

# NORTHWESTERN *Banker*

**NOVEMBER  
1964**



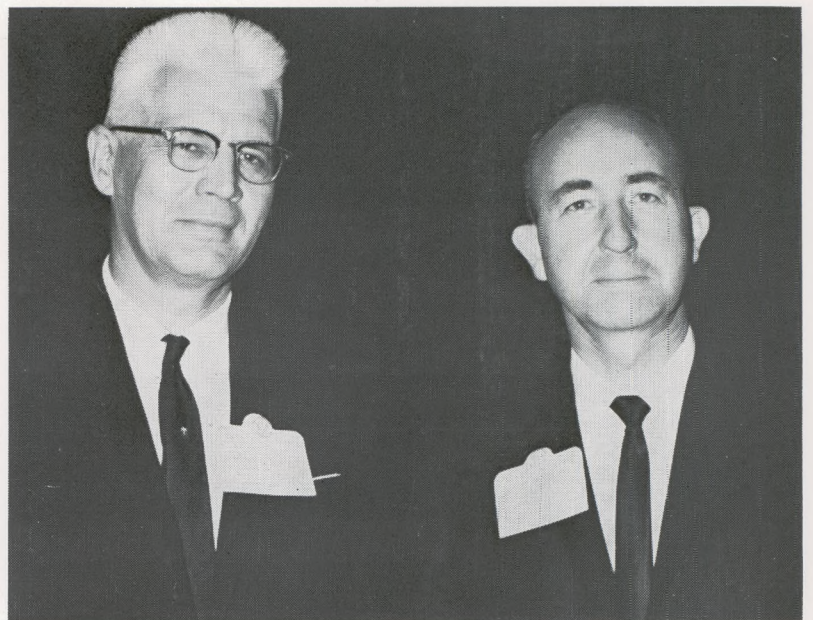
**RENO ODLIN NAMED ABA PRESIDENT—Page 32**



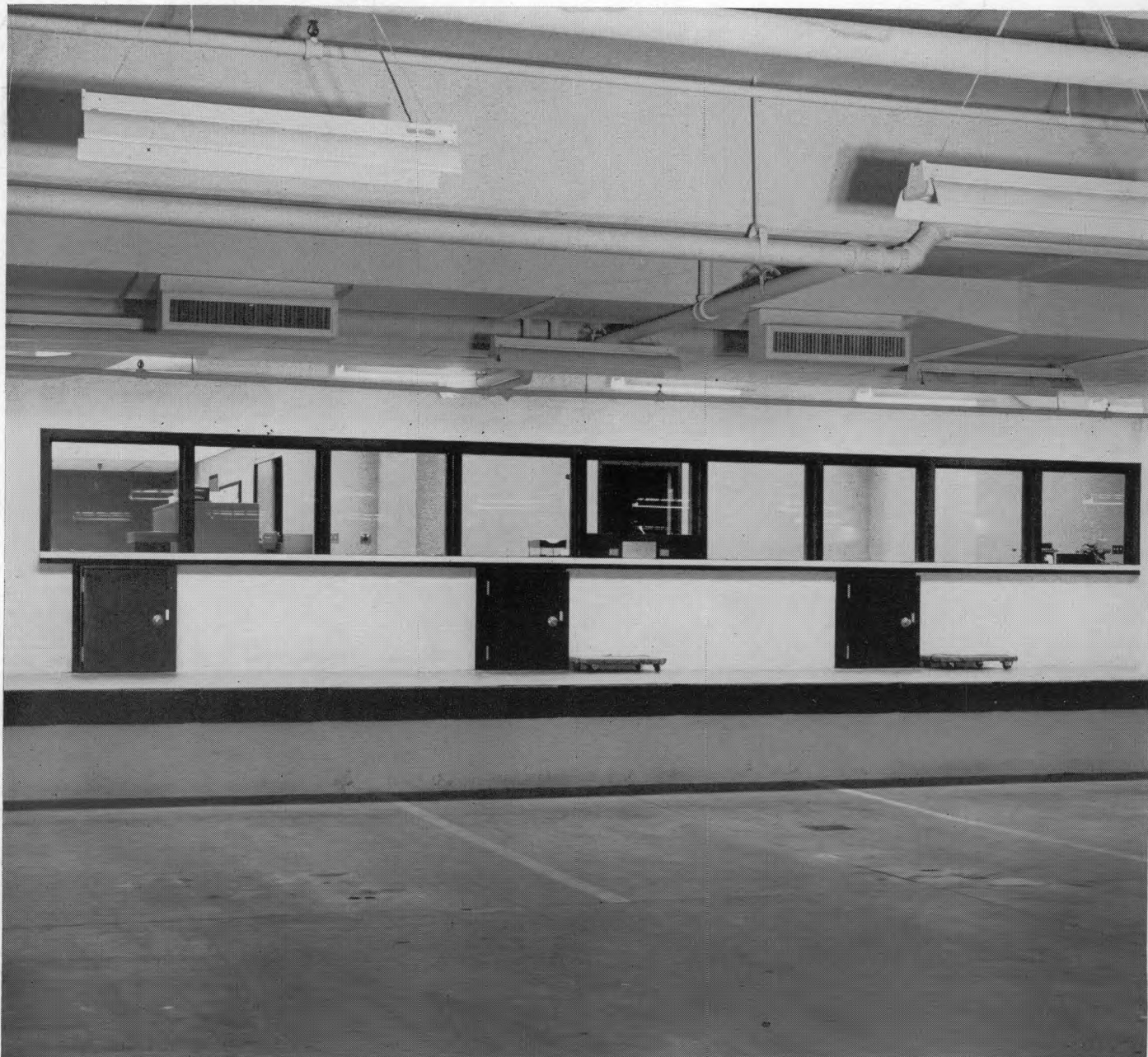
**GIANT BULL ON DISPLAY—Page 104**



**BANKER BUYS JA BANK STOCK—Page 13**



**IOWA BANKERS ELECT NEW OFFICERS—Page 81**



## Fast currency service . . . from MNB

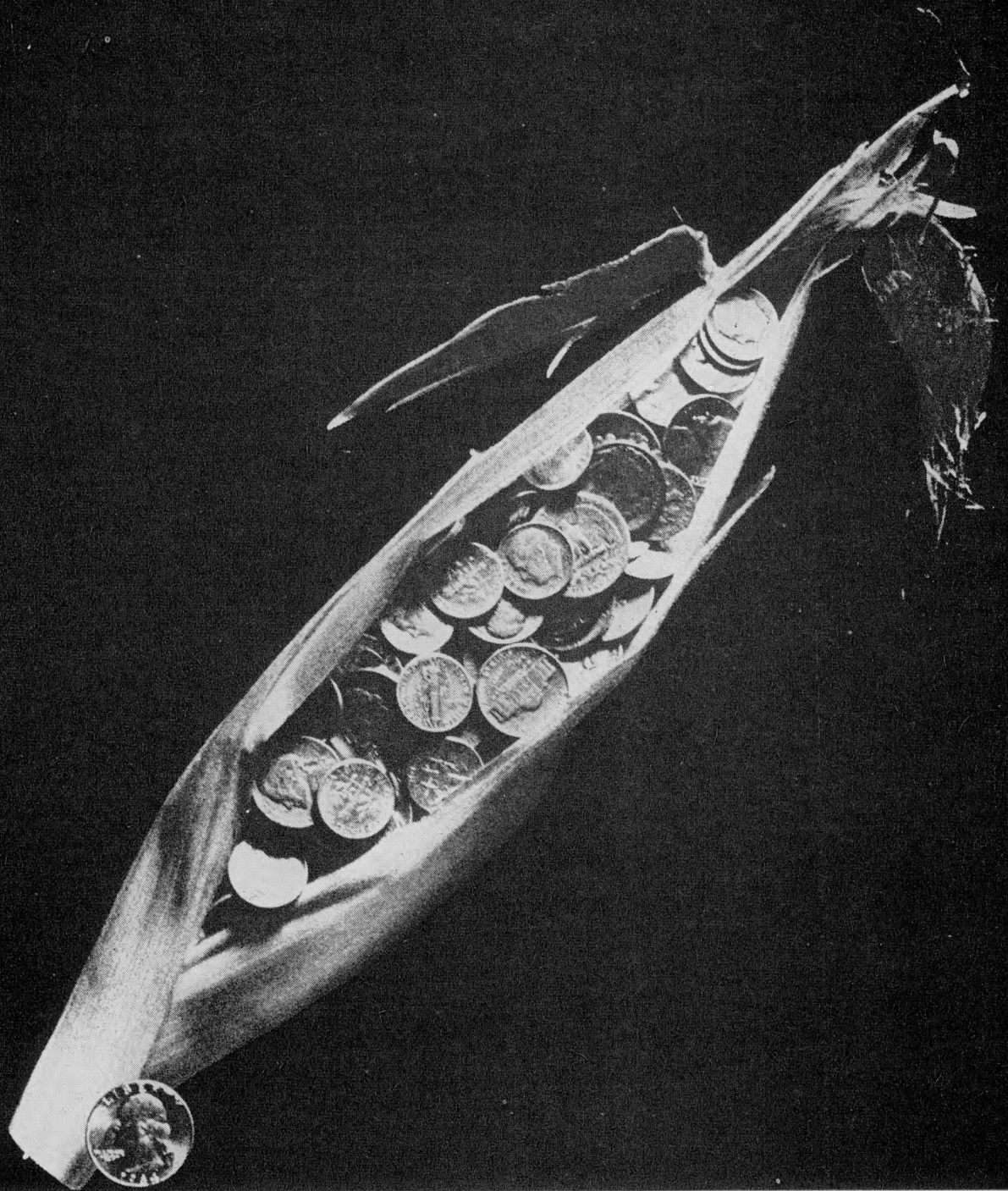
A recent continuing survey, conducted by Northwestern Banker, lists "Currency Service" as being of importance to country banks in their selection of a correspondent bank. MNB correspondents enjoy the fast, safe, currency services available at the "security dock" in MNB's new Motor Bank. Or, if it is inconvenient to pick up currency or silver personally, we serve them with same-day shipment by parcel post. Start enjoying the complete services at MNB soon, and see why over half of all Iowa banks are MNB correspondents.

*So many ways we can help you . . .*

**Merchants National**

MEMBER F.D.I.C.  
CEDAR RAPIDS  
THE FULL SERVICE BANK FOR THE BANKS OF IOWA





## TRUST NORTHERN

### to share in farm loans that help you grow

The seasonal need for farm credit often taxes a bank's resources to the limit...and beyond. And that's the time you'll want to Trust Northern for prompt, expert assistance.

We assist you in offering a helping hand to the farmers in your community who need help to meet today's high production costs. It's just good

business...for the farmer who ultimately gets a higher yield through better seed, fertilizers, and equipment...and for you.

Northern Trust is ready to

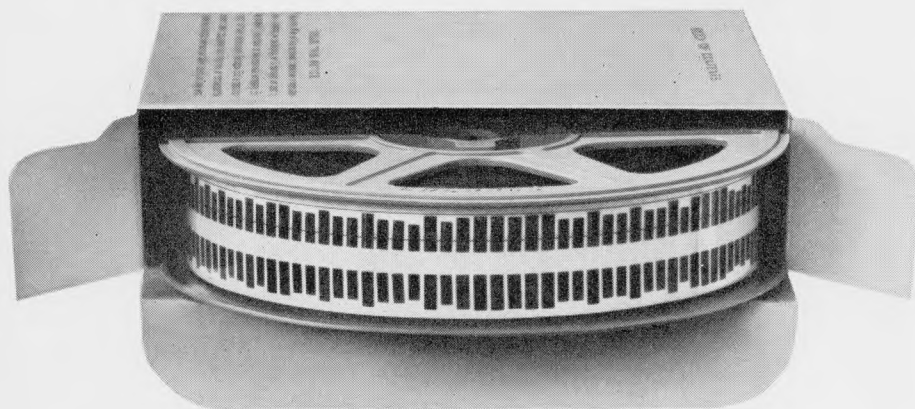
be a partner in loans or to purchase your bank's paper or notes. In either case, you'll grow right along with the farmers you serve.

From corn crop to the Common Market, Trust Northern for the finest in service to correspondent banks. For information, just ask to see a Northern Trust Officer. He'll come to you.



NORTHWEST CORNER LASALLE & MONROE  
Chicago 60690 • Financial 6-5500 • Member F.D.I.C.

## When it comes from Recordak



## there's more in it for you!

Every box of Recordak Microfilm you buy holds more than just a roll of microfilm. The big extra is *experience*—experience in meeting the specialized microfilming needs of banks large and small. And this Recordak experience pays off:

**In the film:** Kodak Research Laboratories have recently perfected a new fine-grain emulsion film that yields sharper images . . . has greater resistance to abrasion. You are now getting this new improved Recordak Fine-Grain Microfilm *at no increase in cost.*

**In film processing:** Recordak's staff of career specialists process your films using the most advanced techniques and professional equipment . . . to make sure your films more than meet archival standards.

**In extra-value services:** Recordak Quality Control Inspectors check every microfilm roll you send in. Should they spot trouble, they immediately notify your Recordak Service Representative to take corrective action.

**Special protection for transit letters.** At no additional charge, Recordak provides replacement facsimile prints from your microfilm records of any items lost in transit.

Any questions? Call your local Recordak Representative for further details—he's there to help you. Recordak Corporation, Dept. O-11, 770 Broadway, New York, N. Y. 10003.

**RECORDAK**® SUBSIDIARY OF EASTMAN KODAK COMPANY

**Kodak**  
TRADEMARK

No. 928. Northwestern Banker is published monthly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines, Iowa 50309. Subscription 50c per copy, \$4 per year. Second class postage paid at Des Moines, Iowa. Address all mail (subscriptions, change of address, Form 3579, manuscripts, mail items) to above address.

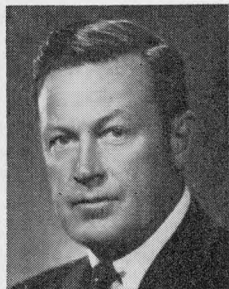
Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis

## Name New Director

Birny Mason, Jr., president and chief executive officer of Union Carbide Corporation, has been elected a director of Manufacturers Hanover Trust Company, it was announced.



B. MASON, JR.

Mr. Mason is a director of Consolidated Coal Company, The Fidelity and Casualty Company of New York, and Metropolitan Life

Insurance Company. He also is a trustee of Cornell University and the National Safety Council and a member of the National Industrial Conference Board and the New York Chamber of Commerce.

### STATEMENT OF OWNERSHIP MANAGEMENT AND CIRCULATION

(Act of October 23, 1962; Section 4369, Title 39, United States Code)

1. Date of filing—September 18, 1964.  
2. Title of publication—NORTHWESTERN BANKER.

3. Frequency of issue—Monthly.  
4. Location of known office of publication (Street, city, county, state, zip code)—306 15th Street, Des Moines, Iowa 50309.

5. Location of the headquarters or general business offices of the publishers—306 15th Street, Des Moines, Iowa 50309.

6. Names and addresses of publisher, editor and managing editor:  
Publisher—Malcolm K. Freeland, 306 15th Street, Des Moines, Iowa 50309.  
Editor—Ben Haller, Jr., 306 15th Street, Des Moines, Iowa 50309.

7. Owner (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a partnership or other unincorporated firm, its name and address, as well as that of each individual must be given.) Northwestern Banker Company, 306 15th Street, Des Moines, Iowa 50309; Malcolm K. Freeland, President, 306 15th Street, Des Moines, Iowa 50309; Ben Haller, Jr., Vice President, 306 15th Street, Des Moines, Iowa 50309.

8. Known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities (If there are none, so state): Malcolm K. Freeland, President, Des Moines, Iowa; Ben Haller, Jr., Vice President, Des Moines, Iowa; Clifford De Puy, Chairman, Des Moines, Iowa; Frances Prouty De Puy Estate, Des Moines, Iowa.

9. Paragraphs 7 and 8 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. Names and addresses of individuals who are stockholders of a corporation which itself is a stockholder or holder of bonds mortgages or other securities of the publishing corporation have been included in paragraphs 7 and 8 when the interests of such individuals are equivalent to 1 percent or more of the total amount of the stock or securities of the publishing corporation.

10. This item must be completed for all publications except those which do not carry advertising other than the publisher's own and which are named in sections 132.231, 132.232 and 132.233, Postal Manual (Sections 4355a, 4355b, and 4356 of Title 39, United States Code).

	Average No. copies each issue during preceding 12 months	Single issue nearest to filing date
A. Total No. copies printed (Net press run)	5,381	5,405 (Sept. '64)
B. Paid circulation		
1. To term subscribers by mail carrier delivery or by other means	4,171	4,232
2. Sales through agents, news dealers, or otherwise	NONE	NONE
C. Free distribution (including samples) by mail, carrier delivery, or by other means	1021	1001
D. Total No. of copies distributed. (Sum of lines B1, B2 and C)	5192	5233

I certify that the statements made by me above are correct and complete.

MALCOLM K. FREELAND,  
Publisher.

# NORTHWESTERN Banker

Oldest Financial Journal West of the Mississippi

for your NOVEMBER, 1964, reading

70th Year No. 928

## EDITORIALS

18 Across the Desk from the Publisher

## FEATURE ARTICLES

- 13 Country Banker Upset by Country Banker  
21 Frontispiece—"One Minute to Play"  
23 Poultry Loans . . . A Profitable Opportunity to Serve Agriculture—*Tom Smith*  
24 Pointers for Lobby and Window Exhibits—*A. B. Goodwin and George H. Dempsey*  
25 Patman Charges Refuted—Part II (Conclusion)  
32 Reno Odlin Heads A.B.A.

## STATE BANKING NEWS

Minnesota News	53	68 Group Meeting Report— Larry Nothwehr
Twin City News	58	74 Omaha News
South Dakota News	61	76 Lincoln News
North Dakota News	62	78 Panel Discusses Branch Banking
Montana News	63	81 Iowa Bankers Convention Report
Colorado News	64	100 Des Moines News
Wyoming News	65	
Nebraska News	67	

## OTHER FEATURES

- 100 Index of Advertisers  
102 In the Directors' Room  
102 Conventions Calendar

## NORTHWESTERN BANKER

306 15th Street, Des Moines, Iowa 50309, Telephone (Area Code 515) 244-8163

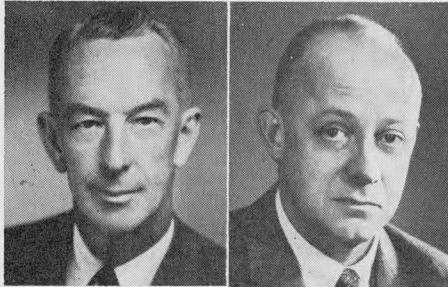
<b>Chairman</b> Clifford De Puy	<b>Publisher</b> Malcolm K. Freeland	<b>Editor</b> Ben J. Haller, Jr.
	<b>Associate Editor</b> Larry W. Nothwehr	
<b>Advertising Assistant</b> Doris Johnson	<b>Circulation Department</b> Lena Sutphin	<b>Auditor</b> Bertha Soderquist
<b>Field Representative</b> Al Kerbel	<b>Field Representative</b> Joe M. Smith	<b>Field Representative</b> Paul Masters

Frank P. Syms, Vice President, 550 Fifth Avenue, New York 36, JUdson 2-7126

Northwestern Banker, November, 1964

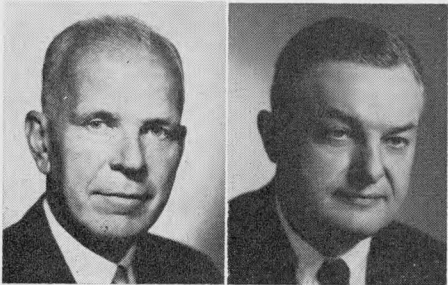
## Chemical Executive Promotions

THE elevation to the rank of executive vice president of four senior vice presidents heading important divisions of Chemical Bank New York Trust Company was announced recently by Chairman Harold H. Helm. They are: Alfred H. Hauser, who is in charge of the bank's investment port-



A. H. HAUSER

A. P. RINGLER



W. M. ROSS

K. M. URMY

folio as well as its municipal and government bond departments; Arthur P. Ringler, who is the senior supervisory officer in charge of the bank's operations division, including electronic data processing activities; Walter M. Ross, who directs the national division which handles the bank's business over the nation outside of New York City, and Keith M. Army, who heads the bank's metropolitan division comprising more than 125 offices in the five boroughs of New York City and the counties of Nassau and Westchester.

Mr. Ross, a native of Marion County, Iowa, is an alumnus of Knox College. He entered the Army in 1941 as captain in the Office of Strategic Services, was awarded the bronze star and advanced to lieutenant colonel before the end of World War II. In 1946, Mr. Ross became associated with the First National Bank of Louisville where he rose to vice president. In 1950 he joined the national division of Chemical New York, advancing to senior vice president in charge of the division in 1961.

### Four NABAC Workshops

A series of four managerial-level

workshops for bankers is to be held in Kansas City, Mo., between November 16-20 by NABAC, The Association for Bank Audit, Control and Operation. All four workshops will be conducted at the Bellerive Hotel.

Each of the workshops will be a two and one-half day session covering a specific topic with a discussion chairman presiding. Discussion topics, dates, and chairmen include the following:

Cost Accounting, November 16-18. Chairman, J. Franklin Mellema, vice president and deputy comptroller, National Bank of Detroit, Mich.

Managing the Audit Function, November 16-18. Chairman, E. Hampton Morgan, auditor, Wachovia Bank and Trust Company, Winston-Salem, N. C.

Managing the EDP Function, November 18-20. Chairman, Leonard Selden, vice president-electronic processing center, Michigan National Bank, Lansing, Mich.

Profit Planning and Budgeting, November 18-20. Chairman, Fred G. DeLong, vice president and comptroller, Mellon National Bank and Trust Company, Pittsburgh, Pa.

The 13th annual session of the NABAC School for Bank Audit, Control and Operation will be conducted August 1-14, 1965, at the University of Wisconsin, Madison.

## SPECIALIZING IN DEBT OBLIGATIONS

...well-suited to the investment needs  
of banks and individuals

Tax-exempt and taxable bonds, notes, debentures, equipment trust certificates—the obligations of well established municipalities and corporations are our stock in trade.

## HALSEY, STUART & CO. INC.

123 SOUTH LASALLE STREET, CHICAGO 60690 • 30 BROAD STREET, NEW YORK 10004

AND OTHER PRINCIPAL CITIES




---

*Stop on any one  
of our floors  
for the Harris  
Correspondent  
Bank Service*

---

If you're looking for the floor at the Harris that serves our Correspondent Banks, take your pick. Because you can hardly go wrong anywhere.

For example: Lower level, governments, money market instruments, portfolio advice. 2nd floor, loans. 3rd floor, Correspondent Bank Department, advertising, public relations. 4th floor, municipal bonds, safekeeping. 9th floor, data processing center, clearings, transit, cost analysis.

Whether it's one of these, over-loans, portfolio review or what-have-you, every service of the Harris Bank is available to you.

Why not stop in and let one of our men show you what we can do to help you run your bank better. Just walk in the front door and ask for our Correspondent Bank Department.



**HARRIS**  
*Trust and Savings*  
**BANK**

Organized as N. W. Harris & Co. 1882—Incorporated 1907

Member Federal Reserve System . . .

Federal Deposit Insurance Corporation

111 WEST MONROE STREET—CHICAGO, ILL. 60690

---

## Do your customers buy, sell, trade, build, manufacture or distribute goods anywhere outside the United States?

---

Let Bankers Trust Company be your International Banking Department. For over half a century, Bankers Trust, the ninth largest commercial bank in the United States and the thirteenth largest in the world, with assets in excess of \$4,200,000,000, has been engaged in international banking.

