NORTHWESTERN BOWLET DECEMBER 1962



Fred Smith, Vice President and Senior Loan Officer





Norbert Dautremont, Vice President, New Accounts, Savings Department



Ray Orr, Assistant Cashier, Mortgage Loan Department

Correspondent Banking is a Personal Service at The Merchants National

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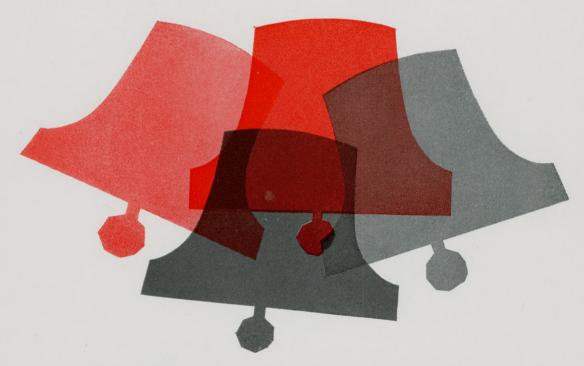
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Federal Reserve Bank of St. Louis

To our many friends in banking...

merry christmas



happy new year



The
NORTHERN TRUST
50 SOUTH LA SALLE STREET

OMPANY

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No. 905. Northwestern Banker is published monthly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines 9, Iowa. Subscription 35c per copy, \$3 per year. Second class postage paid at Des Moines, Iowa. Address all mail (subscriptions, change of address, Form 3579, manuscripts, Digital of the subscriptions).



THE FIRST NATIONAL BANK OF ATLANTA





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THE FIRST NATIONAL BANK OF ATLANTA, ATLANTA, GEORGIA



James B. Kirk

"We chose the NCR 450 Bank Proof Machine . . . in fact we will use 20 of them . . . because we feel they offer great flexibility and possess an exclusive combination of automatic features.

"With 14 branches in the City of Atlanta, we must have equipment that accurately processes prooftransit work at high speeds with a minimum of handling, and will provide for projected expansion. The NCR 450 is the ideal solution.

"The 450s fit into our plans for use with electronic computers. They will meet all our needs for the magnetic encoding of information vital to computer systems.

"In the final analysis, we at The First National Bank of Atlanta are convinced that our NCR 450 Bank Proof Machines will provide improved, faster, more accurate service while maintaining the exacting demands of an efficient proof operation."

Vice President and Ass't Controller The First National Bank of Atlanta

NCR PROVIDES TOTAL SYSTEMS—FROM ORIGINAL ENTRY TO FINAL REPORT—THROUGH ACCOUNTING MACHINES, CASH REGISTERS OR ADDING MACHINES, AND DATA PROCESSING The National Cash Register Co.•1,133 offices in 120 countries•78 years of helping business save money





FROM OUR HOUSE TO YOURS....





See Advantages in TV Unit



NEW TV UNITS are monitored by a teller at the Third National Bank & Trust Company, Dayton, Ohio, as branch manager R. A. Coberly, left, and assistant manager, Gary Gammel look on.

F ACED with the necessity of expanding its Salem Avenue Branch because of increased business, Third National Bank & Trust Company, Dayton, Ohio, turned to the TV Auto-Banker.

The Mosler TV Auto-Banker is more flexible than standard drive-in units for an island operation, according to Harold Sichter, vice president. It permits tellers to be at the source of required information. Also, he added, it doesn't isolate the tellers from the rest of the working staff. "They seem to object to the isolation necessitated by island-type banking," he said.

Mr. Sichter pointed out that the Mosler TV Auto-Banker units permit Third National to offer many more customer services than would be possible with standard island drive-in windows. Customers may deposit money, cash checks, have checks certified, be issued cashier's checks, make payments on installment loans, and make Christmas Club deposits.

In addition to extra customer services offered through TV Auto-Banker and elimination of the necessity for isolating tellers, Mr. Sichter pointed out that TV Auto-Banker provides an important safety factor.

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HAVE A
COMMON TRUST FUND?

STUDIES BRUDERT & CO., INC.
PHILADELPHIA - BOBTON

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COMMON TRUST FUND Primer

Here are the basic, preliminary facts needed for establishing and operating a common trust fund. It summarizes the principal regulations and laws . . . suggests how to determine which trust accounts are common fund candidates . . . provides hints for formulating your fund plan . . . explains numerous other details . . . will help you get your fund off on the right foot!

In short, here is a distillation of the experience acquired during nearly a quarter-century in which Studley, Shupert & Co., Inc. has aided in establishing more common trust funds than any other single organization in the United States.

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"When you open your drive-in at 9:30 a.m. and close at 2:00 p.m.," Mr. Sichter explained, "you set a time pattern for transporting large sums of money between the island and the bank. This could be an invitation for a holdup.

"With TV Auto-Banker," Mr. Sichter said, "this risk is eliminated since all money remains inside the bank under full security."

When Third National began service with two Mosler TV Auto-Banker units last month, Mr. Sichter said tellers only required 15 minutes of briefing on the operation.

Leasing Services Available

Services of Talcott Leasing Corp., wholly owned subsidiary of James Talcott, Inc., are now available directly through the Detroit and Minneapolis offices, Russell R. Campbell, senior

0

R. R. CAMPBELL

vice president and manager of of the parent firm's midwest region, announced recent-

Formerly, Talcott offered the Midwest its equipment leasing program only through

the Chicago regional office. Designed for those who prefer to lease rather than purchase equipment outright, the additional services meet the growing demands for this type of financing.

The Minneapolis district embraces an eight state area including Minnesota, Iowa, western Wisconsin, the Dakotas, Nebraska, Wyoming, and Montana.

States covered by the Detroit office are all of Michigan, western Ohio and Kentucky.

James Talcott, Inc., is the nation's largest independent industrial financing firm. In addition to equipment leasing it provides all forms of industrial capital including accounts receivable, inventory, mortgage and special equipment loans; industrial time sales financing; factoring and rediscounting.

Moves to Minesota

The Western Life Insurance Company, an affiliate of the St. Paul Fire and Marine Insurance Company, will become a Minnesota corporation at the close of business December 31, 1962.

Western Life, now a Montana corporation, was acquired by The St. Paul in 1957 through and exchange of stock.

Centennial Kits



ASSEMBLING the first of some 15,000 Centennial Information Kits mailed to member banks are ABA staff members Caren Olsen, left, and Corinne Carrara.

Each kit contains 34 separate items de signed to facilitate local observance of the Centennial of America's dual commercial banking system in 1963. The system resulted from the enactment on February 25, 1863, of the National Currency Act, authorizing the chartering of national banks by the Federal Government to function alongside already established state-chartered banks.

Small Loan Outlook

Volume of bank installment credit should increase moderately in the next few months, according to the Installment Credit Committee of The American Bankers Association.

"Reports from some areas indicate that competitive influences have had some effect on rates and terms," the committee observes. "A slight softening in rates, in the form of reduced dealer reserves or in other fringe benefits, has been noted; terms have shown a slight tendency to lengthen, and some limited deterioration in the size of down-payment requirements has been reported."

The cost-profit squeeze and the increased influx of savings and time deposits into commercial banks have served to intensify competition for the employment of funds, the committee states, adding:

"To be effective and profitable, a bank's installment loan operation should not be dependent merely upon quantity or rate. Profits are predicated on a series of factors, the most important of which is quality. . . . While gross return is important, net yield is imperative. Sound management programs with proper servicing suggest a better opportunity for profit margins."

Richard E. Pritchard

Richard E. Pritchard, retired vice president and director of Harris Trust and Savings Bank, Chicago, died last month while fishing near his home at Sea Club, Pompano Beach, Fla. He joined the bank in 1920, and served as a director from 1949 until 1954.

KIHWESTER

Oldest Financial Journal West of the Mississippi

for your DECEMBER, 1962, reading

68th Year

No. 905

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NORTHWESTERN BANKER

306 15th Street, Des Moines 9, Iowa, Telephone (Area Code 515) 244-8163

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

Bank Women Elect Officers

MISS MARY V. DEMARTINI, assistant trust officer, First National Bank, Portland, Ore., was installed as president of the National Association of Bank Women at the 40th annual convention in St. Louis



M. V. DE MARTINI

last month. Another highlight of the session was the announcement of Miami Beach as the site of the 1963 convention.

Mrs. Eunice E. Johnston, assistant cashier, First National Bank, La Crosse, Wis.,

was installed as regional vice president of the north central division, and Miss Catherine L. Kelly, assistant vice president, Patrons Cooperative Bank, Olathe, Kan., was installed as regional vice president of the midwest division.

Corresponding secretary will be

Mrs. Doris Warner, assistant cashier, Puget Sound National Bank, Tacoma, Wash.

Time Chart Offered

Manufacturers Hanover Trust Company, New York, is distributing a new edition of its "World Time Chart" showing the time differences in over 100 countries throughout the world as compared with New York Eastern Standard Time.

Copies of this chart may be obtained from the Cable Department, International Division of Manufacturers Hanover Trust Company, 44 Wall Street, New York 15, N. Y.

Honor Old-Timers

Memories of Arizona's colorful territorial days were exchanged in rapidfire fashion recently when a unique group of old-timers gathered in Phoenix.

Polishing recollections of the "Old West" to a new sheen, more than a

dozen Arizona pioneers were brought together by Valley National Bank prior to official opening of the Arizona Bankers Association Convention.

Purpose: "To honor those who have enjoyed our services enough to remain with us for 50 years or more and to give them some token reflecting the



PIONEERS HONORED—A spry octogenarian, Mrs. Nannie Wilson, receives special award from Valley National Bank. Mrs. Wilson, who opened her account in 1900, is shown with Carl Bimson, right, vice chairman of board who assumed role of horseless carriage driver. Mustachioed "gent" in bowler at left is James Patrick, VNB president.

bank's pride and appreciation for this loyalty," according to James E. Patrick, VNB president.

Valley Bank, which finds its roots in the Gila Valley Bank established in Solomonville before the turn of the century, recently sought out those persons who opened accounts prior to statehood (1912) and have been continual customers since.

Although there may be more yet to be heard from, 21 of these pioneering Arizonans were located through the bank's present 77 offices throughout the state.

Fifteen were able to attend a Valley Bank breakfast held at the Arizona Biltmore, site of the state's 59th annual bankers' convention.

Each received a specially-prepared plaque, suitable for hanging, giving "special recognition" and citing the bank's "grateful appreciation for over a half-century of loyalty to Arizona's statewide banking institution."

Each "old-timer" also received a "half-century courtesy identification card" signed by President Patrick.

Name Operations Officer

Hal C. Kuehl, vice president of the First Wisconsin National Bank, Madison, has been named to the post of chief operations officer.

The new assignment includes responsibility for the First Wisconsin's computer center—electronic data processing operation; for all bookkeeping and proofing operations, which require a staff of some 800 persons, and for development and administration of new customer services.

DEPENDABILITY

Let's face it . . . what you are seeking in a supplier is dependability. Shopping around will get you price, intelligent scrutiny will get you quality, pounding the table will get you service, but when you deal with a dependable supplier you get all three without knocking yourself out. The more you buy, the more significant is this worry-free relationship.

As a supplier of bank checks, we are proud of the fact that during a year's time we handle orders from more than thirteen thousand banks. The billing to some of these banks runs into important money. To others, it is almost too small to measure. In the aggregate, the record shows that we have doubled our business every five years for the past thirty years without benefit of acquisitions, and this of course is gratifying.

During the course of a year, we execute over thirteen million individual orders and are exposed to over two hundred million opportunities for error. We make a lot of errors, naturally, but last year 99.81% of all our orders were accurately handled. This, too, is gratifying, not only because it represents pretty good performance but more because of its contribution to this "worry-tree" relationship which we think is mutually desirable.

So our solicitation for your business emphasizes dependability. We could make a pitch on price, or quality, or service, and from time to time we do. But, in the final analysis, we think if you look upon us as being dependable people, we have a better chance to win and hold your business. In view of the new stature of bank checks, it might profit you to check us out on this claim.

Reprinted from January, 1962, in tribute to our late president, G. W. McSweeney, who wrote our publication advertising until his death in July.



DELUXE CHECK PRINTERS INC.

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

CAN YOU AFFORD TO COMPROMISE WITH IN YOUR NEW QUARTERS?

As a banker, you must be as realistic about modernizing your quarters as you are about investments. With your bank's progress and a big part of its funds at stake, can you really afford to compromise with quality... the enduring quality so essential for the long run? Sure, you can shave cost in nearly every phase, from planning to plumbing. But then you're running the risk of forever adding to your investment in furnishings, fixtures, and maintenance.

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Says Robert J. Gaddy, president, Tower Grove Bank & Trust Co., St. Louis:

"We learned long ago that handsome, efficient quarters are vital in meeting and beating competition. Compromising quality only invites customers to go down the street. We first chose Bank Building Corporation back in 1928 because they had the experience, talent, and facilities that assure first-class craftsmanship. Since then, they've handled two more extensive expansion projects here, each with the same highly satisfactory results."



Sound basic design and superior building standards have been important factors in spurring the growth of Tower Grove Bank & Trust Co.

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"How to sharpen your bank's competitive edge . . . and make more profit while you're doing it"

Analyzes the new competitive situation facing banks today . . . and the kind of quarters you need to win out now. MANY PHOTOS of the nation's newest banks included. Write today!



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One Solitary Life....

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

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

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

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

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

Author Unknown

Central National Bank and Trust Company

Des Moines, Iowa



Northwestern Banker, December, 1962

It you

would like extra copies of this picture we will be glad to

send them

to

with our

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Plan New Bank Construction

PLANS for construction of a new Bank of California head office building in San Francisco have been revealed by Elliott McAllister, chairman of the board.

The new structure will be immediately to the west of the present main banking quarters. It will take at least a year to design and draw the plans, to be followed by two years of construction.

The bank's present Head Office, at 400 California Street, will not be disturbed but will continue to function as the main banking office, as it has since completion in 1908. It is expected that the new building will house executive offices, Trust International and other departments. General Steamship Corporation will occupy the entire second floor and a portion of the third floor of the new building and space will be available for other tenants.

"Like other firms in this day of specialization, we have been continually adding more people and departments as the scope of our services has increased," Mr. McAllister said. "Growth in the past few years has resulted in a head office staff of nearly 600, who are occupying quarters in five build-



WHITE LINES mark the location of the new Bank of California head office in San Francisco, to be built on California Street bounded by Halleck, Leidesdorf streets and by the present bank.

ings. Centralizing in one building will, of course, go far to improve communications, general work flow and will effect other efficiencies."

The Bank of California's 30-office system had total resources of almost \$800,000,000 in its statement of condition as of September 30.

Joins Irving Trust

The election of William E. Singletary of Princeton, N. J., as a vice president of Irving Trust Company, was announced in New York by George

Murphy, chairman of the board.

Mr. Murphy said that Mr. Singletary is assuming duties in the business development and public relations activities of the bank immediately. His office will be located in the



W. E. SINGLETARY

bank's headquarters building at 1 Wall Street.

Mr. Singletary was for 15 years connected with Wachovia Bank and Trust Company, Winston-Salem, N. C., where he was vice president and director of public relations of the southeast's largest bank. In early 1961, he established Singletary & Associates, a public relations consultant firm to banks.

Mr. Singletary is a past president of the Financial Public Relations Association and a member of its senior council. He has also served as chairman of the public relations committee of the American Bankers Association and on numerous ABA committees, including the executive committee.

Iowa Power Election

Two new directors have been elected by Iowa Power and Light Company, according to N. Bernard Gussett, chairman of the board.

They are: Joseph F. Rosenfield, chairman of Younker Brothers, Inc., and James W. Wallace, president and general manager of the Pioneer Hi-Bred Corn Company.

The vacancies existed due to the death of Fred Maytag II, and resignation of John D. Shuler.

Propose Stock Dividend

In the last 55 years the First National Bank of Kansas City has paid eight stock dividends, ranging from 11 to 100 per cent. Half of them have been voted in the last five years, during which time the capital stock has doubled.

The bank now proposes to pay another stock dividend early next year, subject to approval of shareholders and the Comptroller of the Currency.

Directors have approved a 5 per cent stock dividend, equal to \$500,000, for which authority will be requested at the annual meeting January 8.

First National Bank currently has outstanding 400,000 shares of \$25 par value capital shares. A 5 per cent stock dividend would result in the issuance of an additional 20,000 shares.

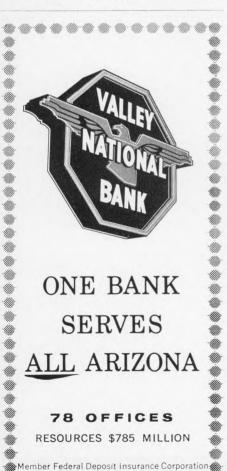
The bank would transfer \$500,000 from undivided profits to effect the stock dividend. The bank now has \$10 million of capital stock, \$12 million of surplus and about \$8 million of undivided profits.

Bank Fund Grows

Total assets of the Continental Illinois Investment Trust for Employee Benefit Plans rose \$21,329,068 to an all-time high of \$116,704,633 during the fiscal year ended September 30, according to the trust's seventh annual report issued in Chicago.

The increase during the year equalled 22.4 per cent. Total assets of \$95,375,565 were reported a year ago.

The investment trust, the first of its kind when started by Continental Illinois National Bank and Trust Company in 1955, is divided into equity and fixed income funds. Amounts invested by participating pension and profit-sharing programs are pooled and managed by the bank's trust department.



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

Northwestern Banker, December, 1962



ACROSS the DESK from the Publisher

5. Federal government spending will increase \$5 Billion to a total record of \$68 Billion.

6. State and local governments will spend \$59 Billion, an increase of \$4 Billion.

7. Due to a decrease in family formations housing starts will drop from 1,400,000 units to 1,360,000 units.

If these estimates are reasonably correct it would seem that 1963 may be a better year than many economists expected following the stock market break in May, 1962—at least let's hope so.

If taxes are reduced this would be an added stimulus for next year—but can this be done with an \$8 billion deficit, the second largest in peacetime?

Dear Earle Cocke Sr .:

Chairman, Federal Deposit Insurance Corporation, Washington, D. C.

Should deposit insurance of banks be raised to \$25,000?

If so, WHY?

Are any deposits being "lost" now when the insurance coverage is up to \$10,000?

We do not think so.

In 1950 the amount of insurance was raised from \$5,000 to \$10,000 and this covered 98 per cent of the bank customers.

A \$25,000 insurance maximum you said "would extend full protection to 99.4 per cent of the nation's bank depositors." This is only increased coverage of 1.4 per cent, which we do not believe is necessary at this time.

Dear Orville E. Beal:

President, Prudential Insurance Company, Newark, New Jersey.

At this time of the year the economists and the financial experts begin to express their opinions on the business outlook for 1963.

Your company gives its estimate of what's ahead of us for the next year as follows:

- 1. The economy will reach a peak in the first quarter of 1963 and then remain on a plateau for the rest of the year.
- 2. Gross National Product will reach \$567 Billion or a rise of \$13 Billion or 2½ per cent over 1962.
- 3. Total consumer purchases will be about \$365 Billion or a gain of \$9 Billion.
- 4. Spending for new plant and equipment, most of which will be used for modernization will be unchanged at \$50 Billion.

Dear Leavitt Booth:

Rancher,

Arvada, Colorado.

The question of how long agriculture must be dependent on "handouts from Washington" is always debatable, but at the National Agricultural Credit Conference in Omaha you made two important points:

1. We must divest ourselves of the influence of perpetual government assistance.

2. American agriculture is at the crossroads, and better methods of marketing farm products must be established, rather than depending on more and more price support programs.

At least an effort should be made to change the plans from *perpetual* to *occasional* government farm subsidies, if we expect to reduce agricultural "handouts" in the future.

Dear Dr. Walter H. Judd:

Republican Congressman from Minnesota, Fifth District.

Of all the "farewell speeches" made by defeated candidates after the November 6 election we believe yours deserves first place, after your 20 years of devoted service.

You said: "I would rather lose living by the things I believe in, than win by departing from them."

blifford DePuy



"Getting to know you"

at the Holiday Season

This is the time of year when everyone feels a little happier, a little friendlier. One of the happiest groups of all is made up of the many people who have just received Christmas Club checks from their local financial institution. They are the people who have been "getting to know you" all year long through regular weekly Christmas Club visits.

Now that they have received their savings in one impressive sum, their confidence is rewarded, their lasting friendship assured. Facing the holiday season with pride, they have learned the real value of a sound financial program. As a result of this knowledge and the confidence it gives, chances are they will be coming in to take advantage of other services you offer.

The folks at Christmas Club a Corporation have always enjoyed "getting to know you." We look forward with pleasure to another happy new year of working together.

May you have a very merry holiday season

Christmas Club a Corporation

230 Park Avenue, New York, N. Y. Founded by Herbert F. Rawll

Builds Character ● Builds Savings ● Builds Business for Financial Institutions



Do you want fast draft collections?





Incoming drafts are quickly sorted and routed for swift, accurate processing. We keep items moving rapidly and never, at any time, do we allow items to become dormant.



Our bank wire, as well as telephone and air mail, is used to speed collections on all kinds of drafts, give you notice of final payment and transfer the money to the point you designate.

YOU GET NOTICE OF FINAL PAYMENT AT THE EARLIEST POSSIBLE MOMENT WHEN YOU COLLECT GRAIN, SECURITY AND COMMODITY DRAFTS THROUGH FIRST NATIONAL

WE present drafts for collection in person rather than notifying the maker to come to the bank for payment. Our messengers make regular trips throughout the day to St. Louis' Commission Row, Grain Exchange and brokerage houses.

When it's not possible to present drafts for collection by messenger, the maker is immediately notified by telephone and a written notice is sent as a follow-up. Any dormant items are promptly traced.

For information about our many other correspondent services, write for free copies of the new, revised "Sincerely Yours" booklet. Send your requests to First National Bank in St. Louis, St. Louis 1, Mo.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Northwestern Banker, December, 1962 Digitized for FRASER https://fraser.stlouisfed.org

Federal Reserve Bank of St. Louis

To all of you from all of us our heartiest wishes for a Joyous Christmas and a Happy New Year!

FIRST NATIONAL BANK of SAINT PAUL



we *know what's going on in New York. Our network of offices (including our new uptown headquarters) gathers significant facts for you.





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

National Credit Conference In Chicago, January 21-22

COMPTROLLER OF THE CURRENCY James J. Saxon and American Bankers Association President M. Monroe Kimbrel will address the A.B.A.'s 15th National Credit Conference to be held at the Sheraton-Chicago Hotel in Chicago next January 21-22.





J. J. SAXON

M. M. KIMBREL

Preliminary plans for the annual meeting of credit leaders of commercial banks were announced by Chairman J. Howard Laeri of the A.B.A.'s Credit Policy Committee. Mr. Laeri is executive vice president of First National City Bank, New York.

Among other speakers will be John E. Horne, administrator, Small Business Administration, Washington, D. C.; William C. White, president, Consolidated Freightways, Inc., Menlo Park, Calif., and John K. Langum, president, Business Economics, Inc., Chicago.

The complete conference program will be published in the January issue of the Northwestern Banker.

More than 900 bank officers throughout the country attended the 1962 conference last January.

Third English Printing

Harper & Row, publishers, have announced the completion of a third



R. LINDQUIST

English printing of "The Bank and Its Publics," by Robert Lindquist, vice president of Harris Trust and Savings Bank, Chicago. The 300-page book is a detailed examination of the philosophy and technique of bank

public relations. It is also printed in a Japanese language edition for sale in Japan.

Urge \$25,000 FDIC Limit

Current evaluation of federal bank deposit insurance in relation to the expansion of deposits, made by the Federal Deposit Insurance Corporation evidences the advantages of increasing the present limit of \$10,000 on insurance of deposit accounts and supports as preferable a limit of \$25,000, Earle Cocke, Sr., FDIC chairman, said recently.

In summarizing the FDIC studies, Mr. Cocke declared that increasing the limit of deposit to \$25,000 would:

- 1. Have practically no effect on the insurance fund.
- 2. Result in worthwhile extended opportunities for the depositing public.
- 3. Increase the circulating monetary media.
- 4. Give added assistance to the expanding economy.
- 5. Be of advantage to insured banks, whether small or medium, or large.

Similar recommendations have been made by the Savings and Loan Associations.

New Trust Officers

The National Boulevard Bank of Chicago has announced the opening of its new and expanded trust department. A special preview opening was conducted December 6.

Heads Frisco Line

At a special meeting of the board of the St. Louis-San Francisco Railway William A. Mc-



W. A. McDONNELL

Donnell was elected chairman of the board to fill the vacancy created by the late Clark Hungerford.

Mr. McDonnell

has resigned as chairman of the executive committee of the

First National Bank in St. Louis to take the new position.

Offers Law Scholarship

The First National Bank of Chicago has announced sponsorship of an estate planning competition for students at Illinois law schools as part of its 100th anniversary celebration in 1963.

A \$1,000 prize will be awarded June 1, 1963, to the law student who best solves problems in an estate case prepared solely for this competition. In addition to the grand prize, a first and second prize will be awarded to participants from each Illinois law school with the size of the awards depending upon the number of entrants from each school.

AS YOU READ THIS ...

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Banking industry groups interested

State Supervisors' Appointments

AYTON F. PAULS, president, Citizens Bank of Sheboygan, Wis., has been named chairman of the National Association of Supervisors of State Banks advisory council for the coming year, according to Norris E. Hartwell, president.

Eleven other council members were named. They include: Joe H. Gronstal, president, Carroll County State





HOLLINGSWORTH

J. H. GRONSTAL

Bank, Carroll, Iowa, for district eight, and V. C. Hollingsworth, president, Citizens State Bank, Hamilton, Mont., for district nine.

Mr. Hartwell also announced the following state representatives for the NORTHWESTERN BANKER area:

Colorado—Carl G. Breeze, president, The Bank of Kremmling.

Iowa — Joe H. Gronstal, president, Carroll County State Bank.

Minnesota—H. R. Kurth, president, Citizens Bank, Hutchinson.

Montana - V. C. Hollingsworth, president, Citizens State Bank, Hamilton.

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

North Dakota—Sharpe Pruetz, president, Kulm State Bank.

South Dakota—Erling Haugo, president, Sioux Valley Bank, Sioux Falls.

Wyoming-H. F. Esmay, executive vice president, Stockmens Bank, Gil-

NABAC Film Available

A new sound, color motion picture of interest to the banking industry has been produced by NABAC, The Association for Bank Audit, Control and Operation.

Titled "Take Care of the Bank," it deals with current bank operating problems and the people portrayed have living counterparts in banks everywhere.

Covered in the film are such matters as the effective maintenance of a sound audit program, methods and techniques applicable to effecting operating economies, and the importance of adequate personnel administration in the increasingly complex job of running a better bank.

in showing the new film are invited to address their request for reservations to the NABAC public relations division, P. O. Box 500, Park Ridge.

New Investment Booklet

A thoughtftul analysis of the fundamentals of "Managing the Bank's Investment Portfolio" by Major B. Einstein, vice president of First National Bank in St. Louis, has been released in booklet form for the use of bank officers in charge of their institution's investment programs.

Distribution of the 24-page booklet is being made to First National's 1,000 correspondent banks throughout the nation and abroad, bank supervisory authorities as well as for annual publications and libraries. Copies are also available on request to the bank.

A. E. Staley Election

Robert K. Schell of Ridgewood, N. J., was elected to the A. E. Staley Manufacturing Company board of directors at a meeting of the board in Decatur, Ill.

Mr. Schell, a vice president of the

Chase Manhattan Bank, fills a vacancy which the stockholders authorized the board to fill subsequent to the company's annual meeting last spring.



R. K. SCHELL

A native of New York City, Mr. Schell re-

ceived his degree in business administration from Manhattan College took graduate Studies at New York University, and was with the Bank of the Manhattan Company for several years before it merged with the Chase National Bank in 1955. He is district executive for Illinois, Wisconsin, Minnesota, Montana, North and South Dakota in the Chase organization.

Security First Increase

Directors of Security First National Bank, Los Angeles, have voted an increase of the common stock of the bank to \$95,000,000 by the issuance of a \$5,426,725 stock dividend.

Directors also approved the transfer of \$4,573,275 to the surplus account from undivided profits. After this transfer surplus will be \$115,000,000, making total capital and surplus \$210,-000,000, with a consequent increase in the loan limit to one borrower to \$21,000,000 from \$20,000,000.

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They can help increase your bank's sales effectiveness. From planning open houses and employee incentive programs, to complete marketing strategies, these specialists can help. Sharing sales ideas that work is one way we help our correspondents. We'd like to help you!



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Penetration – the ability to get to the heart of any correspondent banking matter—characterizes the work of our National Division. Manufacturers Hanover works *creatively* with its correspondents.

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NEW YORK

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Penetration

...is the keynote of correspondent banking service at Manufacturers Hanover.

Our National Division officers are able to get to the heart of any banking matter—local, national or international—because of this institution's unique combination of facilities:

- Our 133 offices in New York City are a fund of knowledge and experience in consumer banking practices...office layout and design...personnel and operating procedures.

- Close communication with nearly 4,000 banks in every region of the nation equips us with up-to-date knowledge of market conditions and prompt, accurate credit information - obtained at the source.

 Our International Division, with correspondents in every major financial center, gives us "reach" into every corner of the globe.

The force of these facilities is brought to focus—for our correspondents' benefit—by our National Division officers.

That's why they "hit the nail on the head" so many times in meeting our correspondents' specific needs.

It's one of the reasons we say Manufacturers Hanover works *creatively* with its correspondents.

MANUFACTURERS HANOVER TRUST

Premiums Near \$7 Million In 30th Anniversary Year

THE first 30 years in the credit, health, accident and life insurance fields was celebrated last month by employees and branch managers of Central States Health & Life Company, an Omaha-based firm specializing in sales through financial institutions.

