can be sure how many farmers will take advantage of the new fertilizer program. It is possible that the most farmers will take on the advance program they get by signing up as a set of production. It is possible that some farmers will take on the advance program they get by signing up as a set of production. It is possible that some farmers will take on the advance program they get by signing up as a set of production.

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In the DIRECTORS' ROOM



Road to Success

A young man who started as a shipping clerk made such a splendid impression on his superiors that he was soon appointed supervisor of the department. In rapid succession, he was promoted to plant superintendent, chief purchasing agent and vice president in charge of sales.

After two meteoric years, the president summoned the young employee to his office: "You have made such a success, that I'm going to step aside and let you run the business."

"Gee, thanks a lot," said the young man.

"Gee, thanks a lot . . . what?" asked the president.

"Gee, thanks a lot, Dad," replied the youngster.

Pretty Lucky

A little boy was among those the teacher asked to make a list of things for which they were thankful, and why.

He wrote: "I am thankful that I have to wear glasses. They keep the big boys from fighting me and the little girls from kissing me."

"You've Faded"

A big time gambler died recently and his funeral drew a large number of his professional cronies.

The minister went on and on with "Lefty's fine points and at one place in his talk stated, "Lefty isn't dead. He only sleeps."

From the rear of the chapel came a husky voice, "I got a hundred bucks that says he's dead!"

Looks Different Now

Mary, age six, invited a playmate to spend the night with her. Of course, they awakened the next morning before her parents did, so they got out of bed and tiptoed into her parents' bedroom. Her little guest went over to the vanity dresser to look at all the interesting things and saw a picture of a man in a beautiful frame. It was Mary's father taken during his college days.

"Who's that?" asked the guest.

"That's my Daddy," replied Mary.

"No kidding?" replied the visitor. "Well, who was that eating dinner with you and me and your Mommy last night?"

That's Salesmanship

Texas, as might be suspected, also produces the greatest salesmen in the world. One approached a west Texas rancher, owner of only one cow, and sold him two electric milkers. The impressed rancher gave the salesman the cow as a down payment.

Be Practical, Man

Sir Harry Lauder once confessed that the smartest answer to a stupid question that he ever heard was delivered to him in Butte, Mont., by an aged Negro cab driver.

On his visit to that city, Lauder made the trip from the railroad station to the town and back in this aged Negro's dilapidated buggy. The town was about a mile from the station, and on the return trip the famous Scot inquired irritably why they had built the station so far away from town.

"Ah don't jes' know, suh," replied the old Negro, "less it am to have de depot near to de railroad."

Wrong Idea

The out-of-town motorist was caught speeding by the small town sheriff in range country in western Nebraska.

"You can't arrest me!" he exclaimed indignantly. "Why I come from one of the best families in Virginia!"

The sheriff looked him squarely in the eye. "Look here, stranger," he retorted, "we ain't arrestin' you for breedin' purposes!"

On the Ball

The big city chief of police learned that a fugitive he was seeking was headed for a small town in a resort area. Calling the local constable he asked him to be on the lookout for the fugitive.

"Sure thing," replied the constable. "Send me a picture and I'll nab him."

The chief immediately dispatched six views of the wanted man taken in different poses.

A day later he received a call from the constable.

"Yes siree," said the constable, "I got five of them fellas already, and I betcha I pick up the sixth 'fore the day's out."



Northwestern Banker, June, 1962

"Central States' Bank-Health Plan? --Our Customers Like It!"

.. says Rex Kates, Assistant Vice-President,
First National Bank of Tekamah, Nebraska.

"As a matter of fact, by word of mouth, our customers have influenced a great many others to become depositors and Bank-Health members.

"These self-appointed boosters of our bank and the Bank-Health Plan have greatly contributed to our revenue over the past 9 years.

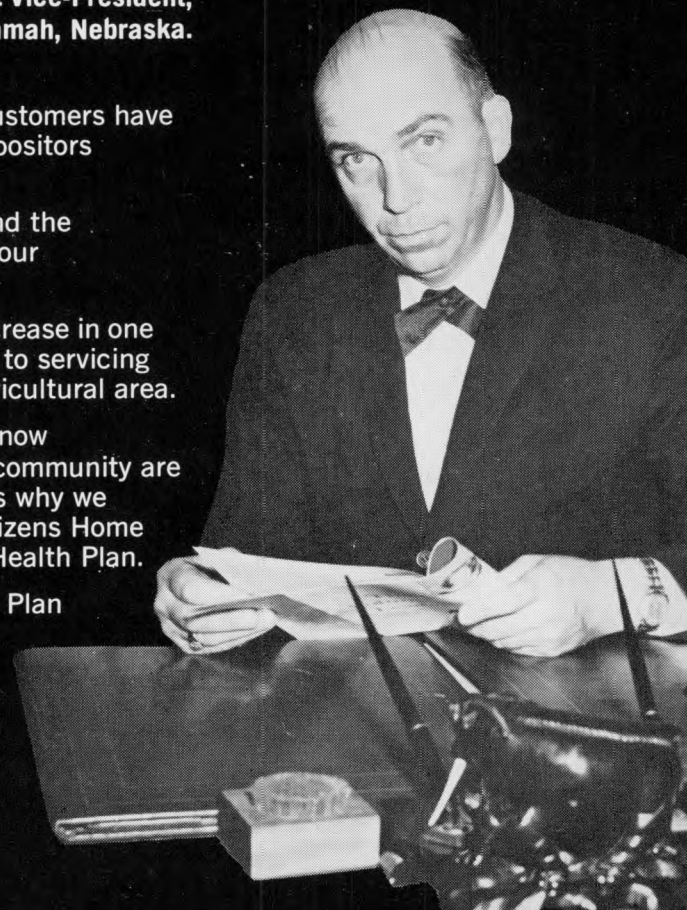
"Ours is a healthy bank (\$500,000 deposit increase in one year), in a healthy community, and is devoted to servicing the needs of a great livestock feeding and agricultural area.

"Our motto is: 'The Bank For Your Needs.' We know that among the most important needs of our community are good health and good health insurance. That's why we support the building of a \$350,000 Senior Citizens Home here in Tekamah and why we offer the Bank-Health Plan.

"Yes, we sponsor Central States' Bank-Health Plan and we like it. But, what's more important,

our customers like it too."

If you wish to learn more about Central States' Bank-Health plan...why bank customers like it...and why more than 800 banks now participate, simply write, wire or phone us collect.



VIP* IN OVER 700 BANKS **Voluntary Insurance Protection*



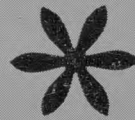
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