We reach out daily to every part of the world from our 16 Wall Street and 280 Park Avenue Headquarters Offices to solve the new problems and take advantage of the new opportunities arising daily in the fast-changing world of international business.

We'd be happy to do it for you. At Bankers Trust you will meet an outstanding group of financial men with the talent and experience to give the kind of international banking service your customers require. Here are some of the reasons:

### **World-Wide Banking Network**

Our correspondent banking relationships with leading banks around the world, our two branch offices in London, and our representative offices in Paris, Rome and Mexico City help us provide

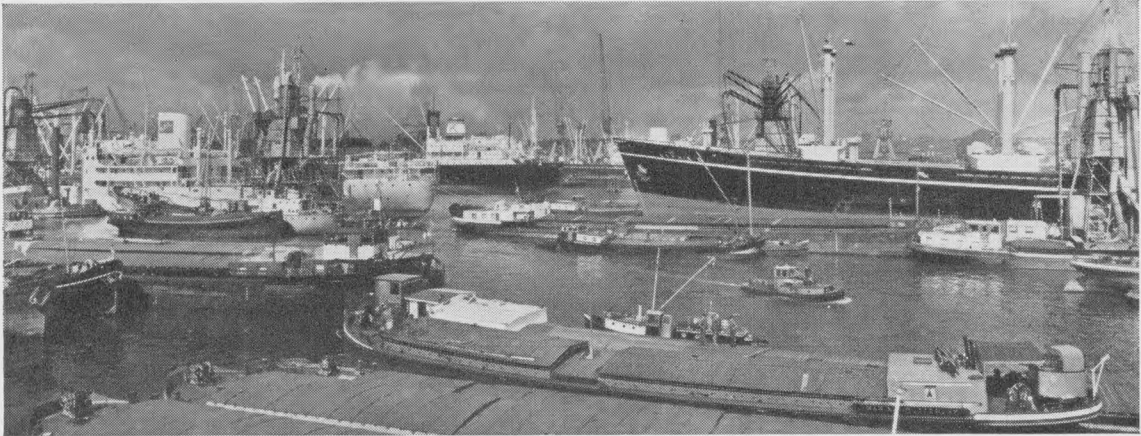


Edward G. Grimm, Bankers Trust Vice President, is a recognized authority on foreign and domestic documentary credits.

fast, accurate and thorough service all over the globe.

Our investments in seven banks throughout West Africa, in a *banque d'affaires* in Paris, and in financial institutions in such places as Malaysia, Colombia and the Philippines have proven of special benefit. Our equities in these institutions are shared by some of the most influential banks in Europe, and we have found





Wherever your customers do business overseas, Bankers Trust correspondents and representative offices can provide fast, accurate and thorough service.

these banks especially cooperative in helping to solve a variety of business problems within their respective countries.

### Letters of Credit, Foreign Exchange, Foreign Collections

You and your customers will have access to a complete array of international banking services including, among others, letters of credit, foreign exchange and foreign collections.

The Bankers Trust Letter of Credit Department is headed by Edward G. Grimm, Vice President, a leading authority on this vital, complex subject. His knowledge in this area is highly regarded; indeed, he was one of the bankers involved in the recent revision of the basis of all letters of credit, the "Uniform Customs and Practice for Documentary Credits."

Our Foreign Exchange Traders are among the most active in the country. They are continually in touch with overseas exchange markets by telephone, cable and telex, assuring our customers of prompt service in the application of market rates. They have helped many businessmen fix the dollar cost of their operations by minimizing the risk of exchange fluctuations.

In the Foreign Collections field, our years of experience and our relationships with thousands of foreign banks have proven invaluable assets. We receive excellent cooperation in our daily transactions with foreign banks in achieving the efficient collection of funds for your customers. We can eliminate costly expen-



International Banking Department officers exchange first-hand information about the countries in which they specialize.

ditures through services which many exporters find particularly helpful, and we are often in a position to advise American exporters about the reliability of foreign buyers.

### Special Services

Among the many services we provide, we help your customers find sources of foreign capital, establish trade outlets and collect royalties. We secure introductions to foreign businessmen and officials, and assemble information on overseas economic and political conditions, services that can often be helpful for companies considering appointment of foreign representatives or establishment of foreign subsidiaries.

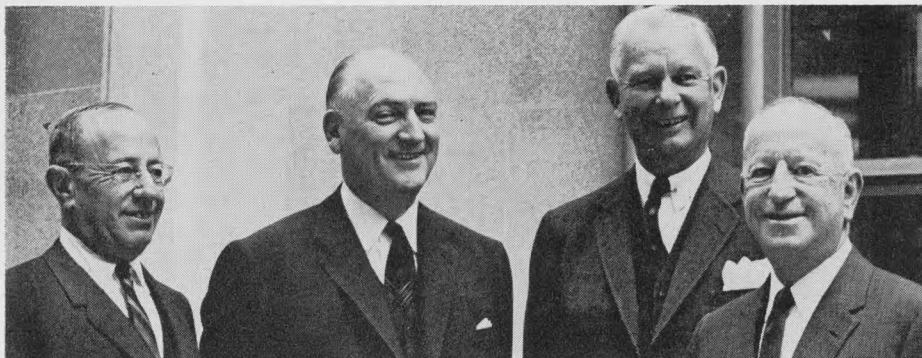
The service which we provide to your customers is quick, accurate and tailored to each specific need. If you have customers who do business abroad, let us be your International Banking Department.

# BANKERS TRUST COMPANY

NEW YORK, N. Y. 10015 • Call 212-692-6525 • Cable BANKTRUST NEW YORK



## Wells Fargo Names Executives



**WELLS FARGO EXECUTIVES** (left to right) F. J. Hellman, vice chairman of the board, Ransom M. Cook, chairman and chief executive officer, H. Stephen Chase, president, and I. W. Hellman, retiring chairman of the board.

**A**T THE monthly board meeting of Wells Fargo Bank in San Francisco, I. W. Hellman retired as chairman of the board of directors, having reached the retirement age of 65. Ransom M. Cook, president, became chairman and continues as chief executive officer.

H. Stephen Chase, executive vice president, was named successor to Mr. Cook as president, and F. J. Hellman, executive vice president and head of the bank's international division, was elected vice chairman of the board.

### Howell Heads NASSB

Charles R. Howell, New Jersey Commissioner of Banking and Insurance, has been elected president of the National Association of Supervisors of State Banks.

Mr. Howell's election took place during closed sessions at the Association's 63rd annual convention, which was held in San Juan, Puerto Rico, at the Americana Hotel.

The New Jersey commissioner succeeds C. V. Pierce, South Carolina's Chief Examiner, as NASSB's top offi-

cer. During the past year, Mr. Howell functioned as first vice president.

The new president has been New Jersey's commissioner since 1955. Prior to his appointment, he operated his own insurance firm in Trenton, and served in both his state legislature and the national congress.

### New Chase Executives

The Chase Manhattan Bank has appointed Victor E. Rockhill an executive vice president and associate executive officer of the bank's international department.

David Rockefeller, president of Chase, and George Champion, chairman, have recommended William S. Miller to the board to succeed Mr. Rockhill as president of Chase International Investment Corporation. The CIIC is the bank's wholly owned foreign financing subsidiary. Mr. Miller is executive vice president of CIIC.

John M. Lyons has been recommended as executive vice president of CIIC, to succeed Mr. Miller.

In his new position, Mr. Rockhill will carry the responsibility for the general direction of the bank's Latin American and United States-Canada areas. He also will direct the planning and development of new facilities of Chase Manhattan outside the U. S.

## BANK POSITIONS

Attractive positions available for men with adequate experience and ability, such as:

Managing Executive  
Commercial Loan Officer  
Installment Loan Officer  
Agricultural Representative  
Insurance Writer

Junior Officer  
Trust Officer  
Cashier  
Auditor  
Assistant Cashier

If your present position does not provide the challenge or the future you desire, and you think you can qualify for a better position, write for free application blank.

We make no charge to the applicant, but charge the employer for our services. Write us in confidence. All correspondence and negotiations strictly confidential.

## BANKERS SERVICE COMPANY

Henry H. Byers, *President*

Richard C. Newlin, *Vice Pres.*

1301 Register & Tribune Bldg.

Des Moines, Iowa 50309

Telephone 515-282-7800

# This is the Citizens State Bank of New Ulm, New Ulm, Minnesota



This is  
their "office"  
in  
New York



Mr. R. C. Eichten  
Executive Vice-President  
Citizens State Bank  
of New Ulm

Like many banks of all sizes, the Citizens State Bank of New Ulm, New Ulm, Minnesota, has a New York "office" through its correspondent relationship with National City. Not only in New York but in 39 countries on 5 continents where National City branches are located, the experience

and know-how of our staff are always ready to help the Citizens State Bank of New Ulm serve its customers. How can *your* bank get these same benefits? Write or call our Correspondent Bank Department (Area Code 212 559-4832) and we will be pleased to visit you.

**FIRST NATIONAL CITY BANK**

*Member Federal Deposit Insurance Corporation*

Uptown Headquarters: 399 Park Avenue

Downtown Headquarters: 55 Wall Street



*Northwestern Banker, November, 1964*



**JACK MINER**, Vice President & Divisional Manager of the group of Consultants who concentrate their efforts in your area

## BEHIND YOUR BANK BUILDING CONSULTANT...

*all the 39 specialized talents you need to build outstanding new quarters*

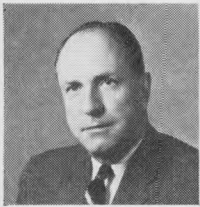
Financial quarters grow ever more complex to design. Today's vigorous competition has created a need for more efficient new quarters to control operating costs for the expanded services and advanced equipment now so vital. And all this calls for more sophisticated

planning techniques. When you work with your Bank Building Consultant, *he* coordinates your project and relieves you of all the technical problems involved. He is especially qualified to work with *you* because he devotes all of his efforts on projects in your area.

*Bank Building*  *Corporation*  
OF AMERICA

MID-CONTINENT DIVISION: 1130 HAMPTON AVENUE, ST. LOUIS, MISSOURI 63139 • MI 7-3800, Area Code 314

**BANK BUILDING CONSULTANTS** know business and building conditions in your area and can be invaluable in assisting you right from the outset



H. N. Arnold



Vernon W. Barge



Tom Cahill



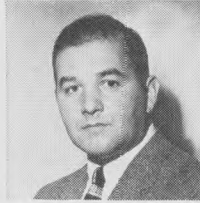
Jamie G. Cannon



J. T. Conlon



Harold Gilbert



C. J. Guimbarda



John T. Huffman



Norman Leppo



Leroy W. Lott



Robert D. Morrison



Fred A. Hart  
Bank Relations

**SEND FOR BOOK OF PHOTOS  
PROJECTS COMPLETED IN YOUR AREA**

Packed with ideas you can use in your own planning; projects of all types and sizes are shown. Free, no obligation. Just write to:

**BANK BUILDING CORPORATION**  
1130 Hampton Ave., St. Louis, Mo. 63139

Offices in: ATLANTA • CHICAGO • DALLAS  
NEW YORK • ST. LOUIS • SAN FRANCISCO

## Country Banker Upset By Country Banker

A COUNTRY banker, who has been a long-time subscriber to the NORTHWESTERN BANKER, recently had occasion to call, as a complete stranger, in a country bank in a state other than his own and felt that his experience was worth recounting.

As is evidenced by his remarks, he was upset by the treatment he received but, following some reflection, was convinced that the experience was a helpful one in pointing out what may have been a weakness in his own institution.

Following is the incident as it was related to us by this subscriber:

"This little human interest story should have two titles: 'The Public Image Still Stands' and 'Getting a Dose of My Own Medicine.'

"I am a banker. At any rate, I am listed in the directory. Recently, I was in another state on business. I stopped in a fair-sized town to check on some pasture land concerning what the land might be worth and what it should rent for. Naturally, I went to the bank for my information.

"It was some time before anyone noticed me. Then I was met with a cold, expressionless stare from a middle-aged woman who asked, with some lack of expression, 'Can I do something for you?' I stated my mission and was informed that Mr. So-and-So was busy but that he might be able to help me in a few minutes.

"I sat there for exactly three-quarters of an hour. There was no paper to read but there was a bench to sit

on. The door to Mr. So-and-So's office was open and someone was having a glorious time visiting with him. I got up and walked out.

"Across the street was the Savings and Loan.

"A devilish thought went through my mind . . . yes, I would try it!

"I walked in and a robust fellow came out of an office with a hearty 'Good morning! What can I do for you today?' Again I stated my mission. He told me that he did not deal much in pasture land, but that there was a good real estate dealer there who would surely be able to tell me what I wanted to know.

"He reached for the telephone, dialed a couple of numbers and, unable to find his man, stepped out on the street to see if he could find his car.

"The real estate dealer just happened to be passing by. My friend, the Savings and Loan manager, let out a yell and a shrill whistle, introduced me as 'the gentleman from Nebraska' and went back to his nicely-furnished, cozily-decorated building. It reminds you of the classic expression, 'who, then, was neighbor?'

"Yes, the public image still stands. But that needn't be all. I have, likewise, begun a business deal with an old friend in the back room and finished up with a nice visit—while someone was waiting out front to see me.

"My wife said it served me right. I had to grin, for I had it coming to me. I'm gonna do better from now on."—End.

### West Coast Director

Election of John Kyle Gustafson as a director of United California Bank, Los Angeles, has been announced by Frank L. King, chairman of the board. Mr. Gustafson is president, chief executive officer, and director of Homestake Mining Company.

### ON THE COVER

Daniel Dan, 16, recently elected president of the Stagecoach J. A. Bank, sells the first stock certificate in his bank to H. Stephen Chase, Wells Fargo Bank president. Dan, a senior at St. Ignatius High School, heads one of the fifty student-operated companies currently in business at the San Francisco Junior Achievement headquarters. The Stagecoach J. A. Bank, capitalized at \$100, will receive advice and technical assistance from Wells Fargo.

**Top Steer**



**GRAND CHAMPION** steer at Tulsa State Fair Junior Livestock Auction was purchased by the First Natl. Bk. & Tr. Co., Tulsa. **Jack V. Sanders**, left, a.v.p. of the bank, bid \$2,500 for it, and the bank bought the steer from **Fred Ferrell**, Elgin, Okla., Future Farmer of America. For the past 19 years, the bank has bought the top steer.

## B of A Observes 60th Year

**B**ANK OF AMERICA, the world's largest non-government banking institution, celebrated its 60th birthday last month with a quiet cake-cutting ceremony and some thoughts about the past, but most of the talk was about the future. The bank was founded on October 17, 1904.

Focal point of the birthday party at the bank's San Francisco head office



**BANK BIRTHDAY**—For six decades Bank of America has been opening branches in California, so when the bank celebrated its 60th anniversary last month, President **Rudolph A. Peterson**, left, **Claire Hoffman**, daughter of founder A. P. Giannini, and Chairman **Jesse Tapp** were faced with the formidable task of blowing out a candle a branch—868 of them. The candles were mounted on a giant California-shaped cake. For 19 of its 60 years, the bank has been the nation's largest. Total assets: \$14.8 billion.

was a giant cake with 868 candles, each representing a California branch of Bank of America. Hosts of the party were R. A. Peterson, president; Jesse W. Tapp, chairman of the board, and Mrs. Claire Giannini Hoffman, daughter of Bank Founder A. P. Giannini.

Before cutting the first piece of cake, Mr. Peterson noted the highlights of the bank's growth from a one-room, three-employee firm in 1904 to an institution with branches throughout California and the world.

He observed that the bank had its own humble beginnings in an abandoned tavern in San Francisco's North Beach district, with three initial services. Catering to the "little man" as well as the large corporation, it has grown into a world-wide organization with more than 80 services, highlighted by such features as equipment leasing, medical billing, payroll processing, travelers cheques, the widely accepted BankAmericard, and Timeplan.

### Plan Personnel Conference

An advance program was announced for the National Personnel Conference of The American Bankers Association on November 15-18 in Chicago. All ses-

sions will be in the Sheraton-Chicago Hotel.

The program, according to C. Edward Berryman, chairman of the A.B.A.'s Personnel Administration and Management Development Committee, includes panel discussions, group meetings and case studies, in addition to formal addresses.

Registration, a review of exhibits, and a get-acquainted gathering are scheduled for Sunday, with the meetings getting under way on Monday morning. The conference adjourns at noon on Wednesday.

### New Morgan Executive

Election of Leonard C. R. Langer as a vice president of Morgan Guaranty Trust Company in charge of staff planning and development was announced by Henry C. Alexander, chairman of the board.



L. C. R. LANGER

Mr. Langer, a former associate professor at the Harvard Graduate School of Business Administration, most recently has been treasurer of Star Market Company, a food retailing chain with headquarters in Cambridge, Mass.

## How DOUGLAS-GUARDIAN'S special audit procedures give you assured collateral protection

Douglas-Guardian's unique system of Field Warehousing is the soundest possible method of protecting collateral that cannot be kept in your own vault. For Douglas-Guardian sets up an independent custodianship of inventory, wherever it may be—at the manufacturer's, distributor's, wholesaler's or jobber's own place of business.

For your fullest protection, we don't take anybody's word for anything. We offer visual verification on a monthly basis—or more frequently if activity or commodity indicates. Your customers benefit from increased operating funds . . . and your bank benefits from increased safe loan volume. Years of quality service prove the unique reliability of Douglas-Guardian.

Write or call us for complete information—promptly.

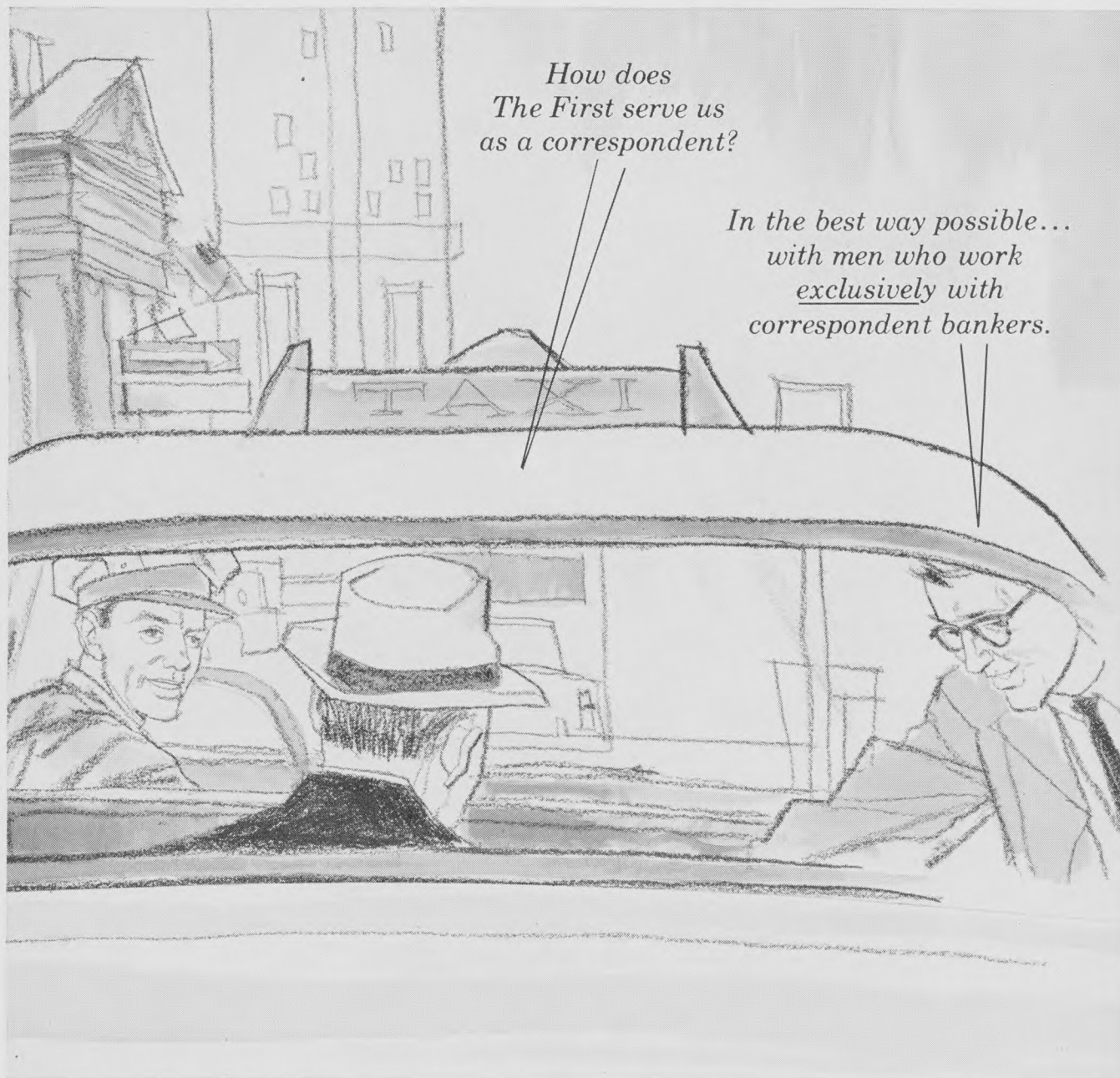


## Douglas-Guardian

WAREHOUSE CORPORATION

P. O. Box 52978, New Orleans 50, La. BRANCHES IN PRINCIPAL CITIES Phone Area Code 504 523-5353

OUR INTEGRITY IS YOUR SECURITY



*How does  
The First serve us  
as a correspondent?*

*In the best way possible...  
with men who work  
exclusively with  
correspondent bankers.*

If you're getting less than the best  
in correspondent banking service,  
contact the bank that gives you  
full-time banker-to-banker service.



*Building with Chicago and the nation since 1863*

**The First National Bank  
of Chicago**

Chicago, Illinois · 60690

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

*Northwestern Banker, November, 1964*

## Discontinue Travelers Checks

**A**FTER 55 years of issuing its own travelers checks, First National Bank, Chicago, has decided to give up the service because it no longer could properly serve its customers in this field.

In a letter to the bank's agents who sell checks, Homer J. Livingston, chairman, said the First National had come to the "unhappy" conclusion that "to continue to assure world-wide recognition and acceptance of our travelers checks would necessitate further increases in our advertising and promotional efforts which would involve expenses considerably in excess of any net return in the foreseeable future."

Mr. Livingston said the bank would begin selling American Express Travelers cheques to fill the needs of its customers.

He said, "Because of their wide acceptance we have decided to sell American Express Travelers Cheques exclusively."

A spokesman for the bank estimated that First National was the fourth

largest issuer of travelers checks in the country—ranking behind American Express, First National City Bank, New York, and Bank of America NT&SA, San Francisco, in that order.

James A. Henderson, senior vice president, American Express, in a letter to the 3,500 outlets which have handled First National's checks, urged that they switch to his firm's service.

He added that for any customers of the agencies who wish to swap their First National checks for the American Express drafts there would be no extra charge for this service until December 31.

### Chicago Surplus Increase

Directors of National Boulevard Bank of Chicago have voted to increase the bank's surplus from \$5 million to \$5½ million by transfer of \$500,000 from the undivided profits account.

The transfer will increase total capital and surplus to \$7,500,000 and raise

the bank's lending limit to \$750,000 to any one borrower.

### Harris Bank Promotions

Three new assistant vice presidents and four new officers were announced by Harris Trust and Savings Bank, Chicago. All the official promotions

were in the bank's investment department.

Preston T. Loney and George D. Smith II, formerly managers in the department's buying division, and Robert M. Schaller, formerly sales manager, were



P. T. LONEY



G. D. SMITH II



R. M. SCHALLER

promoted to assistant vice presidents.

New Harris Bank investment officers are John M. Dancy, James W. Forsyth and Stanley K. Peirce, sales managers, and Barry P. O'Brien, manager, trading division. Mr. Forsyth and Mr. O'Brien are in the department's New York office.