Founded by T. Leslie Kizer, one of the pioneers of credit insurance, Cen-



25-YEAR HONOR is given to Bernard B. Combs, v.p. by T. Leslie Kizer, founder, Central St. Health and Life, Omaha.

tral States will have an annual estimated premium income in 1962 of \$6,900,000. In 1932, its first year, the premium income was \$4,513. Central States is licensed in 26 states, including all states west of the Mississippi River. Branch managers from 21 cities attended the meeting in the Blackstone Hotel.

Mr. Kizer was presented an album containing a congratulatory message and photo from each of the Central States employees honoring his founding of the company and his 30 years direction of its operation. Five others were also honored. They included Bernard B. Combs, vice president and one of the first employees, 25 years service; Donald Johnson, manager of promotion and advertising; Mrs. Marge Maiar, claim department; Mrs. Doris Oliphant, claim department; and Mrs. Molly Nordeen, policy owner service department, all 10-year awards.

John D. Mace, vice president, and Wayne S. Smith, Jr., manager of print and supply, also have more than 15 years' service.

Lee P. Miller

Lee P. Miller, chairman of the advisory committee of the Citizens Fidelity Bank and Trust Company, Louisville, Ky., and president of the American Bankers Association in 1958-59, died last month at a Louisville hospital where he had been under treatment for a heart ailment. Mr. Miller was 71 years of age.

Mr. Miller was widely known among bankers in all sections of the country, having served as a member of the A.B.A. committee on federal legislation for many years and as its chairman from 1955 to 1957. He had also been a member and chairman of the subcommittee on taxation, a member of the special committee on excess profits tax, and a member of the committee on taxation and of the executive committee of the trust division. He was elected vice president of The American Bankers Association for 1957-58, and advanced to head the Association at its 84th convention in Chicago on September 23, 1958.

Compliance Asked

Beginning January 1, 1963, banks and other financial institutions are required to begin requesting Social Security or other Internal Revenue identifying numbers which will identify customers to whom interest or dividends are paid, according to a letter by Dr. Charls E. Walker, executive vice president of The American Bankers Association, which is being sent to all A.B.A. member banks.

This will be the first step toward compliance by banks and other financial institutions with two recently enacted laws. The first, adopted in 1961, requires that banks and other financial institutions supply the Internal Revenue Service with the Social Security number or other Internal Revenue identifying number of each payee for whom an information return (Form 1099) is filed. Such payee number must be shown on any return filed after September 30, 1963, if any part of the payments required to be reported was made after that date.

Under the new 1962 Revenue Act, banks and other financial institutions must report to the Internal Revenue Service all payments of interest and dividends aggregating \$10 or more, made during the calendar year of 1963 and subsequent years.

On Tulsa Bank Board

Lucian J. Hunt, vice president of American Airlines, has been elected a director of the First National Bank and Trust Company of Tulsa.



Everyone at

Continental Bank
wishes you a
very Happy
Holiday Season

Once again Continental presents "The Traditions of Christmas"... a display of sculptures depicting customs of the season from many lands. On our main banking floor, December 10 through December 31. Should you be in Chicago during the holidays, why not spend a few enjoyable minutes here?

CONTINENTAL ILLINOIS BANK

AND TRUST COMPANY OF CHICAGO

Member Federal Deposit Insurance Corporation

Candle Making Spells Merry Christmas For Bank Guard



ON DUTY as head of the Harris Bank's police force, Tex Bullock checks security controls

HRISTMAS comes early each year to the home of Texas Bullock, head of the police force at Harris Trust and Savings Bank, Chicago. Since the beginning of October, Mr. Bullock has been making over 300 Christmas candles to fill the orders of his customers of many years.

Candlemaking has been Mr. Bullock's hobby for the past 18 years. In 1944, when he was managing an apartment building, Tex arrived upon the idea of candlemaking. Since candles

are combustible, tenants in his building were not allowed to throw used candles in the building incinerator. Those candles his tenants left for disposal, Mr. Bullock accumulated. In a year he had two bushels of used candles.

Having heard about candlemaking, Mr. Bullock tried his luck. His first attempts were made in ice cream cartons. Soon Tex was looking around for other ideas. Unusual jello molds, muffin pans, and cookie cutters gave

him different shaped candles. Tex is often seen searching through hardware and dime stores for new ideas.

As his interests grew, Mr. Bullock further learned about melting points of wax, applications of color dves to wax, the sealing of a candle and applying of wax cutouts to candles, all secrets of his hobby.

In 1946, Mr. Bullock had his first "public showing." A local church asked permission to sell his candles at their Christmas bazaar. The candles were the hit of the bazaar with the ladies selling every one.

Christmas candles are not his exclusive item. Mr. Bullock makes candles for all occasions, including weddings, Easter, Halloween, Thanksgiving and

Unusual and different describe many of Tex Bullock's choice candles. Included in his own collection are "Eskie" from the cover of Esquire Magazine dressed as a Santa, Walt

children's parties. Disney's well known goldfish, a scotch CANDLE MAKING . . . (Turn to page 48, please)

> CHRISTMAS SEASON is an especially busy time for Hobbyest Tex Bullock and

> > Northwestern Banker, December, 1962

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

Young Farmers Need Livestock

By N. T. TIEMANN
President
Commercial State Bank
Wausau, Nebraska
. . . as published in The Nebraska Farmer



OW does a young farmer get into the livestock business? Unless he already has the capital for a big investment, he's going to need credit to underwrite any expansion of his operation. And unless that credit is available, his operation may never get off the ground. What's more, his local economy and even the economy of the State of Nebraska will suffer for it.

It has been demonstrated that heavy emphasis on livestock production in an area results in a sound, prosperous community benefiting all segments of the local economy.

Each year Nebraska ships out thousands of head of feeder cattle and millions of tons of feed grains. By expanding individual livestock operations, these cattle and this feed could be used locally to top advantage.

Get Together

In other words, getting these two important raw materials together in the state and shipping out a finished product—beef and pork carcasses—to consumers in other areas would boost Nebraska's livestock industry and the whole state economy as well.

Accomplishing all this would require close cooperation from all segments of Nebraska agriculture. Whether or not it ever comes about depends to a great extent upon the country banker.

No single individual in rural America has more power to make a community prosper than the banker who controls the finances of his area. He can, almost single-handedly, build a sound animal agriculture to the profit of his farm borrowers, business community and stockholders.

A major problem confronting farm-

ers is how to make efficient use of time, labor, feed and equipment. A livestock operation that utilizes all home-grown grain and roughage, makes use of family labor and employs equipment and machinery on a year-round basis becomes profitable for the operator and the local businesses which service the farm.

See the Chart

Any farmer thinking about expanding should examine each livestock operation closely (in the manner we have shown in the chart on page 44) to determine which type of operation will best fit his unit.

This does not mean other types of livestock should be ignored. However, the program should be built around a basic operation, with other livestock added for supplemental income and to utilize extra feed and labor.

On a small farm there is normally a plentiful labor supply and a limited feed supply—so a livestock program should be selected that has a high yield on feed. A hog program or a dairy operation or both would lend themselves to a small farm unit.

A larger farm normally has a plentiful feed supply but labor is scarce. Here a livestock program that will have a high return on labor is ideal. A cattle feeding operation would fit into this enterprise more suitably than any other individual livestock program.

Here is how our bank goes about giving the young farmer a boost into a livestock program. Once we have established confidence in a young farmer's ability, we advise that he purchase about 30 or 40 calves or light yearlings, eight to 12 good milk cows

and about 15 bred sows or gilts to farrow in the spring and fall.

The Banker's Decision

We will set up his machinery requirements on an intermediate credit program, going out to five years maturity on certain pieces of new machinery such as a tractor.

It is common knowledge that all banks are frequently examined by proper supervisory authorities in order to determine the soundness of management and lending policies. Most examiners will classify a loan to a young farmer as doubtful or risky because the borrower has insufficient equity. Therefore, the banker must make the decision to refuse credit to worthy young farmers or risk a loan classification. It is feared too many bankers refuse credit and use the excuse that the examiner will classify the loan.

This is a regrettable impasse but not an unsurmountable problem. We reason, and logically so, that if our community is to survive, it must be built on the young farmers who replace our retired farmers, and if we are convinced of a young farmer's management capacity we then take the calculated risk of a loan classification.

My contention is that a young farmer's loan should carry the notation that he is just starting out rather than a poor credit risk label. Our bank has yet to record a loss on a loan made to a young man needing help in getting his program under way.

Any farmer who wishes to increase his livestock program must be willing to work at it on a 12-month basis.

YOUNG FARMERS . . .

(Turn to page 44, please)

Farm Bankers Are Told:

- 1. Aggressive Selling Needed
- 2. European Common Market Important
- 3. Correspondent Bank Help Vital
- 4. Fiscal Soundness a Must

EARLY 600 agricultural bankers from all parts of the United States gathered in Omaha last month for the A.B.A. 11th National Agricultural Credit Conference. The current condition of agriculture was generally pronounced as stable, with the immediate future holding the same outlook, according to the speakers and the audience alike.

The program was divided into three half-day sessions, and exactly one-third of the time was devoted to a detailed discussion of "Agricultural Implications of the Common Market." This session was presided over by John H. Crocker, chairman of the Citizens National Bank at Decatur, Ill. In addition, a major talk was delivered during the first morning of the conference on the same subject by Dr. O. B. Jesness, head emeritus of the department of agricultural economics at the University of Minnesota.

T. P. Axton Is Chairman

Presiding at the meeting was T. P. Axton, chairman of the A.B.A. ag committee and president of Lafayette Savings Bank at Lafayette, Ind. The welcoming address was delivered by Morris F. Miller, president of the Omaha Bankers Association and president of The Omaha National Bank.

M. Monroe Kimbrel, A.B.A. president, was the opening guest speaker, emphasizing the need for greater participation by banks in the effort for emergency preparedness, as well as for greater attention to management succession.

O. E. Anderson, executive manager of the Ohio Bankers Association, Columbus, gave a challenging talk to farm bankers under the title, "You Can't Grow Corn in a Bank Lobby." Mr. Anderson cited the growth of Federal Land Banks, farm loan associations, Federal Intermediate Credit Banks, PCA's and other governmentally operated or sponsored sources of

farm credit as a result of shortsightedness by bankers in the 20's and 30's, which left politicians and farmers no choice but to seek formation of these federal organizations.

Competition Increases

Mr. Anderson further pointed out that in the past 10 years, commercial banks have advanced their holdings of ag loans by 70 per cent, from \$4,167,000,000 to \$7,100,000,000. At the same time, all other sources of farm credit, he stated, had expanded 100 per cent, from \$11.5 billion to \$22.1 billion.

He suggested that any bank with resources of \$5 million in a farming community should have a farm specialist, and that the bank pinpoint those farmers who will be the successful ones in 10 or 15 years and cultivate them for business.



GORDON ALLOTT, United States Senator from Colorado and U. S. representative to the United Nations was among the featured speakers at the 11th annual Agricultural Credit Conference, sponsored by the A.B.A. agricultural committee. At right is T. P. Axton, ag. comm. chm., and pres., Lafayette Savings, Lafayette, Ind.

Hits JFK "Power" Grab

U. S. Senator Gordon Allott (Colo.), addressed the dinner session. He took sion for greater power. He further decried the lack of fiscal integrity that President Kennedy to task for asking Congress 28 times during the past sespermeates federal government. He called also for fiscal responsibility in the United Nations, to which he is one of the U.S. representatives. He called for a "pay-as-you-go" philosophy of federal spending in this nation, which in turn, through its world leadership, will be reflected in sounder money management and collections from members in the United Nations.

Correspondent Banking

A panel discussion on "Correspondent Banking for Farm Lending in the 60's," explored the many facets of the relationship between country banks and city banks, the growing reliance for overlines help from city banks, and the changing needs and terms of larger farm loans.

Common Market Important

In discussing the European Common Market, Dr. Jesness emphasized its importance to American agriculture by pointing out that one-third, or \$1.1 billion of our export farm products, went to the ECM countries in fiscal 1961. With 9 million farms in those nations to 3.5 million in the U. S., these people, whose total population approximates ours, have onefourth of their labor force on farms which obviously are too small for mechanization. Consequently, they are determined through the ECM to get protection for their products against farm imports from the U.S. that are produced with lower costs through mechanization.

By 1970, ECM members will remove

AG CREDIT CONFERENCE . . . (Turn to page 99, please)



H.R. 10 Finally Signed Into Law

It Provides

- 1. Tax-Sheltered Retirement Plans for Self-Employed
- 2. Increased Market for Trusts, Annuity Policies.

ONGRESS passed H.R. 10 on October 1 and President John F. Kennedy, facing the strong threat of an override of his potential veto, signed it into law October 10. Ever since it became evident the bill was finally going to pass, banks, life insurance companies, mutual funds and other financial firms have been burning the midnight oil to obtain a clear-cut understanding of its provisions so they will be in position to give proper counsel.

A reading of the new law, officially known as "Self-Employed Individual's Tax Requirement Act of 1962," proves this will be no easy task. H.R. 10 which was fathered by U. S. Rep. Eugene Keogh (N.Y.), first started its course through the House of Representatives 11 years ago. During that time it was trimmed, modified, compromised and watered down so that the law enacted does not achieve fully what its sponsors hoped for at its origin.

Establishes Concept

However, informed observers feel it is at least a start by establishing the concept that self-employed persons and their staffs are entitled to benefits of retirement plans on a basis similar to those available for some years to corporation employees. Whether the law as passed will truly be a "bonanza" for banks and life underwriters, as it has been so optimistically termed by some, remains to

At first blush it would appear that H.R. 10 should provide a big boost in bank trust department business and in pension plan sales by life underwriters. A detailed reading of provisions in the statute shows there are yet to be determined the answers to some key points. The law, in fact, makes it explicit that interpretations of some provisions will have to be made by Treasury regulations. Until these points are clarified, any plans undertaken probably will have to be subject to review or revision in the light of these latter regulations. In any event, wider use of

trusts and more sales of annuity and endowment policies should result.

Looking on the positive side of H.R. 10, what does it now provide that will be of benefit to the public, as well as specifically to bankers?

Tax-Sheltered Retirement

Basically, the new law now permits self-employed persons to set up and participate in tax-sheltered retirement plans for themselves and their employees, if any, assuming that the plan is fully qualified and approved by the Internal Revenue Service. Previously, pension or retirement plans for self-employed persons had to perform with after-tax dollars, a luxury few such persons undertook.

Now, self-employed persons, such as doctors, lawyers, dentists, sole owners, partners, farmers and other business owners not incorporated, can set aside up to 10 per cent or \$2,500 of earned income, whichever is less, for retirement. Setting up such a plan can be done only if all other persons employed in the firm are brought in under the retirement plan and the company contributes for each employee in the same ratio as it does for the owner or partner.

Maximum Tax Deduction \$1,250

The plan will allow the principal to deduct the full amount of contribution made to the fund on behalf of employees, but permits only 50 per cent of the principal's contribution as a tax deduction. This means a maximum tax deduction of \$1,250 for the owner or partner.

Should an individual have more than one unincorporated firm or be a partner to the extent of more than 10 per cent in more than one such firm, his joint income from the several firms will be the basis for his maximum contribution, just as though they were one company.

The definition of "earned income" enters into the picture quite prominently for businessmen. For instance,

Northwestern Banker, December, 1962

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Federal Reserve Bank of

net earnings by a self-employed professional man who gets his income from professional fees, apparently are classified as "earned income." If a small businessman gets his income from both his personal services as well as invested capital in the business, then he is restricted to basing his own "earned income" on 30 per cent of the business income. On this basis it appears the business must have total income of at least \$83,334 so that 30 per cent would equal \$25,000 in order for such a man to get the maximum tax deduction possible.

If a man is self-employed and has no other employees, his course is fairly simple. The avenues open to him are the same as for unincorporated companies with more than one employee, but he doesn't have to concern himself with how his contributions compare to what he is doing for other employees.

Must Cover All Employees

In those businesses where the owner or partner has other employees, all employees must be taken into whatever pension plan is selected under the benefits of H.R. 10. This is defined to mean those with three or more years' service as full-time employees and who are working more than 20 hours per week. The employees so placed in the plan will immediately get non-forfeiture rights to funds contributed by the firm in their name, plus the income from such funds.

Of principal interest to bankers are the ways in which the plan can be set up. These are: insurance plan as trustee, bank trustee plan, direct annuity purchase, and custodial plan.

Under the insurance plan, the trust instrument set up by the owner or partnership states that investment of the funds will be confined to endowment or annuity policies. The life insurance carrier then provides any necessary data to the IRS concerning operation or disbursement of the fund.

Types of Plans Authorized

The bank trusteeship authorizes the trust department to invest in usual type investments as well as endowment or annuity policies, although the self-employed person may retain control of investment decisions.

Direct annuity purchases can be made without a trus-

Custodial service is similar to the bank trustee, except that the bank must limit investment of funds to endowment or life policies or mutual funds or a combination.

The object of any such plan, of course, is to build up the retirement fund with tax-sheltered benefits so that such accumulated funds can be disbursed to the self-employed and his employees upon retirement at a time when other personal income is much lower in order to minimize the effects of the tax when the retirement money is taken. The distribution must be made as a lump-sum payment or

in annuity form. Although corporate plans provide that such lump-sum distributions will receive capital gains tax treatment, this is not true in lump sum disbursement under H.R. 10.

Distribution Tax Formula

Under H.R. 10, if a retiring person's current income matches his deductions so that he has no other income on which to pay tax, he takes his lump-sum payment and applies the following formula: take 20 per cent of the lump-sum, figure the tax on this (joint return if married), then multiply the tax times five and this is the total tax to be paid from the lump-sum. It will amount to more than if figured on the capital gains method.

If paid out as an annuity, the usual annuity tax rules apply; the amounts paid each year are taxed as ordinary income.

Distribution cannot be made without penalty prior to age $59\frac{1}{2}$ or later than age $70\frac{1}{2}$.

Voluntary Contributions

H.R. 10 also provides that if certain qualifications are met, additional voluntary contributions to the fund may be made, provided all employees have the same option. Under this further step, a self-employed person could put as much as \$5,000 into the fund each year. However, the tax deduction would still be based at 50 per cent of the maximum of \$2,500, or a maximum tax deduction in any one year of \$1,250.

However, under this alternate plan, when distribution is made at age 65, for instance, there is no tax on that portion of the individual's total amount for which he did not get a tax deduction originally. This is because this extra contribution was taxed at existing rates on ordinary income when the individual chose to contribute this extra amount. It is assumed that tax would be paid on the interest accumulation attributable to this extra amount contributed.

Making distribution of the fund before age 59½ without approval of IRS will incur a penalty of at least 110 per cent of the increase in tax that is caused by adding the entire amount to gross income for that year.

Banks Get Ready

Comments have been heard from several sources that it would have been better if the bill in its present form had not been passed. Proof that there is a difference of opinion on this score lies in the fact that a number of banks and life companies have made extensive plans to pursue the sale of plans applicable under H.R. 10 with considerable vigor. While most banks and insurance companies are considering the thousands of individual sales that are

H.R. 10 . . .

(Turn to page 42, please)









PROSPECTS for trust service under the new law are doctors dentists, grocers, farmers, general insurance men and many others, provided they are self-employed and unincorporated.



Northwestern Banker, December, 1962:

O CREDIT unions really constitute a threat to commercial banks? This question has been debated the past few years, but the volume of opposition to credit unions and the increasing vociferousness of these objectors has been particularly noticeable in the past 18 to 24 months.

Credit unions originally were authorized to do business under the common bond concept of self-help among small groups of workers who wished to save their money together and make small loans to each other at minimum rates. From this modest beginning in 1909 the credit union movement has expanded now to more than 21,000 credit unions with more than 12 million members. They have approximately \$5 billion in savings shares of which nearly 90 per cent is loaned out to members. Assets of these credit unions exceed \$5.6 billion, with more than \$270 million in reserves.

CU's Go "Big Time"

In other words, credit unions have gone big time in recent years. Like every other type of business, civic or social enterprise in the United States, the credit union movement expanded from a locally interested group into a well organized national association. Its principal group is the Credit Union National Association with headquarters at Madison, Wis.

CUNA says in its 1961 yearbook that "The credit union motto is 'not for profit, not for charity, but for service.' "Yet, the credit unions' own reports show a sizable volume of income. This is distributed back as dividends on an average 4 per cent basis, but income taxes are not paid, only what the individual reports as income on his personal tax by including dividends received.

In contrast, commercial banks on the average pay in excess of 40 per cent of profits in federal income tax, stockholders also are taxed on personal incomes for any dividends declared, and customers are taxed on personal incomes for interest received on savings accounts.

Need Fair Ground Rules

The opposition to present operations of credit unions as thrown up by commercial banks today is basically the same as that in the battle waged elsewhere in financial circles—the same basic ground rules should apply to various segments of the financing industry. If credit unions want to expand their operations, bankers maintain, they should do so under as strict supervision of their financial operations as commercial banks are obligated to undergo. If they want to operate today as they claim they do, they should pay taxes to support the state and federal governments as other financial institutions do.

A major factor in credit unions favorable expense ratio for operations is the free service they are supplied by far too many employers. They get free rent, light, desks and allied services in most instances. If similar service would be supplied tax free to competing financial institutions, the profit picture, and lower costs to customers for money would be obvious.

Credit Uni	ion Statistics	
United States and Territories	End of 1959	End of 1960
1. No. of Credit Unions.	19,452	20,293
2. No. of Members	11,262,583	12,043,655
3. Savings		\$4,944,593,818
4. Loans Outstanding	\$3,707,712,487	\$4,329,557,990
5. Reserves		\$ 267,340,766
6. Total Assets	\$5,024,163,414	\$5,606,189,069

Banks Look at

Banker Objection

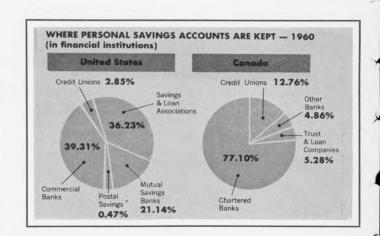
Do bankers really object to credit unions?

It depends on what part of the country they live in, among other things. Nearly two years ago Secretary of Agriculture Orville Freeman attempted to give the credit union movement a half million dollar bonanza for the sole purpose of promoting rural credit unions which would be in direct competition with rural commercial banks. This was eventually stopped, after much protest by rural bankers, but the office of the Secretary still is imbued with the idea that rural credit unions should be helped to develop, regardless of whether competing, taxpaying financial institutions are involved.

This brings about another sore spot with those who oppose credit union expansion at this time. The federal and state governments charter credit unions to operate that are completely divorced from the orginal concept of "common bond." Some of these credit unions, for instance, consider the "common bond" being everyone who lives in Washington County, Neb., and therefore every resident of the county is eligible for share membership in the credit union. Along with this, they are permitted to advertise their services in local newspapers soliciting savings accounts and offering cut rates on loans, because their expense of operation is completely relieved of the onerous tax burden that is forcibly picked up by competitors, who are classified as commercial businesses operating under a free enterprise system, and therefore subject to profits tax.

Seek Equitable Taxation

Commercial banks have been in business a long time and will continue to be so provided they don't get taxed out of existence along with everyone else. They have withstood tough competition from many sources and will continue to do so. They do not ask for favored treatment as an advantage over competitors. What they seek and are entitled to is equitable tax treatment under the law.



Credit Unions

By BEN HALLER, JR. Editor

This was the basis of the long debate with savings and loan associations, which was climaxed last Congressional session with legislation that at least lays some additional tax on S&L's in an effort to make the latter pay a more equitable share of taxes. It is the same with credit unions, say banking leaders. If they want to compete in the financial market they should help pay the freight by payment of fair taxes.

Banker Opinion Survey

This opposition by bankers has not gone unnoticed by CUNA. It authorized a recent survey by Opinion Research Corporation of Princeton, N. J., among commercial bankers in various parts of the nation. The findings of this survey report that commercial bankers rate their own type of institution in 87 per cent of the cases as their closest competition; 56 per cent listed sales finance companies; 54 per cent S&L's; 35 per cent credit unions; 30 per cent personal finance companies and 17 per cent savings banks.

When asked what they think gives credit unions their particular competitive strength, 40 per cent of commercial bankers said it was accessibility or convenience to the customer.

When asked if they thought competition from various competitors was fair, 96 per cent of the bankers said "Yes" for commercial bank competition. Personal finance companies received an 85 per cent "Yes" vote and 3 per cent "unfair" vote; sales finance companies received 85 per cent "Yes" and 4 per cent "unfair"; credit unions received 56 per cent "Yes" vote, while 29 per cent of bankers listed their competition as "unfair"; for savings banks it was 52 per cent "fair" and 10 per cent "unfair," and for

TYPES OF CREDIT UNIONS	U.S.	Canada	Others
Church			
members of the same			
congregation	6.07%	11.00%	15.13%
Residential			
people living in the	0.77	22.00	40.04
same community	2.77	33.03	40.94
Manufacturing	21.15	00.00	
ndustrial employees	31.15	23.98	8.11
ducational eachers and school			
eachers and school employees	6.25	1.23	2.16
aher	0.23	1.63	2.10
nembers of the same union	5.65	3.20	0.41
Other Associations	3.03	3.20	0.41
co-ops, lodges, social, farm,			
and veterans' groups	6.42	6.73	5.54
Government	0.42	0.75	3,57
national, state or provincial.			
or local government employees	14.12	6.31	11.76
Fransportation			
And Utility			
communication and utility employees	10.16	5,73	3.92
Food Processing			
meat, dairy, canning, preserving,			
paking employees	5.24	3.61	4.33
rade			
wholesale and retail			
ousiness employees	5.43	2.27	3.11
Other Occupations			
mining, construction, scientific,			
professional, finance, recreation and other employees	6.74	2.91	4.59

S&L's it was 50 per cent "fair" and 28 per cent "unfair."

Opposition to the latter three categories undoubtedly is based on the decidedly favorable tax advantage these three types enjoy. This has been remedied to some degree for S&L's. It is reported that Senator Paul Douglas, long a close friend of credit unions, feels that this tax advantage held by credit unions and coops cannot long endure under the public pressure for equalization of taxes and the need for every type of business to pull its share of the growing tax load.

CUNA Has Problems

Meanwhile, credit unions are having their own problems within their industry. H. Vance Austin, managing director of CUNA for five years, was forced to resign recently after open conflict with CUNA could not be resolved. There is a continuing argument among members as to whether insurance comparable to FDIC should be mandatory. Many local credit unions balk at paying the high charges assessed for membership fees in a national organization. Much of this opposition comes from large credit unions.

Nevertheless, each credit union is permitted to con-

Un	ite	d S	St a	te	s 1	96	0					
Assets	93,924,702	419,000,000	73,527,527	62,574,139	149,336,446	149,579,554	15,618,191	38,389,801	14,720,000	12,544,782	206,730,754	7 808 652
Reserves	3,523,781	23,000,000	3,370,329	2,500,962	6,380,448	6,842,082	691,416	1,556,597	530,910	497,702	13,872,390	338.853
Loans Outstanding to Members	77,688,825	294,500,000	49,703,780	50,193,731	135,946,726	124,939,913	13,589,566	29,878,995	12,740,000	9,732,560	156,108,228	6.510.079
Shares & Deposits	80,683,225	386,500,000	66,097,562	56,052,124	132,816,115	133,155,509	13,412,202	34,304,154	13,270,000	11,002,549	185,489,339	6.929.459
No. of Members	181,405	902,855	144,032	135,163	255,639	302,100	42,896	79,746	34,000	30,060	368,517	17,434
% Reporting	2.66	83.7	97.6	92.6	96.7	9.96	95.1	98.1	95.9	100	100	100
No. Reporting	311	1,447	331	259	465	572	137	158	118	98	741	20
No. of Credit Unions	312	1,728	339	271	481	592	144	161	123	86	741	50
State	Colorado	Illinois	lowa	Kansas	Minnesota	Missouri	Montana	Nebraska	North Dakota	South Dakota	Wisconsin	Wyoming

	Total						
Year	Number of Credit Unions	Increase or Decrease	% Increase or Decrease over previous year				
59	19,452	614	3.3%				
58	18,838	635	3.5				
57*	18,203	947	5.5				
56	17,256	1,055	6.5				
55	16,201	1,128	7.5				
54	15,073	1,370	10.0				
53	13,703	1,412	11.5				
52	12,291	1,008	8.9				
51	11,283	692	6.5				
50	10,591	667	6.7				
49	9,924	586	6.3				
48	9,338	338	3.8				
47	9,000	236	2.7				
46	8,764	81	0.9				
45	8,683	-125	—1.4				

(Ed. Note: Following are 1960 figures from CUNA 1961 Yearbook.)
60 20,293 84| 4.3%

tinue operating as a local entity and still provides competition for other financial institutions, including commercial banks

What can the latter do about this competition and what have they been doing? Great expansion of in-plant banking services has been the answer in many places. Bank of America, for instance, is reported to have more than 1,500 in-plant banking installations. Many banks in industrial states have met with considerable success in this regard, and since about one-third of credit unions exist in manufacturing and industrial plants, this is a good indication that many workers prefer dealing directly with the bank.

In-Plant Banking

Under in-plant banking, services of the bank are offered through loan application forms, authorization cards for deduction from payroll to savings accounts, and other types of signature cards and informative pamphlets. The employee can use this service on the company premises in a private way by mailing directly to the bank or taking the necessary forms or applications to his home or the bank. His financial affairs are kept private from fellow workers.

In-plant banking eliminates the maintenance of overhead involved in offices and equipment that many employers now pay. CUNA's records show that in most instances, office space is provided by the employer.

David M. Molthrop, noted opponent of credit unions, has stated in his many midwestern talks recently that bankers should talk with these people who are aiding the credit union movement and ask them to support the private enterprise financial firms, rather than furthering the cause of credit unions who expand at the expense of these firms and expect others to pay the taxes.