### List NABAC Conventions

The 1965 schedule of conventions to be conducted by NABAC, The Association for Bank Audit, Control and Operation, has been announced by Association President Henry J. Rohlf, vice president, The Morgan Guaranty Trust Company of New York.

Five conventions are conducted annually by NABAC, one national and four that are regional in nature. The regional meetings are traditionally held during the spring, and the national is annually conducted in the fall.

Dates and locations of the 1965 NABAC conventions follow:

Western Regional—Phoenix, Ariz., April 5-7, Westward Ho Hotel.

Southern Regional—Dallas, Tex., April 26-28, Statler Hilton Hotel.

Northern Regional—Indianapolis, Ind., May 10-12, Claypool Hotel.

Eastern Regional—Pittsburgh, Pa., May 24-26, Pittsburgh Hilton Hotel.

National Convention—St. Louis, Mo., October 25-27, Chase-Park Plaza Hotel.

## CHECK COUNSELING

Someone in your bank is a check counselor. Every new customer needs checks. Every old customer has occasion to reorder checks from time to time. Someone must place the orders for checkbooks. Someone must answer questions about checks and show the customer what is available for his use. Someone in your bank has, in this position, a golden opportunity to do a marvelous job of customer relations for your bank while building for himself or herself an important place on your bank's staff.

Check counseling is doubly important in these days of automated check handling. Considerable sums of money are involved in the furnishing of encoded checkbooks. A knowledgeable check counselor, while satisfying the customer's wants and needs, can actually sell more checks than he gives away. Equally important is the fact that a customer who is using a checkbook that is exactly right for his particular needs is a satisfied customer.

Friendly, customer-conscious employees make excellent check counselors. They grasp quickly the two prime essentials for excelling at the job . . . *knowing the styles of checks that are available and finding out what the customer needs.* A study of the DeLuxe catalog of bank checks, together with the samples and sales aids we provide, makes the first skill relatively easy to acquire. To find out exactly what the customer needs is simply a matter of asking the right questions.

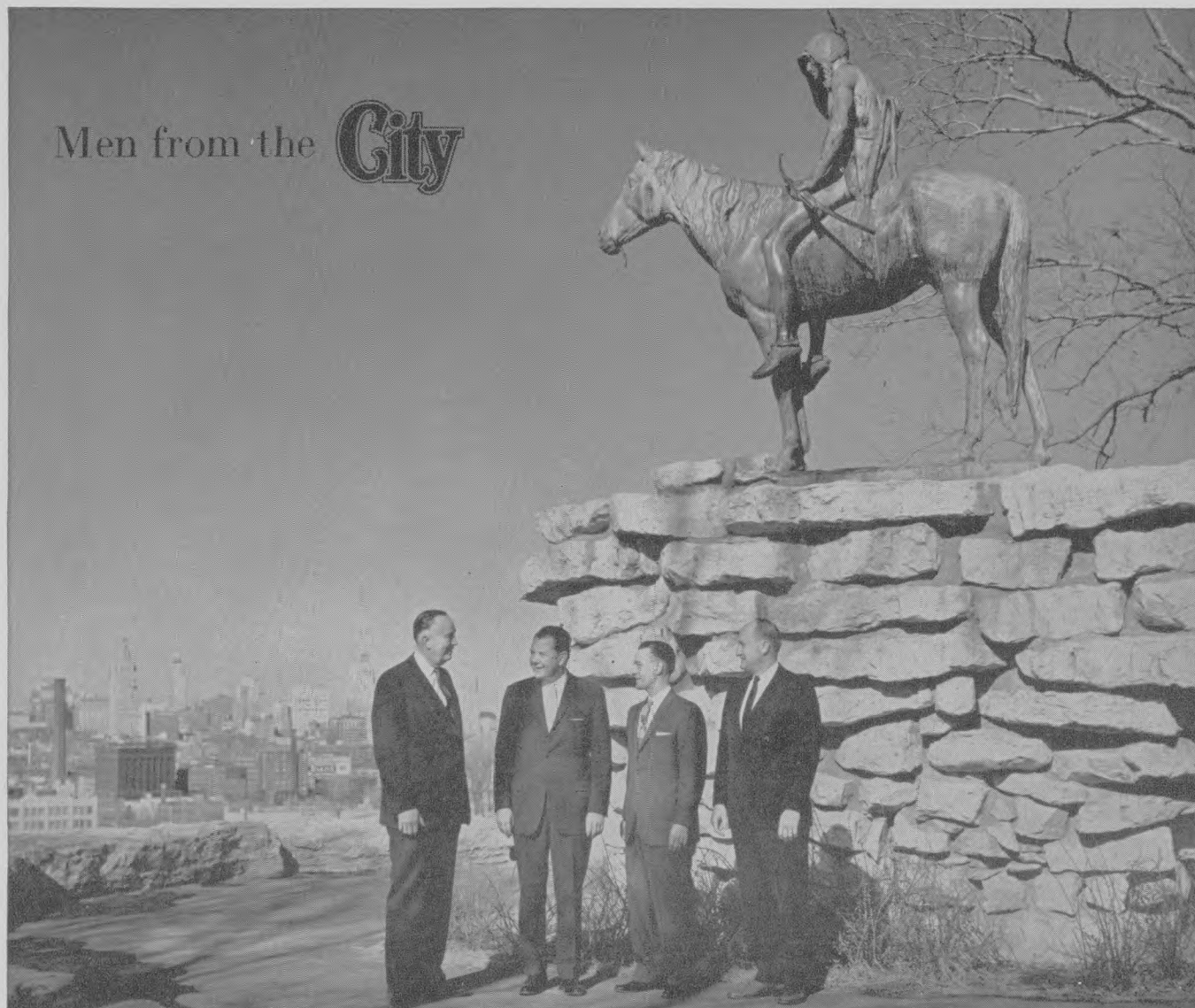
We have long been intrigued with the check counseling function. Our representatives have watched and studied counselors at work, and we have a color slide film on the subject that they will be pleased to show to interested people in your bank at your convenience. The job is important and the rewards are substantial for a job well done. May we help you in developing an outstanding check counselor for your bank?

**DeLuxe**

**DELUXE CHECK PRINTERS INC.**

NORWALK CLIFTON PAOLI RICHMOND SYRACUSE CLEVELAND DETROIT INDIANAPOLIS  
CHICAGO KANSAS CITY ST. LOUIS ST. PAUL DALLAS CHATSWORTH SANTA CLARA PORTLAND





Men from the **City**

*Dale R. Ainsworth, Executive Vice-President; John J. Kramer, Vice-President;  
Roy A. Thompson, Vice-President; George W. Sherman, Assistant Vice-President.*

## Northwestern Statesmen!

The big, wide-open spaces of the Great Northwest get prime attention from these Men from the City.

Correspondent banker Roy Thompson covers Colorado. Bill Sherman serves Iowa, Nebraska, Wyoming, Montana, North Dakota and South Dakota, while Western U. S. Director John Kramer backs up the full-time, full-service City National team. Meanwhile, Executive Vice President Dale Ainsworth heads City National's entire group of fourteen able, experienced Correspondent bank officers—all especially trained to provide the best possible know-how and on-the-spot counsel. Call them today, area code 816, BA 1-6800.

It's great to grow with the

**City**



**National Bank  
& Trust Company**

Kansas City, Missouri  
MEMBER F.D.I.C.

...the one Kansas City bank that has everything

*Northwestern Banker, November, 1964*

## ACROSS the DESK from the Publisher

*Dear Henry C. Coleman:*

*Chairman, Commercial Bank,  
Daytona Beach, Florida.*

Speaking before the annual meeting of the National Association of Supervisors of State Banks, you attacked the Comptroller's liberalization in the granting of national bank charters to counter non-branching laws.

We agree with your comments when you state that the answer is not in the wholesale granting of charters in no-branch states. You explained your reasoning in this manner:

"You and I know that many applications come from people who really have no interest in our industry. They want to buy the respectability which comes with a banking directorate, or they want to use the bank to their own personal advantage, or they want to make a quick capital gain through the sale of bank stock.

"And if an appreciable number of this type applicant is successful in obtaining bank charters, we are in for trouble."

*Dear Roland E. Young:*

*Vice President and Treasurer,  
Hartford Insurance Group,  
Hartford, Connecticut.*

Appearing before the 90th annual convention of the American Bankers Association, you commented on the important things you look for in choosing a banking connection for your company.

Many of the items that you listed are synonymous with the findings in the exclusive survey just completed by the NORTHWESTERN BANKER among a cross section of commercial accounts. Here are your observations:

"Important things that we look for in a bank: Reasonable size; adequate security; good service organization; a favorable geographic location; facilities of foreign exchange. However, I think that if I were nailed down to the most important ingredients in a bank, I would have to say that it would be its people. Whether you think about it this way or not, you are selling your services just as we are selling ours and, as is the case with all sales organizations, it is the personnel who will eventually decide whether or not you are successful.

"As I see it, this could be:

1. A teller at your service window.
2. A programmer in your data processing department.
3. A member of your trust department.
4. The representative who may visit the corporate treasurers to "sell the bank."
5. Yes, even the president.

"This, of course, is a large order for any organization to be so perfect; but just as long as you continue to represent yourselves with the highest type of friendly, considerate and polite people, just as long as they continue to serve our needs so well, just as long as they continue to investigate and create new services that are in our interests, just as long as they and their ingenuity expand your services to meet our ever-growing needs both in this country and abroad, you will have our continued respect and loyalty and, most important, the partnership which has made both of our industries strong and indispensable to the welfare of our country."

*Dear Charles A. Agemian:*

*Executive Vice President, Chase Manhattan Bank,  
New York, New York.*

Most bankers admire you for being able to wade right into the nuts and bolts of a problem, and your address before the National Association of Supervisors of State Banks was no exception.

You stated that banking's "present climate of competition" has, in your judgment, "been unfortunately impaired by a series of subtle shifts in the delicate balance of the dual banking system."

You added that the "tinkering and tilting of the scales has placed state banks at a disadvantage in relation to national banks." You further explained that "the task of state bankers is not made easier by the fact that most of the stipulations now in force are absolutely antiquated." By stipulations, you were referring to FDIC and Federal Reserve rules regarding capital adequacy, risk asset ratios, loan limits, asset appraisal, management appraisal, liquidity and so on. By contrast, we see national banks enjoying a single set of rules and standards, and these are being made increasingly flexible.

THE NEW YORK BANKER WITH THE HOMETOWN TOUCH



He covers 26,000 miles a year for Chemical New York and you.

## He can bring New York's money market to your Main Street

This is the man who proves a bank can be one of the world's largest without being stuffy about it. He's from Chemical New York.

He brings you a brief case full of benefits—all the resources, the experience of his 5-billion-dollar bank.

His bank is strategically headquartered in New York's financial center. It gives him the *contacts and capabilities* to make any financial operation run

more smoothly. His bank has ties with banks in all 50 states and in more than 100 countries overseas.

His bank has him *specialize* in your area. So he can put his finger on the best way to get things done. That's why he's known as "the New York banker with the hometown touch." Your local bank knows him and can put you in touch. Chemical Bank New York Trust Company, New York 15.

# Chemical New York

Northwestern Banker, November, 1964



For the Friendship of  
our Fellow Bankers,  
we are deeply ...  
...Thankful

Last month's convention in Des Moines gave us a chance to re-new old friendships and establish new ones. As we approach the Thanksgiving season, may we wish you and your family a most bountiful and contented holiday.



*Central*

**NATIONAL BANK AND TRUST COMPANY**

Fifth and Locust Street . . . Des Moines  
Member Federal Deposit Insurance Corporation



Stan Ekman

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

Northwestern Banker, November, 1964



We know California business from top...



to bottom.

From timber to toys, from mining to movies — Bank of America has a working knowledge of every major business and industry in California. This on-the-spot experience can be invaluable to *you*. Whether you have questions about credit, collections, business prospects or new plant

sites, Bank of America — with more than 800 branches — can find more than 800 ways to get you the answers. For the most complete correspondent service in California, just contact our National Division, 300 Montgomery Street San Francisco; 650 So. Spring St., Los Angeles.

## BANK OF AMERICA

NATIONAL TRUST AND SAVINGS ASSOCIATION • MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

*Northwestern Banker, November, 1964*

# Poultry Loans . . .

## A Profitable Opportunity to Serve Agriculture

By **TOM SMITH**, *President  
First National Bank  
Perry, Iowa*



**AUTHOR TOM SMITH**, second from left, is shown with the Marion Thornburg family of Woodward, Iowa. The Thornburg's have one of the more than 80 midwest layer units which have been installed in Minnesota, Iowa, North Dakota and South Dakota.

**T**HERE'S a new industry in your community or there could be. An industry which is unlike any of the others. But it's just as important to your community's financial well-being as the local candy factory, tire factory, or cattle feeding lot. It doesn't employ as many people as some businesses, but it puts a lot of money into circulation and it helps to create and maintain jobs. What is this new economic boon to communities? It's an egg production factory. Not 400 layers running loose in a farmer's yard, but rather 3,000 or more layers confined in a modern egg factory.

Almost every segment of your community benefits because of this enterprise. The local insurance man is asked to insure the \$15,000 to \$20,000 operation. The feed dealer receives orders for \$10,000 worth of feed every 14-15 months. The local hatcheryman sells the layers for the operation. The local lumberman, plumber, and electrician are all involved in building the factory. Your bank has the opportunity to loan the money required to build and equip the factory. And the factory increases the value of the farmer's farm, and he pays more taxes.

But the farmer benefits the most. The factory enables the farmer to diversify. It means he doesn't have to make all the family living from any one project on the farm. In a year when one phase of farming commands low prices, there is another project on the farm to make up for the lower income.

It also gives the farmer a good market for available family labor—labor that often would sell pretty cheap in the nearest community. The farm wife can take care of 3,000 layers in a modern cage unit in about three hours each day. It's light, easy work. The woman and her children work inside out of the weather while walking down cement aisles picking up the eggs and placing them on an egg cart. Gathering completed, the woman pushes the cart to a modern egg cooler built into the unit where she puts the eggs in cases for pickup by an egg buyer. After completing the gathering chores, the woman sits down at a desk in her functional workroom. Here she records the hens' production for the day and other important information. In return for her labor, the woman is able to add substantially to the farm's net income. This can amount to over \$4,000 a year from a 3,000-bird flock.

What are the risks involved for the banker? After all, he's the fundamental man in the whole operation because, in most cases, without his financial support a farmer can't build a unit. There are risks, but they're not unlike the risks in any other business. In fact, under a sound program sponsored by a firm headquartered in Des Moines, Iowa, a banker is assured of minimum investment risks. Hy-Line Poultry Farms and its distributors began offering a package egg factory for sale about two years ago. Since that time, over 80 of these poultry operations have been constructed in Iowa, Minnesota, and North and South Dakota. The money for these units came from many different sources, including the First National Bank of Perry, Iowa.

Under the Hy-Line program, the producer turns all of his egg receipts above his cash expenses over to the lending agency until the note on the factory is completely satisfied. Therefore, all of the farmers, who have built these units, were making a living on their farms before they undertook these projects.

They're good managers. They're big businessmen. And they're farsighted. They're looking ahead five, 10 and even 15 years to the time when they will need additional funds for their children's college educations and when they will want to retire.

### Know the Man

But let's say we all agree that there should be more egg factories in our communities. What do we look for in a man who wants to borrow money to build one of these units? First, one must know the man. Is he dependable and hardworking? Is he a good manager as well as a hard worker? Is he making a living on his farm? Is there labor which is not being utilized on his farm? Does the firm selling the unit provide a service program for the operation which will give the man technical assistance? And, of course, does he have the necessary collateral to secure the loan?

If a banker asks himself these questions about a loan prospect and can answer them all affirmatively, the risk

### POULTRY LOANS . . .

(Turn to page 44, please)

*Northwestern Banker, November, 1964*

## Christmas Is Coming . . .

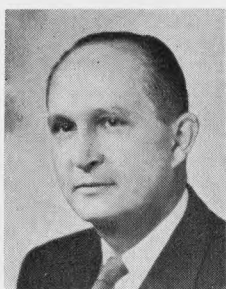
# Pointers for Lobby and

■ With the approaching holiday season, officers charged with the responsibility for appropriate displays in their respective banks are probably looking for helpful suggestions by means of which theirs may be made more meaningful and more effective with a minimum of difficulty.

For that reason, the *NORTHWESTERN BANKER* this month offers suggestions provided by two men experienced in bank display projects.

Their suggestions are practical and detailed and, although their advice differs in some respects, it should be remembered that the display areas with which they work are considerably different as well.

A. B. "JACK" GOODWIN  
Assistant Vice President  
National Bank of Commerce  
Trust & Savings  
Lincoln, Nebraska



**O**UR policy on displays of outside material is governed by the following generalities:

1. If it is a manufactured or processed item, it must be produced in Nebraska.
2. If it is of a civic nature and is not controversial.
3. If it is of a charitable nature.

In addition to these broad concepts, there are many finer points to be considered, such as the following:

1. Is the material to be displayed "in good taste?" We would not display any item that would be obnoxious, such as a coffin.
2. Does it have a unique quality? Is it of interest and not "run of the mill?"
3. Can it be attractively displayed?
4. Will it stand exposure? (Not warp, peel or crack.)
5. Any chance of odor?
6. Will it create any space problem if displayed in the lobby? Some items are just too big.
7. Can "anyone" possibly object?
8. Is there competition on the item? If so, give equal exposure time. Not necessarily jointly, but be sure competition is aware of the opportunity.
9. Use good judgment and due caution.

### A Problem Solved

Lincoln, for example, has three candy manufacturers. Two distribute nationally and the third distributes regionally. We were approached by one of the larger firms and were asked to display its products. We called the other two and told them of the request and offered them display space at a different time.

One readily agreed and left the choice of time to us.

The other was a "little" difficult as it desired to be first. It was a ticklish situation inasmuch as all three were good customers of the bank.

It was finally resolved when it was discovered that one manufacturer had a very attractive line of boxes for a particular season of the year and agreed to hold back its display until that time. This saved the situation and resulted in three of the most attractive displays in the windows at three different times of the year.

We do not allow prices to be displayed on any item.

We furnish a sign for displays of manufactured or processed products that says, "Items on display in this window were made in Lincoln or Nebraska." No other sign is furnished.

The party displaying furnishes all decorating material, prepares all signs and puts in his own display at his own expense. We do counsel with them before they prepare their signs and displays and, if we feel it necessary, we ask them to submit copy for their signs before they spend their money having them made.

We phoned local manufacturers and processors offering them display space and wrote letters to larger outstate manufacturers. The word soon got around and we now have requests for space extending into late 1965.

The length of time displays are left in the window or lobby varies according to the display. We leave displays of events taking place on the university campus in only one week. We left a display relative to the Lincoln Industrial Foundation in for one month.

### Lists Some "Don'ts"

A few words of caution. Don't allow use of the bank's name in securing any "props" for a display such as mannequins or furniture. Don't use a new car in lobby displays. Rather, have the displayer use his own car. Car dealers are extremely touchy about this and especially so if they are bank customers selling installment paper to the bank.

One controversial issue that demonstrates the pitfalls you can find embarrassing was the issue of adding fluoride to the drinking water of the city. The issue seemed to be endorsed by medical and dental organizations and we gave an organization a window to display the "benefits" of fluoridization, thinking there was no opposition because, until that time, there appeared to be none. Needless to say, there was and we took the display out of the window and the issue was soundly defeated in a vote of the people.

We recommend having signatures of parties responsible for displays on a statement agreeing to the following:

It is agreed by the organization that the bank reserves the right to:

- a. Remove display from the window or lobby if necessity of promoting a bank service or promotion arises.
- b. Be the sole judge of what may be displayed.
- c. Cancel the display at any time.



# Window Exhibits

**GEORGE H. DEMPESY**  
*Director of Public Relations*  
 American National Bank  
 and Trust Company  
 of Chicago



**ONE OF 12 WINDOW DISPLAYS**, at American National Bank and Trust Company of Chicago, is viewed by, left to right, **Allen P. Stults**, bank president, **George Halas, Jr.**, Chicago Bears president, and **Howard J. Johnson**, bank vice president. **George H. Dempesy**, the bank's director of public relations, reports that displays of civic interest, such as the one pictured, and displays of collections which have historical significance have drawn the most interest at the bank.

**A**S YOU know, with our 12 large show windows surrounding the building, we have been forced to do a great deal of thorough and agonized perusal of the medium.

One of the first things we learned was to avoid identification, where possible, with the products or services of a particular customer. In an industrial complex the size of Chicago, and with more than 25,000 commercial account customers, we found that it was impossible to capitalize on the materials offered for display by one account without accepting those of all the others.

For example, we recently had a window series on the Chicago Bears football team. All the jerseys, helmets and other articles used in the exhibit came directly from the Bears' own equipment room. Yet, we were severely criticized by a sports equipment customer for not using his products.

Actually, it turned out that our customer provided the Bears only with shoes. The brand identification of the competing shoes in our display was on the inner sole and, to see the trademark, it was necessary to stand on one's toes unless one happened to be well over six feet five inches!

## Avoid Fund-Raisers

Another principle we follow is the avoidance of fund-raising displays, with the single exception of our Community Chest-Red Cross Crusade of Mercy series created each fall. The reason for this is similar to that cited above.

There is such a proliferation of worthy charities in the city that our windows would have nothing else in them all year if we acceded to each request. And how do you tell the chairman of the Cystic Fibrosis Drive that his cause is not as important as the Heart Fund without running the risk of alienating a significant minority of the public?

On the subject of selling the services of the bank through displays, we have come to the conclusion that such an endeavor is most unproductive. Very few, if any, persons walk in to open an account or borrow because of

displays inviting them to do so. Of course, I exclude premium promotions from this generalization. Obviously, if an attractive display of a worthwhile premium is created, it will usually result in some degree of new business.

## Display What and Why?

What, then, do we display and why?

We use our windows to more effectively identify the bank and to create a visual personality for the institution that will, hopefully, influence individuals favorably toward us. To do this, we look for display themes that will have general interest and that lend themselves to dimensional portrayal.

Collections of virtually any type fit these requirements, especially those with historical significance. We have displayed a clock collection, Civil War mementoes and other such articles, always with success.

Worthwhile civic organizations are also good subjects and we have had display series on our symphony, opera, art museum, police department, schools and, as earlier mentioned, the Bears.

Two things I insist upon, however, are: (1) We will design and construct the displays ourselves with the help of our display firm and (2) We must have dimensional materials. Photographs and drawings are fine, but to really get attention, displays should have three dimensional objects in them.

Also, because we are trying to put our best foot forward, so to speak, the design of the displays should reflect good taste as well as a modicum of sophistication. Only a professional designer can provide these basics.

## WINDOW EXHIBITS . . .

(Turn to page 48, please)

Special  
 NORTHWESTERN BANKER  
 Analysis Shows

# Rep. Patman's Charges Are

## Part II (Conclusion)

■ In the first part of his analysis, published in last month's issue of the NORTHWESTERN BANKER, Dr. Davids reviewed several of Rep. Patman's charges. One of these was that the cost of money in the U. S. is too high. Dr. Davids suggested that any interested person could readily determine from available figures that much higher interest costs are charged in many other nations.

Rep. Patman made direct charges that the Fed and a small group "control" the money market. Dr. Davids questions his definition of "control" and enumerated the many other forces affecting the money market. Likewise, he defended the Federal Open Market Committee's actions as being in the public interest.

Mr. Patman took many "pot shots" at the Fed, Wall Street and bankers in general. Dr. Davids dissected and answered each of these charges. He continues his analysis in this concluding installment.

Rep. Patman infers that the FOMC created three depressions between 1953 and 1961. On a relatively pedantic plane there is serious question as to whether the three periods he mentions qualify for the strong term of "depression" or whether the milder term of recession is more appropriate. It is inherent to both the free capitalistic type society and increasingly so in socialist type societies that they have a "business cycle" or "trade cycle" rather than a constant increasing or level production. These two questions are germane to the issue:

(1) Is the United States' real production on a per capita basis higher during the "depression" or recession periods than other types of societies such as fabian socialist or communist? My answer is yes!