Employer Subsidy

He also asks heads of businesses to eliminate the subsidy they provide by giving free rent, desks and other overhead. Companies, he points out, who actively or passively support credit unions, also assume for themsedves a moral obligation to back the financial affairs of the credit union. This matter cost in excess of \$50,000 for one employer, who preferred to bail out the credit union rather than have his name involved in a failure.

One of the big problems in credit unions is to maintain the active participation of members. A declining rate in loan participation and savings participation by members is noted by CUNA. Part of this results from in-plant banking, part from normal waning of interest after first joining any group, and part certainly must be the increasing selling job commercial banks are doing on their broad assortment of financial services.

Compete With Services

Until equitable tax treatment is voted, commercial banks will probably have to compete with credit unions in several ways—by providing in-plant banking; selling more bank-by-mail services; one-stop payroll service, whereby an employer deposits one check for the entire payroll and the bank then distributes the proper amount for each employee in a special bank account at the bank, with each employee then authorized to write one check to remove the entire amount or use it as a checking account. Additional emphasis through various advertising media, such as newspapers, radio, TV, billboards and direct mail will reach local people with the full bank service message.

In short, many commercial banks do consider credit unions as a competitive threat. The great surge of credit union expansion since the end of World War II could not go unnoticed. The fact that the growth ratio has declined in the past few years does not lessen the fact of this competition—and bankers are willing to meet all such competitors if all are obligated to adhere to the same basic ground rules of supervision and equitable taxation.

The naive cry of credit union leaders that their share of the nation's savings, the loans they make, the income from these share investments and from interest, is small in proportion to the national totals is a ridiculous one. If this logic were carried to its fulfillment, then small, independent electrical firms would be permitted to operate tax-free and General Motors, Westinghouse, etc., would be told to foot the bill.

Action Needed

Credit unions, in our opinion, and based on what dozens of bankers have told us in personal interviews, should:

First, be confined to their original concept of "common bond" and this should further be defined to "common employer" or terms indicating a genuine, not a fictitious bond

Second, closer auditing supervision and regulations paralleling those for banks and S&L's should be followed if real estate loans, commercial loans and large installment loans are to be continued.

Third, employers should discontinue the discrimination performed in providing free rent, offices, etc., to credit unions. By so doing, they are endorsing the principle basic to credit unions—non-belief in the profit system. These groups, in fact, do make profits but presently are not obligated to pay taxes as they should. The employers in question, then, are helping perpetuate a system contrary to their own free enterprise principle and contrary to their own belief that there is nothing wrong with making a profit.

Fourth, the United States Congress should continue its efforts to reach equal taxation by including credit unions and coops under federal tax laws so their genuine profit is taxed on the same basis as other businesses.

Sell Bank Services

In the meantime, individual commercial banks must meet credit union and other financial institutions' competition by selling even harder the "Full Bank Service" program as advocated by the Foundation for Commercial Banks. In the long run, emphasis on positive appeals will net the largest gains in new customers.—**End.**

At 1st National, Chicago, Conference

Expect Growing Business Volume, Rut Mixed Profits for 1963

USINESS activity in 1963 will ease ahead to new highs, according to most of the reports submitted by divisional vice presidents of The First National Bank of Chicago at the bank's Conference of Bank Correspondents late last month. Practically all of the 12 men agreed that volume of business would increase, with about half of them expecting definite increases in net profits or sales for the coming year.

Several forecast mixed results for the industries their divisions serve, because of cost-price squeezes that gradually get worse. One of these was Charles F. Newhall, vice president of Division F, which serves banks and bankers. In his "Trends in Banking" report, Mr. Newhall said "bank earnings will bear a close relationship to earnings of 1962, with good possibilities for modest improvement if asset management consistent with sound standards can absorb the higher cost of increased interest rates paid on mounting savings and time deposits . . . commercial banks are faced by an ever-mounting profit squeeze related to the deposit area.'

1,200 Men Attend

Their reports were given to more than 1,200 bankers at the noon luncheon the first day of the conference. Homer J. Livingston, board chairman, welcomed the bankers from all parts of the country and introduced senior officers of The First National. The divisional vice presidents were introduced by Gaylord A. Freeman, Jr., vice chairman of the board.

The format of the conference followed the successful pattern developed through the previous 15 annual conferences. Three groups of three speakers each addressed the three territorial sessions. Their topics covered Outlooks, Investments, Management.

Panel Speakers

Speaking on Outlooks were: Dr. Paul W. McCracken, professor in the School of Business Administration at the University of Michigan on "Outlook for Business"; Harold G. Halcrow, head of Department of Agricultural Economics at University of Illinois, on "Outlook for Agriculture," and William J. Korsvik, vice president of The First National, on "Gold and U. S. Balance of Payments."

Management panel speakers were: Robert K. Wilmouth, vice president of The First National, on "Controlling Operating Costs"; Dr. Paul S. Nadler, assistant professor of finance, Graduate School of Business Administration, New York University, on "Trends in Savings and Their Significance," and L. M. Schwartz, president of Citizens State Bank at Paola, Kan., on "Savings Can Be Profitable."

The three speakers on Investments were vice presidents from the host bank: P. Alden Bergquist on "Municipal Bonds"; LeRoy F. Winterhalter on 'Government Bonds," and Tilford C. Gaines on "Interest Rates."

As can be noted from the subject matter, the conference dwelled this year on savings, the possibilities generated in their acquisition and distribution in loans, and the problems created in paying higher interest, such as better management programs, better cost accounting, wider use of real estate loans and revised investment policies.

Social Functions

In addition to the more than 1,200 men registered, there were 900 ladies in attendance. They were guests of the bank at a beautiful reception and dinner in the Red Lacquer Room and ballroom of the Palmer House at the same time the men's dinner was held at Hotel Morrison.

At the latter function, the host bank's Choral Club again received a tremendous ovation for its captivating performance of musical selections ranging from operatic to folk songs.

Looks at China

The dinner speaker was John M. Scott, associate editor of Time magazine, who gave a first hand report on conditions in China viewed through the eyes of refugees fleeing from that country into many smaller countries surrounding it. He found repeated stories of agricultural and industrial failure within China which apparently have caused Communist leaders there to revise upward their estimate of the number of years it would take to put

GROWING VOLUME . . .

(Turn to page 38, please)



H. J. LIVINGSTON



G. A. FREEMAN Vice Chairman



H. V. PROCHNOW These four men were principal conference hosts.



Steady Farm Prices Should Prevail in '63

RECORD number of cattle feeders and country bankers attended the International Livestock Show and Livestock Conference sponsored in Chicago last month by the Live Stock National Bank of Chicago. The 450 registered was the largest number that has attended this annual event.

During the afternoon business session, Illinois men heard a summary of progress made during the first seven months under that state's new Uniform Commercial Code. Following this, L. H. Simerl of the University of Illinois college of agriculture discussed "The Live Stock Picture Today." Moderator of the afternoon program was Ribert E. Hamilton, vice president.

A social hour and reception was then held at the Saddle and Sirloin Club. David H. Reimers, chairman of the board and president of the Live Stock National Bank, presided at the dinner and introduced the speaker, Charles B. Shuman, president of the American Farm Bureau Federation. Mr. Shuman's topic was "National Affairs As They Affect Agriculture."

Wives of the visitors were guests at an afternoon entertainment program, then joined their husbands for the reception and banquet, after which ev-



Charles B. Shuman (left), pres., American Farm Bureau Federation, and David H. Reimers, pres., Live Stock Nationanl Bank, Chicago.

eryone was invited to view the International Horse Show as guests of the bank.

In his talk, Mr. Simerl noted the stability of farm income and costs during the three years 1959-61. He said the index of prices received had differed by less than 1 per cent in those three years. He also said prices paid by farmers for farm and family needs

had also been quite steady in the same period.

He stated the index for prices received for 1962 is up about 3 per cent from the average of the three preceding years, while the 1962 index for prices paid by farmers is up less than 2 per cent, some of this reflecting higher prices paid for feeder livestock, purchased from other farmers.

"If there is no major international disturbance in the year ahead," said Mr. Simerl, "prices paid for commodities used in family living and farm operation will hold near recent levels."

In his analysis of the livestock market, Mr. Simerl said 1962 was a good year for both rancher and feeder. Herds have been building for five years and now are about 73 million head of beef cattle, up about 23 per cent over January, 1958, while total cattle population is up only 11 per cent in that time.

He said seasonal differences in prices are not as important as they used to be, due to feed conditions and the trend to year-round finishing. He expects fairly heavy receipts of fat cattle in January, February and March, with an increase of 3-5 per cent in marketing of hogs, and another increase in chicken supply.

There is little change in sight for 1963 from the prevailing price of about \$1 a bushel for corn. On October 1, the USDA estimated corn carryover at 1,613 million bushels, or 18 per cent less than a year earlier. All excess stocks of corn may be eliminated in two or three years, Mr. Simerl said, but not much price change will be effected by this.

He figures a slight decline in hog prices, which have remained steady for 32 months. With hog supply up about 3-5 per cent, he looks for \$17 hogs this winter or slightly lower, with summer prices lower than 1962.

Broilers will show an increase of 20-25 per cent in supply over 1962, combined with a beef and pork increase of 3-5 per cent. The helpful sign in this is strengthened consumer demand that is seen for the first six months of 1963.

In his address, Mr. Shuman scored the federal administration's proposal for holding large stocks of grain as reserves against war or other emergencies. "The place to carry a reserve against war or other emergency is in our productive soil, our livestock population, and the normal channels of trade. In the event of war, there would be the threat of contamination of feed grains stored in government bins.

"One of our real reserves is the livestock on our farms. Unfortunately, normal expansion and growth in the livestock industry has been discouraged by the administration's policy of high supports for wheat and feed grains which has encouraged surplus and wasteful production with high subsidy and storage costs to the taxpayers.

"Faced with the failure of his feed grain program to materially reduce surpluses, Secretary of Agriculture Freeman now proposes to conceal the problem by declaring that the U. S. needs a reserve level of 45 million tons for feed grains. He wants to sweep the problem under the rug."

He pointed to the livestock industry as an example of free operation under



Seated: John R. Wilson, Wheaton, Ill., and his brother, R. M. Wilson, exec. v.p., Security Savings Bank, Marshalltown, Iowa. Standing: Lew L. Holland, v.p., Live Stock National Bank, Chicago.

supply and demand. "Livestock producers," he stated, "free from government controls and direct price supports have been guided by consumer demand and as a result have not piled up surpluses in government storage."

He again called on reliance on normal channels of trade to respond to emergencies and said the government, if it really is concerned with an emergency problem, could purchase from processors for a reserve stockpile.

He pointed out further that while Secretary Freeman claims that his program has cut back the feed grain carryover by 22 million tons in two years, this is not the entire story, for

FARM PRICES . . .

(Turn to page 48, please)

Northwestern Banker, December, 1962

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Correspondent banker Edward vK. Cunningham (center) exchanging views with Chase Vice President John A. Pell (seated) and Assistant Vice President James A. McBain.

Edward vK. Cunningham says:

"Breadth and quality of service..."

That's the way our old friend Edward vK. Cunningham, President, Fishkill National Bank, Beacon, N. Y., summed it up. We found Mr. Cunningham chatting with Chase Manhattan officers John Pell and James McBain and asked him why he did business with Chase Manhattan. He told us:

"Well, that's easy to explain...
we know we can depend on men
like John and Jim here... men
who understand our needs and give
our bank the kind of service it requires... a full range of service

that we can rely on . . . a world-wide network of correspondent banks . . . breadth and quality of service is the answer."

It is, Mr. Cunningham. We take pride in providing service that pleases our correspondents. The people at Chase Manhattan can and do meet every conceivable correspondent banking need . . . from clearing cash letters quickly and making world-wide remittances to developing credit information and executing securities orders.

Bankers like Mr. Cunningham

know they can rely on all of Chase Manhattan's experience, skills, and facilities to do things right for its growing family of correspondents.

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MANAGEMENT DEVELOPMENT workshop was conducted by John B. Mitchell, left, First National president. Other panelists, from left, were Dean P. Stone, chairman, First National of Peoria; Morris R. Brownell, Jr., vice president, Philadelphia National, and Elbert W. Burr, manager of personnel development, Monsanto Chemical Co. RIGHT: Final feature of the day-long

meeting was the presentation of "Molly Darling," a musical comedy written by **Martin Quigley**. The musical was based on the booklet "St. Louis: A Fond Look Back," also written by Mr. Quigley and published in 1955 to commemorate the 100th anniversary of the First National's original predecessor banks. Nearly 1,000 bankers attended the conference.

MANAGEMENT development, investments, automation, installment and mortgage loans, and the political and economic outlooks all were featured topics of discussion at the 16th annual conference of bank correspondents conducted by the First National Bank in St. Louis last month.

Attendance by 998 bankers from 330 banks in 20 states marked an all-time high for the conference.

In addition to the informative and practical panel discussions conducted throughout the day, a special feature of the conference was an opinion survey conducted among bankers attending.

It was the opinion of 70 per cent of the bankers that President Kennedy's quarantine of Cuba substantially helped the Democrats in the 1962 elections.

The bankers were divided in their opinion on who would be the 1964 standard bearer for the Republicans in 1964. Some 19 per cent felt New York Governor Rockefeller will "make it in a walk," while 45 per cent felt Rockefeller "may make it, but not easily." Another 36 per cent said the GOP "will come up with someone else."

In the economic forecast, a generally favorable outlook was expressed. Some 45 per cent felt that in the next year there will be a leveling off, with no more than moderate changes up or down. Another 43 per cent believe there will be a plateau or mild drop following a mild growth, and 10 per cent predicted a period of strong growth while 2 per cent expect a sharp drop.

Bankers were evenly split regarding the necessity of a tax cut to spur national economic growth.

By R. DOYLE MINDEN Associate Editor

A majority, 67 per cent, of the bankers felt that Teddy Kennedy's election to the Senate will stimulate an anti-Kennedy feeling, while 17 per cent believed it will add to the President's prestige. Another 16 per cent gave no opinion.

Keynote conference speakers were Dr. Paul S. Nadler, assistant professor, Graduate School of Business Administration, New York University, New York City, and Dr. Frederick N. Andrews, chairman, animal sciences, Purdue University, Lafayette, Ind.

Other guest speakers at the conference were John N. Raleigh, director, technical division, NABAC, Park Ridge, Ill.; Morris R. Brownell, Jr., vice president, Philadelphia National Bank, Philadelphia, Pa.; Dean P. Stone, chairman of the board, First National Bank of Peoria, Ill., and Elbert W. Burr, manager of personnel development, Monsanto Chemical Company, St. Louis, Mo.

John B. Mitchell, president, First National Bank, presided over the management development panel, with Mr. Brownell as discussion leader, assisted by Mr. Stone and Mr. Burr.

George F. Engel, senior vice president, was the discussion leader for the commercial, real estate and installment loan workshop session and was assisted by Edwin S. Jones, executive vice president, and William H. Harrison and Virgil F. Sassman, vice presidents of First National Bank.

Major B. Einstein and Newell S. Knight, vice presidents, and Frank K. Spinner, assistant vice president of First National, participated in the government and municipal securities panel discussion presided over by Mr. Einstein.

William W. Spivy, vice president, was the discussion leader for the operations and automation panel, and was assisted by Anton Burkhartsmeier and Edward L. Winkler, vice presidents of First National Bank, with Mr. Raleigh as the guest consultant.

Delegates were welcomed to the conference by Mr. Mitchell and Carroll F. Burton, vice president in charge of the bank's correspondent department. James P. Hickok, chairman of the board, presided at the luncheon meeting and Wilhelm R. Mesenbrink, senior vice president, presided at the afternoon session.

The annual meeting was concluded with a banquet at which William A. McDonnell, chairman of the executive committee, presided.

An unusual feature of this year's meeting was a presentation following the banquet of a tabloid version of "Molly Darling," an original musical comedy by Martin Quigley, Jan and Fran Landesman, and Tony Wolf. The production was presented at the St. Louis Municipal Opera last summer and was originally conceived by Mr. Quigley. The comedy was based on First National's anniversary publication St. Louis: A Fond Look Back, which was written by Mr. Quigley in 1955.

Joins Employment Firm

Donald R. Baker has joined the staff of Cadillac Associates Inc., as a counselor in the financial division, Chicago.

Northwestern Banker, December, 1962

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Federal Reserve Bank of St. Louis



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CARRY BANK OF AMERICA TRAVELERS CHEQUES—KNOWN AND ACCEPTED THROUGHOUT THE WORLD

Growing Business Volume . . .

(Continued from page 33)

China on an industrial basis comparable to any western nation. In seeking to achieve this goal, it would appear, Mr. Scott said, that politically minded rulers have destroyed valuable farm land or have removed from agriculture too many of the able hands needed in that pursuit.

Traces Power Growth

At the men's noon luncheon of the second day, the speaker was John E. Swearingen, president of Standard Oil Company (Indiana), and a director of The First National Bank of Chicago. Mr. Swearingen showed the remarkable parallel of growth in oil and power development with the industrial growth in the United States. Our industrial growth, he said, commenced with discovery of oil about 100 years ago in Pennsyslvania.

He said the dramatic upsurge in the economy of this nation and its ability to sustain itself through the decades by proper utilization of power has not been lost on Russia or other nations. It is because of this, he pointed out, that Russia has concentrated on developing its industrial might through the use of oil reserves and coal mines.

transforming this into industrial power for growth.

A new feature added to the Conference this year was a question and answer period held in the afternoon of the first day following conclusion of the regular panel presentations. This innovation drew a large crowd which asked a number of questions relating to topics discussed during the day. Panelists were selected speakers from the day's program.

Forecast By Guests

Registrants were asked again to participate in a Survey of Business Expectations for the coming year. Of the six questions asked, the majority took the middle of the road for 1963 on five of them as noted in these answers:

- 1. I believe that, compared with the last half of 1962, general business conditions in 1963 will be: improved—248; about the same—594; poorer—35.
- 2. I believe that, compared with the present, the general structure of interest rates during 1963 will be: higher —79; about the same—643; lower—154.
- 3. I expect homebuilding in my area during 1963 to: increase—127; remain at present levels—498; decline—240.

4. I anticipate installment credit loans in my area in 1963 will: increase—432; remain at present levels—405; decrease—36.

5. During 1963, I expect employment in my area to: increase—230; remain at present levels — 589; decrease—53.

6. During 1963, I expect farmers' spending in my area will: increase—258; remain at present levels—105; decrease—97.

Tour of Bank

Following the final luncheon meeting, bankers and their wives were invited to tour facilities of The First National Bank, affording them an opportunity to visit the vast electronic data processing department, and to view the bank's savings department On Line System which will go into operation at 40 savings teller stations in late 1963.

In this system, the teller uses a new IBM machine in which he enters the usual savings account data for a customer. The information is relayed by wire to the control equipment in the data processing center, the customer's account information is selected from file at high speed, updated, and the new balance information automatically returned to the teller station and entered in the passbook. The transaction requires only a matter of seconds and provides both customer and the bank with immediate updating of all accounts.—End.

Assignment In Liberia

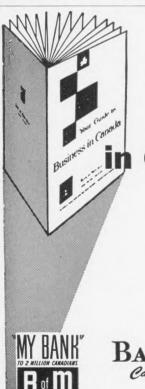
Robert W. Thom, official representative in the national division of the First National City Bank, New York, is completing a special assignment for an affiliate of his bank in Liberia.

Mr. Thom will continue to travel Iowa.

Northern Trust Increase

Stockholders of The Northern Trust Company, Chicago, approved an increase in its capital stock from \$15,000,000 consisting of 750,000 shares of \$20 par value to \$18,000,000 consisting of 900,000 of \$20 par value and the issue of the 150,000 additional shares of stock as a 20 per cent stock dividend. The stock dividend was payable on November 30, 1962, to stockholders of record at the close of business November 20, 1962, on the basis of one share for each five shares held.

Following the stockholders' meeting, the board of directors declared a regular quarterly cash dividend of 75 cents per share on the new total of 900,000 shares of capital stock to be outstanding, payable on January 2, 1963, to stockholders of record at the close of business on December 20,



Do your Clients
have questions about

TAXATION... CANADA?

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

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

BANK OF MONTREAL Canada's First Bank Coast-to-Coast

BRANCHES IN ALL TEN PROVINCES

District Headquarters:

Halifax, Toronto, Winnipeg, Calgary, Vancouver
NEW YORK: 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\$3,525,000,000

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

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

May they light the path to peace.

That is the Christmas prayer of the people.

Christmas 1962 • BANKERS TRUST COMPANY



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

Expand Foreign Activity

DAVID M. KENNEDY, chairman of the Continental Illinois National Bank and Trust Company, Chicago, has announced that his bank's New York subsidiary will be in full opera-

tion by early Jan-

ary.





D. M. KENNEDY

eastern ports. It will be capitalized at \$15 million.

The bank's New York foreign exchange trading operation will function as a part of the new subsidiary. The exchange function was strengthened last spring when Continental opened its new branch in London with full exchange trading.

The New York subsidiary will serve primarily the bank's midwestern customers exporting and importing through eastern ports, including the customers of Continental's midwestern correspondent banks.

Continental has already announced plans to open offices during the first half of 1963 in Tokyo and on the European continent.

A second subsidiary, Continental International Finance Corporation, has opened at the bank's Chicago head-quarters to assist customers with equity financing of overseas investments.

To illustrate how Continental's international operations have expanded since 1957, Mr. Kennedy said its foreign deposits have risen 525 per cent and loans to finance exports are up 500 per cent.

In order to handle the increased volume of activity, Mr. Kennedy revealed that Continental now has almost 250 people specializing in various phases of the bank's international operations, including 155 in Chicago, 43 in London, and 40 in New York.

"Executive of the Year"

Russell F. Hunt, executive vice president of the First National Bank and Trust Company of Tulsa, has been named "Executive of the Year" by Executives Secretaries, Inc., of Tulsa.

Honor Chicago Banker

Robert K. Wilmouth, vice president of the First National Bank of Chicago, was selected as one of Chicago's Ten Outstanding Young Men of 1962, by the Junior Association of Commerce and Industry.

The winners were selected for their

contributions to their work or professions and for their dedication to the community's welfare. Mr. Wilmouth was active in Community Chest and Heart Fund drives, a member of the Chicago



R. K. WILMOUTH

Corps, and a former vice president of the Chicago Jaycees. Last year he was responsible for the bank's exhibit which took first prize in design at the Chicago International Trade Fair.

Open Amsterdam Office

Drawing the attention of European financial and business leaders to California's dominant position in the United States economy, Rudolph A. Peterson, vice chairman of the board of directors of Bank of America, officially opened the bank's new branch in Amsterdam, Holland, last month.

Other branches and offices of the bank in this area included Dusseldorf, Paris and its subsidiary Banca d'America e d'Italia with 80 branches in Italy, as well as two branches in London

Diebold Earnings Up

In the first nine months of 1962,



R. KOONTZ

Diebold, Inc., Canton, Ohio, earned \$1,554,326 after provision for income taxes, according to Raymond Koontz, president. The earnings were up 5.3 per cent over the same period a year ago.

Operations dur-

ing the third quarter were handicapped by the break-in costs of the New Wooster, Ohio, plant.

Heads London Office

The Bank of Montreal has announced the appointment of Donald R. McCallum as manager of its principal branch in London, England, suc-



D. R. McCALLUM

ceeding John H. F. Turner, O.B.E., who will now devote full time to duties as assistant general manager in charge of the bank's European division.

Mr. McCallum has been superintendent of the B of M's Interna-

tional division at the head office in Montreal for the past two years. In this capacity, he visited Hong Kong, India, Australia and Japan and was instrumental in establishing the bank's Far East representative's office in Tokyo recently.

Heads Arizona Bankers

George H. Stack, senior vice president of The Pioneer Bank of Arizona, is newly-elected president of the Arizona Bankers Association.



How do Country Banks participate in the N.Y. Money Market?

The country bank can waste much time in searching for funds in its own area. Then, too, local banks are usually on the same side of the market, since deficiencies (or surpluses) generally develop throughout an entire geographic area at the same time.

Federal funds are a convenient instrument for profit conscious country banks who review their reserve position daily. However, the time stringencies of the federal funds markets require swift, sure action. Country banks desiring to participate in the N.Y. money market will find the Garvin Bantel has the know-how.

COMPLETE MONEY SERVICES FOR BANKS AND BROKERS

- Federal Funds
- Securities Financing
- Brokers Loans
- Securities Brokerage

Garvin, Bantel & Co.

Members New York & American Stock Exchanges 120 Broadway, New York 5, N.Y.



Now, at AMAZINGLY LOW COST, you can make your bank a warmer, friendlier place in which cheerful employees serve contented customers, simply by installing Mastertapes Background Music.

Banks across the country which are now using Mastertapes Background Music report that their customers do not fret while waiting as before. And the banks also report higher employee morale and less employee fatigue.

And now you can get completely automatic background music without expensive wired music line costs and the problems of record selection and replacement.

Best of all, you can obtain as many completely new instrumental music programs from Mastertapes as you need — at LOW-COST MONTHLY RENTALS.

The revolutionary Mastertapes cartridge is a tape magazine that is simply inserted into the specially constructed automatic player. Then, customers and employees enjoy the finest instrumental music for hours without repetition. The cartridge will play continuously, without adjustment, unless you wish to substitute a new program.

Mastertapes Background Music is selected from a library containing more than 12,000 selections of the finest instrumental music available. You will not get noisy jazz or rock and roll music when you subscribe to the Mastertapes Background Music Service.

Make your customers happy and raise employee morale and efficiency with Mastertapes Background Music

Serving Iowa, Nebraska, Kansas, Missouri & Illinois Banks
MAIL COUPON FOR COMPLETE INFORMATION

MASTERTAPES MUSIC, INC.

Masterlapes)
MUSIC, INC.

TELEPHONE 274-1588

WEST DES MOINES, IOWA

709 Railroad Avenue West Des Moines, Iowa	
Please see that I receive full information about the MASTERTAPES Background Music Service. I understand that I am under no obligation to subscribe.	
NAME	
NAME OF BANK	
ADDRESS	
CITYSTATE	

709 RAILROAD AVE.

H.R. 10 Finally Signed Into Law

(Continued from page 29)

obvious under such legislation, a few companies also are expected to seek extension of such sales through groups and trade associations comprised principally of professional men or small businesses that would qualify under the self-employed definition.

Among the many questions that appear to be unanswered at this time are these, and they are certainly ones to consider for anyone who is expected to give advice to present cli-

ents as well as prospective ones:

Questions on H.R. 10

1. What period of time is actually involved for distribution of funds at ages 65 and 70? The law is not specific as to options. The law refers to the employee and spouse, but what if there is no spouse? Assumptions may be made, but interpretive rulings will have to clarify some points.

2. What happens to the existing insurance of a self-employed person?

Can it be transferred into the plan? It would have to qualify as a retirement or annuity type to do so. If existing insurance can be transferred into the plan, it will definitely cut down the amount of new insurance that might be sold as a result of H.R. 10. If it can't be transferred into the new fund. this could lead to widespread voluntary replacement or surrender for new policies. A trust officer also would have to build around such existing policies and investments.

3. Do cash values of present policies create excess contributions? Severe penalties are provided for excess contributions under H.R. 10, including cancellation of the plan and forbidding the offender to be covered in the

plan again for five years.

4. How will effective dates of policies be resolved? For those operating on a calendar year basis, the new law means they can start January 1, 1963. Will clarifying regulations be ready by then? Can well thought out plans be completely drawn and ready by then? Is it possible that the agreement to set up such a fund can be put into effect before the actual insurance policies are issued (assuming it is insurance funded)? If so, what happens if an employee dies before actual insurance contracts are put in force?

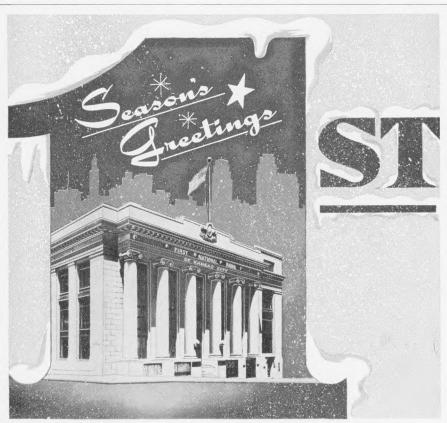
5. What will happen to pending plans for professional men who have incorporated in numerous states in an effort to obtain tax-favored benefits previously available only to corporate employees? None of these have been approved by IRS as yet. Will they now qualify for H.R. 10?

If present policies owned by professional men or other self-employed persons should be used, they would probably have to be transferred unencumbered.

Skill, Care Required

It would seem that the job of the banker in selling and drawing up proposals for plans that will qualify under H.R. 10 will require utmost knowledge and skill, and will, in fact probably require the combined help of the trust officer, his legal counsel and perhaps a life underwriter to make sure each plan is correct.

There is diversity of feeling among banks regarding H.R. 10. While some look at it dubiously, others are reported in the midst of wide scale plans to sell trust services to small businessmen and professional men based on the new law. Common trust funds apparently will serve a useful service in their planning. It is also felt by some of these banks that the old adage, "mighty oaks from little acorns grow," is applicable to such small trust accounts.—**End.**



Never a Christmas Morning
Never the Old Year Ends
But We at the IST Realize
How Much It Means to Have the Friendship
and Good Will of Folks Like You...
Please Accept Our Thanks and
Good Wishes for a
Happy Christmas and
Prosperous New Year





Over Three Quarters of a Century of Banking Service

MEMBER OF FEDERAL DEPOSIT INSURANCE CORPORATION

MAIN OFFICE: 10TH & BALTIMORE • DRIVE-IN BANK: 13TH & WASHINGTON



Reading "between the lines" of fast-breaking international news is one way your banker from Chemical New York serves you.

He fills you in on the business end of international news events

There are two sides to every international development.

One side is for everybody. The other is strictly for you. It tells how foreign events may affect your business.

If you have been missing this point of view, get in touch with your man from Chemical New York.

Because he can put you on a news

line to 50,000 foreign points where "The New York banker with the home-Chemical New York has contact with local bankers and businessmen. They will interpret current trade conditions, economic trends, and events relevant to your particular business.

All this information and the many banking services you need to act upon it are easy to come by. You just call

town touch" - our man who travels regularly in your region.

Chemical

Short Term Commercial Paper

We offer for sale the notes of these representative finance companies

Admiral Credit Corporation Chicago, Illinois

Approved Finance, Inc.

The Bankers Investment Company Hutchinson, Kansas

Civic Finance Corporation
Milwaukee, Wisconsin

Commercial Securities Co., Inc. Baton Rouge, Louisiana

Continental Investment Corp.

Memphis, Tennessee

Crown Finance Corporation St. Louis, Missouri

Guardian Discount Company

Laurentide Finance Corporation
San Francisco, California

Murdock Acceptance Corporation
Memphis, Tennessee

 $\begin{array}{c} \textbf{Northern Illinois Corporation} \\ \textit{De Kalb, Illinois} \end{array}$

Strevell-Paterson Finance Corp.

Salt Lake City, Utah

Winter & Hirsch, Incorporated Chicago, Illinois

Prevailing 6 month rate: 3 3/8 - 3 3/4 % discount

subject to periodic fluctuation

ASHWELL & COMPANY

176 WEST ADAMS STREET CHICAGO, ILL.

RAndolph 6-5432

Wire FAX Chicago

Young Farmers . . .

(Continued from page 26)

The time of slowing down for winter is gone. Livestock farming demands full time work, and if the livestock man is to be successful he must have an inborn love for livestock and no fear of a scoop or pitchfork.

The bulk of our farmers require credit to underwrite their operation. It is most important that the farmer select a credit agency that understands livestock and can, as the need arises, give sound counsel and guidance. It is a positive must, before any operation can be successful, that both lender and borrower have confidence in the ability and judgment of the other. If this does not exist, the project is doomed to failure.

A banker, if he is to help lead his farm community, must be intimately acquainted with livestock and farming. The day is past when the banker can sit in judgment of his borrower and play Providence without a working knowledge of his borrower's ability as a manager and a knowledge of how his operation should work.

If a banker is unable to give sound and reasonable counsel to his borrower, he has two alternatives. One is to learn the livestock business well and keep abreast of the changes in agriculture. The other is to move out from behind his big desk and let someone manage the lending who does know livestock and farming.

Promote Our Farmers

The bulk of the small towns in rural America cannot successfully attract industry because of size, labor supply or transportation problems. This includes practically all of Nebraska. If our communities are to grow, we must build on what we have -and that is our farmers and ranchers and our land.

It is gratifying to note that in the past few months the governor's office has finally recognized the importance of livestock in Nebraska. We desperately need leadership from all who are in a position to spend more time, effort and money in this area instead of a project to attract industry or tourism. This state is not yet ready for such grandiose schemes with high octane requirements when we have only a kerosene budget.-End.

HOGS

A high rate of return on feed used Fast turnover on capital invested Low money requirements High return in labor used Very responsive to skill and management

Wide range of production methods can be used

CATTLE FEEDING

Low return on corn and feed High return on labor Large capital requirement Requires skill in buying and sell-

Capital requirement in equipment low

BEEF COW HERD

Low return on feed Low return on capital High investment relative to income Feed costs must be kept low Requires 90 per cent calf crop Low labor requirement Low housing and equipment requirements

LAMB FEEDING

High risk enterprise High death loss Lambs sensitive to off-grade feeds Short time on hand Small amount of grain involved Margin between selling and buying price important Fast turnover on capital Very responsive to skill and man-

agement

DAIRY HERD

Profitable way to utilize roughages Large labor requirement Returns per hour low Returns on feed high Ready market outlet needed

POULTRY

High labor requirement Low return on labor Medium to low capital requirement Fast turnover on capital Responsive to skill Utilize most family labor

Farm Film Available

"Blue Chip Farming" is the title of a new color film which takes a look at the financial side of modern livestock farming.

Narrated by Chet Huntley, famed news commentator on NBC television,

this new 29-minute film tells the story of recent developments in modernizing the nation's livestock farms, with special emphasis on the substantial profit potential in modern farming to-

The film, produced by A. O. Smith

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Greeting's



The First National Bank of Chicago

Chicago 90, Illinois . Building with Chicago and the nation since 1863

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

CANADIAN IMPERIAL BANK OF COMMERCE

HEAD OFFICE · TORONTO

CONDENSED STATEMENT AS AT OCTOBER 31, 1962

ASSETS

CASH RESOURCES (INCLUDING ITEMS IN TRANSIT)	\$ 730,645,287
GOVERNMENT AND OTHER SECURITIES	1,210,235,201
CALL LOANS	281,917,690
TOTAL QUICK ASSETS	\$2,222,798,178
LOANS AND DISCOUNTS	2,085,507,388
MORTGAGES AND HYPOTHECS INSURED UNDER	
THE N.H.A., 1954	225,248,631
CUSTOMERS' LIABILITY UNDER ACCEPTANCES,	
GUARANTEES AND LETTERS OF CREDIT, AS PER CONTRA	141,571,986
BANK PREMISES	61,563,946
OTHER ASSETS	25,662,219
TOTAL ASSETS	\$4,762,352,348
LIABILITIES	
DEPOSITS	\$4,334,651,735
ACCEPTANCES OUADANTEES AND LETTERS OF STREET	

DEPOSITS	\$	4,334,651,735
ACCEPTANCES, GUARANTEES AND LETTERS	OF CREDIT	141,571,986
OTHER LIABILITIES		23,791,421
SHAREHOLDERS' EQUITY		
CAPITAL PAID UP\$	69,680,000	
REST ACCOUNT	190,000,000	
UNDIVIDED PROFITS	2,657,206	262,337,206
TOTAL LIABILITIES		4,762,352,348

STATEMENT OF UNDIVIDED PROFITS

YEAR ENDED OCTOBER 31, 1962

BALANCE OF PROFIT FOR THE YEAR AFTER PROVISION FOR *INCOME TAXES AND AFTER MAKING TRANSFERS TO INNER RESERVES OUT OF WHICH FULL PROVISION HAS BEEN MADE FOR DIMINUTION IN VALUE OF INVESTMENTS AND LOANS. 19.189.926 DIVIDENDS 14,632,800 AMOUNT CARRIED FORWARD..... 4,557,126 TRANSFERRED FROM INNER RESERVES AFTER PROVISION FOR *INCOME TAXES EXIGIBLE 2,000,000 BALANCE OF UNDIVIDED PROFITS OCTOBER 31, 1961..... 3,100,080 9,657,206 TRANSFERRED TO REST ACCOUNT..... 7,000,000 BALANCE OF UNDIVIDED PROFITS OCTOBER 31, 1962. 2,657,206 *TOTAL PROVISION FOR INCOME TAXES \$20,172,000

> N. J. McKINNON PRESIDENT

J. P. R. WADSWORTH GENERAL MANAGER



Over 1250 Branches Cover Canada

Harvestore Products, Inc., Arlington Heights, Ill., is available for showing without charge. Speakers are also available. Information on the film may be obtained from the public relations department. A. O. Smith Harvestore Products Inc., 550 W. Algonquin Road, Arlington Heights, Ill.

Mosler Earnings Increase

Earnings of The Mosler Safe Com-



J. MOSLER

pany in the first nine months of 1963 climbed 55.7 per cent to \$1,-518,362. This compares with total 1961 earnings of \$1,504,502, according to John Mosler, president.

Sales in the 1962 period were 8.5 per cent

ahead of the nine months last year, having risen to \$23,431,678 for the period.

Ad Program for Banks

A complete "packaged" advertising program is now available to banks through The Farm Business Council, Inc., Urbana, Ill.

The plan is particularly valuable to



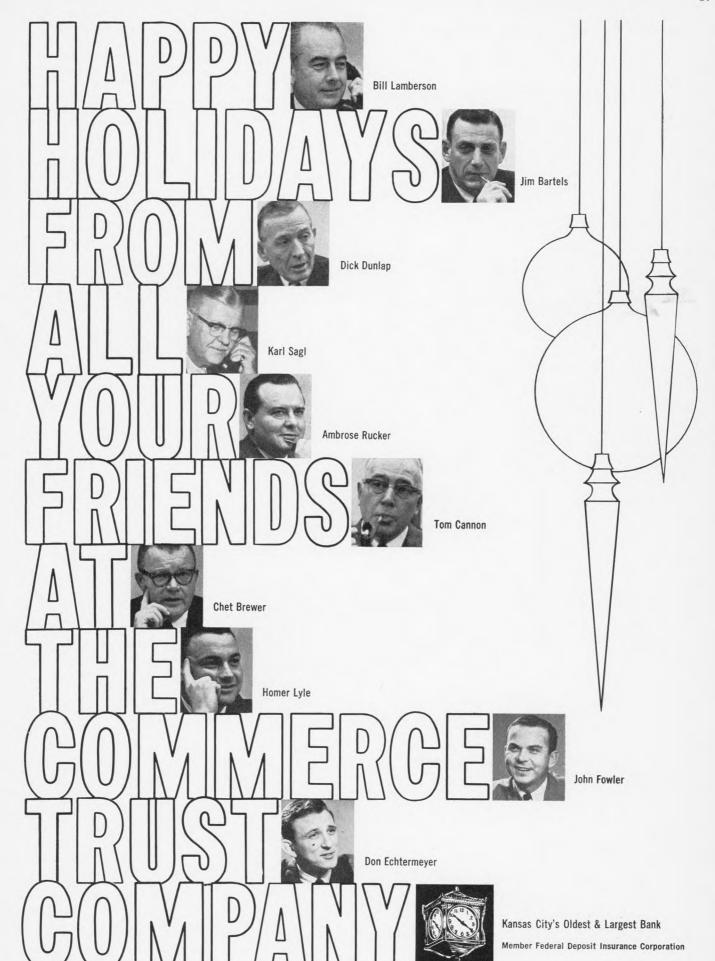
E. F. CROUSE

banks that want to do a better job of selling their full-service program in competition with other financial institutions, such as P.C.A.'s, credit unions and savings and loan associations. Grubb Advertising of

Champaign will work with The Farm Business Council in preparing the material.

Two basic ad packages have been developed and one package is available in two sizes. Costs to the bank start low enough to be attractive to a bank with a limited budget. Extra options make it practical for each banker to write the specifications of his own advertising program within the limits imposed by his budget. These options include creation and production of special newspaper ads, radio scripts, TV commercials, billboards, display materials, envelope stuffers, and other items useful in building the total image of full-service banking at the local level.

The Farm Business Council is headed by Earl Crouse, president, and it is well-known in the banking field through its publication, *The Farm Picture*.



Northwestern Banker, December, 1962
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https://fraser.stlouisfed.org Federal Reserve Bank of St. Louis

FARM PRICES . . .

(Continued from page 34)

only about three million tons was due to the program, the other 19 million tons was due to record utilization and lower production of feed grains not included in the production program.

"While farmers are the primary victims of government supply-management," Mr. Shuman concluded, "I think that it is time that consumers, businessmen and all other citizens realize that they have a stake in this fight. The battle lines are quite distinct—on one side are the dedicated government planners who believe that they can best operate the farms of America, and on the other side are

OUTSTANDING CHOICE OF OUTSTANDING BANKERS



THE FARM PICTURE

SELLS . . .

Full Service Banking . . .

Your Bank . . .

YOU . . .

Get full PR Power with your public relations and advertising dollars. Send the whole FARM PICTURE-4-pages of farm outlook, management, income tax guides, estate planning and much, much more—PLUS a banker's point of view! Let your farm customers see a copy of THE FARM PICTURE and they will tell you how you can invest your budget to best advantage.

Write for the PR Power brochure. It tells all about the Preference Rating SURVEYS and how you can give your farm customers a chance to tell you how much more they would appreciate the whole FARM PICTURE. Every heading is especially designed to carry the good image of your bank to your customers. Sold on an exclusive territory basis. Complete addressing and mailing service available.

the FARM PICTURE

DEPT. 37, P. O. BOX 221, URBANA, ILLINOIS

those who believe that the free, competitive system can best determine the production needs of the country."-

Offers Free Service

Effective at once, La Salle National Bank in Chicago is offering checking account service, absolutely free of the customary service charges, to anyone who is 65 or over. Present La Salle checking account customers who have reached their 65th birthday should let the bank know in order to qualify under this new policy. "Checking account service saves steps, makes billpaying easier, and gives a permanent record of payment. For an older person it can be of tremendous benefit, possibly a life-saver," said Harold Meidell, La Salle chairman and presi-

"Our economy is dependent upon the efficient handling of money, and few banking services do this better than paying by check. Making this service available to some senior citizens who may not have been able to afford it, can add importantly to our economy and the conservation of our manpower," Mr. Meidell continued.

Sets Year-End Record

Year-end records in loans, deposits and resources, plus new highs in both profits earned and taxes paid, are all revealed in the Bank of Montreal's 145th annual statement for the year ended October 31, issued last month.

At \$2,269 million, loans are 17.33 per

PUBLISHER'S STATEMENT

PUBLISHER'S STATEMENT

Statement required by the Act of August 24, 1912, as amended by the Acts of March 3, 1933, July 2, 1946 and June 11, 1960 (74 Stat. 208)
Showing the Ownership, Management and Circulation of Northwestern Banker, published monthly at Des Moines, Iowa, for November, 1962.

1. The names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Malcolm K. Freeland, Des Moines, Iowa; Editor, Ben Haller, Jr., Des Moines, Iowa; Managing Editor, Walter T. Proctor, Des Moines, Iowa; Associate Editor, Doyle Minden, Des Moines, Iowa; Associate Editor, Doyle Minden, Des Moines, Iowa; Associate Editor, Doyle Minden, Des Moines, Iowa; Iowa.

Managing Editor, Walter T. Proctor, Des Moines, Iowa; Associate Editor, Doyle Minden, Des Moines, Iowa; Associate Editor, Doyle Minden, Des Moines, Iowa.

2. The owner is: Northwestern Banker Company, 306 15th Street, Des Moines 9, Iowa; Malcolm K. Freeland, President, Des Moines, Iowa; Ben Haller, Jr., Vice President, Des Moines, Iowa; Frances Prouty De Puy, Des Moines, Iowa; Frances Prouty De Puy, Des Moines, Iowa; Frances Prouty De Puy, Des Moines, Iowa

4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was: (This information is required by the act of June 11, 1960, to be included in all statements regardless of frequency of issue.) 4,072.

MALCOLM FREELAND, President.

Sworn to and subscribed before me this 21st day of September, 1962.

(Seal)

BEN HALLER, JE., Notary Public.

September, 1962. eal) BEN HALLER, Jr., Notary Public. (My commission expires July 4, 1963)

cent above the previous year-end record established in 1961. In contrast. securities holdings were reduced 12.5 per cent, from \$1,107 million to \$969 million in the 12-month period.

Assets set a new year-end record of \$4,015 million, compared with \$3,950 million a year ago, while deposits increased from \$3,647 million to \$3,713 million. Personal savings, amounting to \$1,834 million, are up by \$85 mil-

West Coast Promotions

Four executive promotions have been announced by the Bank of California, N.A., San Francisco. They are:







MOWRY

FOEDISCH

HUTAFF

G. Harry Hutaff was advanced to vice president and cashier; Glenn K. Mowry becomes vice president and comptroller; Herbert W. Foedisch was appointed vice president, and Donald T. O'Connor moves up to assistant cashier.

CANDLE MAKING . .

(Continued from page 25)

pinch bottle candle and the formal Harris Bank lion.

The highest price he has received for making a candle was \$10 for a tall, round pink and blue birthday candle decorated with flowers. Tex feels that the most unusual special order he has filled was a pair of pink candles to match a customer's negligee.

Tex now buys wax in 100 pound lots. He will use 300 pounds of wax to fill this year's Christmas orders.

A great help to him in his hobby is his wife, Genevieve. Her job is assisting him in the extra decorations Tex adds to his candles, such as holly leaves. It must be done quickly while the wax is still warm. So Genevieve cuts the shape in the warm wax as Tex applies them to the basic candle.

But using her kitchen is out. Tex works from his own corner in the basement containing a stove and related equipment.

When discussing his hobby, Tex has one word of warning to the amateur candlemaker. "Wax is combustible," he points out. "I have seen homes where carelessness by people making candles has burned out their entire kitchens. Always use a double boiler when melting wax," he warns, "for an explosion from melting wax over direct heat is always a hazard."

Northwestern Banker, December, 1962

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IS YOUR INSTALMENT IMORTGAGE CHRISTMAS CLUB OPERATION?

Check your instalment operation for size and find out how Cummins can trim your costs, improve your service, and put busy hands to work on other jobs. The accounting method doesn't matter—from adding machines up to the most elaborate computers with punched card, tape or MICR input. If you want more

facts about the system that will fit your needs for direct loans, time payments, mortgages, club accounts, insurance premiums or any other repetitive payment, tear out the ad and send it in. We'll send back bulletins, reprints and case histories that show how well Cummins ODP coupons have done the job for others.



SMALL

Anywhere from a dozen to a couple of thousand accounts! The low cost answer is a new Cummins division called Bankers Business Service. Everything you need for a modern coupon payment system is supplied on a per account basis with no investment on your part for equipment or supplies. The coupon book with your name on the cover and all other material for each account is filled-in, ready to send to the customer or put in your file. You also receive an addressed transmittal letter, a prescheduled and headed ledger card, and cross index card comprising a full set of records. Cost per account is amazingly low. Banks, finance companies and commercial time payment operations across the country are using this system to look big ... on a budget.

MEDIUM

With organized, separate department-or almost-and plans to grow! The Cummins ODP coupon system is for you. Equipment cost is low . . . your coupon books are attractive, inexpensive, and provide a year in-year out advertising medium. Over 6,000 lenders use Cummins ODP coupon books. It takes less than a minute to fill out each bookand the postal savings alone usually pay for the Cummins perforator and the first year's stock of instalment coupon books.

BIG

And feeling the growing pains! If you want the advantages of automated processing-but can't yet justify it on your own premises—nothing beats Cummins ODP coupons as input for outside processing ease and economy. Cummins now provides Data Processing Service with all benefits of full automation at BBS Service Centers; other independent centers in all areas can provide similar service. The simplicity and accuracy of Cummins ODP coupons assure the lowest possible rate for the updating. You

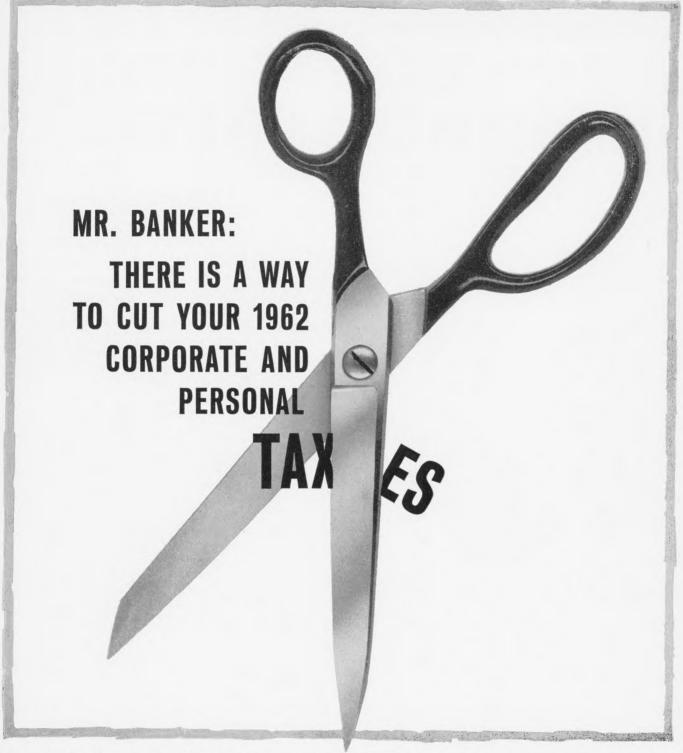
REALLY BIG

Using an early type of machine-readable coupon! You can improve your operation immeasurably by changing to the one universal input—Cummins ODP coupons. They will not only improve your present operation, but they will serve just as efficiently with a more elaborate computer when you need to change. Special ODP coupons are now available for use with MICR equipment.



also hold the option of changing to a different center, or your own on-premises processing, at any time, without having to change your customers' remittance procedure in any way.





By adopting First National Bank of Minneapolis'
PROFIT-SHARING TRUST FOR CORRESPONDENT
BANKS, you can achieve significant tax savings
—plus other important features.

Many bankers already have entered this plan. You can, too, by getting the facts about this Treasury-approved, successful method for cutting corporate and personal taxes in 1962. Write or telephone our Correspondent Bank Division.

ACT NOW. . . If your bank's taxable year ends December 31, 1962, you still have time to explore this program.

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Northwestern Banker, December, 1962

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Minnesota NEWS

W. BLACKMARR

President

Wayzat

K. A. WALES S

Minneapolis





Valuable Ag Credit Conference

FIFTY county agents and 75 vocational ag instructors swelled last month's Minnesota Agricultural Credit Conference to more than 475 in attendance. This was the Minnesota Bankers Association's second such conference and was, from all standpoints, very successful.

Excerpts from outstanding discussions follow:

Wayne Blackmarr, president of MBA, also president, Wayzata State Bank—"Minnesota bankers recognize their obligation to improve agricultural lending practices and believe that progress in banking depends on bankers having proper knowledge of the financial needs of agriculture."

Clarence J. Wiersma, chairman, MBA ag committee, and vice president, First National of Pipestone—"When vocational ag teachers and county agents, farmers and bankers will take time to discuss mutual problems (as they are doing at this meeting), we are taking a step in the right direction so agriculture will again be a healthy segment of our economy."

Robert G. Rupp, managing editor, The Farmer, St. Paul—"Capital needs in agriculture and agricultural business will grow. Many farmers are not using as much capital as they profitably could. Bankers can serve the best interests of agriculture and their own institutions by learning these needs... by staffing their banks with men trained in agriculture and skilled in developing sound loan programs tailored to farm operations, by attracting new men to this field and by educating farmers to their opportunities to increase income through judicious use of additional capital."

Don Harrington, chairman, MBA youth activities, and president, First National of Plainview—"Rural banking must work with rural youth. We can counsel them on advantages of a career in agriculture. We can lend encouragment to their educational efforts through various youth activities and organizations . . . and formal education. We can make capital available through sound forward-looking loan policies that will assist the young adult who is stepping into some phase of agriculture."

Duane A. Wilson, Minnesota commissioner of agriculture, St. Paul—"Minnesota farms are disappearing at the rate of 2,000 per year. This is reflected in the increased size of the farm. These changes are significant: (1) Tremendous substitution of capital for labor, (2) production cost up

from one-half gross farm income to two-thirds farm income, (3) increased size of farms, (4) selling of managerial skill as well as labor, hoping for a return on increased investment."

Dr. O. B. Jesness, head emeritus, department of ag economics, University of Minnesota—"Less emphasis is being placed on training for productive skills and more on managerial skills. This includes farm record keeping, business analysis, the source, selection and use of farm credit, the selection and combination of profitable enterprises and marketing.

Robert C. Nelson, president, Northwestern State Bank, Hallock—"I look with favor on the boy who rents first and buys later and consider it a must that the young farmer have experience in money and resources management or be willing to accept counsel from experienced agri-business people such as county agents, vo-ag instructors and ag representatives of banking and business."

Alvin C. Peterson, president, State Bank of Chandler — "The problem most of us have with farm loans is that the farmer isn't receiving a fair price for his products to enable him to have a good income. It is time we show more interest in farming than just servicing accounts and loans. It is only through our knowledge of farming and what it takes to make a dollar on the farm that we can adequately service a farm loan."

Howard C. Wollam, president, Peoples State Bank, Cleveland, Minn.—
"All of the answers to most farming questions will be found under the heading of sound management, proper feeding, good breeding and proper

AG CREDIT CONFERENCE . . . (Turn to page 54, please)



BLACKMARR



WIERSMA



RUPP



HARRINGTON



WILSON



JESNESS



NELSON



PETERSON



WOLLAM



MARUSKA



RANUM



CUNNINGHAM



BEERS



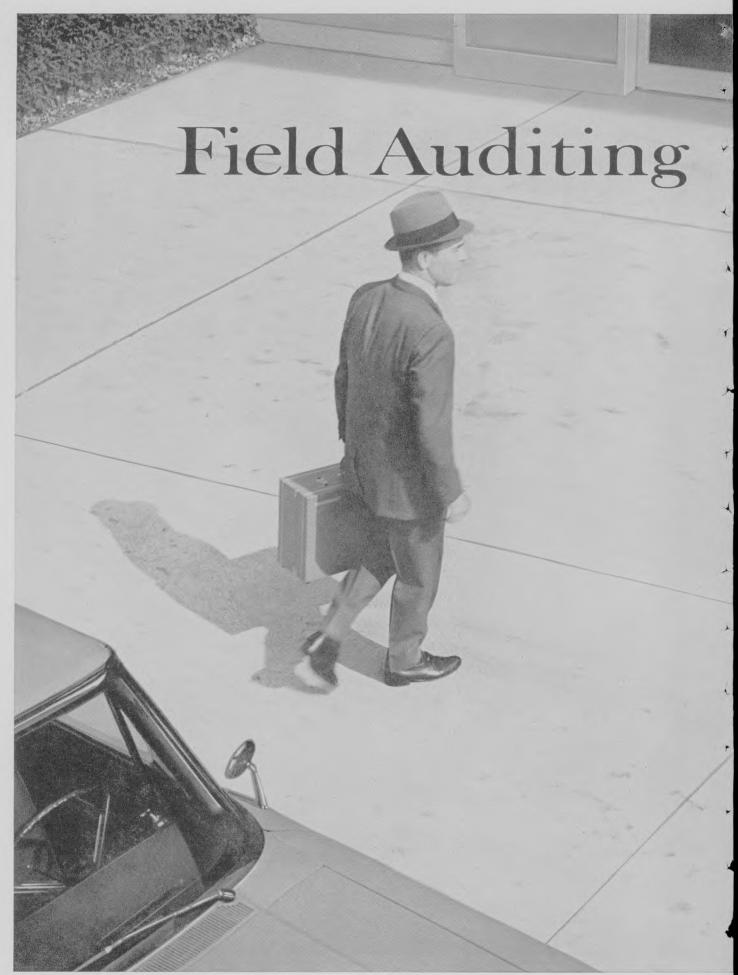
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Northwestern Banker, December, 1962

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Ag Credit Conference . . .

(Continued from page 51)

sanitation. Every farmer must follow all four steps to get necessary capital to carry on farm operations. The farmer must decide himself if he wants to stay in farming, then fight for a fair market price."

Rep. Harveydale Maruska, Angus, Minn., farmer—"We have farmed in a normal year (in an example he explained in detail) and made grain farming a profitable venture. If payments were spread over a long enough time and the interest were low enough, we'd eventually own the land. Unfortunately, however, the risk is great, weather being an unknown factor. It's not hard to figure what would happen if one had a 20 per cent reduction in yield or a hailstorm or wet harvest."

Ralph Ranum, Starbuck, Minn., farmer—"Through the proper use of homegrown feeds for the herd to reduce costs and with constant care, there should be little reason why a dairy farmer cannot make money at today's milk prices."

Lawrence Cunningham, Pipestone, Minn., farmer — "Due to expensive mechanization and increased volume, the average cattle feeder's investment has probably doubled the past 10 years. His financing needs have risen at least proportionately, depending upon individual circumstances. Large or even medium scale cattle feeding is not for amateurs."

Zenas H. Beers, midwest director, National Plant Food Institute, Chicago—"To keep Minnesota agriculture competitive and profitable, more soils research is needed . . . on efficient water use, soil management to improve soil characteristics, on effective soil and water management that will permit still lower-cost crop production. Bankers or their representatives can be and often are sparkplugs in programs to encourage and help the county agent."

Paul M. Day, president, Minnesota Ag Instructors Association, Faribault - "You (Minnesota bankers) have given us more than we have been able to give you. We hope we can, in the future, provide you with the farm business analysis reports of your clients which may prove of value to you in extending credit for expansion of existing farm businesses and the selection of the most profitable combination of enterprises. Be frank in your appraisal of our approach to managerial problems facing today's farmers and suggest improvements in our farm analysis reports and financial records."

Thomas E. Olson, MBA vice president and executive vice president, First National of Starbuck — "Many banks are developing a more realistic and aggressive loan program by providing credit arrangements geared to the sensible and properly anticipated earnings ability of the farm operation. The intelligent, resourceful and ambitious banker will meet today's challenge of our changing agriculture."

Pat DuBois, vice president, First State Bank, Sauk Centre—"Bankers serving agriculture and supplying their credit needs must make regular visits to their farm accounts. This should be done at least once a year . . . or oftener. Each loan requires special consideration and the farm visit is an opportunity for good public relations and understanding. Here a banker becomes the true friend of the farmer."—End.

50th Anniversary

The First State Bank of Bigfork celebrated its 50th Anniversary with an open house at the bank. Coffee and cookies were served at the bank and the invitations issued by O. J. Latterall, president, attracted a big turnout for the occasion.

Capital-Surplus Increase

Directors of the First National in Cannon Falls have approved increasing capital and surplus to \$300,000, reports Charles E. Harmon, president. This is the fourth such increase in 13 months, dating to August 31, 1961, when capital and surplus totaled \$120,000.

Passes Milestone

Total assets at the State Bank of Cypress surpassed $1\frac{1}{2}$ million last month.

On Detroit Lakes Staff

Arnold Porkkonen, former insurance agent for Mutual Service in New York Mills, has become assistant manager of the insurance and installment loan departments at the First National of Detroit Lakes.