The second question is (2) Can the FOMC be praised—or blamed—for steel strikes, for adverse balance of payments? For unbalanced federal budgets, for political situations such as the Suez Canal, for the weather? The answer is that the FOMC has no impact whatsoever in many areas of political and fiscal policy. So don't blame them completely—nor should they be praised for things that they had little to do with.

One other point should be developed. We are all familiar with the concept of excess. Over a long period of years certain indications of undesirable economic excesses are observed—such as security, speculation, inflation, etc. A method of responding to such excesses (as we observe them) is to try to moderate the situation before it gets out of hand. Example: the stock market "booms" to a point where there is more than "normal"

(an admittedly difficult concept to briefly describe) borrowing to purchase stocks. The Fed is now obligated to step in and reduce this potentially dangerous condition (observe 1929 when the Fed lacked this power). Yet, the very nature of the Fed accomplishing this desirable moderation of reducing excessive speculation in the stock market can cause a back lash. The strong criticism comes from the relatively few who feel hurt. The many who are helped, and society as a whole, rarely go out of their way to praise the Fed.

The bankers reading this article will appreciate that they cannot discuss in the public forum all the aspects of every loan or investment that they make. The Fed cannot reveal its actions at the time it takes open market operations, basically for the same reasons. It does, however, go beyond the actions of most other foreign central bankers and other commercial bankers and reveal the reason for its action in its annual report. This announcement appears too late to be of value to speculators but soon enough to be judged by informed peers and Congressional committees.

### "Abnormal" Connotation

Weekly reports of the Fed are published by our leading newspapers. These reports do permit the perceptive to visualize in the aggregate what the Fed has done during the previous week. Thus, no radical departure from past performance can go unnoticed by those willing to devote the time and effort to investigate.

"The enormous—even abnormal—prosperity that bankers have enjoyed the past few years," is another indication of Mr. Patman's overstatement of facts. It is true that bankers by and large have experienced good profits and prosperous times in the past few years. So has the nation as a whole. There are a good number of industries which have had higher profits (by whatever measure used—return or investment—capital appreciation, etc.). Of course, there are others that have had lower. The connotation of "abnormal" is not pleasant. Surely the Savings and Loan Industry so favored by Rep. Patman has shown much higher "profits" than banks, yet experience no criticism from him.

In discussing 12 per cent or more yields on consumer installment loans Rep. Patman seems to forget that he is quoting a *gross* yield which not very many bankers are obtaining. In addition the *net* yield is substantially lower and after the tax yield is even lower still. The return commercial bankers obtain on consumer loans, be they stated as gross or net, are not out of line with rates

# Refuted

*This analysis of Mr. Patman's recent speech before Congress has been prepared by*

**DR. LEWIS E. DAVIDS**  
**Professor of Bank Management**  
**University of Missouri**



**DR. LEWIS DAVIDS**  
 Prominent educator reviews Rep. Patman's speech.

charged by financial intermediaries such as finance companies. About the only financial institutions charging lower rates than banks are the co-operatives and these have lower overhead by virtue of volunteer help and donated services and they *don't* pay taxes.

That bankers have been increasingly switching to municipal bonds which are tax exempt is true. It is natural and legal for any individual or company to minimize the tax burden. Bankers do not make the tax laws; it is politicians such as Rep. Patman that do.

"Interest payments on deposits are too generous" may be a statement made by one or more bankers. It is probable that on any economic phenomena it is possible to get quotes on either side of most questions.

My own personal opinion is that the legal limitation of the Regulation Q ceiling on interest rates paid on time deposits had some justification at the time the Fed imposed it but that the regulation, after the emergency period was over should have been modified to a stand-by basis. The more rapid growth of S&Ls would not have occurred by shifting of deposits from commercial banks to S&Ls if banks had been able to compete with the S&L without the restriction of Regulation Q.

## "NO" to Power

This writer may or may not agree with *Time* and Rep. Patman as to the "greater power." He would add this qualification—yes!—greater power over the member banks of the Federal Reserve System—but NO! to greater power over our economy, since the growth of other financial intermediaries—and cash flow of major companies has reduced the over-all importance of banks in our current economy.

The question of Congress' inability to be an effective operating monetary authority has been previously commented upon.

The question of "excessive" rates of interest is discussed previously. It would be most interesting to learn what minimum and maximum rates of interest Rep. Pat-

man would favor. It is very questionable that funds could be provided to meet the needs of society at those rates. It is one thing to advocate "Pie in the Sky." It is an altogether different thing to be confident that the complex forces of our economy could sustain itself with those same rates of interest.

Rep. Patman equates the FOMC, the Fed, ABA, big New York banks, and the Eisenhower regime as "jacking up interest rates to an excessive degree."

He states he is an implacable foe of the above. He fails to state that many of the FOMC are considered to be members of the Democrat Party and were appointed by Democrat administrators with the consent of the Senate (controlled by Rep. Patman's party).

The executives of the Fed have by and large tried to avoid any actions which could be construed on partisan politics.

## Questionable Rationalization

Rep. Patman again seems to exercise some questionable rationalization. The national debt is mostly the result of fiscal policy—of budget receipts and expenditures voted by Congress on the basis of budget requests submitted by the various government departments and bureaus. The monetary policies of the Fed have in this sense little to do with the United States budget. Within the limits of their legal duties the Fed cooperates with the Treasury in seeing that fiscal or monetary policy are not at cross purposes.

The word "pernicious" has an unfavorable connotation. Rep. Patman is right in an immediate sense that an increase in rate of interest on the national debt will cost the taxpayers more. There are some other ways to look at this situation. If, as a result of our lowered rates of interest, foreign holders of dollar claims should in large numbers convert their claims from dollars into gold, such a run on the dollar would unlock a Pandora's box which could jeopardize our domestic economy much more than increased interest on our debt. Using Rep. Patman's own

## Patman's Charges Refuted . . .

example, a 1¼ per cent increase in interest rate on the national debt would work out to roughly \$4 per capita—or in the neighborhood of our aid to Indonesia. The \$4 may be compared to the over \$2,000 per capita income, or one-fifth of one per cent.

Rep. Patman would be more realistic in relating home ownership costs to the Federal Home Loan Bank Board, a board which has two-thirds control derived from the Saving and Loan industry, rather than imputing complete responsibility to the Fed. If one wishes to be pedantic it is possible to point out that since interest rates are tax deductible that their true after tax burden is rather lower than they appear.

Rep. Patman's use of the word "arrogantly" in referring to W. McC. Martin seems out of place. He is a gentleman doing a most difficult job. Few who know him, other than Rep. Patman, would classify his attitude as "arrogant."

By the same token it is doubtful that Chairman Martin has publicly expressed the thought that Rep. Patman is "wicked." I would think that Mr. Martin's patience may have become tried at times during his testimony before Rep. Patman.

Words such as "money hucksters" have emotional overtones which make it difficult for dispassionate analysis. Use of such terms in Rep. Patman's arguments tends to encourage emotional responses, whereas rebuttals should be objective.

### "Reform" Categorized

His use of the term "reform" falls in the same category. All well-intentioned citizens favor true "reform" when it is needed. However, Rep. Patman's use of the term does not seem to be supported by empirical evidence. The Fed and the FOMC surely do not consider themselves perfect. They recognize that as situations develop there is a need to re-examine rules and policies under which they operate. They advocate change when it will improve their operations.

Most loyal Americans would acknowledge that it is beyond their sphere of competence to take a strong position on the number and type of planes, ships, guns and other armaments with which our nation should be defended. Too, questions of rate-making for interstate transportation are referred to experts in the field and such boards, commissions and authorities are found in many areas of government. Congress does not vote on the power or wave length or other technical details of operation of a radio or TV station.

In a similar sense, it is not within the province of Congress to inject itself into the day-to-day operational details of the central bank. With all due regard to our highly educated citizens, there is a vast lack of understanding in many technical areas.

Ask the man on the street what the significance is of a particular change in the free-reserve position, the velocity of money, or "float." It becomes apparent that it is not so much a question of the Fed being "insulated" from the people as it is of the "people" not having the technical training to intelligently approve or disapprove of the Fed's actions.

It looks as if Rep. Patman's position on the "right for the President of the U. S. to . . . appoint the head of the Federal Reserve" may be adopted. There are indications

that the Federal Reserve Act may be modified to permit the President, after a "cooling-off" period of perhaps six months after his election, to appoint the Fed chairman. It is important, however, that the appointment not be a purely political one.

The impression Rep. Patman leaves with the uninitiated is that members of FOMC and the presidents of the Fed banks belong to some unidentified "club" of bankers.

Dr. Charles N. Shepardson was dean of the School of Agriculture at Texas A&M immediately prior to his appointment to the FR Board. Dr. Watrous Irons was a highly regarded professor of finance before joining the Dallas Fed where he is now president. William McC. Martin headed the New York Stock Exchange and had a distinguished military career prior to his appointment to the Fed Board.

Dr. Malcolm H. Bryan, president of the Atlanta Fed, formerly taught finance at the University of Georgia. George Clay and Harry Shuford, presidents of the Kansas City and St. Louis Feds, respectively, had legal backgrounds before joining their banks. Dr. Karl Bopp taught finance, labor problems and finance at the University of Missouri before going to the Philadelphia Fed where he is now president.

The educational level of the management of the Fed is one of the highest of any board, commission or agency. By and large, today, they comprise a highly competent and noncontroversial group.

I would attribute less importance than Rep. Patman does to the influence of monetary policy on employment. The Fed cannot simply by injecting massive amounts of money into our economy, create jobs for the unskilled or put anthracite coal miners to work if people convert to natural gas from coal. Structural unemployment is more properly dealt with by nonmonetary programs such as education, relocation or both.

By the same token, if the Fed injected massive amounts of money into the economy to obtain "full employment," the inflationary effect could well cause greater damage than a condition of less than "full employment." In addition, some very subtle distinctions must be made in any discussion of "full employment" or "rates of production."

Most people use the term "full employment" without bothering to define it. But those who have studied the subject point out that the term is contradictory. Labor economists contend that even at the best levels of employment there is some "frictional" unemployment—people moving, jobs temporarily not filled because of model change-overs, highly skilled workers who are offered jobs at a lower skill or wage levels who wait for their specialties.

### "Looking for Work"

Too, there is the middle-aged wife whose husband works but will enter the labor market and drop out at a whim. There is also a large group of people who are "looking" for work—alcoholics, dope addicts, chronic trouble makers, ex-criminals, the illiterates. Most employers do not care to hire such unfortunates, even to the extent of not filling a job.

Then there are seasonal factors which can affect construction, agriculture and transportation. How about moonlighters and how accurate are figures which are obtained by sample and involve vocal responses to questions

“... he should publish his associates' expenditures.”

that have deep social and psychological significance? How about a student who has just graduated but is scheduled for a draft call in two or three months?

“Full-employment” conditions might by Rep. Patman's definition, be obtained for a time by high deficit spending by the government and the related monetization of the debt. There are other dangers, however, that probably would result from these actions. How healthy would such an economy be? How long can such an economy sustain itself? What happens to exports when inflated prices are higher than those of other nations—the reverse happens to imports!

Employment can be encouraged by a number of different means and monetary policy is only one part of the solution. The danger of over-reliance on monetary policy to solve our economic problems can, and probably would, cause more problems than it would solve.

It is interesting to look at the Fed's recent record and the Administration's attitude toward it. Dr. Walter Heller, chairman of the President's Council of Economic Advisers, in a speech to the Democrat platform committee said he was *not* dissatisfied with the Fed's policies. This would seem to indicate that he does not believe the executive is “going one way and the Fed another . . .” as the distinguished Harvard economist, Seymour Harris, contends.

#### Money vs. Credit

Mr. Patman states that money and credit are the same. Most economists would point out that there are important differences between the two. In addition, there are major differences between consumer credit, mercantile credit, bank credit, installment credit, etc.

The Banking Committee chairman also disregards our dual-banking system and infers that all commercial banks are members of the Fed. Of the over 600 Missouri banks less than 10 per cent are Fed members. Of the 14,000 banks in the country less than half are member banks (but they account for about 85 per cent of the total outstanding loans). He is accurate in his description of fractional-reserve expansion.

However, he says that the Fed could “reduce or even retire all of our publicly held national debt by providing banks with reserves,” but does not spell out the techniques for accomplishing this. If he is advocating conversion of the national debt into currency he is advocating a dangerous and unrealistic solution to a serious problem. When China tried this printing-press route to financing its debt its monetary system collapsed and the Reds took over.

Rep. Patman oversimplifies when he says “no risk exists” with government paper. Banks, companies and individuals who purchased 2½ per cent government bonds during the 1940's saw them drop over 15 per cent in price because market alternatives were more attractive.

Rep. Patman has had in his possession a study this writer prepared several years ago on the difficulties of independent and small businessmen in obtaining financing. Both of us are concerned with the problem but Rep. Patman believes a low rate of interest will solve the small businessman's problems and I think it will compound the problem. (This illustrates the difference in approaches between a person who has had actual business

experience and one who has had a long, successful political career.)

The government may establish a privileged rate of interest, similar to FHA or GI rates, for lending to *small business* (a difficult term to define). The fact is that lenders are unwilling to lend at an artificially low rate unless the loans are insured by the government.

A lender is willing to extend a loan and assume a usual business risk for a borrower who meets normal credit standards. Both the lender is not willing to lend at a “customary” bank rate to a borrower who presents an exceptional degree of risk. Thus, most bad risks are passed on to the government.

#### A Serious Problem

The problem of financing the new small businessman is a real and serious one. But it should not be a major concern of the Fed. Congress has established a Small Business Administration to concern itself with the unique difficulties of the small business entrepreneur.

Rep. Patman says that taxpayers are “paying over \$1 billion a year” on \$34 billion in government bonds held by the Fed, then accuses the central bank of spending “as much of this \$1 billion as it wants to for any purpose.” Here again, he overstates the facts and takes a few cases completely out of context. He mentions an item of \$25 for a preacher for an invocation and payments for courses in ethics, history, politics and Shakespeare.

For one not familiar with the ways such expenditures are used, \$25 for a preacher or \$125 for a comedian may seem wasteful. The Fed has many obligations to the public and the government and to its 20,000 employees. One of their obligations is keeping labor turnover low and to do this it must meet competition.

Many commercial banks pay the AIB expenses of their employees. A good number of banks will pay for evening or after-hours education leading to higher degrees. The typical college program requires a proportion of “liberal” education—ethics, history, politics and English literature—as well as applied studies. The Fed is encouraging its staff members (as other banks do) to improve their competence.

He singles out one Fed official's expenditures of \$269.10 for two weeks' duty in India, “traveling like a prince.” The man who can spend less than \$12 a day in foreign travel has my praise. My travel here and abroad runs substantially higher than the figure Rep. Patman quotes as “princely.” He really should praise the Fed official for spending so little. If Rep. Patman wants to see how a real spender on the government payroll can operate he should publish his associates' expenditures—those of Adam Clayton Powell in Paris, for example.

We all should rightly be concerned with extravagance and waste. Rep. Patman mentions specific expenditures such as theater and golf partners, “still on the taxpayers' money.” The picture he draws is of some 20,000 employees and officers wasting money on courses in Shakespeare, going to the theater and playing golf.

I have visited a good number of the FR banks in the course of my work and the typical officers and employees I have observed seem to be doing conscientious jobs. As an educator, I commend the Fed for reimbursing employees who strive to improve themselves.

## Patman's Charges Refuted . . .

“ . . . up and down like a yo-yo.”

We can also look at the normal business amenities. When important customers or correspondents visit commercial banks there are frequent invitations to meals or visits to sporting events or the theater. By a similar token, the Fed finds it appropriate to have foreign central bankers and important executives of member banks as guests.

Many business organizations find it good for employee morale to have a Christmas party or other special events. As a former bank employee I can remember attending bank Christmas parties. We had wonderful dinners, the chief executive would make pertinent comments on the progress of the bank, the evening was always concluded with some entertainment. The bill for the party amounted to several dollars per employee.

For a bank with several thousand employees (the New York Fed has 5,000) it is not extravagant to spend what at first seems like a large amount—some \$4,000.

Banks have for many years had such activities as employees' Christmas parties and social functions for correspondents. Such activities may be considered frivolous by the uninitiated or lacking in real values.

To decision makers, such expenditures are difficult to weigh objectively, as are most public relations and advertising expenditures, or fringe benefits.

But if a Christmas party improves employee morale, or a period on the golf course helps a central banker communicate better with a member banker or a foreign central banker, the only real question is whether such expenditures are out of line with the magnitude of the Fed's operations.

### Surprisingly Naive

Rep. Patman's idea of canceling the government bonds held by the Fed or having “the interest turned over to the Treasury” is surprisingly naive for a man of his experience. One of the major tools of monetary policy is open-market operations—buying or selling government bonds to ease or restrict the money market.

The first part of his proposal is like tying both arms of a fighter behind his back. The second part—having “the interest turned over to the Treasury”—is basically what happens. About 90 per cent of what the Fed's net income is, is turned over to the Treasury. The remainder is used to provide a base for growth of the FR system along with the economy.

Turning all interest over to the Treasury would throw the FR budget into the political arena. The Fed would be subservient to the Treasury and there would be the conflicts of interest.

Rep. Patman's ridicule of the exchange of FR notes for interest-bearing government obligations is an appeal to the superficial. Our monetary system is based primarily on bank credit and on a fractional-reserve system through which the monetary authority exercises a positive influence. It is not based on a 100 per cent metallic currency or “hard money.” He proposes replacing a proven, efficient, successful system with an untried, dubious system fraught with grave economic change.

Rep. Patman says there is a possibility that Fed executives, in carrying on business with various central bank-

ing officials, may be in violation of American constitutional law.

This is difficult to discuss, not knowing what he is referring to. The Fed cannot legally bind itself or the government in violation of the law. Other governments and central bankers are, no doubt, aware of this.

As a professor of banking, I would *like* to know what agreements have been made between the Fed and central banks of other nations. But I can recognize that, from a practical viewpoint, such details cannot be spelled out to the public without serious consequences resulting from speculators taking advantage of such commitments for their own personal profit and against the public interest.

### Account Gimmick

The “tax-and-loan account gimmick” statement by Patman overlooks a most essential point. One must consider the tremendous impact U. S. fiscal policy has on our monetary system. Two facts will reveal this:

1. In 1963 the federal fiscal operations showed \$109,739,000,000 cash receipts from the public and \$113,751,000,000 payments to the public.

2. Of the over \$300 billion gross debt of the U. S. government, over \$80 billion matures within one year. On some individual days several billion dollars worth of Treasury bills and other government securities may mature or need refunding.

Tax receipts and payments, unfortunately, are not so dovetailed that from day to day the Treasury can pay out about what it receives. There are large seasonal and daily variations between receipts and payments.

The monetary authorities—the Fed and the Treasury—must coordinate their activities or the shock to our monetary system would be severe. One day there would be deficits of billions of dollars of reserves (as funds moved from commercial banks to the Treasury); at other times excess reserves would be so pronounced that the scramble to put reserves to work would make interest rates go up and down like a yo-yo. Our international as well as our national monetary stability would be hurt.

The best system worked out to date to alleviate the imbalance is the tax-and-loan account Plan. It moderates the lack of close relationship of U. S. tax receipts and payments. Thus, the T&L account eases the fiscal and monetary problems of the Treasury and the Fed. In this sense it is as much or maybe more, of an advantage to the government than it is to banks.

The next question raised by Rep. Patman is this: Is the average of \$5.3 billion held by banks in the T&L account an unearned windfall?

In the first place, a bank cannot count on an “average” in the account since it fluctuates and large secondary reserves must be provided to compensate for the fluctuations. A bank provides many services for the government, such as handling savings bonds, cashing checks, providing interest-payment information to the IRS, etc. A bank's taxes are equivalent to almost half of its income so it does not wind up with the amount of income esti-

PATMAN REFUTED . . .

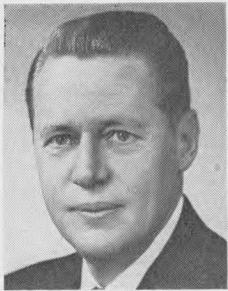
(Turn to page 36, please)



Old Northwest Agency  
for Achieving  
**\$10,000,000**  
Annual Premium

Hundreds of Banks in Minnesota, Iowa, Nebraska, North Dakota, South Dakota, Montana and Wisconsin are cooperating to make available a tangible "Family Insurance" service to thousands of their depositors. This important protection, with its personalized marketing method, is available through Old Northwest Agency of Minneapolis.

**BANKERS** *Life* **COMPANY**  
DES MOINES, IOWA



A. K. DAVIS



E. P. NEILAN



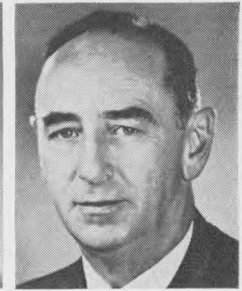
S. HAZELTINE



R. H. HARRIS, JR.



G. M. WASEM



O. E. ANDERSON

## At ABA, Saxon Urges Fed, FDIC To Quit Examining State Banks

By MALCOLM FREELAND  
Publisher

**R**ENO ODLIN, chairman of the board of Puget Sound National Bank, Tacoma, Wash., was advanced to the presidency of the American Bankers Association in Miami Beach, Fla., last month. The 90th annual convention was attended by more than 8,500 bankers and wives.

Mr. Odlin succeeds William F. Kelly, president, First Pennsylvania Banking and Trust Company, Philadelphia.

Elected vice president and in line to be named president at the 1965 convention next fall in Chicago is Archie K. Davis, chairman of the Wachovia Bank and Trust Company, Winston-Salem, N. C.

Officers elected by the four ABA divisions and the state association section are listed below.

The principal center of discussion and speculation during the convention was the talk delivered by James J. Saxon, Comptroller of the Currency, on the opening day. Mr. Saxon has been a highly controversial figure in the supervisory field ever since his appointment by the late President Kennedy at the start of the latter's administration. A strong proponent of the national banking system, and highly criticized from all sides for his seeming complete disregard for individual state banking laws, Mr. Saxon chose this time to take out after two of his favorite targets of recent months—the Federal Reserve Board and the FDIC—and in so doing came to the “defense” of the state banking system.

Mr. Saxon proposed that all supervision of state banks by the Fed and FDIC be eliminated. He said the FDIC uses its insurance issuing authority as a charter approving device. He pointed out that national banks, when approved for a charter by his department, automatically qualify for FDIC coverage. State banks, however, he said, must not only receive

charter approval from state supervisors but then must wait for approval by the FDIC before insurance is issued and the charter activated. (The latter practice is common in practically all states—the requirement that FDIC coverage be granted before the charter will be officially approved.)

“What we need in banking is not greater centralization of authority, not more vigorous conformity to imposed rules of conduct, but enlarged freedom to respond to the challenge of the future,” Mr. Saxon stated. He said the Fed's job is to regulate monetary policy and that of the FDIC to insure deposits and they should both leave the job of bank supervision up to the responsible national and state authorities.

Reaction to Mr. Saxon's usually carefully-prepared speech was not long in coming. FDIC Chairman Joseph W. Barr, speaking at the same convention, called a press conference and said “This is a fight on an individual basis . . . (this proposal) would seem to fly in the face of all the history we have learned since 1934.” He hinted that a board to control the Comptroller's office might be preferred to the present one-man rule.

On the state supervisory side, Charles Howell, president of the NASSB, said the facts are that “half the states are ready to do the job.”

Mr. Saxon was roundly applauded by the jammed room at the national bank division where he presented his speech. Later, he canceled his press conference upon learning that earlier press conferences by Mr. Barr and Mr. Howell were critical of his position. President Kelly also stated later the ABA does not look with favor upon Mr. Saxon's suggested line of action.