Charles MacKenzie Retires

Charles MacKenzie, Jr., prominent for many years in Faribault banking, business, civic and athletic activities, has retired after serving the Security National Bank and Trust of Faribault as an employee and officer for more than 44 years.

He had been vice president of the bank for several years. Officers and employees of the bank feted the MacKenzies at a dinner party and after several friends spoke on Mr. MacKenzie's attributes, the group presented the couple a new TV set.

Joins Hayfield Staff

James R. Jorstad, formerly financial specialist in the investment division of the Small Business Administration, has been elected assistant vice president of the Citizens State Bank, Hayfield.

Hibbing Grand Opening

The First National of Hibbing was host recently to several hundred people who came, at the bank's invitation, to tour the institution's newly-enlarged and remodeled quarters.

Now occupying 9,500 square feet of floor space, the bank features a new Timepay department, directors' and conference rooms, Hepworth Insurance Agency, elevator, after-hours letter drop and new windows of aluminum and glass for the entire first floor on Howard Street and Third Avenue East.

Both Banks Building

Work is progressing on building projects of the First National Bank and the Citizens Bank in Hutchinson.

Windows and panels have been installed at the new building for the First National. Most of the work remaining there is interior work. At the Citizens Bank's new drive-in teller facility, all pneumatic tube and wiring connections have been completed.

Start Gilman Construction

Roman Niedzielski, president and cashier of the First State Bank of Gilman, recently turned the first spadeful of dirt at the site of the bank's proposed new modern banking building. The new quarters will be of steel and brick and glass.

Northfield Grand Opening

The new building of the Northwestern State Bank at Northfield was host to vast throngs last month as people accepted the invitation of officers and directors to tour the new facility at Fifth and Water Streets.

More than \$400 in prizes were given as well as souvenirs of roses for the ladies and Better Homes & Gardens Cook Books and portable barbeque grills as premiums for establishing new accounts or adding to old.

The entire building is beautiful, functional, modern and convenient for both bank personnel and customers, the outstanding feature probably being the city's first drive-in facility.

MORE MINNESOTA NEWS ON PAGE 57

Northwestern Banker, December, 1962 Digitized for FRASER

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With Lawrence in the picture inventory becomes prime collateral.

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.

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OFFICES IN PRINCIPAL CITIES



CARL A. HUSTAD, president of The Hustad Company, fabricator of reinforcing steel, structural steel,



C. A. HUSTAD

steel joists and allied metal products, has been elected to the board of the Midland National Bank, Minneapolis, announces William R. Chapman, president. Mr. Hustad joined his firm in 1948, was elected vice

president and treasurer in 1954 and president and treasurer in 1957.

Capital and surplus of Third Northwestern National Bank have been increased by \$150,000, **E. A. Patch**, president, has announced. Capital accounts are now at a record high of \$1,250,000. Total resources are \$21,685,100.

H. C. Thompson, Jr., who entered banking with the First National of Minneapolis in 1954 and who has been assistant manager, West Broadway Office since 1959, has been elected assistant cashier of First Scottsdale National, announces Donald E. Jenkins, president.

Fred Bush, national president of A.I.B., has announced the appointment of **Orville Crosby** to vice chair-

man of A.I.B.'s national debate committee. Mr. Crosby, with the First National of Minneapolis, has been a member of the committee since early summer and in his 23 years of banking has served on more than 20 chapter committees.

Homer C. Luick, vice president, Northwestern National of Minneapolis, has retired after 43 years of service to the bank and its people.

Mr. Luick began in 1919 as a messenger and has worked in the bank's transit, collection and exchange departments. He also served in the special discount department as manager until 1949, when he was named assistant cashier. He became assistant vice president in 1953 and vice president in 1962.

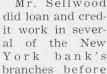
More than 200 students from 17 Minneapolis and suburban high schools were given practical tips for stretching their dollars and building a lifetime of financial security at the First Annual Finance Forum for High School Seniors last month, sponsored by the First National of Minneapolis.

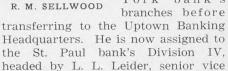
Speakers who explained the "financial facts of life" to the youngsters included: **John K. Ewing**, assistant vice president; **Robert L. Stuebing**, assistant vice president, both of the bank, and **Clara Anderson**, Central High School counselor; **Kirby Norrbohm**, Minneapolis Credit Exchange;

George B. Risty, director of Bureau for Student Loans, University of Minnesota, and Harold Lunde, assistant director, Bureau of Economic Studies, Macalester College.

Richard M. Sellwood III, assistant vice president of the First National City Bank of New York, has been







president.

John F. Nash, president of the American National of St. Paul, has announced the election of James W. Reagan to assistant vice president in the commercial loan department and the transfer of Donald H. Johnson, assistant vice president and director of personnel the past six years, to the department of banks and bankers as assistant vice president, calling on banks in the Ninth Federal Reserve District.

Mr. Reagan has an outstanding background in finance education and comes to the American National from Cyrovac division, W. R. Grace & Company, Cedar Rapids, Iowa.

Mr. Johnson was engaged in personnel work 10 years before joining the staff of the bank in 1956.

A new home for the Northeast State Bank at N. E. Broadway and Marshall Streets is now under consideration,

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Minnesota Commercial Men's Association

2550 Pillsbury Ave. S.

Minneapolis 4, Minnesota

reports Walter C. Rasmussen, president.

The three-level structure, 54 by 94 feet, will be ready for occupancy by April 6, the 45th anniversary of the date the bank moved to its present quarters.

Its black brick and white rustic terrazzo exterior will be accented by a mosaic flag mural over the main entrance. Six of the 19 flags which form the aluminum and porcelain mosaic will be in color. The flags represent the many national groups which have played important roles in development of the neighborhoods served by the bank.

Mr. Rasmussen said the "hometown atmosphere" of the bank will be retained.

First National of Minneapolis is now processing more than 125,000 accounts on its NCR Electronic Data System, reaching the 100,000th total on the first anniversary of its installation on October 15.

The 100,000th account was that of Mr. and Mrs. William R. Huston of Robbinsdale, Minn., who were presented a \$100 U. S. Savings Bond.

The Data Center handles accounts for all 12 First Group Banks in Minneapolis and suburbs. On a peak night more than 200,000 checks and deposits are posted to individual accounts.—**End.**

Observe 60th Year

Approximately 60 years ago, the Lumberman's Bank was founded in the village of Koochiching. The bank is now known as the First National and the village is now known as the city of International Falls. The bank celebrated its 60th Anniversary recently. Its first managing officer was A. L. Sheldon in 1902 and a Sheldon has been at the helm ever since. Stewart D. Sheldon is president today.

Ken Sheffield Retires

Kenneth E. Sheffield, chairman of the board of the First National in Marshall, retired the first of last month as managing officer of the bank. Before becoming board chairman in January of last year, he had been president since January of 1950.

Apply for Moorhead Bank

An application was filed recently for a third bank in Moorhead.

Incorporators are: Carl White and Mel Skarpol, Fargo, and Paul Horn, Al Bjornson, Leon Simon, Gordon Manternach and Arnold Miller, Moorhead. A spokesman has said the bank would probably be called the Moorhead State Bank and the building would cost about \$300,000.

Northwestern's Skyway Open



CUTTING a ribbon of \$1 bills officially opens Northwestern National Bank's new Skyway. Karen Johnson, Miss Downtown Minneapolis, wields the scissors while another lovely lass, Queen of the Lakes, Connie Haenny, looks on, With the girls are from right, John A. Moorhead, bank presdent and Minneapolis Mayor Arthur Naftalin.

THE ribbon-cutting, shown in photo, began a three-day open house observance marking completion of the Northwestern National Bank's new Skyway, Motor Bank drive-in facilities and walk-up tellers in the Northstar Center.

The ribbon-cutting party snipped similar ribbons at each of the three locations.

The 90th person to pass after a ribbon was cut received the ribbon of

dollars in honor of the bank's 90th Anniversary. In addition, \$90 was given away every 90 minutes.

Refreshments were served on the main banking floor all three days of the open house.

"Northwestern now has an integrated financial center providing motor banking, walk-up tellers, main floor banking and free parking," said John A. Moorhead, president.

Junior Achievement Bank



THE FIRST J.A. BANK, operated under sponsorship of the First National of Minneapolis, and other First Banks in the Minneapolis area, occupies approximately 500 feet on the second floor of the new Center. Bookkeeping equipment and other office machines, loaned by the manufacturers, are of the latest design.

HUNDREDS of Minneapolis teenmation of stock companies and a bank for participation in the 1962-63 Junior Achievement program, designed to develop future successful leaders in American industry.

Their major programs include design, manufacture and profitable sale of products. To provide necessary

financial assistance for participating Junior Achievement firms, they also have established their own bank as one of the key projects.

Their bank, the First J.A. Bank, operates under sponsorship of the First National of Minneapolis and other First Banks in the area. Staff members of the First Family of Banks serve as advisors to the youngsters.

New Assistant Cashiers

Clifford C. Sommer, president of the Security Bank and Trust of Owatonna, has announced the election of Joseph A. Slezak, Eugene J. Brandt and David F. Robbins as assistant cashiers.

Mr. Slezak has been with the bank since 1950; Mr. Brandt, since 1956, and Mr. Robbins, since 1960. All have several years' experience in various phases of banking, some at other banks, some at the Security Bank and Trust.

Supports 4-H Clubs

The First National of Pine City has joined other Minnesota banks in nationwide support of 4-H Club work through a contribution to the National 4-H Club Foundation, Washington, D. C., reports Walter J. Orr, president.

Ground Breaking Observance

The mayor, city manager and other top city officials took part in recent ground-breaking ceremonies at the site of the new Crystal State Bank Building on Bass Lake Road near the east edge of New Hope. Bank officials doing some digging were: Oscar A. Schultz, president; J. J. Choromanski, executive vice president and cashier; Herbert K. Walker, vice president and

director, and Albert A. Wahl, L. Z. Carlson, Mathew Bienias, R. J. Bennethum, George Krickle and O. J. Bronstad, all directors.

Rushford Opens Drive-In

The Rushford State Bank in Rushford has completed and put into operation a new drive-in banking facility which enables customers to transact most banking transactions without leaving their car.

On College Board

Edward H. Lundquist, president, Northwestern National Bank of Rochester, has been elected to the board of regents of Luther College in Decorah, Iowa.

Two Harbors Construction

The new front of the Commercial State Bank of Two Harbors is to be practically all glass, as indicated by the achitect's drawing. Ceilings are to be lowered and new lighting will be installed and the bank will undergo a complete remodeling.

Building at Wabasso

Work has begun on a new bank building for the Wabasso State Bank. Plans call for a modern structure, one level, of brick, glass and stucco. Featured will be a spacious lobby, four teller stations, storage rooms, private offices, board room, rest rooms and air conditioning.

Wells Banker Honored

Glenn Uggen, president, Peoples State Bank of Wells, recently received the Silver Beaver Award, presented to him by the Cedar Valley Council. Given for outstanding community service, this is the highest award made by the Boy Scouts Council.

Re-Joins Winsted Staff

Ralph E. Rathmanner, formerly with the Citizens State Bank of Winsted, has rejoined the staff as vice president. He left in 1957, after more than 10 years with the bank, to become district organizer of Catholic Order of Foresters for Minnesota.

Winona Building Plans

The First National Bank of Winona has announced that it will build a new bank building at an estimated cost of from \$600,000 to \$750,000 if its plans to buy the site of the old Winona

MORE MINNESOTA NEWS ON PAGE 61

Season's Greetings



CLIFF ADAMS President



STAN EVANS



BILL SCHENK



JOHN HAVER V.P. & Cash



ED NEWELL



JIM McGILL A.V.P.



BEN HOLTDORFF



MALCOLM ERICKSON A.C. & Aud.



CLIFF DAHL





The Live Stock National Bank

SIOUX CITY, IOWA

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South Dakota NEWS

A. S. GULLICKSON

Secretary





Three Banks to Merge

PLANS to merge The National Bank of South Dakota, Sioux Falls, and the Farmers and Merchants Banks at Platte, Presho and Wessington Springs, were officially confirmed recently.

The announcement, made jointly by T. S. Harkison, chairman of the board, The National Bank of South Dakota, and N. J. Thomson president





T. S. HARKISON

N. J. THOMSON

and director of the other banks involved, followed submission of the merger application to the Comptroller of the Currency. The merger would take place when approved by the Comptroller and the shareholders of the merging banks.

Included in the merger would be an office of the Farmers and Merchants Bank, Platte, located at Corsica, S. D. Conversion of this office to a branch bank was in process as this issue was being prepared for publication.

Negotiations on the proposed merger began two years ago when the Thomson interests approached The National Bank of South Dakota for suggestions as to how they might dispose of their interests in the three banks, generally referred to as the "Thomson banks."

Under the merger plan which has evolved, each of the Thomson banks would become branches of The National Bank of South Dakota. They

would continue, however, to be operated by the same personnel, and customers will continue to be served as

The capital and surplus accounts of the merged bank will be increased to \$1,500,000 each for a total of \$3,000,000. This increase will greatly expand the legal lending limits of the main office and each of the branches.

Approval to convert the Corsica office to a branch bank, subject to insurance coverage by the Federal Deposit Insurance Corporation, has been obtained from the South Dakota Banking Commission. The Federal Deposit Insurance Corporation, in turn, has approved the insurance, subject only to the increase in the capital of the Platte bank from \$100,000 to \$150,000. The South Dakota Banking Commission was expected to act on the increase in capital at its meeting on November 20.

Mateer On Federal Board

Atherton Bean, chairman of the board, has announced the election of Curtis B. Mateer, executive vice president of the Pierre National Bank, Pierre, S. D., as a Class A Director of the Federal Reserve Bank of Minneapolis, and of Hugh D. Galusha, Jr., partner in the Montana law firm of Galusha, Higgins and Galusha, as a Class B Director. Member banks participating in the election were those of Group II, each having a capital and surplus of \$300,000 and more but less than \$800,000, which group elected Mr. Mateer, and banks in Group III each having a capital of less than \$300,000, which group elected the Class B Director, Mr. Galusha. Both men were elected to three-year terms beginning January, 1963.

Mr. Mateer was elected as one of the three banker members of the nineman board. A native of South Dakota, he has been associated with the Pierre National Bank since 1926. He has served as president of the South Dakota Bankers Association and is presently a member of the agricultural and legislative committees of that group. Other activities in the banking field have included service as state vice president for South Dakota of the American Bankers Association and vice president of NABAC for South Dakota. At present, he is a member of the legislative committee of the American Bankers Association agricultural committee and a member of the advisory committee of the A.B.A. savings division, as well as South Dakota state chairman of the Foundation for Commercial Banks.

Opens Branch

Oscar Borsz, superintendent of banks, reports that the Live Stock State Bank of Artesian, S. D., has opened a Class "A" branch office at Letcher, S. D. Boyd B. Hopkins, president of the Artesian bank, will manage the Letcher branch until a new manager can be selected.

Name Changed

C. A. Lovre, president, Northwest Security National Bank of Sioux Falls, announced that the bank has changed its name to Northwestern National Bank of Sioux Falls, effective November 15.

The change is in name only and includes the main office in Sioux Falls as well as offices in Brookings, Chamberlain, Dell Rapids, Gregory, Huron, Madison and the Sioux Falls Stockyards. All will be known as Northwestern National Bank.

Tri-State Conference

The second joint meeting of officials of the South Dakota, Minnesota and North Dakota bankers associations was held last month in Aberdeen, S. D.

Host was A. S. "Barney" Gullickson, executive secretary of the South Dakota Bankers Association, and C. F. Stilgebouer, president, First Potter County Bank, Gettysburg, SDBA president.

A. M. Eriksmoen, executive vice president, Dakota National Bank,

The National Bank

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- ★ EAST BRANCH, 2301 East 10th Street
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- * HURON

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South Dakota Management Conference









REGISTERING for last month's 14th annual Bank Management Conference of the South Dakota Bankers Association is Ed Newell, a.v.p., Live Stock Natl., Sioux City. Behind the desk are, from left, Mrs. A. S. Gullickson, Mrs. Norma Nelson and Dolores Arbeiter. CENTER: Speakers include George Dempesy (left), public relations director, Am. Natl., Chicago; and Harold

Jenkins, v.p. and dir. of research, Traders Natl., Kansas City. RIGHT: A. S. Gullickson (left), SDBA executive secretary; and C. F. Stilgebouer (right), pres., 1st Potter Co. St. Bk., Gettysburg, and SDBA president are shown with Walter Pailing chairman, SDBA bank management committee and president, American National, Rapid City.

Fargo; O. K. Anderson, president, State Bank of Lakota, and William J. Danner, secretary, represented the North Dakota Bankers Association. Mr. Eriksmoen is NDBA president and Mr. Anderson is first vice president.

Minnesota representatives were Wayne Blackmarr, president, Wayzata State Bank, Minnesota Bankers Association president; Thomas E. Olson, executive vice president, First National Bank, Starbuck, vice president, and Kenneth A. Wales, executive secretary.

Coordination of meeting times and programs, legislative problems facing all three states and the problem of improving the "image" of banks and

bankers all were featured topics of discussion.

Isabel Branch

Permission has been granted by the State Banking Commission for the opening of a branch of the Dewey County Bank of Timber Lake, S. D., at Isabel. The facility is expected to be opened before the first of the year, according to Francis W. Card, cashier of the Dewey County Bank.

Capital Increases

The State Banking Department has approved an increase in capital stock from \$120,000 to \$150,000 for the Underwood State Bank, New Underwood, and an increase in capital stock from

\$50,000 to \$100,000 for the Faulk County State Bank, Faulkton.

Heads A.I.B. Group

B. E. "Jack" Bork, cashier, Sioux Valley Bank, Sioux Falls, has been elected president of the Sioux Falls Chapter of the American Institute of Banking. He formerly was chapter vice president and succeeds Paul M. Natwick of the Northwestern National Bank, who has moved to Palo Alto, Calif.

Director Named

E. W. Rademacher has been named a director of the Miners and Merchants Bank in Lead, according to John Treweek, chairman. Mr. Rademacher is assistant vice president and cashier.

Moves to Clark

C. F. Stilgebouer, president, First Potter County Bank, Gettysburg, has announced the transfer of Patrick Gross, a teller and assistant auditor, to the First National Bank at Clark to assume management of the bank's insurance agency. Both banks are affiliates of the First Bank Stock Corporation.

Joins Avon Bank

William Pier has resigned as assistant cashier of the Peoples State Bank, DeSmet, to join the Community Bank, Avon, S. D. He had been with the DeSmet bank for four years.

Johnathan J. Waltner

Johnathan J. Waltner, president, First National Bank, Freeman, S. D., died recently. He was active in banking for 56 years, starting with his father in the Freeman bank in 1903.

New Yankton Building



A. MOORMAN & COMPANY, ARCHITECTS, MINNEAPOLIS

NEW BANK BUILDING COMPLEX announced last month for the American State Bank of Yankton, S. D., is shown above. The structure will be located on the southwest corner of West Third and Cedar Streets. Two drive-up tellers' windows, a walk-up window, a community room, a separate entrance for the installment loan department and parking facilities are included in the plans. The proof room, posting room, book vault and a large storage vault, lounge and rest room facilities all will be located in the basement. Architects for the project are A. Moorman and Company of Minneapolis.

Northwestern Banker, December, 1962

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Selby Open House

More than 1,600 persons toured the new \$125,000 First National Bank of Selby, S. D., building this month. Construction on the new building had started nearly a year ago. A drive-in facility is among the many new features in the building.

Winner Construction

Work started last month on a new building for the Farmers State Bank, Winner, S. D. The structure will feature a semi-circular rotunda of aluminum and glass adjoining a two-story V-shaped brick and glass building. The brick portion will have ceramic-face insulated spandrel panels. A circular dome effect will highlight the lobby area.

Plan Winner Bank

Organizational meetings have been completed for the new Ranchers National Bank of Winner and final papers have been submitted to the Comptroller of the Currency, according to Jack Peters, executive vice president and cashier.

MORE MINNESOTA NEWS

post office at 4th and Main Streets is approved by the federal government, announces Arnold E. Stoa, president. If the bank's bid is accepted, pos-

Bank Honors Ag Leader



A TESTIMONIAL BANQUET was sponsored by the Security State Bank of Kenyon, Minn., recently for John Shelstad, vocational agriculture director, and members of the Kenyon Chapter, Future Farmers of America. More than 225 persons, including parents of the FFA members, attended. Shown above admiring the premier livestock exhibitors award, won by the Chapter at the Minnesota State Fair are, left to right: Dean Curtis, Faribault, master of ceremonies; Arthur M. Ellingson, president of the bank, Robert Bjelland, farm loan supr.; Myron J. Ellingson, exec. v.p.; Wayne D. Kispert, asst. farm loan supervisor; G. J. Kunau, county agent; Arnold Wiebusch, asst. county agent, and G. R. Cochran, St. Paul, supr., Minnesota Agricultural Department. In the foreground are Kenneth Wales, executive secretary of the Minnesota Bankers Association, principal banquet speaker, and John Shelstad.

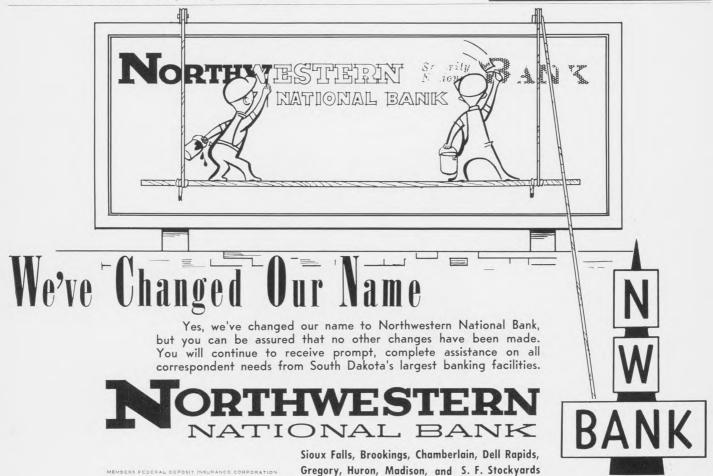
session can be obtained by April 1, 1963.

Mr. Stoa said a key reason for the proposed new building is the drive-in and parking possibilities at the new site. The proposed new structure would be three stories with banking on all three.

Two Harbors Remodeling

Remodeling work has begun at the Commercial State Bank in Two Harbors. A new front will be of Thermo-

MORE MINNESOTA NEWS ON PAGE 64



North Dakota NEWS

A. M. ERIKSMOEN

President

Fargo

W. J. DANER

Secretary

Bismarck





NDBA's 31st Ag Award

THE North Dakota Bankers Association has receiver its 31st agricultural award presented by the American Bankers Association.

The association was cited for "the banks' efforts to provide that extra service to state farmers . . . leadership in serving credit needs of agriculture . . . activities in behalf of education work in wise use of credit . . . promoting improved farm practices, and in cooperating with farm, livestock and commodity organizations."

Projects sponsored by the association during the past year include:

Two hundred fifty dollars to four North Dakota State University agriculture students.

Distribution of brochures on hog and livestock production and grain crops.

Sponsorship of 4-H leader recognition banquets and the outstanding young farmer awards program.

Distribution of materials to assist farmers and bankers in setting up farm budgets and records.

New Ag Representative At Dickinson Bank

Fred Fleener, formerly county extension agent for Slope County, has been named agricultural representative of the First National Bank of Dickinson, announces Mrs. E. A. Nachtwey, president.

The 39-year-old's interesting background includes vocational ag teaching at Casselton and Belfield, county agent work at Amidon, and several awards, such as the 1960 Horace A. Moses Achievement Scholarship and the 1961 Dow Chemical Company Award for his work with Trolene and ET57 on grub control in cattle.

Mr. Fleener's educational background is outstanding. It includes study at various U. S. colleges and universities and several recognitions for his studies.

To Develop "Downtown"

Del W. Palmer, president of the Fargo National Bank, has been elected

vice chairman of the newly-formed Downtown Development Division in Fargo.

Purpose of the group is to promote the downtown area, as a business, service, finance, cultural, entertainment, recreation, lodging and meeting center for realization of the area's greatest potential.

Merchant National's Capital Increased to \$1 Million

The Merchants National Bank & Trust of Fargo has doubled its capital and increased its capital structure by \$250,000. Adrian O. McLellan, president, said capital is now being increased from \$500,000 to \$1 million, by declaration of a 100 per cent stock dividend, and \$250,000 is being transferred from undivided profits to surplus, thus giving the bank capital of \$1 million and surplus of \$750,000. Total capital account now is in excess of \$2 million.

The bank's new building program is progressing rapidly at the new location at 5th and 2nd and the parking ramp is expected to be completed by

First Loan



THE FIRST United Student Aid Fund (USAF) type loan for a University of North Dakota student was processed last month by the First National Bank in Grand Forks. F. Phillips Giltner, shown above at right, president of the bank, hands a \$1,000 cashier's check to Ronald G. Schmidt, law student.

March, 1963, at which time construction of the new bank building will begin.

Minot Bank to Expand

The American State Bank of Minot has purchased two parcels of realty across the alley west of the bank building for parking purposes. The Great Northern Hotel and a Texaco Station are there presently, but will be razed, reports T. A. Solheim, president.

Other plans also are being discussed, in addition to using the new area for parking.

Union National to Build

Bids were opened recently and plans are underway rapidly on a new bank building for the Union National Bank of Minot. The proposed new bank building will be located at the southeast corner of First Avenue and First Street Southwest.

Aid Program for Students

A money-lending program to help Minot State Teachers College students who need financial assistance has been set up by the First National of Minot.

Affiliated with a private, non-profit service corporation, United Student Aid Funds of Indianapolis, Ind., the bank and the college have, during the first three weeks of the program, handled and approved applications for some \$2,000 in loans to MSTC students

Mandan Construction Progress

Construction of a new building for the First National in Mandan is well underway. Steel and roof and floors are up and a completion date for the 50 by 100 foot two-story brick structure has been set for June 30, 1963. The new building will be carpeted throughout and will feature the latest drive-in and walk-up facilities.

Management Clinic Dates

William J. Daner, secretary of the North Dakota Bankers Association, is urging the state's bankers to mark their calendars now for the 1963 Bank Management Clinic, February 14-15, at Grand Forks.

Fargo Bank Remodels

The Dakota National Bank, Fargo, held open house last month for public viewing of the interior remodeling that has been completed after a year of work. Two main entrances have been constructed, as well as a new drive-in facility with two teller windows and a parking lot for bank customers.

Northwestern Banker, December, 1962

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Colorado-Wyoming News



E. H. ADAMS, Denver President Colorado Bankers Assn.



EASTMAN, Thermopolis President Wyoming Bankers Assn.

Plan Denver Development

PLANS for a spectacular apartment and commercial development which for the first time will bring "Central Park Living" to the heart of downtown Denver were announced last month by the Park City Corporation.

Elwood M. Brooks, chairman of the board of Central Bank & Trust Company in Denver, conceived the idea of the project which will consist of twin apartment towers 40 stories high, costing about \$26 million.

Mr. Brooks was the principal organizer of the Park City Corporation, a Denver company which will sponsor the development on the downtown block bounded by 14th, 15th, Arapahoe and Curtis Streets.

With Mr. Brooks as organizers and principals in the Park City Corporation are Max G. Brooks, president of Central Bank & Trust Company, and A. Asborno, a senior vice president of the bank. Mr. Asborno also is president of Park City Corporation. Also associated with Park City Corporation is Edgar G. Calahan, Denver builder.

Bertrand Goldberg, the architect who designed the Marina City in Chicago, is designing the Denver project. Included will be 600 apartments, 200,-000 square feet of space for commercial and office uses, a motel with 350 rooms, an auditorium, meeting rooms, a "little theatre," a library and a chapel. A restaurant will be located atop

the 40-story apartment towers. Parking will be available for 500 cars.

Construction is to begin in 1963.

Joins New Bank

Leonard L. McCormick, formerly assistant vice president of the Shoshone-First National Bank of Cody, Wyo., has been elected executive vice presi-

dent and director of the newly chartered University National Bank of Fort Collins, Colo.

Kriss W. Barns is chairman of the board of the



Galyardt, M. S. McClaran, Robert Osborn and Herbert R. Ricker. The new bank was expected to open December 1.

of the personnel administration and management development committee of the American Bankers Association

Wyoming News

School Exhibits

In observance of American Education Week, an exhibit of work by students of Chaplin school was on display at the American National Bank, Cheyenne. The school's exhibit rated second at the Wyoming State Fair this vear.

Construction Started

Ground breaking ceremonies were conducted recently at the site for a new \$212,000 building for the Security Bank and Trust Company, Casper, Wyo. The building is located at South Wolcott and Midwest Streets.

Beginning of construction coincided with the bank's second anniversary.

Hosts Bankers

The Security State Bank of Basin hosted the recent meeting of the Big Horn Basin Bankers Association.

Orchid Display

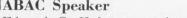
A wide selection of orchids raised by Mrs. Henry T. Northen of Laramie were on display last month in the lobby of the First National Bank in Laramie, Wyo. Mrs. Northen has written two books on how to raise orchids and has been growing flowers as a hobby for the past 20 years.

Anniversary

NABAC Speaker

L. McCORMICK

Edward C. Hofmann, senior vice president and cashier, The Central Bank & Trust Company, Denver, was one of the principal speakers at the annual NABAC convention in Miami. Just prior to this appearance, Mr. Hofmann was appointed as a member



AERIAL VIEW of downtown Denver showing the site of the Central Park project. The project is to be built by the Park City Corporation on the block (shown in white) bounded by

14th, 15th, Arapahoe and Curtis Streets.



50TH ANNIVERSARY with the First National Bank of Denver was celebrated recently by Fred J. Much, assistant cashier, shown above at right being presented a plaque by Eugene Adams, president. Mr. Much is a member of the Colorado Bankers Association's 50-year Club.