One state supervisor in the midwest told the NORTHWESTERN BANKER after

the speech that it would double the expense of his department, since the FDIC now does one examination a year of state banks. He said it would require twice the number of state examiners (probably from “unemployed” FDIC examiners) and that the expense of the second exam would probably have to be borne by FDIC since the banks pay for such an examination as part of their FDIC fees.

Douglas Dillon, United States Secretary of the Treasury, was ill and could not attend the convention. His prepared address was read by the department's general counsel, G D'Andelot Belin.

### Division Officers

**State Bank Division:** President—Edwin P. Neilan, chairman and president, Bank of Delaware, Wilmington; Vice President—G. Russell Clark, chairman, Commercial Bank of North America, New York.

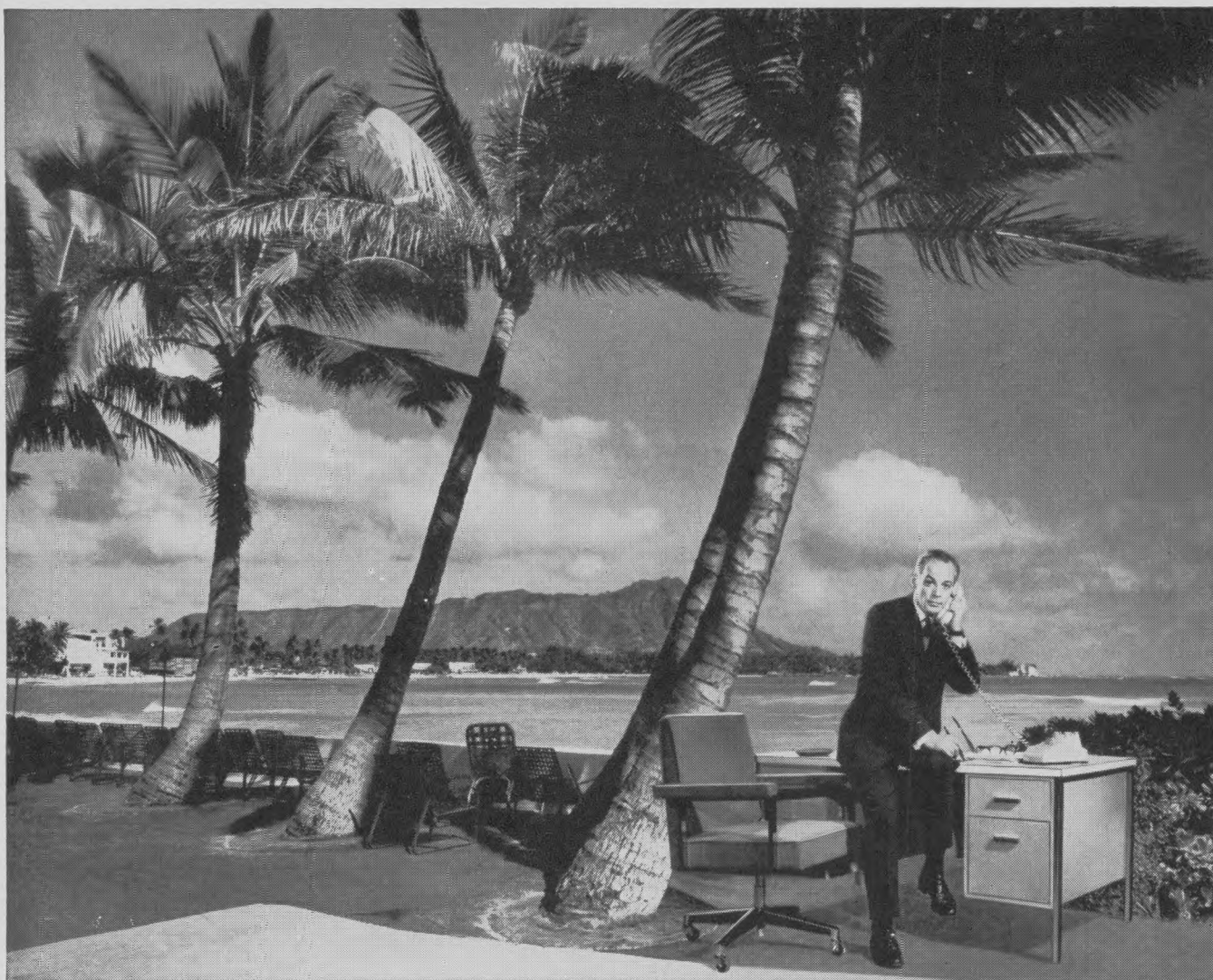
**National Bank Division:** President—Sherman Hazeltine, chairman, First National Bank of Arizona, Phoenix; Vice President—Paul Hinkle, president, Charleston National Bank, Charleston, W. Va.

**Trust Division: President**—Reese H. Harris, Jr., executive vice president, Manufacturers Hanover Trust Company, New York; Vice President—Paul I. Wren, president, Old Colony Trust Company, Boston.

**Savings Division:** President—George M. Wasem, vice president, Commercial National Bank, Peoria, Ill.; Vice President—D. James Prichard, vice president, Society National Bank, Cleveland.

**State Association Section:** President—O. E. Anderson, executive manager, Ohio Bankers Association; Vice President—Belden L. Daniels, executive manager-secretary, the Pennsylvania Bankers Association.





## problem in Hawaii

*(safekeeping securities—and saving time)*

## solution in New York

*(through Chase Manhattan)*



*Daniel A. Cahalane, Assistant Vice President, will be glad to discuss the safekeeping of your bank's securities, too. Call him at 212-LL2-4894.*

A banker in Hawaii, seeking more efficient use of his staff, realized that considerable time was being spent in the care of the bank's securities—detaching and collecting coupons, receiving and crediting dividends, collecting called and maturing obligations, processing of exchange privileges, and dozens of other details. Like many of his colleagues in other states, he decided to turn over these time-consuming matters to Chase Manhattan's Correspondent Safekeeping Department. Now his staff is freed for more productive duties . . . and he knows his bank's securities are in safe—and alert—hands.

Wherever *you* are, whatever *your* correspondent banking need, call on Chase Manhattan, New York. Remember—

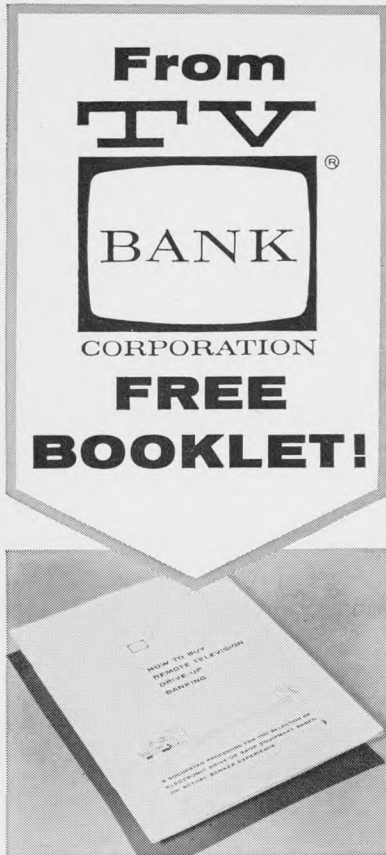
*Most U. S. banks that have named a New York correspondent rely on the people at Chase Manhattan*

**THE CHASE MANHATTAN BANK**



1 Chase Manhattan Plaza, New York, N. Y. 10015 Member Federal Deposit Insurance Corporation

Northwestern Banker, November, 1964



**for the banker  
who is thinking  
about TELEVISION  
DRIVE-UP BANKING!**

TV BANK CORPORATION of Indianapolis, Indiana, has prepared a booklet to aid the progressive financial executive in selecting and purchasing TV drive-up banking equipment.

For your free copy of the booklet entitled "HOW TO BUY REMOTE TELEVISION DRIVE-UP BANKING" send the attached coupon.

**TV BANK CORPORATION**

Dept. 80  
Bankers Trust Building  
Indianapolis, Indiana

Yes, please send your free booklet!

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_, State \_\_\_\_\_

## Christmas Club Members Total Nearly 15 Million

**F**OURTEEN million seven hundred fifty thousand Christmas Club members will receive checks totaling \$1,774,172,000 when banks and savings institutions pay out the 1964 Christmas Club. This announcement was made by Edward F. Dorset, president of Christmas Club a Corporation, who said: "This substantial increase in Christmas savings forecasts good Christmas business throughout the country." Mr. Dorset emphasized that some 9,900 banks and savings institutions offer Christmas Club as a public service. He cited a recent independent survey which found that 45 per cent of the members felt their 1964 check represented money that would never have been saved without the systematic plan of Christmas Club.

For over a decade Christmas Club a Corporation surveys have shown club disbursements exceeding \$1 billion each year. Both memberships and dollars saved have continued steadily upward. This year tops the 1963 record of \$1,659,430,000.

Surveys by Christmas Club a Corporation show that the total will be used in the following ways:

Christmas Purchases ....	38.11%	\$ 676,136,949
Savings and Investment for		
Future Use ...	31.29%	555,138,419
Taxes .....	12.51%	221,948,917
Year-end Bills ..	6.19%	109,821,247
Miscellaneous ..	11.90%	211,126,468
		<hr/>
		\$1,774,172,000

### Plan Savings Conference

Plans for the program of the 62nd National Savings Conference of the Savings Division of The American Bankers Association, which will be held at the Hotel Roosevelt in New

York, April 26-28, 1965, are already being made.

The program will include presentations by outstanding speakers, as well as panels, clinic sessions and round-table discussions. Robert Moses, president of the New York World's Fair, will give greetings to conference participants at the opening session. A special feature will be a "Day at the World's Fair," including a luncheon on Wednesday, April 28, at which time George Moore, president of the First National City Bank, will welcome the delegates and their wives to the fair.

### National Boulevard Promotions

The promotion of two officers by the board of directors of National Boulevard Bank of Chicago was announced by Irving Seaman, Jr., president. Lewis E. Freyer was elected assistant vice president and Donald E. Gervais, assistant cashier.



L. E. FREYER

D. E. GERVAIS

Mr. Freyer has been with the bank for eight years, first working in the real estate department and more recently in the commercial loan department.

Mr. Gervais, serving in the real estate department, joined the bank in 1963 after spending eight years in the real estate and loaning field.



CHICAGO  
176 W. ADAMS STREET  
RA 6-5432

NEW YORK  
40 WALL STREET  
DI 4-3686

*Since 1903, Specialists in maintaining bank earnings through commercial paper, collateral loans, and other short-term institutional investments.*

# Are you and your community overlooking this opportunity?



The opportunity is egg production.

That's right. Egg production. But not the kind from flocks of 50 to 250 hens Mom kept to pick up "pin" money.

We're talking about packaged egg-laying units that use only family labor—and light labor too. They can boost a farm family's income without additional investment in land or hired labor.

These are compact, highly-efficient, automatic or semi-automatic units of 3,000 to 10,000 layers. Not large, integrated contract operations. These units require financing. And they yield a good return on invested capital.

The farm family buys building and equipment—and Hy-Line started pullets to go into cages. Local Hy-Line distributors help obtain financing, find markets, even give expert help in poultry management and money management.

Agricultural economists estimate that 1,000 layers generate \$16,000 of business a year in any community—for feed, eggs, chickens, utilities, buildings, other products and services.

If that rule-of-thumb is reasonably accurate, we're talking about an opportunity to generate \$48,000 to \$160,000 in new business with just one packaged unit. *Doesn't this sound like a good program to help boost business in a farm community?*

We breed and sell Hy-Line chicks and started pullets all over the world. We believe a thriving Midwestern egg industry will help stabilize the U.S. poultry industry.

Apparently some lending institutions and communities think the same way. Because there are now several hundred commercial units operating successfully through Hy-Line distributors in the Midwest.

We'd like you to look over the careful records of units now in operation. Then decide if this plan would help provide new income opportunities for some of your farm families and your community. And bring sound credit business to you, too.

If you'd like to see actual records of operating units, write or call us. We'll be glad to send a representative to show them to you.

Hy-Line is a registered trademark of Pioneer Hi-Bred Corn Company.



**Hy-Line**<sup>®</sup>  
**CHICKS**  
 Des Moines, Iowa

**Northwestern Banker, November, 1964**

## Patman Reputed . . .

(Continued from page 30)

mated by Rep. Patman and which he calls a "windfall." The FDIC's 1963 annual report indicates that banks earned 3.4 per cent, not 4 per cent, on government securities.

Rep. Patman would like the government "to take possession immediately of the tax-and-loan-money." Students of monetary history remember that this is what was done after the excesses of Jacksonian "wildcat" banking led to the establishment of the Independent Treasury System.

The ITS preserved the government from the losses it had experienced from the politically favored "pet" banks of President Jackson (of whom Rep. Patman thinks so highly). But the government, in establishing the ITS, caused widespread monetary havoc because receipts and expenditures were not synchronized.

Today, with the federal government more important in our economy than it was in President Jackson's time, a system such as that advocated by Rep. Patman seems to raise a question as to his sincerity or his willingness to learn from past monetary history.

Rep. Patman, however, does raise a very important question. Does the government receive a fair return from banks for the benefits and rights it provides—utilization of government deposits and "creation" of money through the fractional-reserve system?

Partisans like Rep. Patman tend to say "No," and bankers tend to say "Yes." And both responses tend to be emotional rather than objective because they are based on less than adequate knowledge of such data as cost allocations—both fixed and variable—for all banks having

T&L accounts. Such cost figures, in fact, just don't exist.

Rep. Patman raises many related issues with that question. Payment of interest on demand deposits has not been legal in the U. S. for three decades, though foreign banks pay it and U. S. banks did up to the 1930's.

American bankers shudder at the thought. Most raise the unfavorable experiences of 1929 as arguments against such payment. Yet many banks issue billions of dollars in negotiable certificates of deposit, enter into link-financing arrangements and pay out on withdrawals of time deposits like they were demand deposits. A clear-cut distinction between time and demand deposits does not exist. Besides, corporate treasurers more and more are reducing demand-account balances and using excess funds directly in the money market.

While high government officials have disavowed Rep. Patman's demand for reimbursement by banks for demand deposits in the T&L accounts, it would be shortsighted for bankers to dismiss the long-range appeal of the proposal.

Bankers might find it informative to review the trend in state legislation on state deposits in commercial banks.

Rep. Patman's emotional argument on the T&L accounts does not deserve an emotional reply. To be convincing, bankers should be forearmed with functional cost-analysis figures to support the industry's position if and when it becomes necessary.

My impression is that banks tend to give away many services, charge inadequately for many others and trust that income from loans and investments will cover all fixed and variable expenses.

Putting it bluntly, there are thousands of banks that do not know where to allocate costs. They have poor, inadequate or nonexistent cost-analysis programs and thus

## Need Experienced Bank Personnel?

Contact us for the following—

Chief Executives  
Commercial Loan Men  
Agricultural Representatives  
Cashiers  
Assistant Cashiers

Junior Officers  
Installment Loan Men  
Trust Officers  
Auditors  
Insurance Writers

We usually have applications on file from well qualified and experienced men who have been carefully investigated. We instruct selected applicants to submit applications direct to you. You pay us a nominal service fee only if you employ one of our applicants—nothing otherwise. Write for Requisition Blank.

## BANKERS SERVICE COMPANY

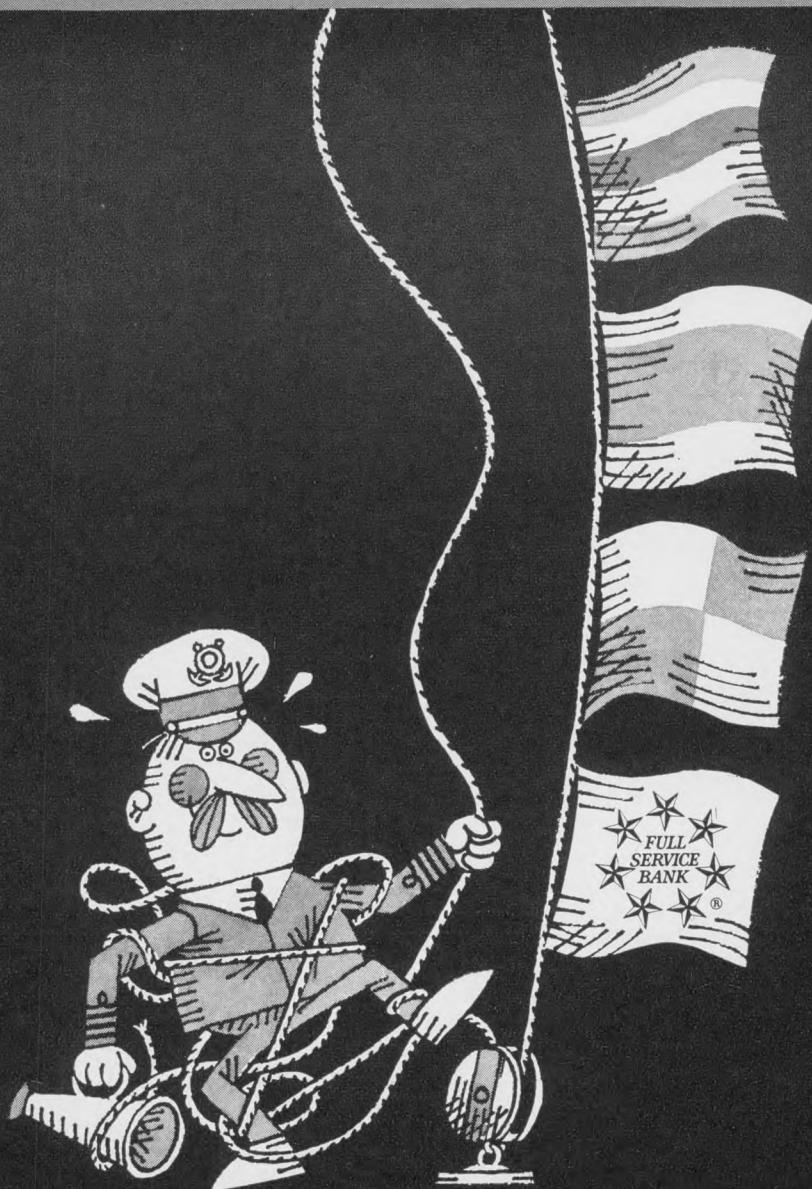
Henry H. Byers, *President*

Richard C. Newlin, *Vice Pres.*

1301 Register & Tribune Bldg.

Des Moines, Iowa 50309

Telephone 515—282-7800



*In the language of International Code:*

## Come aboard . . .

The Foundation of Commercial Banks needs you as a member. It needs your help in getting other members. It needs your financial assistance. And, just as important, the Foundation needs your support at the community level. Promote the phrase "Full-Service Bank."

Use the symbol. Sell the benefits of a full-service bank in your advertising. Only your efforts, added to the Foundation's own program, can drive home the many advantages of doing business with a Commercial Bank. We earnestly hope you will come aboard.

# CONTINENTAL BANK

231 South LaSalle Street, Chicago, Illinois 60690

CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY OF CHICAGO  
 Subsidiaries: Continental Bank International, New York; Continental International Finance Corporation,  
 Chicago; Branches: London—City, West End; Tokyo, Osaka; Representative Offices: New York, Zurich

© C. I. N. B. 1964



MEMBER FEDERAL DEPOSIT  
 INSURANCE CORPORATION

any position on profit or loss on T&L accounts for the entire banking system is based on very incomplete data.

### Conclusion

This response has attempted to objectively review the many points made by Rep. Patman in the first half of his speech, taking them up as they were presented to the Congress.

Frankly, some of the points such as level of interest rates would require much more space for complete analysis than was available.

Undoubtedly over the span of years the Fed and ABA have, as is true of other governmental agencies and trade associations, done things which one individually may not completely agree with. One does, however, find it somewhat disconcerting for a governmental executive holding the position of responsibility of Chairman of the House Banking and Currency Committee to display other than a neutral and constructive attitude towards his areas of trust.

The antagonistic attitude over several decades displayed by Rep. Patman toward banking tends to be self-defeating. Banking is not perfect. But it is very very far from a sinister conspiracy against the U. S. It is dynamically changing in operations. It should have evolutionary changes in legislation. From his high position Rep. Patman could be a positive force in helping our banks, our banking system, the Fed and the ABA. Not by a subservient kow tow as to banking interests! Not as a sycophant of any vested trade interest. Not as a spokesman for banking. He should be concerned with what is good for the United States as a whole. His extreme antibanking statements—over a very long period of years—are, in the opinion of this student of banking—

not only intemperate, they are for a large part incorrect and partisan. They distort many important facts. What is even more discouraging is that Rep. Patman seems to favor some other financial intermediary over banks yet these institutions probably have poorer records in many areas than banks.

This is no way an inference that Rep. Patman is not in many respects a brilliant politician. He has demonstrated great ability over several decades in appealing to his constituents by emotional issues, which are popular in some sections of our nation. The issues of sinister Wall Street banker manipulators, extracting inordinate returns from the "little man"—the issue of a "few inner-sanctum" individuals gaining control of the monetary life lines of our nation, and Rep. Patman, of course, is defending the nation from these malefactors. And will drive them from the temple!

Rep. Patman had the opportunity, by exercise of moderation, temperateness and reason to be an influential statesman in banking. He could have used his energies and the power of his high position to work for constructive, reasonable evolutionary changes in our banking legislation. He has aroused such indignation among bankers by his hyperbolic statements that their reaction to his pronouncements on banking are immediately and strongly adverse.

It is not too late for Rep. Patman to adopt a rational, realistic, statesmanlike attitude towards central and commercial bankers—but it is quite late. A leopard doesn't change his spots and it is unlikely that Rep. Patman will at this late date change his highly distorted opinions. Bankers have lived with his criticism for years. They know that they are *not* part of a conspiracy against the American people and that is important.—End.

## ARIZONA'S WORKING PARTNER

FOR OVER 65 YEARS



LARGEST BANK IN THE  
ROCKY MOUNTAIN STATES  
**87 OFFICES**  
RESOURCES OVER \$900 MILLION

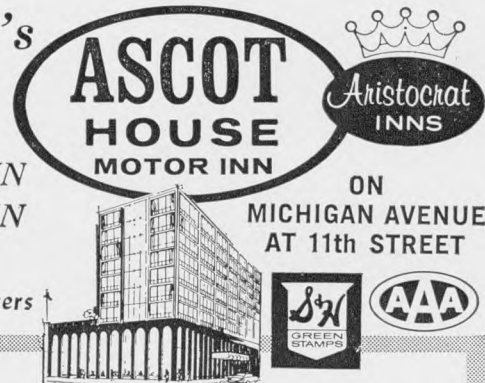
MEMBER FEDERAL DEPOSIT INSURANCE CORP.

## Chicago's

*new and  
convenient*

**DOWNTOWN  
MOTOR INN**

*Closest To All  
Convention Centers*



### OVERLOOKING GRANT PARK

Prestige accommodations on Michigan Avenue—facing Lake Michigan and Grant Park—so close to business, convention centers, shopping and sightseeing. Ideal for business men, vacationers or families.

- Heated swimming pool, poolside food and beverages • Free courtesy car throughout downtown
- Free parking on premises
- Free wake up coffee
- Free Radio, TV • Free ice cubes



Home of famous Cafe French Market and Le Cave Lounge—entertainment nightly. Sensible rates at all times. Plan your next trip, or sales meeting now.

**PHONE WA 2-2900—TWX: 312-431-1012**  
*For reservations—write or phone directly,  
or thru your travel agent.*

**Write Dept.  
617**

# STATUS



*(at a price you can't resist)*

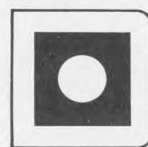
A time and temperature display—and the public service it provides—has become the recognized symbol of financial reliability. Good reason such displays are so closely identified with leading financial institutions.