Northwestern Banker, December, 1962



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

Provides College Loans

The Cheyenne National Bank, Cheyenne, Wyo., announced last month that it will make non-profit loans to college students under the national United Student Aid Funds program. Under the program students from the Cheyenne area may borrow up to \$1,000 a year for three years to complete undergraduate or graduate edu-

cation. The student need only make normal progress toward graduation in order to qualify.

Honors 4-H Leaders

The First State Bank of Newcastle, Wyo., sponsored a 4-H Leaders Banquet last month. This is the fourth year this bank has sponsored such an event. J. S. Rankin, president of the

State 4-H Leaders Council, was the guest speaker.

Join "Honor Club"

Six new members have been added to the First National Bank of Casper's Honor Club, which honors youngsters who return lost money or valuables. The club now has over 200 members. Each new member receives a \$5 savings account as a reward.

Montana NEWS

E. L. KUNKEL, JR.

President

Anaconda

R. C. WALLACE

Secretary

Helena



Contract Awarded

General contract for the construction of a new home for the First National Bank of Missoula has been awarded to the Sletten Construction Company of Great Falls. The new building will be constructed at its old location at the corner of Higgins Avenue and Front Street. The basic bid was \$810,000. Construction is to begin at once.

Joins Great Falls Bank

Raymond B. Strand, assistant cashier of the Merchants National Bank & Trust Company, Fargo, N. D., has accepted a transfer to the First Trust Company of Great Falls, Mont. Both institutions are affiliates of the First Bank Stock Corporation.

Mr. Strand has been assistant cashier and assistant trust officer in Fargo since January, 1957.

Joins Baker Bank

Gordon Carlson, former installment loan department manager at the Stock Yards National Bank, South St. Paul, Minn., has joined the Bank of Baker, Mont., as assistant vice president in charge of small installment loans. He also is assisting Gene Wellenstein with farm, ranch and real estate loans.

To Open This Month

The new Ravalli County Bank building in Hamilton, Mont., is expected to be occupied and open for business before January 1, according to bank officials. The new building is located at Third and Pinckney Streets.

Drive-in banking and an after-hour depository will be features of the new building.

Valier Construction

Construction started last month on a new bank building in Valier, Mont., for the Farmers and Stockmen's Bank, according to an announcement by Adolph Erickson, vice president and cashier.

The new building will be of cement block construction, will cover an area of 2,500 square feet and will cost in excess of \$50,000.

MORE MINNESOTA NEWS

pane glass, and a new vestibule, new drop ceiling, new light fixtures and air conditioning will enhance the appearance of the bank. Also, additional space for officers' quarters is planned. A complete redecoration of the interior will conclude the work.

Edward H. Weber

Edward H. Weber, 85, resident of Albert Lea 38 years, died last month following a stroke. He had been a banker in Breckenridge, Kiester, Frost, Manchester and Albert Lea before retirement 14 years ago.

Christ O. Ofsthun

Christ O. Ofsthun, 91, former cashier of the Farmers State of Cyrus, died last month. Funeral services were held in Minneapolis. He is survived by his wife, four daughters, two sons and 16 grandchildren.

Adds Modern Equipment

R. P. Hayes, president of the First National at Red Wing, has announced that the bank has installed Burroughs electronic equipment to verify posting and printing of every item involved in deposit accounting.

Rochester Banker Honored

Edward H. Lundquist, president of the Northwestern National of Rochester, was presented the second Gold Knob Award at the recent Awards Dinner of the Rochester Business and Professional Women's Club. His award was for doing the most "to open the door to business women" at his place of business. He was selected after a survey by the club revealed that Northwestern National has created more positions for women the past year, percentage-wise, than any other local business.

St. Cloud Open House

Edward A. Zapp, president, Zapp National Bank, St. Cloud, along with other officers, directors and employees, were hosts at an open house last month in the bank's new quarters. Highlights of the new building include two new drive-in windows, two elevators, safe deposit lounge and separate installment loan department.

New Service at Windom

The Windom State Bank has instituted "automatic savings" to help people put money aside automatically. Under the plan, customers who sign for the service authorize the bank to take so much from their checking accounts each week or month and place it in their savings accounts.

Bond Sales Increase

Sales of E and H Bonds in South Dakota during October amounted to \$1,560,438, and exceeded September sales by 17 per cent. By the end of October, 1962, sales totaled \$18,085,279 for 58.5 per cent of the goal.

Name Harry J. Volk

Harry J. Volk, president of Union Bank, was elected president of the Los Angeles Clearing House Association at the organization's annual meeting. He succeeds Jesse W. Tapp, chairman of the board of Bank of America.

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



No problem is too small to receive our personal attention

Season's Greetings from Don Whiteman, George Alff, Don Ferrel, and all the folks at the Denver U. S.



"that's the bank for my money!"

DENVER U.S.

DENVER U.S. CENTER Denver 17, Colorado

May the joy of Christmas and all the blessings of the New Year be yours

UNITED STATES
National BANK of Omaha

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1962 Digitized for FRASER

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Nebraska NEWS

LYMAN M. STUCKEY Pr

President

Lexington

HARRIS V. OSTERBERG

Secretary

Omaha

Hosts Business Men

The First National Bank, Tekamah, Neb., last month conducted its annual Business and Professional Men's Dinner. About 250 persons attended. Featured speaker was Jordan J. Crouch, vice president of the First National Bank of Reno, Nev., and past president of the Financial Public Relations Association.

Completes Cattle Project

Keith Roberts, vice president and cashier of the Beatrice National Bank, Beatrice, Neb., reports that the bank's annual program of contracting cattle for local farmers has been completed.

This is the sixth year the bank has conducted this program which since its inception has grown from 400 head the first year to 1,440 last year and 2,061 head this year.

Prices paid this year were \$29 a hundred for steer calves and \$27 a hundred for heifers, each weighing about 425 pounds. Beatrice farmers invested a total of \$296,000 in the cattle this year. Calves averaged \$130 each and the yearlings \$180 each.

.The bank, through a Scottsbluff order buyer, contracted in July for October delivery of choice quality calves and yearlings from western Nebraska, Wyoming and Montana.

Mr. Roberts pointed out that at no time does the bank own any of the cattle. The customer signs a contract for them sometime in August and the bank places the order for the cattle.

New Bellevue Bank

Comptroller of the Currency James J. Saxon has given initial approval to a new bank in Bellevue, Neb. It will be known as the First National Bank of Bellevue and will have capital of \$150,000, surplus of \$100,000, and undivided profits of \$50,000.

Organizers include Marvin G. Schmid, William A. Fraser, Floyd F. Nebergall, Edward Miller, M. C. Smith, Jack Dewey and E. F. Owen.

Announces Policy Changes After Gresham Incident

Nebraska State Banking Director Ralph Misko announced recently that he plans to institute a new policy un-





der which all shortages uncovered by state examiners in the accounts of financial institutions under the supervision of his department would be announced publicly. He also announced that he will institute a "surprise audit" policy so that banks and other financial institutions will not know exactly when the bank examiners will arrive.

According to several reports Mr. Misko's new policy is the result of recent events at the Gresham State Bank.

Harry I. Hylton, 69, vice president of the Gresham bank, revealed that he and the late cashier of the bank, Arthur Walford, 73, were responsible for the bank being \$468,000 short. Mr. Misko had ordered the bank closed after Mr. Walford killed himelf as a state banking examiner approached for an "unannounced" audit.

An effort to reorganize the Gresham State Bank was revealed late last month by Mr. Misko when he reported that two representatives of the York State Bank and a representative of the Gresham bank stockholders met with him in his office in Lincoln. The men were advised to draw up a contract for reorganization and submit it to Mr. Misko, who stated this is "the

only avenue I can take to save the depositors from losing money and I'm giving it every effort." The Gresham State Bank was not an FDIC member.

Building at Blair

Plans were announced last month for a new Blair Bank building in Blair, Neb. The unusual round design of the building will be in keeping with the round corner location at the intersections of Highways 30, 73 and 91 in Blair.

The bank will be 70 feet in diameter with a five-foot additional outside overhang. A large ornamental supporting post with a writing desk around it will be located in the center. Offices, bookkeeping rooms, conference rooms and the main vault will be located around the outside walls. A storage vault will be located in the basement. Other features include drive-up and parking facilities.

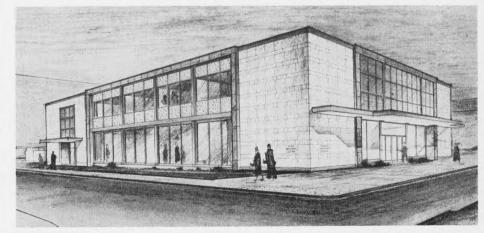
Sells Gering Bank

Leo Van Dittie, chairman of the board of the Bank of Gering, has announced the sale of controlling interest in the bank to Eldredge Scriven, Scottsbluff and Banner County farmer and rancher.

Mr. Scriven purchased Leo Van Dittie's stock and that of Mr. and Mrs. James Van Dittie. He will become president of the bank and be actively engaged in its management. Lorenzo C. Regester will remain as cashier and Mrs. Lena Golden will continue as assistant cashier.

James Van Dittie, who has been president, plans to go to Garden City, Kan., where he will be associated with his brother, Leo, in the operation of their bank in that city.

New Building at Hastings



CONSTRUCTION is underway on this new building for the First National Bank of Hastings, Nebraska. The two-story building is 70 feet wide and 120 feet long. Drive-in facilities will be greatly improved, parking will be provided for 15 to 20 cars, there will be 10 teller windows, three drive-up windows and a lounging area around a fireplace in the lobby.



FIRST place in the annual First National Bank of Omaha Crystal Ball Gazing Contest was won by James H. Oliver, president, The Ravenna Bank, Ravenna, Neb.



James H. Oliver (left) admires plaque he has just received from Ralph Peterson for winning Crystal Ball Gazing Contest.

Purpose of the contest was to estimate the average price at the Omaha Stock Yards of three classes of cattle for the week of October 22 through October 27.

Honorable mention for their close estimates were Gerald D. Stahl, vice president, Harvard State Bank, Harvard, Neb.; H. L. Nieman, president, Farmers Bank, Cook; Fred H. Bruning, president, Bruning State Bank; B. L. Poulson, agricultural representative, Toy National Bank, Sioux City; C. J. Schneider, president, Plattsmouth State Bank, and W. F. Wenke, president, Pender State Bank.

Average prices were: Choice slaughter steers, \$27.41; choice slaughter heifers, \$26.50, and yearling feeder steers, 601 to 70 pounds, \$27.85.

Shareholders of The Omaha National Bank at a special meeting approved a change in the par value of the

bank's stock. W. B. Millard, Jr., chairman of the board, announced that par value of the common stock will change from \$20 per share to \$10 per share and the number of shares will increase from 400,000 to 800,000. The shareholders further approved an increase in the common stock from \$8,000,000 to \$10,000,000 by the issuance of a \$2,000,000 dividend payable in stock. When completed, the proposals adopted by the shareholders will bring total capital and surplus of the bank to \$22,000,000.

Issuance of the new shares and completion of the increase in capital stock will be effective upon formal approval by the Comptroller of the Currency.

Mr. Millard also announced that the board of directors at their regular monthly meeting declared a quarterly dividend of \$0.24 per share, payable December 15, to shareholders of record December 5, 1962.

The \$0.24 dividend applies to the 1,000,000 shares of \$10 par value stock which was approved at a special meeting of the shareholders November 9, 1962.

Edward W. Lyman, president of the United States National Bank of Omaha, announced that plans are underway for installation of a complete computer system at the bank. "With the growth of the bank and the increasing volume of transactions, we must constantly modernize to give our customers the best of service," Mr. Lyman said.

Morgan Her, vice president in charge of systems and research, is directing the planning and preparations. Portions of the equipment are already being installed at the bank. Installation will be completed about March 1, 1963.

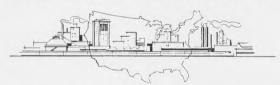
Kenneth C. Hopping has been promoted to cashier of the First West Side Bank. New assistant cashiers are Patrick M. Conway, Richard Donahoe and John S. Wills.

75th Anniversary

The Farmers and Merchants Bank at Schuyler observed its 75th anniversary last month with a two day open house during which about 1,500 people visited the bank. Gifts were presented to each person. In addition, special prizes were given on a guessing contest for customers. Prizes were \$75 in bonds, 75 half dollars, 75 quarters, 75 dimes and 75 nickels. Large wall displays were made up

Municipal and Corporate Bonds Listed Stocks Unlisted and Local Stocks

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Northwestern Banker, December, 1962 Digitized for FRASER

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A very Merry Christmas to you and yours

THE OMAHA NATIONAL BANK

nrmacaacii

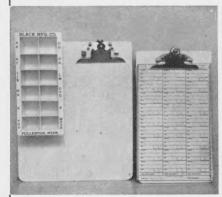
Omaha Drive-In Opens



GRAND OPENING of the Douglas County Bank of Omaha's drive-in, walk-in facility has been scheduled for December 8. The facility will officially open for business on Monday, December 10. The unit extends 300 feet along the south side of Northwest Radial Highway between 61st and 60th Streets and is accessible from either the Northwest Radial Highway or 60th Street. Three drive-in windows are available now and space is provided to add a fourth. The walk-in facility contains about 3,000 square feet of space and the upper level provides for four teller windows, lobby space, an office and vault area. It also has a basement.

showing the progress of the bank along with displays of money and old records dating back to the beginning of the bank. Officers and employees were dressed in old fashioned costumes during the two day open house, reports Harold Qualsett, executive vice president.

Kit Speeds Clerking at Sales





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

For Auction Sale Clerks COMBINES ALL THE FEATURES YOU DEMAND

Combats Skip Buyers

No Additional Listing .

Receipts for Each Buyer

Speeds Up Settling

No Posting of Accounts .

Buyers Like It

Absolutely the only outfit on the market combining all these featuressold on a money back guarantee.

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Fullerton, Nebraska

Write Us for Sample Sheets and Information

York Remodeling Finished

The formal opening of newly remodeled quarters for the York State Bank was held November 29. Open house was held from 6:30 p.m. to 9 p.m. to give the public an opportunity to see the changes that were made inside the bank. President Dean Sack and other officers, directors and staff were on hand to visit with those attending the open house.

In New Quarters

The Exchange Bank, Gibbon, Neb., recently opened for business in its new quarters. A colonial decor prevails throughout the new building. All furniture and fixtures are new, and also maintain the colonial style. Recorded music is piped in and the building is air conditioned. Nebraska and Gibbon history will be depicted by wall murals.

No date has been set for an open house, but it is expected that it will be held sometime in December.

Grand Island Director

Frank Gallup, president of Alda Grain Company at Alda, Neb., has been elected a director of the First National Bank of Grand Island. He fills the vacancy created by the recent death of H. G. Wellensiek.

Closes Seneca Bank

The Stockmens Bank, Seneca, Neb., notified depositors that it intended to cease doing business on December 1.

Controlling interest in the bank was purchased recently by LeRoy Abbott of Alliance and H. H. Bramer, managing officer of the Bank of Mullen. Mr. Abbott also heads banks at Thedford, Hyannis and Mullen.

Fourth Generation In Holdrege Bank

Louis Titus, son of L. J. Titus, president, has joined the First National Bank, Holdrege, Neb., becoming the fourth generation of that family to be represented in the bank. Louis started working in the bank November 1 in the general bookkeeping department.

O'Neill Addition

A night depository has been installed at the First National Bank of O'Neill, Neb.

YOUR STATE BANKERS ASSOCIATION OFFICIAL SAFE, VAULT AND E. DAVENPORT & CO



FIRST NATIONAL BANK OF OMAHA

TO ONE AND ALL - GREETINGS:

A fine harvest is stored now, and most of us are looking forward to a cheerful holiday with our families and a bright new year ahead. We at the First National Bank of Omaha can look back on a year which has been very challenging and rewarding.

In 1962, "Service" to our Correspondents keynoted our activities, and will continue to do so in 1963. We are proud of the warm friendship between the First National and our correspondents.

A close relationship is built by planning together, working together and achieving together. The outlook for the coming year is bright. We have plans to expand our services. We hope that we will have the opportunity to include you in these plans.

All of us at the First National extend to all of you in your Bank BEST WISHES FOR PEACE, HAPPINESS AND A SUCCESSFUL YEAR.

FIRST NATIONAL BANK OF OMAHA

Announces NBA Committees

YMAN M. STUCKEY, recently-L elected president of the Nebraska Bankers Association, has announced 1962-64 committees of the NBA as fol-

COMMITTEE ON AGRICULTURE

T. J. WALDO, chairman; executive vice president and cashier, Republican Valley Bank, Orleans.
G. D. VAN CLEEF, president, State Bank of Chester, Chester.
DONALD SHAFFER, cashier, First National Bank, Hooper.
J. L. RADOST Group

2

2 DONALD SHAFFER, cashier, First National Bank, Hooper.
3 J. L. RADOSTI, assistant cashier, American National Bank, Creighton.
5 HAROLD OLDFATHER. president, First National Bank, Kearney.
6 CHARLES T. KARPF, cashier, The First National Bank, Morrill.
Lincoln LESTER CURRAN, agricultural representative, First National Bank & Trust Company, Lincoln.
Omaha ROBERT E. JOHNSON, vice president, The Omaha National Bank, Omaha.

COMMITTEE ON BANK MANAGEMENT

Group

H. W. HENDRIKSEN, chairman; vice president, First National Bank, Fremont. JOHN W. CATTLE, president, The Cattle National Bank, Seward. J. R. KNIEVEL, cashier, Farmers & Merchants National Bank, West Point. C. G. HOLTHUS, cashier, Bank of Bertrand. Revtrand. 1

4

4 C. G. HOLTHUS, cashier, Bank of Bertrand, Bertrand.
5 C. B. NOVAK, cashier, McDonald State Bank, North Platte.
6 LEONARD R. DUERFELDT, vice president, First National Bank, Gordon.
Lincoln HERMAN A. BROCKMEIER, senior vice president, National Bank of Commerce Trust & Savings Association, Lincoln.
Omaha ROBERT W. HASEBROOCK, assistant cashier, The United States National Bank, Omaha.

COMMITTEE ON EDUCATION

Group

Lincoln ELLIS C. DANN, chairman; assistant vice president, First National Bank & Trust Company, Lincoln.

ROGER D. SACK, vice president, York State Bank, York. W. L. BOETTCHER, executive vice pres-ident, First National Bank & Trust Com-pany, Columbus.

pany, Columbus. W. P. BERNARD, cashier, Nebraska State

3 W. P. BERNARD, cashier, Nebraska State
Bank, South Sioux City.
4 RUSSEL J. MORGAN, cashier, First National Bank, Elwood.
5 R. F. KOUBEK, cashier, Arnold State
Bank, Arnold.
6 L L. BUTZINE, cashier, Northwestern
State Bank, Hay Springs.
Omaha A. R. LARSEN, assistant vice president,
Stock Yards National Bank, Omaha. COMMITTEE ON GROUP INSURANCE AND PENSIONS

GORDON NOEL, chairman; vice president and cashier, First National Bank, GORDON NOELL, cnairman; vice president and cashier, First National Bank, Grand Island.
H. W. SCHEPMAN, executive vice president, Johnson County Bank, Tecumseh.
L. D. SNELL, cashier, First National Bank, David City.
N. R. OLESON, vice president and cashier, First National Bank, Wisner.
LOUIS STOLTE, president, Commercial Bank, Stratton.

Bank, Stratton.
C. G. SCHWENTKER, executive vice president and cashier, First National Bank,

Lincoln CHARLES I. ANDERSON, vice president, First National Bank & Trust Company, Lincoln.

COMMITTEE ON INSURANCE AND PROTECTION

Group

Group

6
H. E. LICHTY, chairman; executive vice president, Guardian State Bank, Alliance.

1 WILLIAM W. WILKINS, cashier, Shickley State Bank, Shickley.

2 C. H. HOSLER, president, The Fullerton National Bank, Fullerton.

3 DAVID V. GARWOOD, president and cashier, Farmers State Bank, Carroll.

4 H. E. BLUM, vice president and cashier, McCook National Bank, McCook.

5 H. KEITH NEWTON, vice president, Gothenburg State Bank, Gothenburg.

Lincoln C. F. PETTEY, executive vice president, Union Bank & Trust Company, Lincoln.

Omaha H. H. MEILE, senior vice president, Douglas County Bank & Trust Company, Omaha.



John Van Horne



Edwin Van Horne



Michael Van Horne

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Northwestern Banker, December, 1962

Digitized for FRASER https://fraser.stlouisfed.org COMMITTEE ON INSTALLMENT CREDIT

Lincoln DAN VAN BUSKIRK, chairman; vice president, National Bank of Commerce Trust & Savings Association, Lincoln.
Omaha LEONARD J. HRUSKA, vice president, Douglas County Bank & Trust Company,

Omaha.

Omaha.
M. L. PARK, assistant vice president,
The National Bank of Norfolk, Norfolk.
E. H. WOOD, assistant vice president,
City National Bank, Hastings.
LEO L. HENDRICKSEN, vice president,
First National Bank, Kearney.
GEORGE W. WOLF, vice president, First
National Bank & Trust Company, Colum-

COMMMITTEE ON LEGISLATION

J. R. KENNER, chairman; president, Thayer County Bank, Hebron.
HENRY GRAMANN, Jr., vice president, Adams State Bank, Adams.
CARL MOSTROM, president, Farmers & Merchants Bank, Cresco.
ADON JEFFREY, president, First National Bank, Wayne.
R. SCOTT WILKINSON, president, Curtis State Bank. Curtis.

R. SCOTT WILKINSON, president, Curtis State Bank, Curtis.
W. W. MARSHALL, Jr., executive vice president, Commercial National Bank, Grand Island.
M. H. ADAMS, Sr., president, Bank of Brule, Brule.
C. K. VOORHEES, vice president, First National Bank, Omaha.
MYRON WEIL, executive vice president, National Bank of Commerce Trust & Savings Association, Lincoln.
B. D. BERKHEIMER, president, First National Bank, Gordon.

COMMITTEE ON PUBLIC RELATIONS Group

W. W. COOK, chairman; president, Beatrice National Bank, Beatrice.
GEORGE LIGGETT, JR., cashier, First National Bank, Utica.
W. E. JOHNSON, executive vice president and cashier, Stromsburg Bank, Stromsburg.
JAMES B. ROSSITER, executive vice president and cashier, First National Bank, Walthill.
L. S. JOHNSON, vice president and cashier, Seven Valleys State Bank, Callaway.
L. H. MEHLING, vice president and cashier, The American National Bank, Sidney.
A. B. GOODWIN, assistant vice president.

Sidney.

Lincoln A. B. GOODWIN, assistant vice president, National Bank of Commerce Trust & Savings Association, Lincoln.

Omaha F. MACK BRISTOL, vice president and cashier, The Center Bank, Omaha. Lincoln A.

SERVICE STUDY COMMITTEE

Chairman, E. B. Cosgriff, chairman of the board, City National Bank, Hast-

ings.
EARL H. WILKINS, president, Geneva
State Bank, Geneva.
HAROLD R. DEITEMEYER, president,
First National Bank, Beatrice.
CHASE NEUMANN, president, Farmers
& Merchants National Bank, Oakland.
HOWARD L. BURDICK, president, First
National Bank & Trust Company, Columbus.

National Bank & Trust Company, Columbus.

3 B. M. DeLAY, president, The DeLay First National Bank, Norfolk.
RICHARD E. ADKINS, cashier, Osmond State Bank, Osmond.

4 MARION R. MORGAN, president, First National Bank, Elwood.
ROGER THUMAN, vice president, Farmers State Bank, Maywood.

5 N. WOLBACH, president, First National Bank, Grand Island.
CLARK WECKBACH, president, First National Bank, Ord.

6 CLYDE H. SUDMAN, president, Guardian State Bank, Alliance.
REX TULLOSS, president, The First National Bank, Hay Springs.
Lincoln BURNHAM YATES, president, First National Bank & Trust Company, Lincoln.
GLENN YAUSSI, president, National Bank of Commerce Trust & Savings Association, Lincoln.
Omaha MORRIS F. MILLER, president, The

Omaha MORRIS F. MILLER, president, The Omaha National Bank, Omaha. W. B. HARGLEROAD, president, The Center Bank, Omaha.

 $\begin{array}{cccc} \textbf{COMMITTEES} & \textbf{ON} & \textbf{TRUSTS} & \textbf{AND} & \textbf{ESTATES} \\ & & (\textbf{Elected}) \end{array}$

President—John E. Wilson, trust officer, National Bank of Commerce Trust & Savings Association, Lincoln.

Vice President—H. David Neely, assistant trust officer, The United States National Bank, Omaha. Secretary-Treasurer—Justin Tallman, trust officer, First National Bank & Trust Company, Lincoln—End. coln.-End.

May the peace and happiness of Christmas be yours this holiday season and throughout the coming year.

STOCK YARDS NATIONAL BANK

of South Omaha, Nebraska

Northwestern Banker, December, 1962



A \$1.4 million which will almost double the First National Bank and Trust Company facilities has been started on N between 12th and 13th Streets in Lincoln.

The originally planned four-story addition was expanded to seven floors because bank officials believe more office space will be needed in the future.

The bank will occupy the first, second and third floors, which will be tied in with the existing floors of the First National's facility at 12th and N Streets, built four years ago at a cost of \$2 million. The new steel and masonry structure will be 75 by 142 feet.

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THE WESTERN AND SOUTHERN LIFE INSURANCE COMPANY

A Mutual Company
William C. Safford, President

George A. Knight, president, Citizens State Bank, has been named state representative of the National Association of Supervisors of State Banks. His appointment is effective this fall for the 1962-63 term.

Burnham Yates, president of First National Bank and Trust Company of Lincoln, recently announced the ap-

pointment of Allen Norris to the bank's correspondent bank staff as an agricultural representative.

Mr. Norris, a graduate of the University of Nebraska College of Agriculture, has over 15 years' of



A. NORRIS

experience in grain-livestock farming and farm management. He has been associated with First National Bank and Trust Company for two years during which time he has served in a farm management capacity in central Nebraska.

Bankers Trust Company, New York City, headed a group making the top bid for \$12 million in Lincoln, Neb., school bonds due in 1964 to 1982.— End.

Hastings Changes

C. L. Van Horne resigned last month as president and director of the First National Bank of Hastings. W. G. Nelson, former president of the First National and now a member of the board of directors, was elected to serve as temporary president until a successor to Mr. Van Horne is chosen by the board.

Mr. Nelson retired as president of the First National in 1959. He came to Hastings in 1948 as vice president, and prior to that served 31 years as vice president of the Live Stock National Bank in Sioux City, Iowa.

Mr. Van Horne has been associated with the First National since 1948.

He was elected to the board of directors in 1952 and made a vice president at that time. In 1954 he became executive vice president and was named president when Mr. Nelson retired. He has not announced his future plans.

10th Anniversary

The Sidney National Bank observed the 10th anniversary of the bank's founding last month. Starting with \$200,000 total capital accounts, it now has \$3,264,106 in total assets, deposits nearing the \$3 million mark, and 3,450 checking and savings account customers. The bank has made in excess of 18,000 loans in the 10-year period, according to Leo Krieger, president.

Fremont President

Shown here is Dale Ball who recent-



D. BALL

ly was elected president of the First National Bank in Fremont, Neb., succeeding Francis Orshek who died recently. Mr. Ball had been executive vice president since January, 1960. A report of this promotion

was included in the November issue of the Northwestern Banker.

New Wing Being Added

The First Bank at Beaver City began construction last month on a 42 by 48 foot addition to the west side of the bank building. The basement is being extended at the same time in order to enlarge the hospitality rooms which the bank provides for community organizations. This service has proven extremely popular.

Bookkeeping offices will be expanded, and tenant offices will be changed to accommodate to the new addition.

New Time, Temp Sign

The First National Bank of West Point is installing a flashing time and temperature sign on the front of the bank, according to R. H. Freudenburg, president.

On Nora Springs Staff

Robert C. Moody, who retired recently from the Federal Bureau of Investigation after 20 years of service, has joined the First State Bank of Nora Springs. Mr. Moody was born in Nora Springs and his father, E. C. Moody, is president of the First State Bank.

Northwestern Banker, December, 1962 Digitized for FRASER https://fraser.stlouisfed.org

One of a series featuring the ladies behind the men you know and work with at First National



First National FIRST LADY

MRS. ROGER CUNNINGHAM

One of the most talented persons seen at group meetings and state conventions during recent years has been Doris Cunningham. She, and her husband Roger, are the parents of four children-Robert, a junior at the University of Nebraska; Susan, a senior in high school; John, completing his final year in junior high; and Nancy, who is in the seventh grade.

In addition to being an efficient and gracious homemaker, Doris is a talented designer of ladies' millinery. Several years ago, as a hobby, Doris started creating and making her own hats. When friends, acquaintances and others became aware of the fact that the stunning creations gracing her head were self-styled and self-made, Doris was immediately called upon to teach her talent to others. First, it was a few friends who assembled at the Cunningham home for instruction. As the word of her talent spread, so did the demands for her tutelage. Today, she is conducting adult education classes in the Lincoln School System to fulfill the demands of the many persons interested in learning how they, too, can design and make attractive ladies' millinery.

Amazing as it may seem, this homemaker for a family of six who has a literal "second career", also finds time to actively participate in church work by helping with the Toddlers in the Nursery Department. Doris' vitality, coupled with her talents and her zest for helping others, make her one of the most charming persons you'll meet anywhere.

FIRST NATIONAL BANK & TRUST COMPANY OF LINCOLN

12TH & N STREETS • LINCOLN, NEBRASKA

New Bank Activity

Ralph Misko, Nebraska's director of banking, has set December 18 as the hearing date on a charter request for a new bank at Hastings. The new bank would be known as Hastings State Bank. Representing the incorporators is C. T. Voorhees, president of Harvard State Bank. Proposed capital is \$175,000.