Today, time and temperature displays are a more attractive advertising buy than ever before . . . for large or small establishments . . . branch or multiple locations.

The reason? A break-through in simplicity and mass production by Digit Display reduces the cost of basic time and temperature units by as much as 50%. At the same time even higher standards of quality and accuracy are being achieved.

If you have tabled a decision in favor of a time and temperature display because of high cost, ask your sign company for a new quotation based on Digit Display units. Or if you are just starting to look into the matter, we can put you in touch with a local man with all the answers.

If you would like to know more about the exceptional versatility of these displays and their public service value, write for our free, informative booklet, "Timely Ideas".



**DIGIT**  
**DISPLAY CORPORATION**



4938 West Irving Park Road Chicago, Illinois 60641  
Telephone: Area Code 312 286-3233

*Northwestern Banker, November, 1964*

## Chemical Plans Merger

Directors of the First National Bank in Yonkers and Chemical Bank New York Trust Company have agreed to terms of a proposed merger of those institutions.

With resources approximating \$105 million, First National is the only commercial bank headquartered in Yonkers, serving the fifth largest city in New York State and a population of approximately 210,000. The city of Yonkers is one of the most rapidly growing residential-commercial communities in the New York area.

The merger agreement, which is subject to approval by shareowners of the First National Bank in Yonkers and also by state and Federal regulatory authorities, provides that Chemical New York will exchange 0.31 shares of its capital stock for each of the 508,200 shares of capital stock of First National presently outstanding.

First National Bank in Yonkers was

established in 1933. Its head office is at 20 South Broadway and it maintains ten other convenient offices serving Yonkers and vicinity.

## New Recordak Unit

Add-on automation capabilities to keep pace with growth-of-business microfilming requirements are provided by the new Recordak Reliant 300 Microfilmer, just introduced by Recordak Corporation, subsidiary of Eastman Kodak Company.

In announcing the new unit, Van B. Phillips, Recordak vice president-marketing, said: "The Recordak Reliant 300 is a brand new microfilmer, not a successor model. It is produced to meet the demand for a lower cost microfilmer to complement the now famous Reliant line of microfilmers. The medium-priced Reliant 300 will up-grade microfilming efficiency for many companies which up to now have thought automated microfilming



**300 MICROFILMER**, produced by Recordak Corp., is shown above. It is designed for medium-range microfilming operations and budgets. As a company's business grows, a number of accessories can be added to the microfilmer as needed to automate and expand its capacity.

meant expensive equipment."

Engineered for operator convenience and designed on the modular principle to grow as a company's business expands, the Recordak Reliant 300 provides for optional accessories which permit the user to "customize" the microfilmer for his own special needs and requirements. Customer-option accessories include a precision automatic feeder, automatic endorser-canceller combination, additional film units and, a Recordak exclusive, the Kodamatic Indexer. Any or all accessory components can be made available initially at the time of installation or at such later intervals as may be determined by the need for increased capacity and versatility.

Film units are available in 20:1 and 32:1 reduction ratios.

The new Reliant 300 is finished in a new color combination which will harmonize with the most modern office decor. It is an eye-pleasing combination of desert sand and charcoal brown with Chinese red accents.

## World Time Chart

A "World Time Chart" has been published by the Manufacturers Hanover Trust Company, New York. It shows how to compute the time differences in over 100 countries throughout the world as compared with New York standard time which went into effect Sunday, October 25. Included also is a map of the Time Zones in the continental United States, Alaska, and Hawaii.

Free copies of the brochure may be obtained from the cable department, international division, Manufacturers Hanover Trust Company, 44 Wall Street, New York, N. Y.

## Auction Sale Clerks

Here's a complete, time tested, performance guaranteed outfit that combines all the features you demand.

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

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

## BLACK SALE SYSTEM

\*Telephone Nos. 536-2651 or 536-2522

FULLERTON, NEBRASKA

Write Us for Sample Sheets and Information



**"A GOLD MINE  
OF TRUST INVESTMENT  
PHILOSOPHY"**

As a member of the Studley, Shupert Trust Investment Council, you build a library of Recommendations For Typical Trust Account Problems . . . and find it, as many members say, "a gold mine of trust investment philosophy" applicable to your own accounts. Write for details of Council Membership.

## STUDLEY, SHUPERT TRUST INVESTMENT COUNCIL

1617 PENNSYLVANIA BOULEVARD

PHILADELPHIA 3, PA.

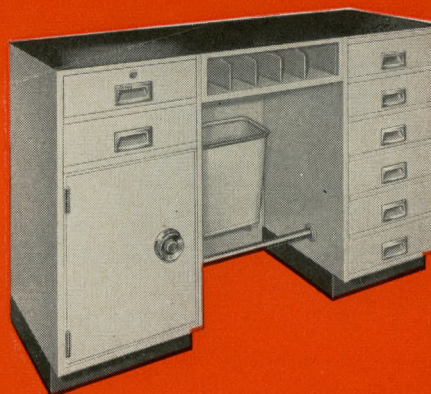


Northwestern Banker, November, 1964

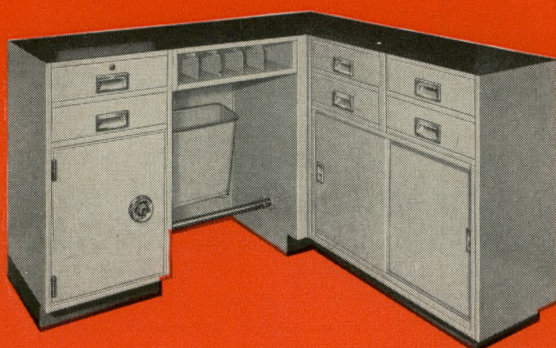




Paying and receiving teller arrangement with counter return.



Basic arrangement: paying and receiving teller.



Basic arrangement plus return with additional drawers and cabinets.



Further modification of basic arrangement, particularly below front of counter.

## WHY YOUR TAILOR FITS A SUIT TO YOU *(instead of vice versa)*

If getting a suit to fit required re-arranging **your** contours instead of the suit's, your best bet for a good tailor would be to pick a great surgeon.

Oddly enough, this Alice In Wonderland approach is found in counter equipment: often the bank is expected to adapt its methods to equipment with fixed facilities.

Not us. Diebold Metal Counter Equipment, utilizing the Modular concept, is completely flexible . . . arrangements are tailored to meet your specific operational needs. You get the benefits of a custom-designed installation, yet there is no extra charge for this advantage.

But to get back to surgery . . . cut out the coupon below and get all the facts!



In Canada: Diebold of Canada, Ltd. • Ahern Safe Co., Montreal

DIEBOLD, INCORPORATED  
CANTON, OHIO 44701

Dept. B-123

Gentlemen:

Please send detailed information on Diebold Metal Counter Equipment.

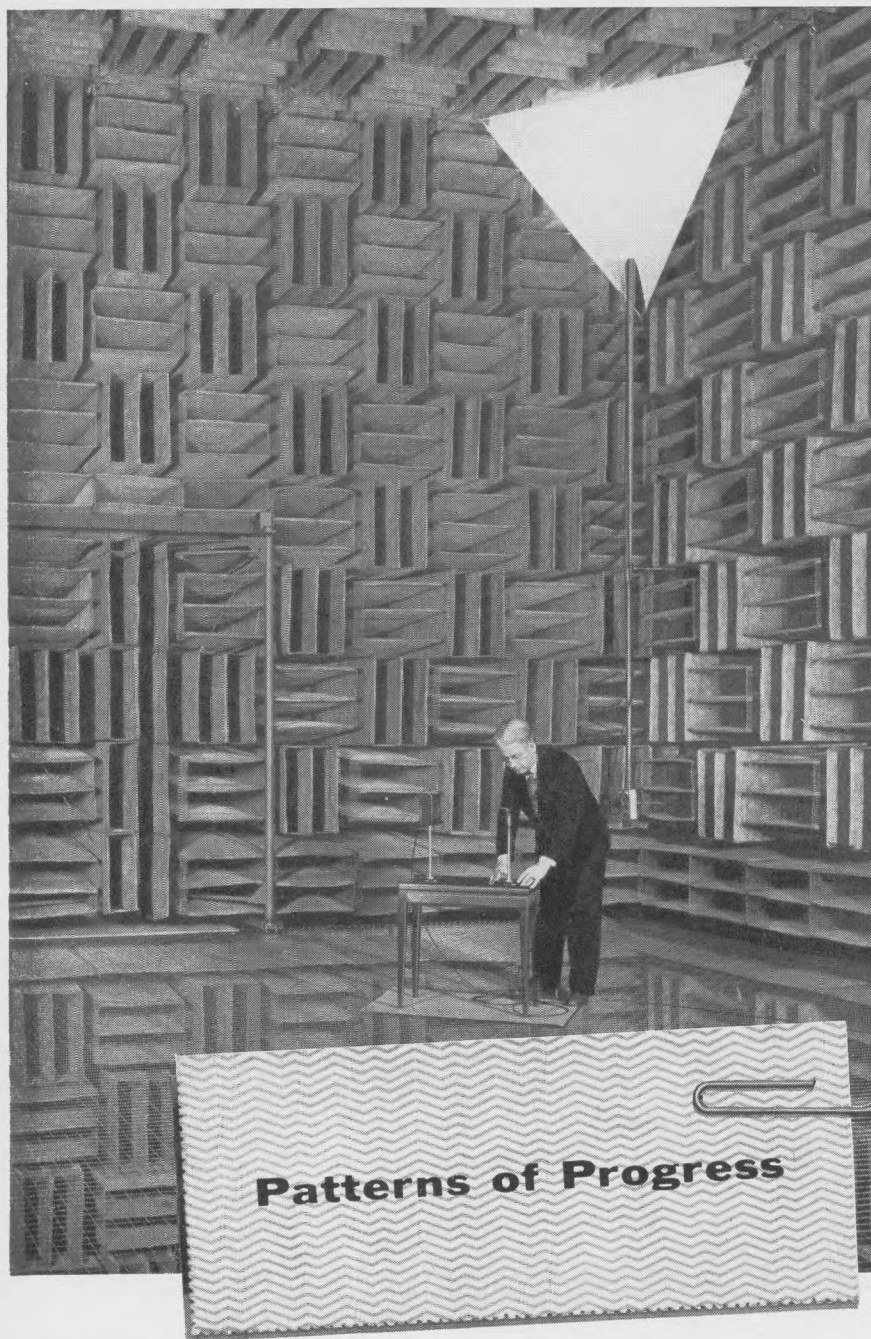
Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

DIB-2602



~ Distinctive patterns evolve from new advances in the communications industry, such as found in this special sound-proof chamber. So, too, with patterns in banking. La Monte Safety Paper—with its pattern of Wavy Lines—has been recognized for dependable check protection since 1871. Today, its quality is also preferred for superior printability, sortability and appearance. No wonder people in every industry endorse La Monte.

More people endorse

**La Monte**<sup>®</sup>



**Safety Paper for Checks**

GEORGE LA MONTE & SON • NUTLEY 10, N.J.

THE WAVY LINES<sup>®</sup> ARE A LA MONTE TRADE-MARK

Northwestern Banker, November, 1964

Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis

## Coin Day



**THIS ACTION** at the Bank of California's San Francisco office was duplicated at the bank's 45 other branches as bank employees turned in 178,742 coins on "Coin Day."

Employees showed up at work not only with piggy banks, but also with coffee cans, jelly jars, jugs, bottles, baby shoes, wastebaskets, sugar bowls, and cookie jars.

In San Francisco, one employee came in leading a 172-pound St. Bernard puppy, its traditional cask giving out the clink of coins instead of the gurgle of brandy.

## New Installment Service

La Salle National Bank, Chicago, has announced a new installment loan service for Chicagoland businesses. The bank has set up a Business Installment Credit Division to give businessmen an opportunity to repay loans on a monthly basis out of their normal business "cash flow."

With installment repayment terms running as long as five years, this new service will provide financing for both capital and non-capital items. The bank anticipates loan requests for such things as machine tools, processing and manufacturing equipment, office furniture and business machines. Merchants will be able to use the service to acquire inventory, to remodel their quarters, or to install new store fronts.

## Plan Investment Convention

The 53rd annual convention of the Investment Bankers Association of America will be held November 29-December 4 in Hollywood, Fla., announced David J. Harris, IBA president and partner of Bache & Company, Chicago.

Convention sessions will be held at the Hollywood Beach Hotel, and delegates will be accommodated there and also at The Diplomat, a nearby hotel in Hollywood.

In addition to the presidential address (November 30) by David J. Harris and the inaugural (December 3) by incoming President Wendell W. Witter, Partner, Dean Witter & Company, San Francisco, the delegates will also hear from a number of guest speakers.



No matter where your customers do business, they want the most direct route to successful financial transactions. You can help make their efforts more successful through the services of the Irving, "the bank for bankers and businessmen."

## IRVING TRUST COMPANY

*Capital Funds over \$175,000,000* One Wall Street, New York, N.Y. 10015 *Total Assets over \$2,000,000,000*

GEORGE A. MURPHY, Chairman of the Board      WILLIAM E. PETERSEN, President

National Division—H. MILLER LAWDER, Senior Vice President in Charge

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, November, 1964

## Poultry Loans . . . Profitable Opportunity

(Continued from page 23)

involved in making the loan is certainly within proper banking limitations.

In fact, about the only thing the bank hasn't resolved to his satisfaction is the egg market. Will the margin between the farmer's selling price and his production costs be great enough to pay off the loan? The answer has been a very strong yes. In fact, the producer's marketing position becomes stronger each time a new factory is built in his area. Why? Because egg buyers are looking for, and must be able to depend on, a year around supply of quality eggs. As more units are built in a community, the egg supply becomes stronger.

I can't gaze into a crystal ball and predict next year's egg price, but I can tell you what has happened in the past. In 1954, egg producers in Iowa received an average price of 33 cents per dozen for their eggs. In 1959, the average price they received dropped to 27 cents. In 1960, the average egg price in Iowa climbed to 31 cents a dozen. And in 1963 farmers received 28 cents per dozen for their eggs. As these figures indicate, there has been a definite egg-price cycle in the past, mainly because the production of eggs fluctuated greatly from year to year. But as the industry changes to commercial-size poultry operations, year in and year out production is becoming more stabilized. In turn, this tends to stabilize egg prices.

Five flocks recently completed 14 month laying cycles in the first five of these units to be built in the Midwest. By comparing the lowest egg price received by farmers in Iowa for their eggs during the last 10 years, 27 cents per

dozen, to the average cost of producing a dozen eggs in these five egg factories in 1963-64, 24.7 cents, one sees that the units would have made money under the worst pricing conditions since 1955. These five farmers actually received an average price of 29.6 cents a dozen for the eggs produced in their units in 1963-64. These figures shed a great deal of light on past egg prices, and with the increasing number of units being constructed, the future should be even brighter.

However, not every farm should have an egg factory. The type of operation best suited to a particular farm depends on the farmer, his farm program, and his financial status. A recent study published by a farm magazine shows that it takes \$19,149 in capital investment to produce \$5,000 in annual income with a poultry operation. According to the study, a dairy operation requires a \$56,312 investment to net an equal amount. It indicates that a man can make \$5,000 annually by feeding hogs with an investment of \$16,955.

The beef cattle feeder, on the other hand, must invest \$65,056 to make as much as a man with a poultry investment of less than \$20,000.

How do you help a farmer decide which of these roads to take in search of more income? Study the man. If he's a good manager, if he has available family labor which is not being utilized, and if he's assured of receiving technical assistance, you should strongly consider helping him build an egg factory.—End.

### The Package Policy Combines Homeowners Needs for Protection

Homeowners and Tenants  
can take advantage  
of the "NEW" in  
insurance with the  
HOMEOWNERS POLICY

One Policy  
One Premium  
One Renewal Date

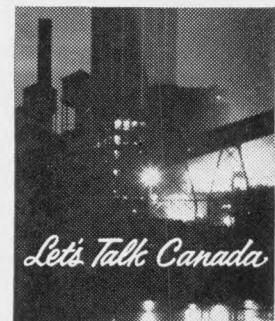
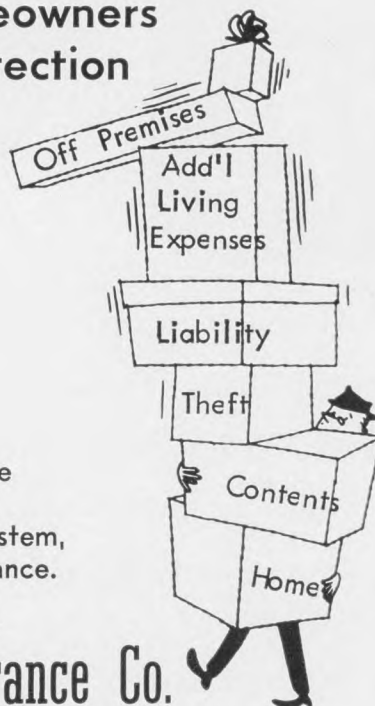
Western Mutual is a multiple-line  
non-assessable company writing  
under the American Agency System,  
starting their 57th year in insurance.

Agency inquiries are welcomed.

## Western Mutual Insurance Co.

616 10th Street  
DES MOINES, IOWA

A Non-Assessable Multiple Line Company—Since 1907



Abundant natural resources (Canada's mining output alone is over \$2½ billion a year)—plus rich consumer markets and a fast-growing economy—add up to real opportunity for expansion-minded U.S. businessmen and the banks who service them. Canada's first bank has the knowledge to help your clients begin profitable operations north of the border. Visit or call any of our U. S. offices whenever your clients wish to "talk Canada".

## BANK OF MONTREAL

CANADA'S FIRST BANK

Covers Canada...Spans the World

CHICAGO: Board of Trade Bldg.  
141 West Jackson Blvd.

New York • Houston • San Francisco • Los Angeles  
925 OFFICES IN CANADA • ASSETS OVER \$4 BILLION

# The Empty Chair is YOURS

When the men of  
The First meet  
to discuss new  
ways to serve  
you better, you  
are, in a very  
real sense, at  
the meeting  
table with them.  
This highly  
skilled group of  
specialists in  
the field of  
banking and  
finance invite



to bring them  
your problems.

Let "THE FIRST  
TEAM" WORK  
FOR YOU!

# CONFERENCE ROOM

**1<sup>ST</sup>**  
**FIRST NATIONAL BANK**  
*of Kansas City, Missouri*

• Member F.D.I.C. •

MAIN OFFICE — 10th & BALTIMORE  
Drive-In Bank — 13th & Washington  
FREE PARKING AT BOTH LOCATIONS

## Plan 1965 FPRA Meetings

THE Financial Public Relations Association has announced the dates and locations of its annual series of spring Regional Meetings for 1965. The one-day meetings, actually conventions in miniature, will be held: April 2 at the Penn Sheraton Hotel in Pittsburgh; April 5 at the New Sheraton-Ritz Hotel in Minneapolis; April 26 at the Monteleone Hotel in New Orleans.

Local committeemen in each of the three cities are now planning programs for the meetings under the chairmanships of:

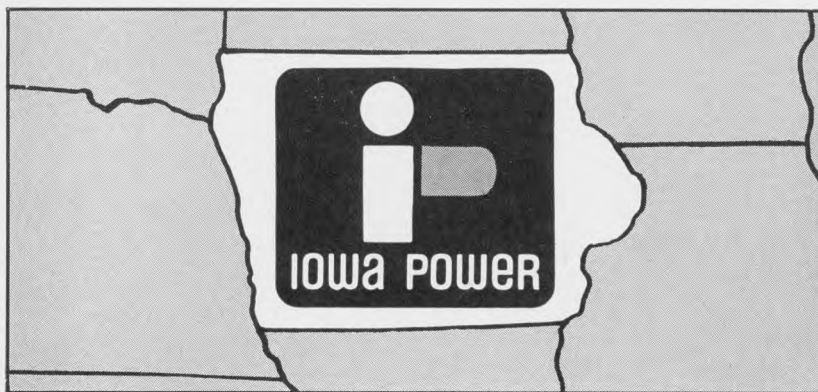
John Eckels, director of advertising and public relations, Mellon National Bank & Trust Company, Pittsburgh.

Albert H. Heimbach, vice president, Farmers & Mechanics Savings Bank, Minneapolis.

Gilbert M. Mellin, vice president, Whitney National Bank, New Orleans.

In conjunction with the Regional in New Orleans, FPRA will hold a two-day meeting of its Research Committee the preceding Friday and Saturday, April 23-24.

The 1965 annual convention will be



## POWER-FULL IOWA

A going, growing state. Both industrial and farm income on the rise. In the thick of it: investor-owned Iowa Power . . . steadily expanding electric and gas capacities to stay well ahead of the increasing power needs of a vigorous economy.

*Write for annual report*

IOWA POWER AND LIGHT COMPANY — DES MOINES, IOWA 50303

## There's talk among bankers about the bank for action

They talk about the advantages of handling all their West Coast business through one account with one bank. For example, the convenience of routing all West Coast items to any of our offices for credit to one account.

# THE BANK OF CALIFORNIA



SAN FRANCISCO  
SEATTLE  
PORTLAND  
TACOMA  
LOS ANGELES  
AND MANY OTHER  
CALIFORNIA CITIES

THE BANK OF CALIFORNIA, NATIONAL ASSOCIATION • THE ONLY COASTWIDE BANK • MEMBER F. D. I. C.

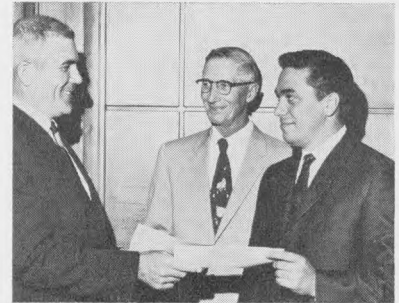
Northwestern Banker, November, 1964

Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis

## Prizes for Coins



**COIN CONTEST WINNERS** — Charles G. Young, Jr., left, City National Bank and Trust Company executive vice president, is shown presenting the two top prizes in the bank's recent coin contest. **Anthony Barber**, right, receives a check for \$1,000.00 as the top coin producer and **William Ferris**, center, gets his \$500.00 check for second place honors in the six week contest. Third, fourth and fifth prizes were City National savings accounts for \$100.00, \$50.00 and \$25.00.

held at the New York Hilton Hotel, October 24-28. General chairman will be Frank R. Swan, first vice president of FPRA and executive vice president, City National Bank and Trust Company, Oklahoma City.

## "Glass Bank" Anniversary

Time passes quickly, dating edifices of all kinds. But somehow, Manufacturers Hanover Trust Company's "Glass Bank," completed 10 years ago at Fifth Avenue and 43rd Street in New York, remains as new as tomorrow.

The general public and the banking, architectural and art worlds were treated to a new concept in bank design on October 4, 1954, when the Manufacturers Hanover office opened its doors. From a design standpoint, the building still looks as if it were erected this year, or even next year. And it



**TEN YEARS YOUNG** . . . Manufacturers Hanover Trust Company's famed "Glass Bank" at Fifth Avenue and 43rd Street, New York City, was 10 years old last month. Still looking as if it were built this year—or next year—the branch has been toured by upwards of 150,000 non-customer visitors.



## A Long Term Partnership

**L**awrence—for over 50 years—has been in profitable partnership with banks everywhere. During this period, Lawrence has been the leader in field warehousing, issuing receipts on goods valued in excess of 10 billion dollars for more than ten thousand business firms. That is why, from this long association, bankers know they can specify Lawrence...and be secure.

### THE LAWRENCE COMPANY

NATIONWIDE  
FIELD WAREHOUSING  
SINCE 1913



San Francisco • Chicago • New York • Denver  
OFFICES IN PRINCIPAL CITIES

*Northwestern Banker, November, 1964*

## Window Exhibits . . .

(Continued from page 25)

### Measure of Interest

Normally, an interesting display can continue to attract people for about six to eight weeks. Often, we tie in some giveaway with the display series and we can judge by the number of these items distributed when we have, in effect, saturated our viewing public.