There are two banks in Hastings. population 25,000.

Mr. Misko reports he has also received an application for a new state bank at Geneva and necessary studies are underway prior to a hearing date. The new bank would be known as Fillmore County Bank and incorporators are headed by Robert Walker of

Other incorporators are from about six Fillmore County towns. Proposed capital is \$250,000. One other bank, Geneva State Bank, is already in Geneva, which has a population of 2,340.

Heads Falls City Bank

John Morehead has been advanced from executive vice president to president of the Richardson County Bank at Falls City. He succeeds the late George S. Lyon.

<u>95</u> vacation weekend DAYS -DDDO at DILLON'S Town House

Omaha's Fabulous Resort-Motor Hotel

Want to get away from it all? Enjoy a holiday weekend with full resort facilities at the Town House. There's something to do every minute - or you can just relax.

LOOK WHAT YOU GET for \$26.95 per person, two to a room

- Beautiful room with radio/TV Friday through Sunday afternoon.
- Two full course dinners, including full menu choice of steak, lobster tail, cornish hen, etc.
- Two scrumptious buffet lunches.
- * Children 12 or under in separate room only \$19.95 per person.

RESERVE THE WEEKEND DATES

YOU WANT ...

Game Room.

• Free bowling (3 lines).

nightly except Sunday.

Indoor pool in a tropical setting.

• Dancing, entertainment, piano bar

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COLISEUM EVENTS!

70th at Dodge — Omaha Call or Write Mrs. Perkins NOW! Phone 556-5161 (area code 402) Joins U. S. Check

The United States Check Book Company with headquarters in Omaha, Neb., announces the addition of Otto

Wagner to its sales force.





tana and North Dakota, making his home in Rapid City.

Keith Kohrs, who has been working the territory, is being moved to the eastern South Dakota, western Minnesota area, a territory which has been covered for a great many years by B. J. "Mac" McCartney, who will retire in March, 1963.

FPRA Selects Omaha

Midwestern members of the Financial Public Relations Association will hold their regional meeting in 1963 in Omaha at the Sheraton Fontenelle Hotel on April 5.

The meetings have been spotted around the country to permit a maximum number of advertising and public relations executives in the financial field to attend. Other meetings will be held in Memphis on April 1, and in Houston on April 3. Further details on the Omaha meeting will be featured in a future issue.

Kansas City Promotion

City National's board of directors announces the promotion of Dale R. Ainsworth to the position of executive vice president of the Kansas City

bank, effective immediately.

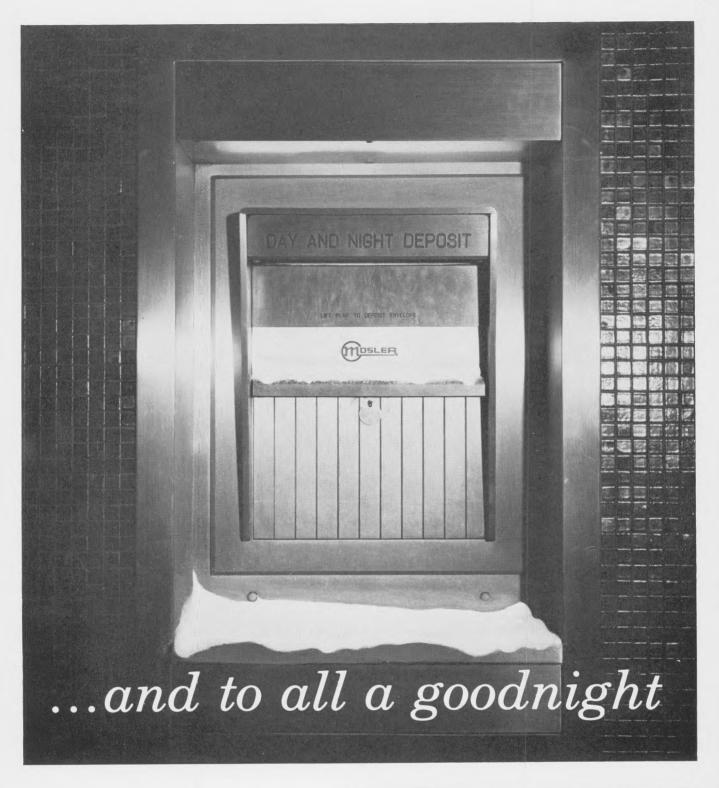


D. R. AINSWORTH

A graduate of Kansas Wesleyan Business College, Mr. Ainsworth joined City National in March of 1939 and has been in the bank's correspondent and commercial de-

partments since that time. Elevated to senior vice president in 1956, Mr. Ainsworth took complete charge of City National's correspondent bank division in September of this year.

Mr. Ainsworth has been in the banking profession for more than 50 years, his career starting in Norway, Kan., in 1912 as an assistant cashier with the Norway State Bank.



From all of us to all of you SEASON'S GREETINGS







At Christmas

more than any other time, our thoughts turn to valued friends whose loyalty and confidence we treasure. In the spirit of good will that marks this joyous season, it is a pleasure to wish you a Christmas of abundant happiness . . . a New Year of peace and new prosperity.

BANKERS TRUST COMPANY

DES MOINES, IOWA

Member: Federal Deposit Insurance Corporation • Federal Reserve System



Iowa NEWS

H. L. OLLENBURG

President

Garne

FRANK WARNER Secretary

Des Moines





Two Presidential Candidates

CHARLES H. WALSH, president, Farmers & Merchants Savings Bank, Burlington, and E. Leland Ballou, president, Security Trust & Savings Bank, Storm Lake, have announced their candidacy for the presidency of the Iowa Bankers Association. The election will be held at the state convention October 20-23, 1963.

Mr. Walsh announced his candidacy prior to the convention this year and withdrew from the race in favor of H. L. Ollenburg, president, Hancock County National Bank, Garner, who was elected president at the 76th annual convention in October.



C. H. WALSH

L. E. BALLOU

Starting his banking career with the Farmers & Merchants Savings Bank in 1935, Mr. Walsh has served in various capacities in the bank, and in 1950, he was elected president. He serves as a director of his own bank, as well as of the West Burlington Savings Bank.

Mr. Walsh served as vice president and treasurer of the Iowa Bankers Association in 1958-59. He has also served on numerous committees for the State Association, and he is currently secretary of Group 11.

He is now serving a three-year term as executive councilman of the American Bankers Association, having been elected in 1960. In 1955-56, he served as state vice president of the ABA.

Mr. Walsh received the support of Group 11 at their meeting in February, 1962, in the form of a resolution which was passed unanimously. Frank Kos, chairman of Group 11, reaffirmed the resolution on the floor of the 76th annual convention.

Mr. Ballou began his banking career after graduation from the Univer-

sity of Chicago in 1937. Since 1937 he has served on the board of directors of the Security Trust & Savings Bank and has been assistant cashier, cashier and since 1958, president of the bank. This service has been continuous with the exception of the period from 1943 to 1946 when he was on leave of absence serving in the United States Navy.

During the past 25 years in the banking business he has served on various committees of the Iowa Bankers Association and has been active in the Buena Vista County Bankers Association and has been heartily endorsed by that organization.

Clarinda Bank Sold

Controlling interest in the Page County State Bank, Clarinda, has been sold to Wayne and Floyd Whitmore of Corning, according to C. E. Bradley, president.

Wayne Whitmore is chairman and Floyd Whitmore is president of the Okey-Vernon National Bank in Corning. They have stated that there will be no immediate changes in officers or other personnel in the Clarinda bank.

Mr. Bradley has been president of the Page County State Bank since 1946. He joined the bank in 1917.

The September 28 statement of condition listed the following figures for the Clarinda bank: Deposits, \$6,001,666; loans, \$2,443,404; capital, \$100,000; surplus, \$200,000, and undivided profits and reserves, \$389,441.

Wayne Whitmore and his son, Floyd, are natives of Page County and made their home at Coin where the Page County State Bank maintains an office. Both men plan at present to continue their residence in Corning while supervising both banks.

V. W. Johnson Retires

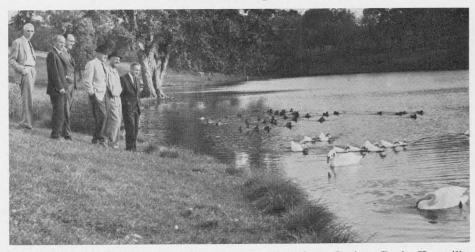
Area bankers attended a retirement party Wednesday, December 12, in Cedar Falls for V. W. Johnson, wellknown Iowa banker.

Mr. Johnson served as a director of the Federal Reserve Bank of Chicago. He was president of the First National Bank of Cedar Falls and the Midway National Bank.

Mason City Opening

R. H. Isensee, president of the United Home Bank & Trust Company, Mason City, has announced that a formal opening of his new banking facilities is scheduled for December 15 and 16. A story and pictures of the new facilities will be featured in the January Northwestern Banker.

Swan Naming Contest



NAME THE SWANS contest conducted by the Iowa State Savings Bank, Knoxville, attracted a considerable amount of interest. A \$50 cash prize went to the contributor of the best names for the male and female swans donated to a new public park in Marion. More than 2,000 entries were submitted. Names selected were Sammy and Tammy. Shown above viewing the swans are, from left, R. S. Glenn, president, D. Lewis Job, vice president; Joseph Johnston, secretary, Marion County Park Board; Leonard L. Long, cashier; Howard L. Kading, assistant cashier, and Ned K. Job, executive vice president.

Bank's 90th Birthday Party



VALLEY BANK & TRUST celebrated its 90th anniversary recently with a birthday party in the lobby of the bank. Invited guests were 25 boys and girls between the ages of 7 and 12, and their parents. The youngsters were those who had done drawings or paintings for the bank to use in its 1962 advertising campaign. Original drawings and paintings, reproduced in the Des Moines Register and Tribune, and in statement enclosures, were on exhibition in the bank. Birthday cake, punch and candy were served the children and coffee was added to this for their parents. Each child was given a coin bank as a birthday present. The two gentlemen in the photo with the children are, from left: Edward Burchette, chairman of the board, and Neal A. Sands, president, Valley Bank & Trust Company.

Open Adel Drive-In Facility

The Dallas County State Bank, Adel, opened its new drive-in banking facility last month. A total of 135 customers used the new window from 8:30 to 12:00 noon, according to H. B. Jacobson, president.

A 7:30 breakfast was held in the bank's social room at which a number of Adel businessmen were present.

Among the first depositors were Dennis Pyland and Craig Hawbaker, age 12, who drove up in Dennis' buggy with his team of ponies!

Leaves Grinnell Bank

Thos. J. Thornton, vice president of the Grinnell State Bank, has resigned to take a position as vice president in the National Bank and Trust Company, Sycamore, Ill.

Mr. Thornton has been in Grinnell for three years. Previous to this, he was with the Citizens State Bank, Donnellson.

Raymond B. Clift

Raymond B. Clift, 77, a former president and chairman of the board of the Alden State Bank, died recently.

He served as superintendent of the State Juvenile Home at Toledo from 1940 to 1945, when he resigned to organize the Alden State Bank. He retired from his positions with the bank last year.

Earl Mickelson

Earl Mickelson, president and cashier of the First State Bank, Battle Creek, died last month.

Sheldon to Expand

The Security State Bank of Sheldon announced its purchase recently of the building adjacent to the bank.

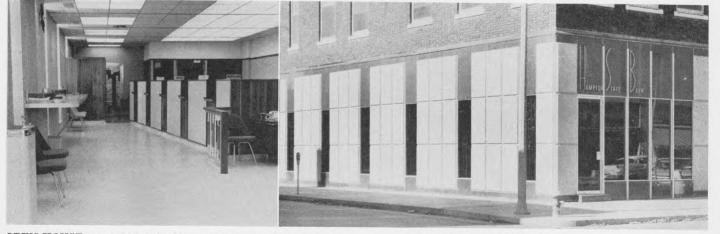
In view of the bank's present facilities, the board realizes need for increased area to better serve its many customers, the community and surrounding area.

Keeline for Treasurer

The Iowa Bankers Association, in a special resolution adopted at the annual convention, has endorsed John B. Keeline, president, Central Trust & Savings Bank, Cherokee, and past president of the Iowa Bankers Association, for treasurer of the American Bankers Association.

Mr. Keeline announced his candidacy more than a year ago.

Hampton Completes Remodeling



OPEN HOUSE was held by the Hampton State Bank last month in observance of the completion of its extensive remodeling job, according to an announcement by **W. S. Norton**, President. The bank's remodeling program, started last July, has brought about

a completely changed appearance both from outside and inside the building. Features of the "new face" are a newly remodeled front, a new lobby area area, customer area, new terrazzo flooring, new working area and a new accounting and posting room.

Northwestern Banker, December, 1962

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NEARLY A

CENTURY OF SERVICE

TO THE BANKS AND

PUBLIC OF IOWA



BANK

Des Moines, Iowa

F.D.I.C.

Elected Fed Director

Robert P. Briggs, chairman of the board of the Federal Reserve Bank of Chicago, announced that Harry W.



Schaller, president of The Citizens First National Bank of Storm Lake, Iowa, has been elected a Class A director of the Federal Reserve Bank of Chicago. Mr. Schaller succeeds Vivian W. Johnson, chairman of

the board of the First National Bank, Cedar Falls, Iowa.

Mr. Briggs also announced that

William A. Hanley, vice president (retired) and director, Eli Lilly and Company, Indianapolis, Ind., was re-elected a Class B director of the bank.

Each director was elected for a term of three years beginning January 1,

Retires at Hubbard

V. H. Reid recently resigned as president and chairman of the board of directors of the Security State Bank in Hubbard.

Mr. Reid had sold his interests in the bank to Donald Heineking and Ted Heineking on July 1 of this year. Mr. Reid had remained at the bank in an advisory capacity since July 1 before his retirement.

Tax School



AT TAX SCHOOL-Everett G. Stoneberg, associate professor, department of econom ics and sociology at Iowa State University, is shown with Louis F. Kruse, (left) presi dent, Mineola State Bank, and James Moseley (right), director, Fremont County Savings Bank, Sidney, during the 15th annual Iowa Bankers Association Tax School held in Des Moines last month. The two-day meeting featured detailed discussion of recent changes in tax laws. It was under the direction of Malcolm Rue, vice president, Farmers State Bank, Ridgeway, who is chairman of the I.B.A. tax school com-

Heads Fort Dodge Bank

C. D. Thorsen of Fort Dodge was elected chairman of the board of directors of the Union Trust & Savings Bank at a meeting of the board recently. He succeeds the late Dr. E. F. Beeh.

Other directors of the bank are O. B. Lundgren of Burnside, president; Peter Garatoni, vice president and cashier; W. F. Adams, R. E. Kautzky, D. A. Peterson, Wesley Sandell and John A. Worley.

To Head Harcourt Bank

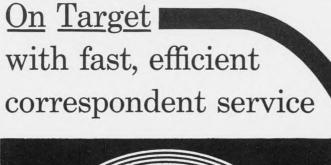
At a special meeting of the board of directors last month, W. F. Adams of Fort Dodge was elected president of the Harcourt Savings Bank. He replaces Dr. E. F. Beeh whose death occurred recently.

Frederic G. Horn of Twin Lakes was elected as a new director to fill the vacancy caused by the death of Dr. Beeh.

Other directors of the Harcourt bank are Robert E. Engquist and Milton Smith of Harcourt, O. B. Lundgren of Burnside, Peter Garatoni and R. E. Kautzky of Fort Dodge.

Davenport Open House

An open house was held last month by the First Trust and Savings Bank,







WATERLOO,

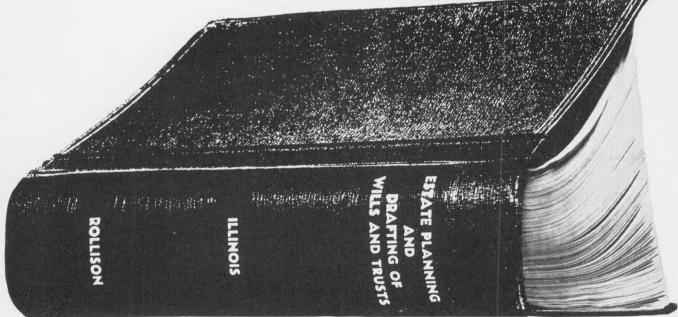
. Federal Deposit Insurance Corporation

Federal Reserve System

Northwestern Banker, December, 1962

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SHORT STORY



Cooperating with lawyers and bankers in smaller towns to implement the trust and estate plans of their clients is one of the jobs we enjoy doing at the American National Bank. We're not lawyers. We're bankers. However, we've helped many of our out-of-town bank friends with timely suggestions and financial advice about trust and estate problems. We serve thousands of people... but we serve them one at a time. May we serve you, too?



MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

FRANKLIN 2-9200

Northwestern Banker, December, 1962

Davenport, in its newly remodeled quarters.

The remodeling program, which included both interior and outside work, cost in excess of \$250,000 and required movement of some bank operations to nearby temporary quarters during operations, a spokesman said.

Beside beautifying the exterior, the remodeling included installation of an elevator and creation of a second and third floor inside the bank.

Holiday Promotion

The State Central Savings Bank, Keokuk, increased its Christmas Club accounts this year by about \$40,000 via a special promotion conducted just prior to distribution of club checks last year. The promotion was repeated this year.

A special drawing was held with winners receiving a check double the amount they had saved. A total of seven winners were named.

E. A. Ebersole, vice president and cashier, reports that the promotion created a considerable amount of interest in the Keokuk area and that most of the increase came in the \$1 to \$3 savings per week class.

The day after the results of the promotion was announced this year 129 clubs were opened. Winners were announced in a full-page, two-color advertisement in a Keokuk newspaper.

Red Oak Bank Sold

Announcement of sale of the majority of stock in the Houghton State Bank, Red Oak, to Paul D. Dunlap and associates was made recently.

Contract for sale of controlling in-



P. D. DUNLAP

terest was made in January, 1962, and details were completed last month. All stock transferred was sold by H. Deemer and Cole H. Houghton and Henry L. Heckert and their families.

Mr. Dunlap will

become bank president, succeeding H. Deemer Houghton, who will become board chairman. Cole H. Houghton will continue as vice president.

Membership on the bank's board has not changed. Members are the two Houghtons, Mr. Heckert, Carl R. Mueller, R. C. Kipp, R. J. Swanson and O. N. Hultman.

At the bank's next annual meeting in January, the board will be enlarged, Mr. Dunlap said, to include himself and his two associates. They are his father, M. W. Dunlap of Douglas, Neb., and J. E. Nelson, Lincoln.

Paul Dunlap has been acting as a vice president of the Red Oak bank since January, 1962. He was previously executive vice president of the First National Bank of Exeter, Neb., and a trust officer of the National Bank of Commerce, Lincoln.

Bond Sales Lag

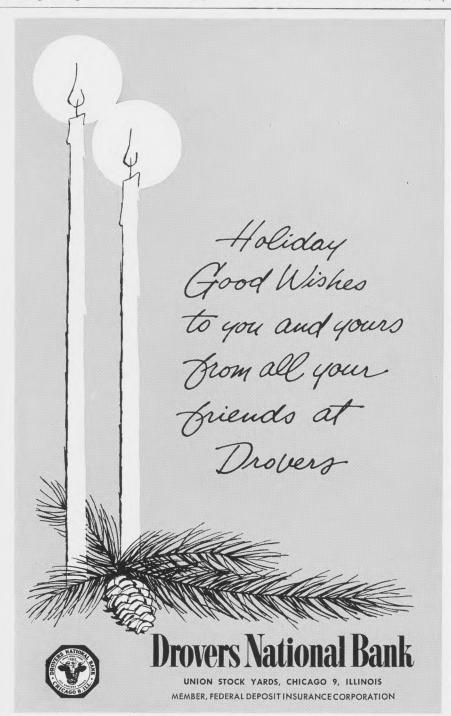
Sales of Series E and H Bonds in Iowa during October amounted to \$7,643,458, for a ten-month total of \$92,504,578. This is 62 per cent of the 1962 quota. National average for the period was 77 per cent.

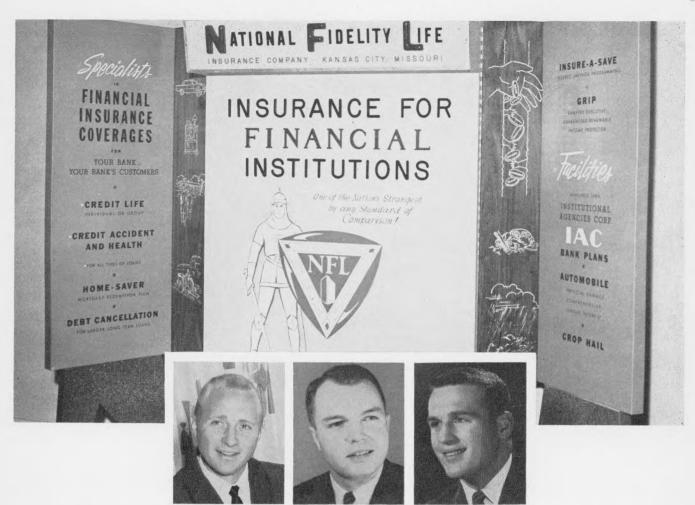
Douglas Dillon, treasury secretary, has issued an appeal for additional support of the savings bonds program from all Iowa citizens in light of the Cuban crisis, reports Marvin M. Schmidt, volunteer state chairman of the program.

75th Anniversary

Nearly 100 persons attended a 75th anniversary party at the First State Bank, Greene, Iowa.

An interesting feature of the event was an address by D. H. Ellis, president. Mr. Ellis recounted the growth of the bank and pointed out that deposits now total about \$3.5 million. He also related some of the historical background of Iowa and pointed out that the growth of the bank has closely paralleled the growth of the agricultural industry in the state.





You Saw Them at Your Conventions!

C. GUSTAVESON

In both Iowa and Nebraska you saw these "Bank and Credit Life Specialists" at your state convention. They were there for two reasons: (1) to tell you about our many excellent coverages, and (2) to know you

R STROUD

better and particularly to understand your problems better. For only by understanding your lending and insurance problems can we do a better job for you and your bank.

J. STEFFEN



Many midwestern banks are now offering their customers NFL's complete portfolio of credit life coverage. This portfolio—especially designed for flexibility—will allow you to cover any size loan for any term. Why not let one of the three specialists above explain this portfolio to you soon. Just drop a note to our Home Office. No obligation of course!

One of the Nation's Strongest by Any Standard of Comparison

National Fidelity Life
INSURANCE COMPANY · Kansas City, Missouri

Northwestern Banker, December, 1962

New Columbus Junction Building



PROPOSED BUILDING for newly chartered Peoples National, Columbus Junction.





C. R. CRAWFORD R. L. HENDRICKSON

F INAL plans are being made for the new People's National Bank building in Columbus Junction.

Joseph T. Leonhard is chairman of the board; Harry C. Lowe is president; Clyde R. Crawford, executive vice president, and Raymond L. Hendrickson is cashier.

The new bank is organized with a capital structure of \$250,000 with \$125,000 in common stock, \$75,000 surplus and \$50,000 undivided profits.

Make your
next move
to
U.S.

United States Check Book Company
1201 SOUTH 16TH STREET OMAHA, NEBRASKA

Mr. Crawford formerly was auditor at the First National Bank in Iowa City, and Mr. Hendrickson was assistant cashier at the City National Bank at Cedar Rapids.

New Waukon Bank Opens

The new Farmer and Merchants Savings Bank opened for business in its new building last month in Waukon. The bank, formerly located at Waterville, will continue to operate an office there.

The new building, of brick with a glass front, is a one-story structure at the corner of First Street N.W. and First Avenue N.W. A feature of the entrance is a panel of concrete and quartz aggregate which extends into the vestibule facing walnut paneling on the opposite side.

The building, fully air conditioned, has a flat roof faced with redwood and aluminum which extends as a canopy over the entrance and the driveway leading to the drive-up window.

Inside, the tellers' counter is of walnut and the lobby is paneled in walnut. There are two private offices and a bookkeeping room.

In addition to the drive-up window, the bank will have day and night depository on the east side and a parking lot for customers.

Present officers of the bank are Arthur H. Jacobson, president; C. V. Nelson, vice president; Rudolph J. Dehli, E. J. Grady and Dr. C. W. Rominger, board members.

Capital Changes

The following increases in capital accounts have been announced:

Iowa State Bank, Algona, increased its surplus by \$50,000 to \$200,000 with capital stock of \$150,000. The Everly State Bank increased its capital stock from \$32,500 to \$65,000. First Trust & Savings Bank, Galva, transferred \$50,000 from undivided profits to surplus, making its surplus \$150,000, with capital of \$50,000. Farmers and Merchants Savings Bank, Waterville, increased its capital stock from \$25,000 to \$100,000, and the Walnut State Bank voted to increase its capital from \$25,000 to \$50,000 through a stock dividend.

Effective October 29 the Farmers and Merchants Savings Bank was moved from Waterville to Waukon and an office was opened in Waterville.

M. I. Roberts Honored

More than 400 persons attended a recent open house at the First State Bank, Diagonal, held in honor of the 83rd birthday of M. I. Roberts, president. Pancakes, sausages, coffee and soft drinks were served.

Federal Reserve Bank o



Merry Christmas and Happy New Year

FROM THE "MEN OF MARQUETTE"

DEPARTMENT OF BANKS AND BANKERS

CARL R. POHLAD President OTTO H. PREUS Vice President JOHN T. PAIN, JR. Assistant Vice President AVERY FICK Assistant Vice President

... AND FROM ALL THE MARQUETTE FOLKS

Strong Friend of the Independent Banker

THE MARQUETTE NATIONAL BANK

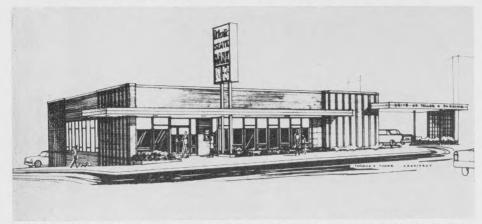
OF MINNEAPOLIS . SEVENTH AT MARQUETTE . FEDERAL 3-5411

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1962

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

Atlantic Starts Construction



ARCHITECTS DRAWING of new building planned by the Atlantic State Bank is shown above. Construction is now underway.

Osceola Bank Sold

Ralph K. McGee, president of the Clarke County State Bank, Osceola, Iowa, and associates have sold controlling stock in that bank to Richard A. Robinson, owner of Robinson's Department Store and one of the prominent business and civic leaders in Osceola for the past 20 years.

Mr. McGee announced that the transfer of the stock would be made early in January, but that he would remain as president and active head of the bank for three years and in a consult-

ing capacity for an additional three years. He is currently a member of the State Banking Board.

Mr. McGee has been associated with the Clarke County State Bank ever since it was organized in 1935 and has been its managing executive since 1941. Prior to moving to Osceola he was employed in the Decatur County State Bank at Leon, where he was superintendent of schools before engaging in banking. He is currently the chairman of the board of trustees of Simpson College at Indianola.

National Boulevard Bank of Chicago
In the Wrigley Building · 400-410 N. Michigan Ave. · SUperior 7-2323

Tailor-made correspondent bank services

This is another of the many bank sales negotiated by Henry H. Byers, president of Bankers Service Company, Des Moines, who has devoted his entire time to negotiating the sale of banks for more than 25 years.

The Osceola bank's last published statement, September 28, shows: capital, \$200,000; surplus, \$100,000; reserve for contingencies, \$275,000; undivided profits, \$322,000, and deposits of \$4,884,000.

G. P. Steingreaber

George P. Steingreaber, director, Farmers & Merchants Savings Bank, Burlington, died recently.

Mr. Steingreaber was a member of the original board of directors when the bank was organized in 1916. He retired as a farmer several years ago.

Postville's 90th Year

The Postville State Bank observed the 90th anniversary of its founding recently. The bank had its origin as a private bank founded by Hall Roberts and W. S. Roberts in 1872.

In 1891 the bank was incorporated as a state bank, taking its present name, Postville State Bank.

The assets of the bank in 1891 when it was incorporated were \$14,784. To-day the assets total \$3,269,793.

Officers are: C. F. Meier, chairman of the board; W. A. Kneeland, president; Harvey Schultz, vice president; L. F. Gericke, cashier, and Helen G. Gray, assistant cashier.

Waukon to Expand

Elmer A. Fogt, president of Waukon State Bank, has announced the purchase by the bank of the Albert Oelberg building adjacent to the bank on West Street N.W.

Plans announced by Mr. Fogt will include the razing of the buildings and installing of drive-in depository facilities and parking for the bank's customers.

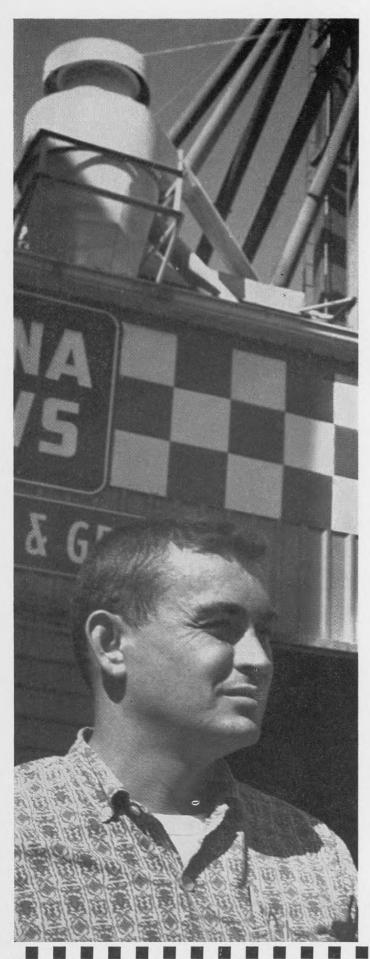
The area available to the bank will be 120 feet by 100 feet with access for the public from three sides.