There have been exceptions to this rule at times, especially when we have kept a basic unit in each window and changed some of the elements periodically.

Further, we find that moving the displays from one side of the building to the other creates renewed interest. Apparently, many people follow a rigid traffic pattern to and from their jobs and, consequently, they only see half a given exhibit unless such a move is made.

In conclusion, I would say without qualification that displays and exhibits can be most effective media for image or institutional advertising. But, an amateurish, cheap display imputes these qualities to the bank and, unless money is spent and professional assistance sought, it might be better to stick with plants and flowers . . . as long as they're real!—End.



*no need to battle*  
**TRUST INVESTMENT PROBLEMS**  
*single-handedly!*

Studley, Shupert Trust Investment Council members call on the research facilities, group experience and group thinking of the Council Staff to help meet their tough investment problems. You can get this help, too! Write for details.

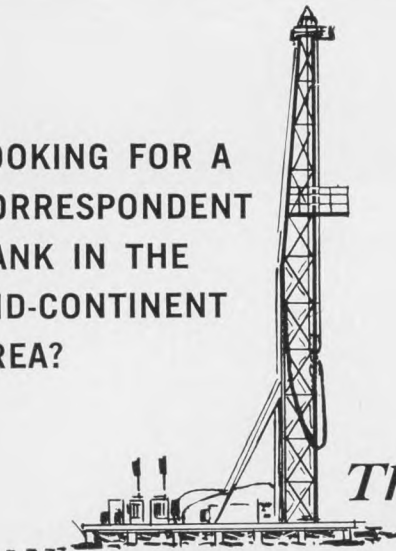
### STUDLEY, SHUPERT TRUST INVESTMENT COUNCIL

1617 PENNSYLVANIA BOULEVARD

PHILADELPHIA 3, PA.



LOOKING FOR A  
CORRESPONDENT  
BANK IN THE  
MID-CONTINENT  
AREA?



*Think . . .*

**THE FIRST NATIONAL BANK  
AND TRUST COMPANY**

TULSA, OKLAHOMA



may well radiate that impression for years to come.

In its decade of operation, the five-story aluminum and glass structure has been toured by upwards of 150,000 non-customer visitors, has won numerous design awards, has been featured in high-fashion and high-tone advertising by major companies, and has attracted architectural, art and banking experts from around the globe.

### Joins Bankers Service Company

Richard C. Newlin was elected vice president of Bankers Service Company, Des Moines, last month, filling the vacancy created by the death of Erwin C. Jones several months ago. He began his new duties by attending the Iowa Bankers Convention.



R. C. NEWLIN

Mr. Newlin got his early banking experience with the Decatur County State Bank of Leon, Iowa, where he served as assistant cashier for two years, following which he served two years in the armed forces. Upon his release from the service, he entered the employ of the First Federal State Bank of Des Moines as assistant cashier and continued in that capacity until 1958 when he resigned to accept a position as assistant vice president of the National Bank of Des Moines. For the past two years he has been employed as director of admissions in the College of Automation in Des Moines.

Mr. Newlin will spend much of his time calling on banks and assisting the president in handling bank sales and will be in charge of the personnel placement department.

### Heads Travelers Cheque Sales

Michael E. Lively has been elected vice president of American Express Company, according to President Howard L. Clark.

Mr. Lively will assume responsibility for the management of the Travelers Cheque Division world-wide under the direction of Senior Vice President James A. Henderson, whose other management duties remain unchanged.

Since 1961 Mr. Lively had served in Zurich as a vice president of the American Express overseas subsidiary in charge of the company's activities in Switzerland.





Throughout all parts of our operating territory, Bankers, for over 40 years have gained substantial, steady profits, as the result of affiliation with our tested Bankers Participation Plan.

Our aggressive development program, now in effect, enables us to offer you the advantages of our profit-making Bankers Participation Plan.

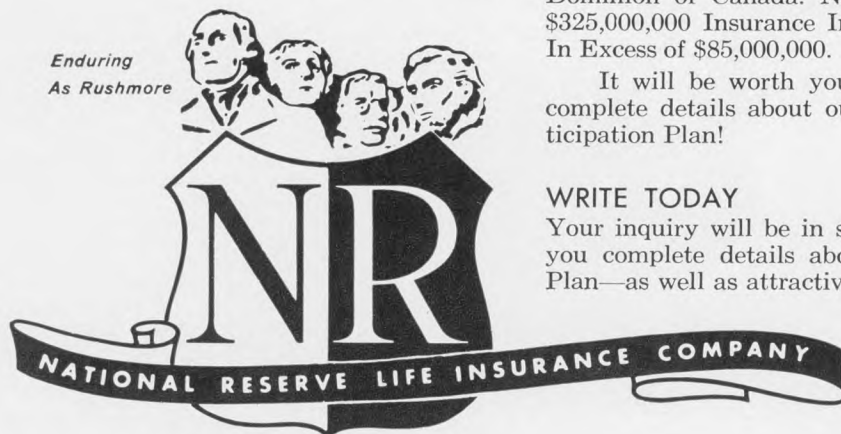
We rank in the upper 1/4th size bracket of all American insurance companies—and operate in over half the states in The Nation—and in The Dominion of Canada. National Reserve Life has over \$325,000,000 Insurance In Force—backed up by Assets In Excess of \$85,000,000.

It will be worth your time, to let us supply you complete details about our profit-making Bankers Participation Plan!

#### WRITE TODAY

Your inquiry will be in strict confidence. We will send you complete details about our Bankers Participation Plan—as well as attractive territories now available.

*Enduring  
As Rushmore*



Topeka, Kansas • Sioux Falls, S. Dakota

H. O. CHAPMAN, JR.  
President

S. H. WITMER  
Chairman of the Board

## FDIC Funds Up \$88.6 Million

THE deposit insurance fund administered by the Federal Deposit Insurance Corporation for the protection of deposits in insured banks reached \$2,756.5 million by June 30, 1964, publication of FDIC's semi-annual "Report to Insured Banks" discloses, as signed by Chairman Joseph W. Barr.

This is an increase in the fund of \$88.6 million for the first six months of 1964, representing total income of \$97 million less expenses and losses of \$8.4 million. Total income for this

six month period came primarily from income of \$52.4 million from the corporation's U. S. Government holdings of \$2,919.3 million, and from net assessments against insured banks of \$44.6 million.

At the mid-year point of 1964, total assets of the corporation were just under \$3 billion, at \$2,968.4 million. The U. S. Government portfolio constituted the largest part of assets, with assets acquired in receiverships and deposit assumption transactions shown at a net after reserves for losses of \$10 million, and the corporation's land and office building carried at \$8.3 million. Liabilities were carried at \$211.9 million, the bulk of which—\$208.8 million—is in the form of assessment credits due banks.

During the first six months of 1964 two insured banks failed, requiring disbursements by the corporation. This brought to 449 the number of cases in which the corporation had been called upon to make disbursements for the protection of depositors, from the time the corporation began operations on January 1, 1934, through June 30, 1964.

### Promote Insurance Executives

Joseph S. Tressler has been elected executive vice president of Hawkeye-Security Insurance Company and the United Security Company, it was announced by George Olmsted, chairman of both companies.

Robert D. Edison, assistant vice

president and regional manager of the companies' Springfield, Ill., office, succeeds Mr. Tressler as vice president and agency director.

Mr. Tressler joined the two affiliated companies in 1946. He was successively assistant secretary in charge of statistical and tabulating departments, and assistant vice president in charge of corporate activities.



J. S. TRESSLER

R. D. EDISON

He was elected vice president and agency director, and a member of the board of directors in 1958. He has also been serving as a member of the executive and investment committees.

Mr. Edison joined the group at the home office here in 1948. He served as underwriting manager and regional manager of the companies in Omaha, Neb., prior to his transfer to Springfield in 1960.

### Heads Overseas Division

G. A. Costanzo has been appointed a senior vice president of First National City Bank, New York, with responsibility for the bank's overseas division operations in Argentina, Bolivia, Brazil, Chile, Paraguay, Peru and Uruguay.



America's Largest  
Underwriters of  
Institutional Loans

**CHURCH,  
SCHOOL,  
HOSPITAL**

and

**F.H.A. Insured**

# BONDS

**HELP MAINTAIN  
BANK EARNINGS**

Current yields range from 4 to 5½%... offering banks attractive income, ready marketability, and serial maturities to fit specific portfolio needs.

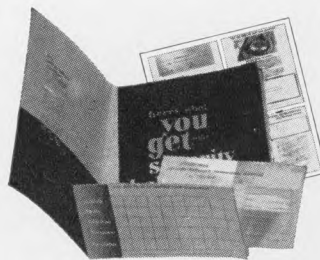
**B. C. ZIEGLER  
AND COMPANY**

West Bend, Wisconsin

Branch Offices:

SAN FRANCISCO—111 Sutter Street  
MILWAUKEE—735 North Water Street  
CHICAGO—135 S. La Salle Street, Suite 2048  
ST. LOUIS—411 N. 7th Street  
TOLEDO—6620 Lincoln Pkwy.  
NEW YORK—Chrysler Building, Suite 609  
MINNEAPOLIS—607 Marquette Avenue  
MEMPHIS—420 Dermon Bldg.  
DUBUQUE—1003 American Trust Bldg.

## GET NEW CHECKING ACCOUNTS WITH FREE SECURITY HALLMARK PROMOTION



Please Send Me  
Security Hallmark  
Promotional Kit

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

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

**Cummins**  
IN BUSINESS AND BANKS SINCE 1887  
CUMMINS-CHICAGO CORPORATION  
SINCE 1887 4740 N. RAVENSWOOD AVE. • CHICAGO 40, ILL.  
SALES AND SERVICE IN ALL PRINCIPAL CITIES



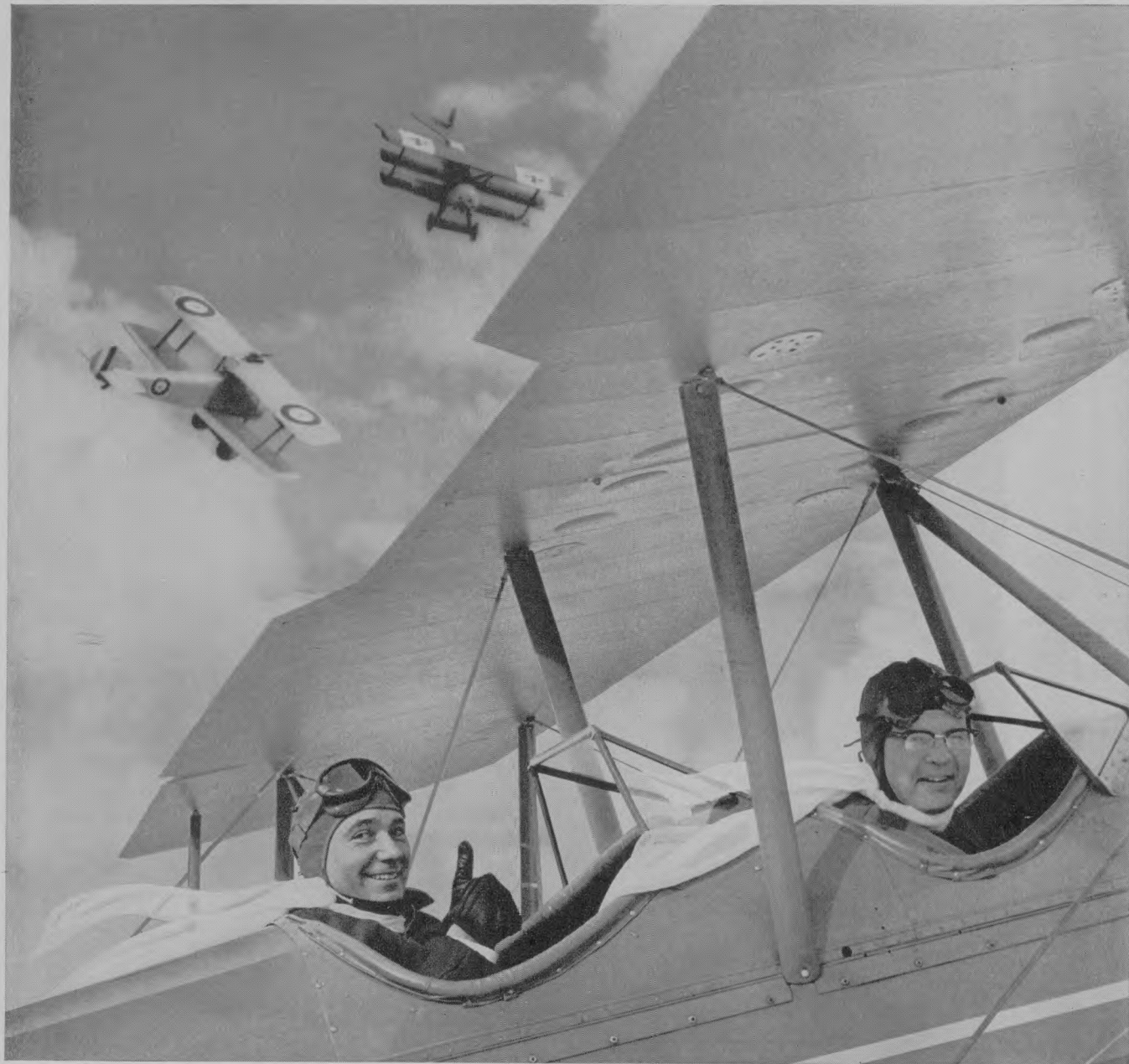
## ***DESTINATION: 3 swallows and an olive away***

A martini is symbolic. It represents good things . . . like business lunches, meeting friends, special celebrations . . . and Ozark Air Lines' cocktail flights.

Serving cocktails in flight is just a new sign of the growing that's been going on at Ozark. We've also added new service (now serving 58 important Mid-America cities) . . . new jet-prop aircraft . . . continental breakfasts and snacks . . . and we've introduced the new Ready-Ref timetable. Not to mention Ozark's new hangar and headquarters facilities in St. Louis.

Getting you there on time, and giving you the best service under the sun are of prime importance at Ozark . . . always getting better and better! If you're a real go-getter, take your next Midwest trip aboard Ozark . . . the airline that's on the move . . . run by and for go-getters!





Midland's John Ordos and Doug Johnson show how they clear the air of obstacles to give you prompt action.

## Midland "Aces" conquer delays

Transit problems go down in flames when you put your trust in the Midland team. Our ace correspondent bankers are John Ordos and Doug Johnson. And you couldn't find a better escort for your funds if you searched the sky.

Need help with credit, collections, loan participations, operations, safekeeping, trust and transit? Having these Midland men on your team is the next thing to having your own office in Minneapolis. Call John Ordos or Doug Johnson today; they'll prove Midland's friendship with their special service.

THE BANK WITH THE BIG WELCOME

## Midland National Bank

Federal 2-0511 • 2nd Ave. So. and 4th St. • Minneapolis Minn. 55440  
Member Federal Deposit Insurance Corporation

Northwestern Banker, November, 1964

# Minnesota NEWS

G. A. UGGEN                      President                      Wells  
K. A. WALES                      Secretary                      Minneapolis



## Hold Junior Staff Conference

HUNDREDS of representatives from banks in every part of Minnesota gathered in Rochester last month for the 15th annual Minnesota Bankers Association Junior Bank Officer and Staff Conference held at the Kahler Hotel.

Minnesota Bankers President Glenn A. Uggen, president of the Peoples State Bank, Wells, presided.

The Junior Bankers Conference is a meeting of staff members and junior officers from most of Minnesota's 700 banks. It is sponsored by the state bankers association's educational committee, the group responsible for organizing banking education classes throughout the state.

Registration for the 15th annual conference began Tuesday afternoon, October 13, in the Kahler Hotel, Rochester. A buffet dinner and dancing for bankers and their wives was held that evening in the Heritage Hall of the Kahler.

The full-day speaking program on October 14 was called to order by J. P. Delmore, vice president of the Lake City State Bank and A.I.B. associate councilman for Minnesota. MBA President Glenn Uggen addressed the banker delegates and welcomed them to the conference.

"Effective Advertising for Small Banks" was the subject of a talk by Robert W. Williams, vice president of the LaSalle National Bank, Chicago. Following on the morning program was Vern Waldo, vice president of the American Institute of Banking and vice president of the First National Bank, Reno, Nev. Final speaker on the morning program was Dr. Edward H. Rynearson of the Mayo Clinic in Rochester with "Tradition of the Mayo Brothers as It Applies to Young Physicians and Young Bankers."

Lynn B. Duncan, chairman of the MBA educational committee and assistant vice president, Northern City National Bank, Duluth, presided at the noon luncheon. Featured speaker was Ray Scott, announcer for the Minnesota Twins Baseball Club.

Arthur A. Erpelding, councilman for the A.I.B. and assistant treasurer

for the Farmers and Mechanics Savings Bank, Minneapolis, presided during the afternoon session.

"Audit Procedures in a Country Bank" by Thomas R. Smith, president, First National Bank, Perry, Iowa, led off the afternoon program. George B. Wendt, vice president, First National Bank, Chicago, followed with "Management of Bank Bond Portfolios." Final speaker on the program was psychiatrist Frank Campbell of St. Louis, Mo.

## Wayzata Bank Expands

Construction recently began on new facilities at the Wayzata State Bank. Anticipated completion date has been set for early December. Under construction are increased off-street parking facilities and enlarged traffic lanes to both drive-in tellers' windows.

## Wahpeton President Dies

Horace F. Lahren, 53, president of Citizens First National Bank, Wahpeton, died recently. He had become president of the institution in February after having been employed by the bank since April 21, 1930.

## Waconia Cashier Honored

Ben H. Hartmann, assistant cashier of the First National Bank, Waconia, was honored October 19 at the Salvation Army-sponsored State Advisory Conference on Human Relations at Minneapolis. Mr. Hartmann was lauded for his volunteer services in the cause of better human relations.

## Slayton Board Members

Dr. Roy F. Pierson and Stanley W. Nordin, Slayton, were recently elected directors of the governing board of Murray County State Bank, Slayton, according to bank President Joseph R. Pellikka.

## Insurance Department Sold

Robert S. Lundsten, president of the Minnetonka State Bank, Excelsior, recently reported that, effective November 1, the Roger Hennessy Agency acquired the accounts and general insurance business of the bank's insurance department.

## Begin Savage Bank

Work recently commenced on the new Savage State Bank, Savage, with completion of the structure scheduled for March 1, 1965. John D. Chisholm, Minnesota commissioner of banking, and bank President Howard Houston took part in ground-breaking ceremonies.

## Lexington Bank Opens

The Centennial State Bank of Lexington opened its doors for the first time early in October, according to Steve Vagasky, vice president. President of the bank is T. H. McGee, former vice president of the Midway National Bank, St. Paul, where he had been associated for 42 years.

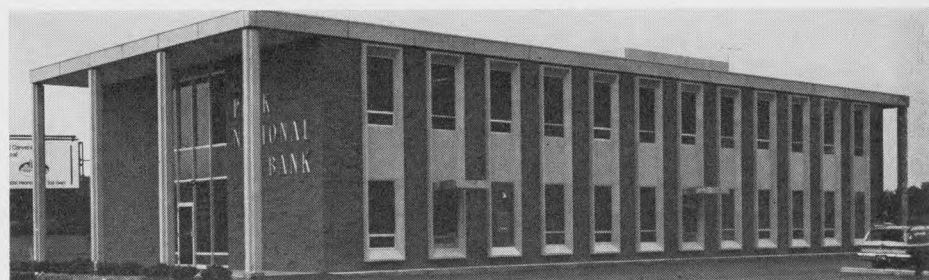
## Willmar Bank Opens

The newly-constructed Citizens National Bank of Willmar opened early in October, according to bank President C. R. Forstrom. The opening was delayed approximately one month due to a delay involving delivery of equipment.

## Open House Held

Open house was held October 31 at the newly-remodeled Union State Bank, Thief River Falls. Innovations include carpeting throughout, new furnishings and after-hour depository facilities.

## New Bank Building in Suburb



**NEW HOME** for Park National Bank in the Minneapolis suburb of St. Louis Park is the first of several proposed structures in the new 100-12 Cloverleaf Plaza, suburban office building center.



*Announcing*  
*the area's **FIRST** computerized*

## **BOND TRADING ANALYSIS**

Our big computer installation now has been programmed to provide a faster—and more comprehensive—Bond Trading Analysis for our correspondent bank customers. We invite you to use this new service next time you contemplate a change in your portfolio of Government or Municipal bonds. Our trading analysis now can cover not just one or two alternative issues but several.

This new type of Bond Trading Analysis is a major step forward in computerized correspondent bank service here at First of Minneapolis. We are the first in this area to offer it. To avail yourself of this new service on your next bond transaction, just call our Bud Omlie or Don Wachholz, or any member of our Investment Department, at **FEderal 4-4141**

◀*These are the men (Don Wachholz and Bud Omlie) and this is the computer (our big IBM 1401 unit) that make possible our new Bond Trading Analysis.*

# **FIRST NATIONAL BANK**

CORRESPONDENT BANK DIVISION  
**OF MINNEAPOLIS**

Member Federal Deposit Insurance Corporation



**Klossner Bank Remodels**

The Klossner State Bank, Klossner, recently completed its second remodeling since the bank first opened for business November 1, 1919. Victor J. Sondag is president of the bank.

**Robbinsdale Director**

Albert W. Steele, general manager of a Robbinsdale lumber firm, has been elected a director of the First Robbinsdale State Bank, according to bank President John Brauch.

**Pine County Officers**

John O'Brien, president of Security State Bank, Askov, was elected president of the Pine County Bankers Association at the regular fall meeting held at Hinckley. Carrol Myre, assistant cashier, First National Bank, Pine City, was elected vice president and J. L. Graf, president of the First State Bank of Finlayson, was named secretary-treasurer.

**Charter Issued**

The banking division of the State of Minnesota Department of Commerce on October 13 issued a charter to the Guaranty State Bank of Robbinsdale,

Robbinsdale, with capital of \$200,000 and surplus of \$100,000. President of the bank is Walter C. Rasmussen. Other officers include Warren R. Thompson, executive vice president; Clifford L. Theis, vice president, and Gerald L. Johnson, cashier.

The bank opened for business on October 26.

**Granite Falls Remodeling**

Extensive remodeling of the Granite Falls Bank at Granite Falls is underway. Extra room will be provided on the main banking floor by moving the bookkeeping department to new quarters in the basement. This department will be connected by inter-com with first floor facilities.

**Buys Corner Property**

Officials of the Klein National Bank at Madison revealed last month they have purchased property on the corner of the same street on which the present bank building is located and future plans for construction of a new bank building will be announced later.

**Buys Blue Ribbon Winners**

The Farmers and Merchants State Bank, Appleton, purchased three blue ribbon winners in baby beef and lamb divisions at the Minnesota 4-H Junior Livestock Show at South St. Paul. The winners, all from the Appleton area, were James Perry, Brenda Nilson and Gail Perry.

**Named Assistant Cashier**

Roger H. Anderson joined the staff of the First National Bank of Hastings last month as an assistant cashier. He was with the First State Bank at Coon Rapids for one year and has been with the First National Bank of Cannon Falls since May, 1963.

**Cambridge Remodeling**

Remodeling of the Cambridge State Bank at Cambridge was completed last month. Elmer V. Erickson, president

**Honor Banker**

**FOR THE FIRST TIME** since its founding 25 years ago, the big Minneapolis Aquatennial festival has chosen a banker as its Commodore. He is **Alan H. Moore**, vice president, First Natl. Bank, Minneapolis, shown receiving his cap and other official raiment from Queen of the Lakes **Mary Sue Anderson**. The Aquatennial is held in July.

for the past 32 years, said it is the fourth such expansion remodeling in the 50 years he has been with the bank. One of the new services added this time is a "Junior Savings" facility for the use of children of the community.