Cherokee Open House

Some 2,500 persons attended an open house at the Cherokee State Bank recently. The event marked the 74th anniversary of the bank and completion of a \$225,000 new building.

The new building has 6,000 square feet of floor space and features 10 new teller windows, a separate area for savings deposits, installment loan payments and draft services. There is an employee lounge and meeting room in the basement. The new building also provides modern drive-in facilities and an after-hour depository.

Northwestern Banker, December, 1962 Digitized for FRASER https://fraser.stlouisfed.org



LEND HIM MONEY ?

Is he "just another feed dealer," or is he hooked onto something solid that will grow? Is he ahead of his customers with new services, or is he struggling to catch them? When you have questions like that about R. L. Robertson, partner in the Freshwaters Feed & Grain Co., Washington, Iowa, go right to his banker for a straight answer. Lee A. Holland (below), executive vice president of the Washington State Bank, will tell you why a dealer for the Ralston Purina Company, world leader in animal nutrition, is a good man to back.

"Our big business is farm business. We make a lot of cattle and hog loans. We feel our farmers should be tied up with a feed dealer who can put out new knowhow and service. That's why we've backed this Purina Dealership for 20 years. That's why we've backed Rob on every expansion he's made to improve his volume and service. That's why he has an open line of credit with us."



PURINA

SERVING ANIMAL AGRICULTURE

Ask Move to Anamosa

The Farmers Savings Bank of Martelle has applied for permission from the Iowa Banking Department to move its charter to Anamosa.

If approval is granted the bank will maintain an office in the present bank building at Martelle.

Anamosa now is served by the Citizens Savings Bank.

Brentons Seek National Bank in Davenport

W. Harold Brenton, well-known Iowa banker, has filed an application with the Comptroller of the Currency requesting a charter for a new national bank in Davenport.

In the charter application, Mr. Brenton and four associates asked that the proposed bank be named the First National Bank of Davenport.

Mr. Brenton is president of the Brenton Companies, Inc., a holding company which operates a total of 13 banks and 11 offices in Iowa.

The proposed bank would be located in a three-story building to be constructed between Brady and Main Streets

The building would be part of the \$1.5 million project under consideration by Town Centre Ltd., Davenport, a local corporation headed by Dr. R. V. Dant.

Also in the long-range plans for the

Davenport site is a retail center fronting on Main Street. The remainder of the two-block area would be occupied by parking space.

Davenport now has no national bank. The former First National, which was at Second and Main Streets, merged with the former Union Savings Bank & Trust Company in the 1930's after nearly 70 years in operation

Proposed capital structure for the bank would be \$200,000 capital, \$50,000 surplus and \$50,000 undivided profits.

Earl Fries Promoted

Vice President Richard Tillotson, Western Regional Manager of Transamerica Insurance Group, has announced the promotion of Earl J.

Fries to the position of western regional sales manager.

Mr. Fries joined Transamerica Insurance Group in 1939 as a superintendent of accounts and subsequently served as special agent and assistant branch

manager. Most recently he held the position of manager of the Des Moines, Iowa, branch office.

A past president of the Des Moines Casualty and Surety Association, he holds a B.S. degree from Drake University, where he majored in commerce and finance.

Succeeding Mr. Fries as manager in Des Moines is Henry H. Schloen, who has been manager of the Columbus, Ohio, branch. Mr. Schloen has had 20 years of extensive experience with the Transamerica companies.

Both changes are effective January 1, 1963.

Cedar Falls Building

Plans for construction of a new drive-in facility at the First National Bank in Cedar Falls were announced recently by Hoyt Messerer, president.

Mr. Messerer said the bank had acquired 44 feet of property along Main Street, south of the bank building. Occupants of the three establishments now located there will move by January 1 when demolition is scheduled to get underway.

Architects now are preparing final plans and specifications which will include some remodeling of the existing bank building. Completion is expected by June 1, 1963.

PROFESSIONAL SERVICE...

...an advantage well worth considering in protection by



True to the AMERICAN AGENCY SYSTEM . . . selling 100% through professional independent agents, the men who best serve the Insured.

Truly COMMERICIAL INSURANCE SPECIALISTS . . . organized and trained especially to meet the needs of business and industry.



* Employers

MUTUAL CASUALTY COMPANY
Home Office • Des Moines 7, Iowa

BRANCH OFFICES COAST TO COAST

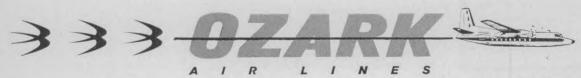
FIRE • CASUALTY • BONDS
Including Workmen's Compensation



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.



Stability Is Keynote for 1963 Iowa Business Trends

S IX noted leaders from various industries participated in a program on "Iowa Business Trends for 1963" sponsored in Des Moines last month by the Iowa-Des Moines National

C. W. AURAND

Bank. More than 440 business executives from Des Moines and Iowa were in attendance.

Calvin W. Aurand, president, introduced the speakers as presiding officer during the half-day meeting. The

final speaker, Norris O. Johnson, vice president of First National City Bank of New York, concluded the program after lunch with his talk on "The Economy."

A summary of the 1963 business trend forecast by the six speakers follows:

Transportation

R. Ellis Johnson, president, Chicago, Rock Island & Pacific Railroad Company, Chicago: The Rock Island Rail-



R. E. IOHNSON

road is optimistic about business prospects in 1963. We see an advance movement in the Iowa economy. Our prediction for the Rock Island's 14-state system is for a 5 per cent increase in gross revenues.

We have a close interest in Iowa and

the people of Iowa have a close interest in the railroads for ours is an industry that employs 13,500 Iowa workers, has \$90 million Iowa payroll, and pays \$8 million in state and local taxes.

A recent survey by McGraw-Hill Publishing Company shows manufacturing companies have made preliminary plans to spend an average of \$15 billion in each of the next three years for capital improvements, with 30 to 32 per cent of this \$45 billion earmarked for expansion. This is between \$13 and \$15 billion to construct new plants or add to present plants. Is there any valid reason why Iowa should not get some of those new factories? She can if everyone will do their part. We on the Rock Island will cooperate in any way possible to help you expand your industrial potential through our Industrial Development department.

Agriculture-Livestock

Robert F. Gray, president of Geo. A. Hormel & Company, Austin, Minn.: Food cost to the American public has



D E CDAV

gone down as a percentage of dollars earned from 60 cents out of each dollar in 1900 to 25 cents out of each dollar at present.

We believe farm activity will increase with more efficient equipment and productivity know-how, and

farms may become slightly larger but will continue to be family farms. Corporate farming may increase but will not dominate the economy.

Multiple farrowing of hogs will continue. Farmers who have increased from the one or two crop system to four or more have risen from 30 per cent to 42 per cent since 1958. Hog

numbers will be up 3-5 per cent in 1963 marketing.

We will continue to see an increase in calf crops coming from midwest feeding areas. In 1950 Iowa had only 487,000 beef cows. The 1959 census showed that figure doubled to 961,000, indicating a fast growing integrated beef industry in our Corn Belt area.

Sheep and lamb prospects show little improvement with a 4 per cent decrease in numbers for 1962 and about the same ahead for 1963.

We are importing in boneless beef the equivalent of 3,270,000 head of live cattle, plus canned hams from about 4¼ million hogs. This has some effect on our livestock economy but should indicate an increase in domestic production is warranted.

Profits and farm activity of all kinds during 1963 may improve slightly. Iowa farmers will benefit considerably from improvement in 1963, which, in turn, will be real good for the entire economy of Iowa.

Construction

John W. Norris, president, Lennox Industries, Inc., Marshalltown, Iowa: The home building industry is Amer-



I. W. NORRIS

ica's biggest industry—the biggest employer of capital, biggest employer of labor, bigger than the automotive industry, or steel, and bigger than all railroads combined.

I predict a leveling off of construction in 1963 with a business "hesitation"

in the first half and a pick-up the last half. This assumes Congress will do something early next year about correcting the tax structures. Most economists believe the basic cause of the present retardation of growth is the outmoded tax structure siphoning off spendable funds during a business advance.

This thinking leads me to predict home building will be close to 1962 figures. I believe one- and two-family housing starts will be down about 1 per cent, and apartment starts down about 4 per cent, with a pickup in late 1963 and 1964.

People are demanding better quality and more comfortable living in their homes and getting them because of advances in construction, including



Northwestern Banker, December, 1962 Digitized for FRASER

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THE LIST GROWS&GROWS&GROWS FIRST NATIONAL BANK IN WICHITA ORDERS A BURROUGHS B 270, TOO



Bank officials of Kansas' largest direct clearing bank traveled extensively throughout the U.S. investigating data processing systems used by other banks. Today The First National Bank in Wichita has its name on the ever-growing list of those who have chosen the Burroughs B 270.

The facts that led up to a decision in favor of the B 270 can best be supplied by Paul H. Woods, President: "We wanted a versatile system that would handle the many phases of our operation equally well. The B 270 met this prerequisite with an ability to increase efficiency by automating Proof & Transit, and a very broad range of customer services, plus payroll, general accounting and accounting for our correspondent banks."

And so the Burroughs B 270 list grows and grows and grows. Care to get on it? Call or write to us at Detroit 32, Michigan. Burroughs Corporation

Burroughs-TM.

so many banking problems end with



the rapidly increasing use of air conditioning. In the South, air conditioning is going into about 50 out of every 100 new homes. In Iowa in 1963 I expect as many as 15 to 20 per cent of all new houses built to have central air conditioning. With air conditioning an important factor in home building, it is bound to have an effect on our Iowa-based company. By 1961 it accounted for 37 per cent of our total dollar volume. This year it will be about 45 per cent and in 1963 it will be more than 50 per cent.

Utilities

Willis A. Strauss, president, Northern Natural Gas Company, Omaha: We feel there is little evidence of a strong upswing in the national econ-



W. A. STRAUSS

omy and that of the region before the end of 1963. Gross National Product is currently forecast for 1962 at approximately \$555 billion. We expect it to be \$565 billion in 1963, or something less than a 2 per cent increase.

will share in the growth of the nation as a whole and may even exceed it because of the increasing impact of industrial development in Iowa.

The Federal Power Commission has clarified pipeline rates with a number of major pipeline companies and their distribute companies. Also, the FPC has moved to establish some stability in the field price of natural gas through establishment of maximum

area prices. Lastly, FPC has moved to simplify procedural steps in issuing certificates, determining rate increases and the method of establishing rates of return for pipeline companies.

Major installations are under construction in Iowa and we will continue to move forward with investment and imagination to meet requirements at the lowest cost possible consistent with sound business management.

Retailing

B. C. Gamble, chairman of the board and president, Gamle-Skogmo, Inc., Minneapolis: Currently, sweeping



B. C. GAMBLE

changes are taking place in the retail industry which is, and has been for the past several years, involved in what may be called the great Retail Revolution. Its effect will benefit consumers increasingly through greater variety of merchandise, more

economical purchasing, and vastly greater conveniences.

During this past year we embarked on a program to convert a growing number of our small Gamble units to discount department stores under the name Tempo. At Montevideo, Minn. (pop. 7,000), the opening coincided with the year's worst snow storm, but during the first 26 business days they did as much business as our old store did the entire preceding year.

We opened a Tempo store in Minot, N. D., in May (pop. 30,000), two and

> "PD" cancellation always means PAID

to the general public but can

PROCESSED

to other banks

be said to

mean only POSTED

when items

are returned.

one-half miles from the center of town in a new shopping center. Our first full month there we had as much sales volume as we had downtown all the previous year, and our profit there in July was as great as the 10-year average profit, with profit in August and September being six and seven times greater for each month than the 10-year average annual profit downtown.

Similar stories have taken place in many towns and cities where we have converted our stores to discount houses. We are going to continue to change from our old, small town store to the new type, and we believe our sales and profit potential and our outlook for the coming year should be exceptionally attractive. We do not plan to close stores, but convert them, selling our smaller stores to individuals to operate as franchise units.

The best way to describe Gamble-Skogmo is to say that it has "corporate mobility." For the period 1962-56, net earnings after taxes averaged slightly over \$2,800,000. For the period 1957-61, they averaged in excess of \$8,000,000. For the nine months ended September 30, 1962, our net earnings were 134 per cent above those far the same period in the previous year. Nineteen sixty-two will be a good year for Gamble-Skogmo and from there we will move on to greater achievements.

The Economy

Norris O. Johnson, vice president, First National City Bank of New York: In 1962 we have seen the best



N. O. JOHNSON

performance yet in what was once billed as the "sizzling sixties." GNP at about \$555 billion is up 7 per cent over 1961; employment is up by more than a million, averaging above 70 million for the first time. The

supposed to be to \$570 billion, employment was supposed to rise more than a million, corporate profits were supposed to pick

was

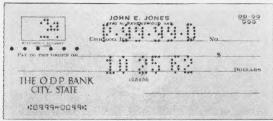
rise in GNP

up 23 or 24 per cent over 1961 instead of about half that increase.

The year 1962 has been disturbing in more ways than one—steel price controversy, nose-dive in the stock market, and the Cuban crisis.

I do not forsee a business recession worthy of the name for 1963. We stick with a figure of about 3 per cent for the increase in GNP for 1963. We ought to do even better, and if we do it will be by focusing on problems of costs and prices. If profit margins

Cancellation by Perforation*



*use your Security Hallmark to get more checking accounts—The Cummins Security Hallmark Promotion dramatically tells your customers and prospects how and why your perforated cancellation makes it safe to mail back paid checks, safe for depositors to keep them as long as they want, and makes each canceled check an undisputed proof of payment. It explains how this better method of canceling is the only one giving all of these advantages to the depositor—that its use is just one visible example of the many ways you protect and serve them. It includes ad mats, radio and TV commercials, publicity—and more, all free. Send for yours now.



are reduced by cost increases, they give rise to deflation of employment opportunities.

We need to shift emphasis from provisions of welfare out of the Federal Treasury to stimulattions of the production process that puts out the goods and services for people to enjoy and provides the realities of welfare for everyone to share.—End.

Offer Checking Accounts As Christmas Gifts

What is believed to be the first Christmas gift merchandising of checking accounts by the banking fraternity is being launched by Chemical Bank New York Trust Company,

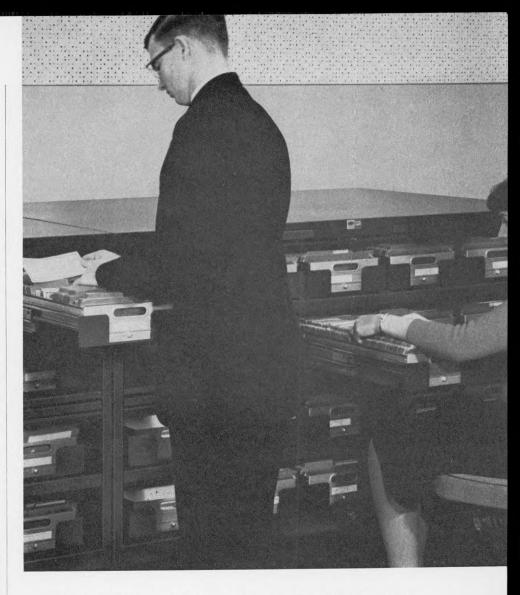
Each of the bank's 111 offices in the New York area has been stocked with a supply of special holiday gift boxes, according to John L. Gibbons, executive vice president in charge of Chemical New York's metropolitan division. These packages will contain a tailormade red cloth stocking, ready to be hung on a mantle or Christmas tree, and in the stocking will be placed 100 name-printed checks bound in leatherette checkbooks in a choice of five colors. A greeting card, gift tag and instruction sheets also are provided, and each recipient can start writing checks immediately upon mailing the enclosed signature cards



to the bank. These gift accounts, for either special or regular checking, may be opened with deposits of \$10 or more each.

"In programming this unique package," Mr. Gibbons said, "we found that a preferred Christmas gift for teenagers and housewives is money in the bank—and we are prepared to offer it in a package that includes a supply of personalized checks so that they may do their own individual shopping. In cases where each member of a family already has a special or regular checking account with us, our branch offices will gladly open savings accounts on a 'gift' basis," Mr. Gibbons added.





Does your check filing need a check-up?

Symptoms of ailment may be sagging morale, aching backs, ragged checks, lost time, weak customer service. Any or all of these can contribute to the condition of your check filing. And there is a simple, sure cure.

LeFebure Chex-pediter will help to put your check filing on its feet. Designed for operator comfort from any position, sitting or standing. Users actually report 23% faster filing than with the best conventional equipment. Improved customer

service on inquiries. In combination with Verti-Guides, Chex-pediter is the ideal guide in the perfect file, eliminating the possibilities of curled, dog-eared, sliding checks.

If you have check filing problems, put away the aspirins and call your LeFebure representative. Efficiency takes over when Chex-pediter goes to work for you.





CHEX-PEDITER

LeFebure Corporation CEDAR RAPIDS, IOWA

Subsidiary of Craig Systems, Inc.

The most complete line of financial services and equipment from one reliable source.



James W. Hubbell, 67, chairman of the board of Bankers Trust Company, died last month at his home in Des Moines. He had suffered a heart attack three months before, was

hospitalized three weeks, then released to his home.

Widely - known in Iowa business circles, Mr. Hubbell also was president of the F. M. Hubbell Son & Company, Inc.; secretary and treasurer of



J. W. HUBBELL

the Equitable Life Insurance Company of Iowa; a trustee of the F. M. Hubbell estate, and president of Hubbell. Inc.

He was a grandson of Frederick M.

Hubbell, founder of the Hubbell fortune; a son of the late Frederick C. Hubbell, and a brother of the late Frederick W. Hubbell, president of the Equitable Life.

James W. Hubbell was born in Des Moines, June 5, 1895. He lived all his life in Des Moines and devoted a vast amount of time to the city's civic enterprises.

He was graduated from Harvard University in 1917. He was a first lieutenant in the 88th Infantry Division in World War I.

Trustee of Estate

Mr. Hubbell was made a trustee of the F. M. Hubbell estate in 1916. He became a trustee of the Equitable Life in 1927, and secretary in 1932.

He was elected vice president of the Bankers Trust Company in 1944, became president of the bank in 1947 and was made chairman of the board in 1949.

He had served as chairman of the board of trustees of Drake University; president of the Home for the Aged before it was merged with Wesley Acres; a member of the Greater Des Moines Committee; a member of the executive committee of the board of directors of Iowa Methodist Hospital, and chairman of its building committee.

He was treasurer of the Polk County Chapter of the American Red Cross; a director of the Harvard Alumni Association, and a member of the Federal Reserve Bankers Association.

Surviving are his widow; two sons, James W. Hubbell, Jr., treasurer of the Equitable Life, and Crawford Hubbell, vice president of the Bankers Trust Company, and a daughter, Mrs. Larned A. Waterman of Davenport. Their mother, the former Harriet Cox of Sacramento, Calif., died in 1944.

Thirteen grandchildren also survive.

Mortimer Goodwin of Ames has been elected president of the First Federal State Bank of Des Moines, succeeding Edwin F. Peters, who has resigned.

Mr. Goodwin has been an Iowa banker for more than 25 years, most recently as president of the Union Story Trust and Savings Bank, Ames, from 1951 to 1958.

The Des Moines Chapter of A.I.B. presented a forum on "Trust Depart-

Cedar Rapids Bank Women's Tour



A BUSLOAD of members of the Women's Division, Cedar Rapids Chapter of A.I.B., who toured downtown Des Moines banks recently, poses for exclusive photo. Guests of Central National Bank & Trust for lunch and the Des Moines Chapter of A.I.B. at a style show, after dinner at Babe's, were, from left: Front row—Jo Ann Hartwig, Bil'ie Sacre, Darlene Foley, Peggy Liv-

ingston, Alameda Cole, Helen Coppock, Joyce Hennings, Kay Falconer, Marie Maher, Nena Babor, Catherine Miller and Gertrude Rawson. Back row—Chairman Wilma Wilkinson, Mildred Hindricks, Louise Swartz, Nadine Wax, Sharon Halverson, Marian Scheffert, Betty Jane Nemec, Lera Blazek, Delores Blin, Glatha Fillenworth and Sharon Whitmore. ment Services" last month at the Iowa Power and Light Auditorium, with **Bob Eversman** of the Iowa-Des Moines National, as chairman.

Speakers, all from Des Moines banks, were Dave Baker, Jim Kempkes, Bob Snyder, Harry Peterson, Jim Robinette and Ray Johnson, and their topics included "Estate Planning," "Pension Profit Sharing Trusts," "Duties of the Executor," "Personal Trusts," "Corporate Accounts" and "Trust Investments."

The forum was open to all bank personnel and a good-sized turnout was realized with members of the audience taking an active part in the question and answer period.

B. C. Grangaard, president, and T. Ward Phillips, vice president, Central National Bank & Trust Company, attended the Annual Meeting of the Investment Bankers Association last month at Hollywood Beach, Fla.

J. Locke Macomber, vice president and trust officer, Valley Bank and Trust Company, attended the Mid-Continent Trust Conference last month in Chicago.

Jane Byers, Central National Bank and Trust Company, chairman of the Women's Division, Des Moines Chapter of A.I.B., reported that the Division's Annual Christmas Party was scheduled for December 6 at the Des Moines Club, as this issue of the Northwestern Banker is being published. The social hour at 6 p.m., preceded the 7 p.m. dinner and entertainment was provided by the bank women.

The Iowa-Des Moines National Bank announced recently that it has leased the one-quarter block on the southwest corner of Fifth and Walnut for 50 years, with an option to buy, the lease being signed by Calvin W. Aurand, president of the bank, with David D. Belin and Robert L. Sandblom, partners in the law firm of Herrick, Langdon, Sandblom & Belin. Mr. Belin and Mr. Sandblom purchased the property and four buildings for a reported \$600,000.

The Iowa-Des Moines now owns or leases a full city block in downtown Des Moines, the newly-acquired portion being occupied now by Singer

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"THIS PARCEL OF LAND now gives the Iowa-Des Moines the largest single area in downtown Des Moines for future expansion and is a demonstration of our confidence in the city," said Calvin W. Aurand, pres., Iowa-Des Moines National.

Sewing Machine Company, Zales Jewelry Company, and Schiff's Shoes. The largest building was formerly occupied by Sears Roebuck & Company.

The main bank building of the Iowa-Des Moines-largest bank in Iowa. with resources totaling nearly \$175 million, as of September 28 - was erected in 1932 at Sixth and Walnut. In 1953 the bank leased the quarterblock property south of the main building from the Bisignano Trust. The Motor Bank is located here. In 1958 and 1959 the bank leased the remaining quarter-block, bordering Fifth and Mulberry, the area now being used for customer parking.

Edward P. Kautzky, executive vice president, Valley Bank & Trust Com-

*

BANK FIXTURES

Wooden bank fixtures, less than 5 years old. Birch finish. Counters include 4 windows with back side bar island, 1 portable teller unit, waiting room chairs, magazine and bulletin rack, lobby endorsing desk. Need to sell, moving to new build-Available after December 10. Will sacrifice. Home State Bank, Jefferson, Iowa. John M. Shanda. Phone 386-2131.

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pany, has been appointed chairman of the committee on credit ethics and practices of the Missouri Valley Chapter of Robert Morris Associates for the 1962-1963 year. Keith P. Eaton, assistant vice president, has been appointed a member of the committee on cooperative and public accounts for the same organization.

Gov. Norman Erbe has appointed Fred H. Quiner, retired Des Moines banker, to the State Tax Commission, succeeding John O'Connor, former state senator from Strawberry Point, who resigned from the commission to become clerk of the U.S. District Court for northern Iowa.

Richard W. Carey, trust officer, Iowa-Des Moines National Bank and Trust Company, spoke recently on various aspects of estate planning before the Pella Rotary Club, the Iowa Falls Lions Club and Delta Sigma Pi, business fraternity, Drake University. -End.



Ag Credit Conference . . .

(Continued from page 27)

all barriers for internal trade. The policy with respect to external trade is still uncertain, Dr. Jesness noted. He said the U. S. must adapt itself to meeting and living with this competition, and must not seek to avoid it by retiring into a shell of economic nationalism or we will abdicate our role as world leader.

Credit Survey Revealed

The A.B.A. "Report of Midyear 1962 Agricultural Credit Situation Survey" was released during the conference. The survey covers 92 per cent of all banks holding agricultural loans aggregating in excess of \$8 billion. Of this, \$7 billion is in loans made directly by the bank to farm customers, and \$1 billion is in CCC paper on crops in storage.

Two-thirds of the banks in the survey have deposits of \$10 million or less and four of 10 have deposits of \$5 million or less.

The survey shows that three-fourths of the banks are at least 40 per cent loaned, and the ratio is 50 per cent in more than half the banks. In the Plains area (includes N. D., S. D., Neb., Kan., Okla. and Tex.) one out of every three banks has individual lending limits of under \$25,000. Nationwide, the common amount falls between \$50,000 and \$75,000. This was reflected in need for loan participation by 40 per cent of the banks in the Plains states, showing their reliance on correspondent bank relationships. Nationwide it was about 25 per cent. Practically all (92 per cent) of this overline need was handled by correspondent banks.

Ag loans proved to be high quality



for only about one-fourth of the banks active in ag credit reported delinquencies on farm real estate mortgages. The average delinquent loans amounted to only .96 of the total farm real estate loan volume. However, 58 per cent of the banks reported delinquencies in other loan categories on their books, totaling .66 per cent of the total other loan volume outstanding.

Conference registrants were invited as luncheon guests by the A. E. Smith Harvestore firm to view the company's new film which it is showing in cities throughout the nation right now. The film tells about the Harvestore buildings for farms, their costs and need for financing.

Doane Forecast

They were guests at breakfast the following morning of Doane Agricultural Services, Inc., of St. Louis. A brief address was given by Forest L. Goetsch, vice president, in which he commented on the "1963 Farm Outlook." He said a survey completed by his firm to determine farmers' credit needs and uses showed the largest portion-46.7 per cent-went for livestock to cover such purchases as feed, vet fees, feeder stock, etc. Crop production costs accounted for 28.7 per cent, and investment in buildings, equipment and breeding stock totaled 24.6 per cent of borrowed capital.

For the U.S. as a whole, he said, 48.1 per cent of farmers borrowed

from banks and 16.4 per cent got their loans from a PCA.

Mr. Goetsch said Doane people expect a declining fat cattle market that will last for several months. He stated, "However, if you knock a couple of dollars off from \$29 choice steers you still have a good cattle price. The problem is that by May and June some of the fellows who paid \$28 for yearlings are going to be selling for around \$26, and even today's corn prices won't make up this negative margin. Looking a long way ahead, it appears that calves that will come back next fall may hit the market after it has had a chance to recover from the low in spring and early summer. We suggest those who haven't bought feeder cattle hold off until late winter or early spring and buy when the market is less bullish."

He predicted by March there would be an average monthly price of \$15.60 for barrows and gilts at eight Corn Belt markets as a result of 4 per cent larger farrowings this fall. This follows three years of good profit in hogs, he stated. He forecast further lower prices for next fall with winter farrowings to be up by about 5 per cent, with averages at \$15.75 for the last three months of 1963. With good corn prices, he added, very few should lose money on hogs in 1963.

Doane price forecasters expect corn to begin to move up in the spring and should more than make the 12-cent rise that country prices showed last year. Corn should have an average market price of \$1 per bushel, leading to more feeding of cattle.—End.





In the DIRECTORS' ROOM



Public Endorsement

A rather naive young thing walked into a bank the other day and stated: "I want to have this check cashed."

"Yes, madam," replied the teller; "please endorse it."

"Why my husband sent it to me. He is away on business."

"Yes, Madam, but just endorse it. Sign it on the back, please, and your husband will know we paid it to you."

She went to the desk and in a few minutes returned to the window with the checked endorsed: "Your loving wife, Edith."

Classifieds

Jan. 2. Wanted — Teller, First National Bank.

Jan. 3. W. Smith has been appointed teller at the First National Bank.
Jan. 4 Wanted—W. Smith.

Full Employment

The foreman on a public works project ran short of shovels one day and wired Washington for more. The next day he received this reply:

"Have no more shovels. Tell the men to lean on each other."

Adjusted Balances

"Our bank has just gone through a reorganization."

"What was the matter?"

"We found we had more vice presidents than depositors."

Market Changes

"Get my broker, Miss Jones."
"Yes, sir, stock or pawn?"

Might Go Far

"Why does the manager seem so partial to young Saunders?"

"Because he's the only fellow on the staff who isn't taking correspondence courses to become manager himself."

Times Are Changing

"Good morning, sir. I'm a mutual fund salesman."

"That's all right, my good fellow. Here's a half dollar, go buy yourself a square meal."

Chain of Command

"What size bank do you work in?"
"Well, it takes a good story two
weeks to get from the president back
to the president."

Overdue Pressure

Installment Loan Officer (over the phone): Are you going to make that over-due payment?

Customer: Not just yet.

Loan Officer: In that case I'll be forced to tell all your other creditors that you paid us.

Hot Tip

"Say, Fred, you're a stock broker; can't you give me a tip?"

"I know something that is now about 20, and within nine months will be over 75."

"Sounds fine! What is it?"
"The temperature."

Depends on Viewpoint

First Salesman: I made some very valuable contacts today.

Second Salesman: I didn't make any sales, either.

Rocking Frontier

The rocking chair certainly is symbolic of the Kennedy administration. Both give the sensation of movement without getting any place.

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A garland of Merry Christmas wishes

May there be a child at your house to help find and decorate the Perfect Tree . . . as fresh and lovely as the spirit of Christmas.

May all of your family, from far and near, be gathered together for these joyous days . . . in good health, good fortune and good cheer.

May Santa discover, in your secret heart, the one most ardent wish you hold, and fulfill it for all the years to come.

And finally . . . may you find a moment in this happy season to let us see you, shake your hand, and say our thanks for your friendship. *Merry Christmas!*

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