**Joins Virginia Bank**

Clifford L. Kahnk has been elected assistant cashier and controller of the State Bank of Virginia, it was announced last month by R. H. Willenbring, president. Mr. Kahnk moved to Virginia from the Murray County State Bank at Slayton, where he was assistant cashier and auditor.

In other changes at Virginia, Mr. Willenbring said Donald Westfield has been appointed a loaning officer in the installment loan department, Norman J. Sampson has been moved into commercial and real estate loans, and Ronald J. Havlik succeeds the latter as manager of the installment loan department.

**BUSINESS TAKE YOU TO  
MINNEAPOLIS?**  
You'll Be in Good Company at  
NEW HOTEL  
**Leamington**  
MINNESOTA'S LARGEST AND FINEST

800 ROOMS WITH A VIEW • 80 LUXURIOUS SUITES INCLUDING 15 PENTHOUSES WITH PATIOS • SIX DINING AND WINING ROOMS • FREE PARKING •

PLANNING a sales meeting or convention? Our 30 Meeting and Exhibition rooms accommodate up to 6,000 for meetings—4,000 for banquets.

HOTEL LEAMINGTON  
MINNEAPOLIS 1,  
MINNESOTA

WRITE FOR  
COLOR BROCHURE

NAME \_\_\_\_\_  
FIRM \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

FOR ROOM RESERVATIONS WRITE—  
PHONE 612 333-6161—TWX 612-321-1166

**ACCIDENT, SICKNESS and HOSPITAL  
INSURANCE AT COST!**

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

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





**Shopping for Bonds?  
CALL OUR HAND!**

- J♣** JOHN MULLEN  
Asst. Vice President 221-9548
- J♠** JOHN TURNER  
Asst. Cashier ..... 221-9514
- J♥** JOHN WOOLDRIDGE  
Asst. Cashier ..... 221-9512
- J♦** JOHN RAYMOND  
Asst. Cashier ..... 221-9467

Call any one of our 4 Jacks for expert advice on buying municipal, state and government bonds. These men know what's going on because they deal daily in the Midwestern and national market and with both local and national syndicates.

For the best advice and the best selection, call our Municipal Bonds Department and dial Jack, Jack, Jack or Jack direct.

Municipal Underwriting Department—Division II—C. G. Frame, Sr. Vice President

# First National Bank of Saint Paul



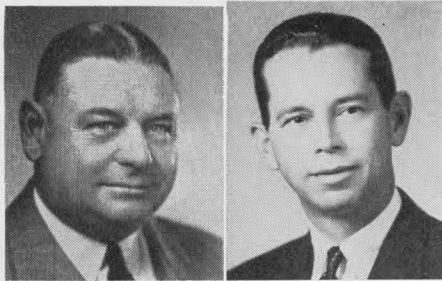
Northwestern Banker, November, 1964

# Twin City News



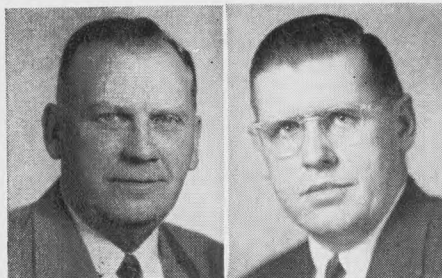
SEVERAL executive changes have been made by Northwestern National Bank in anticipation of the retirement at the end of this year of **Donovan E. Crouley**, senior vice president and head of the bank's correspondent bank department for the past 20 years.

**Philip H. Harris**, senior vice president, will have overall responsibility for banks and bankers, business development and marketing activities. **Leonard P. Gisvold**, vice president, will assist Mr. Harris in administration of the three divisions.



D. E. CROULEY

P. H. HARRIS



L. P. GISVOLD

K. M. BARNETT

**Keith M. Barnett**, a vice president, who has supervised the bank's marketing functions, will head the banks and bankers division.

**Donald M. Anderson**, an assistant vice president in the commercial division, will return to the banks and bankers division.

**John McHugh**, vice president, will be in charge of the business development and national accounts division.

**Edward W. Asplin**, vice president, will be in charge of the marketing division, which includes the industrial

development, advertising and publicity departments.

\* \* \*

**Milford E. Lysen** retired from the Federal Reserve Bank of Minneapolis last month, after a tenure of 47 years. An assistant vice president since 1961, Mr. Lysen was responsible for systems and procedures planning at the bank since the early 1940's. He attended South High School in Minneapolis, the University of Minnesota, and the Rutgers University Graduate School of Banking.

\* \* \*

Four major changes in commercial banking responsibilities at First National Bank of Minneapolis were announced last month by President **Gordon Murray**.

He pointed out that the changes, which include the establishment of two new official positions, are part of the bank's continuing program to streamline internal operations and business development activities.

Vice President **Philip M. Harder** assumes the new position of vice president and senior lending officer and in this capacity will work closely with **Rufus W. Hanson**, executive vice president. Mr. Harder will be responsible for all commercial and mortgage lending policies.

**Robert W. Fischer**, formerly vice president in charge of the national corporations division, moves to the new position of vice president and senior marketing officer. His responsibility will be to direct all commercial marketing and business development programs.

**Joseph R. Kingman III**, presently with the bank's trust department, will succeed Mr. Harder as head of the First National division which serves the grain, milling, food processing and related fields.

Mr. Fischer's responsibilities as head of the national corporations division will be taken over by **Edward C. Brown, Jr.**, who is rejoining First National after a period of service as

vice president of First Bank Stock Corporation and president of its First Bancstock Equity Corporation.

Three First National Bank staff officers were also named last month by President Murray in a promotion and responsibility reassignment move authorized by the board of directors.

The action named a new department head in the bank's main office and brought a veteran assistant manager of the West Broadway office to the downtown bank.

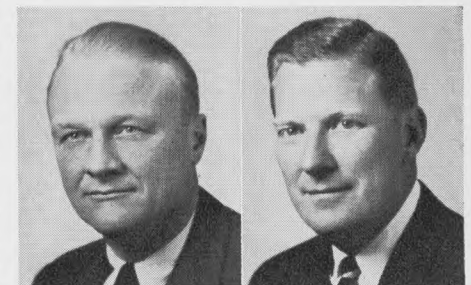
**Stanley E. Holmberg** was named assistant vice president and real estate officer. He succeeds **George J. Hirsch** who retired October 1 as head of the real estate loan department.

**Kenneth O. Martinson** becomes assistant cashier in the main office after 13 years as assistant manager of the West Broadway bank.



J. R. KINGMAN III

E. C. BROWN, JR.



P. M. HARDER

R. W. FISCHER

**Robert E. Westbee**, formerly assistant cashier at the downtown bank, succeeds Mr. Martinson as West Broadway's assistant manager. He also retains his assistant cashier title and status.



## DIRECTORS

DE WALT H. ANKENY  
*Vice President*  
Theo. Hamm Brewing Company

CHARLES H. BELL  
*Chairman of the Board*  
General Mills, Inc.

BENTON J. CASE  
*Director*  
S. T. McKnight Company

GEORGE B. CLIFFORD, JR.  
JOHN H. DANIELS  
*President*  
Archer Daniels Midland Company

THOMAS L. DANIELS  
*Chairman of the Board*  
Archer Daniels Midland Company

DONALD C. DAYTON  
*President*  
The Dayton Company

STEPHEN P. DUFFY  
*President*  
Our Own Hardware Company

ALBERT G. EGERMAYER  
*Senior Vice President*  
Cargill, Inc.

ROBERT FAEGRE  
*President*  
Minnesota and Ontario Paper Company

B. C. GAMBLE  
*Chairman of the Board*  
Gamble-Skogmo, Inc.

PAUL S. GEROT  
*President*  
The Pillsbury Company

F. PEAVEY HEFFELFINGER  
*Chairman of the Board*  
Peavey Company

ALLEN S. KING  
*Chairman of the Board and Chief Executive Officer*  
Northern States Power Company

FRANK P. LESLIE  
*President*  
The John Leslie Paper Company

GOODRICH LOWRY  
*President*  
Northwest Bancorporation

JOHN A. MOORHEAD  
*President*

JOHN S. PILLSBURY, JR.  
*President*  
Northwestern National Life Insurance Company

SAMUEL H. ROGERS  
*Senior Vice President and Executive Trust Officer*

HENRY T. RUTLEDGE  
*Executive Vice President*

LUCIAN S. STRONG  
*Chairman of the Board*  
The Strong Scott Mfg. Company

HAROLD H. TEARSE  
*President*  
Searle Grain Company

JAMES A. WATSON  
*President*  
Red Owl Stores, Inc.

ALFRED M. WILSON  
*Executive Vice President*  
Honeywell, Inc.

O. MEREDITH WILSON  
*President*  
University of Minnesota

JOHN S. PILLSBURY  
*Director Emeritus*

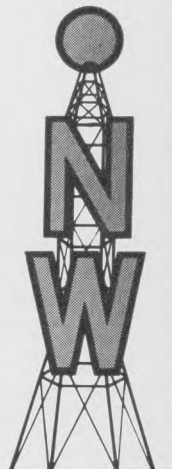
## STATEMENT OF CONDITION

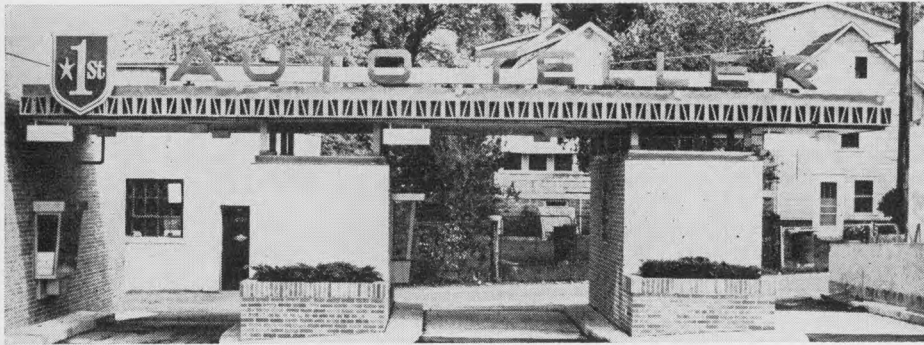
OCTOBER 1, 1964

RESOURCES		LIABILITIES	
Cash and due from banks .....	\$171,102,640.73	Capital stock .....	\$ 15,000,000.00
U. S. government obligations .....	104,698,522.81	Surplus .....	25,000,000.00
Other bonds & securities .....	41,921,764.56	Undivided profits .....	13,537,083.08
Loans & discounts .....	337,467,154.06	Reserve for possible	
Customers' liability on acceptances .....	12,323,122.32	future loan losses .....	6,454,093.23
Income earned but not collected .....	2,441,768.96	Reserve for interest, taxes, etc. ....	4,305,348.49
Bank premises, furniture		Income collected but not earned .....	4,979,641.82
& fixtures .....	10,881,204.22	Letters of credit and acceptances....	12,323,122.32
Other resources .....	1,926,229.33	Deposits .....	601,163,118.05
<b>Total Resources .....</b>	<b>\$682,762,406.99</b>	<b>Total Liabilities .....</b>	<b>\$682,762,406.99</b>

## NORTHWESTERN NATIONAL BANK OF MINNEAPOLIS

MARQUETTE AVENUE, SIXTH TO SEVENTH STREETS · MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION





**AUTO TELLER** now in use by First State Bank, St. Paul, Minn.

First State Bank of St. Paul recently held an open house to celebrate the opening of two new drive-in windows. Several thousand persons attended the

opening at which three mink boas were awarded as ladies' door prizes as were two men's suits and 50 free one-year rentals for safe deposit boxes.

\* \* \*

**George L. Michael**, Edina, was elected a vice president of the American National Bank of St. Paul recently by the bank's board of directors. American National President **John F. Nash**, in making the announcement, reported that Mr. Michael will be in charge of the bank's personal loan and consumer credit department.



G. L. MICHAEL

\* \* \*

**Ralph R. Kriesel**, president of the Downtown State Bank of St. Paul, reports that an open house was held at the bank October 12. **Robert G. Lexvold**, Richfield, has been named executive vice president. Other officers include **Vernon H. Theyson**, vice president, formerly vice president of Northwestern Bank of Commerce, Duluth; **R. Eugene LaFrance**, vice president and cashier, who previously held the same posts with Phalen Park State Bank, St. Paul, and **Rowan C. McAllister**, assistant cashier, formerly with the First National Bank of Hudson, Wis.

\* \* \*

**J. Cameron Thomson**, veteran banker and economist, has been named a member of the board of directors of The Mosler Safe Company, according to **Edwin H. Mosler, Jr.**, chairman of the board.

Mr. Thomson is retired chairman of the board of Northwest Bancorporation of Minneapolis and past president of the American Institute of Banking.

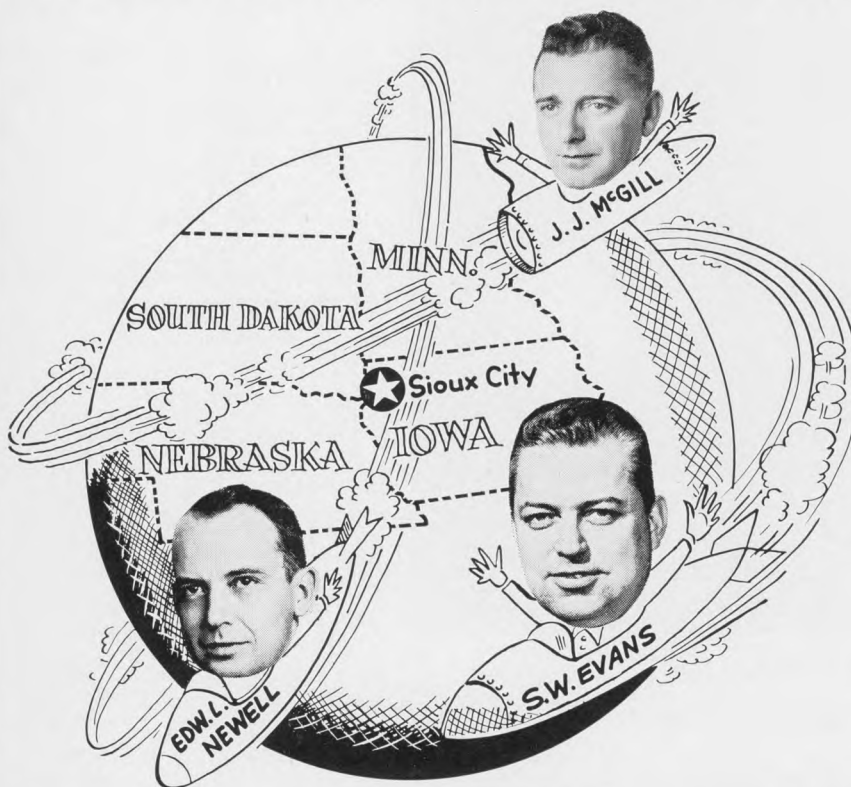
\* \* \*

**J. Walter Sexton** has been elected vice president of Northwestern National Bank of Bloomington-Richfield, according to **C. Addison Dahl**, president. Mr. Sexton will manage the real estate mortgage department. He had been with the bank's Lake Street office since 1947.

\* \* \*

**Noel E. Maanum** has been advanced to assistant cashier in the proof and transit department of Marquette National Bank, it was announced recently by **Carl R. Pohlada**, president. Mr. Maanum joined the bank this year after having been with First National for 13 years.

## SPACE TRAVELERS WITH DOWN-TO-EARTH CORRESPONDENT SERVICE



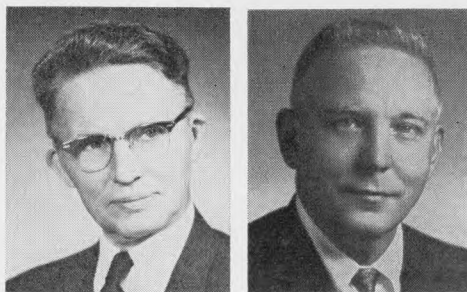
# LIVE STOCK NATIONAL BANK SIOUX CITY

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, November, 1964

# South Dakota NEWS

H. E. IVERSON      President      Canton  
A. S. GULLICKSON      Secretary      Huron



## Plan Management Conference

**S**OUTH DAKOTA bankers were scheduled to meet at the Inn Motor Hotel in Huron November 4 for the 16th Annual Bank Management Conference sponsored by the South Dakota Bankers Association.

The advance program featured three speakers in the morning, a panel at noon, three panels in the afternoon, and a closing speaker at the banquet. Details of the program follow:

**November 4, 1964**

**Inn Motor Hotel**

A.M.  
8:30-10:00 Registration—Lobby of Inn Motor Hotel.

### First General Session

10:00 Call to Order—Embassy Room. F. W. Cord, Chairman, SDBA Bank Management Committee, Presiding.

Official Welcome—Hogan E. Iverson, SDBA President.

10:15 "Bank Bonding Coverage and Precautionary Procedures"—Leonard R. Moeller, Assistant Secretary, Bond Department, St. Paul Fire & Marine Insurance Company, St. Paul, Minn.

10:45 "The Impact of Federal Legislation on Banking"—James Smith, Assistant Federal Legislation Counsel, American Bankers Association, Washington, D. C.

11:15 "The Banker's Role in Community Development"—Donald H. Thomas, Assistant Vice President, First National Bank of St. Paul, St. Paul, Minn.

P.M.  
12:15 Luncheon—Embassy Room, Inn Motor Hotel.

A. S. Gullickson, SDBA Executive Secretary-Treasurer, Presiding.

Panel: "Student Evaluation of SDBA Economic Conference for Young Adults"—Carol Braley, Cathy Morrill, Rosanna Parmeter, James Beitz, Fritz Leigh, Steve Plummer.

Moderator—Miss Dona Brown, Huron High School Counselor; Member, South Dakota Board of Regents.

"AIB Progress in South Dakota"—John Krastins, Associate Councilman for AIB Region No. 10, South Dakota.

### Second General Session

2:00 Seminar "A": E. C. Pieplow, Seminar Leader; Vice President, First National Bank of Aberdeen, Aberdeen.

Seminar "B": Willard Lynch, Seminar Leader; Assistant Vice President, Farmers State Bank, Winner.

Seminar "C": Richard Wold, Seminar Leader; Assistant Vice President, Northwestern National Bank, Sioux Falls.

4:30 Reconvene in Embassy Room. Reports—Seminar Leaders.

5:00 Social Hour—Crown Room, Inn Motor Hotel.

Hosts: Farmers and Merchants Bank, Huron; W. M. Griffith, President.

National Bank of South Dakota, Huron; George Goodell, Vice President and Manager.

Northwestern National Bank, Huron; John Lasher, Vice President and Manager.

6:00 Banquet—Embassy Room, Inn Motor Hotel.

Hogan E. Iverson, Presiding.

Introduction of Guests.

Address: Peter Reich, Aerospace Editor, Chicago American, Chicago, Ill.

8:30 Adjournment.—End.

## Watertown Bank Begun

Excavation and preparation for footings and foundation work got underway early in October for the new Farmers and Merchants Bank site at Watertown, according to V. D. Basart, bank president. Mr. Basart also announced that Wayne Bredeson was named executive vice president of the bank at a recent meeting of the board of directors. He was formerly vice president and trust officer.

## Farm Representative

Carl Myers, recently of Watertown, has been hired as agricultural representative at Citizens State Bank of Redwood Falls, according to Charles Thorkelson, president.

## Homecoming Queen

Miss Mary Van Camp, daughter of

Mr. and Mrs. Royal Van Camp, a 17-year-old senior at Riggs High School, Pierre, was recently chosen Minneshoshe Queen at Pierre's Homecoming. Her father is cashier at the Pierre National Bank, Pierre.



MISS VAN CAMP



**"Yes Sir,  
that's my  
bank!"**

CALL or WRITE



JOHN KRASTINS, Cashier

**for help  
with your  
TRANSIT  
and  
COLLECTION  
ITEMS!**

**NORTHWESTERN  
NATIONAL BANK**

Sioux Falls, South Dakota

Northwestern Banker, November, 1964

# North Dakota NEWS

**V. F. HEGEHOLZ** President Enderlin  
**W. J. DANER** Secretary Bismarck



## 550 Attend Group Meetings

**M**ORE than 550 bankers attended the North Dakota Group meetings held last month in Valley City, Devils Lake, Williston and Mandan. Reports indicate the meetings were very much a success.

V. F. Hegeholtz, president of the Peoples and Enderlin State Bank of Enderlin and president of the North Dakota Bankers Association, headlined the program at each of the meetings. Also on the program was John McNair, First National Bank of Fargo, who discussed A.I.B. Studies.

The Uniform Commercial Code was presented by Richard Cravens of the First National Bank, Chicago, and North Dakota Agriculture was reviewed by Claud Ebling, a consultant for the Soo Line Railroad. O. Bjornstad, regional group manager for Occidental Life Insurance Company, discussed the NDBA group insurance program.

The following officers were elected:

### Northeast Group

President: Edward L. Olson, senior vice president, First National Bank, Grand Forks.  
Vice President: Gordon Larson, president, First State Bank, Park River.  
Secretary-Treasurer: D. N. LaRocque, vice president, Walhalla State Bank, Walhalla.  
State Nominating Committee: J. H. Engesather, cashier, Citizens State Bank, Petersburg.

### Northwest Group

President: Frank Grim, cashier, Farmers State Bank, Crosby.  
Vice President: Robert Barstad, cashier, First State Bank, Harvey.  
Secretary-Treasurer: L. Donald Thorson, vice president, First National Bank, Minot.  
State Nominating Committee: G. H. Gorder, vice president, Lakeside State Bank, New Town.

### Southeast Group

President: H. F. Buegel, vice president, Jamestown National Bank, Jamestown.  
Vice President: R. G. Burges, cashier, Security National Bank, Edgeley.  
Secretary-Treasurer: S. D. Jacobsen, president, First State Bank, Sharon.  
State Nominating Committee: T. A. Roney, president, Foster County State Bank, Carrington.

### Southwest Group

President: Ed Vukelic, assistant cashier, Commercial Bank, Mott.  
Vice President: Lloyd Kempf, president, Grant County State Bank, Carson.  
Secretary-Treasurer: Ken Meier, executive vice president, First National Bank, Linton.  
State Nominating Committee: Robert Wells, president, Security State Bank, Robinson.

## New President at Rolla

Jack M. Thompson was recently appointed president, director and new

managing officer at the First Bank of Rolla. He succeeds Arnold Braaten, president of the bank for two years, who resigned to become executive vice president and director of the First National Bank in Bozeman, Mont.

Mr. Thompson has been with the First Service Corporation in Minneapolis. The First National Bank in Bozeman, The First Bank of Rolla and the First Service Corporation are all affiliated with the First Bank Stock Corporation.

Mr. Thompson began his banking career in 1955 with the First National Bank of Minneapolis.

## Makes Student Loan

The Merchants National Bank and Trust Company of Fargo, N. D., recently made a student loan to John Deutsch of Battle Lake, Minn., a senior at North Dakota State University



**STUDENT LOAN** program continues at Fargo.

of Fargo. Since the bank began this student loan program in cooperation with United Student Aid Funds, Inc., Merchants National has helped 75 students gain a college education.

## Retires After 38 Years

Miss Agnes Newman, well-known Fargo banker, retired recently after 38 years with the Dakota National Bank in Fargo. She began her career with Dakota National in 1936 as secretary to the president of the bank. At the time of her retirement she was an assistant cashier.

## New Addition at Napoleon

Exterior work on an addition to the Stock Growers Bank at Napoleon has been completed. The additional space

will be used for private consultation rooms and to house some of the posting equipment.

G. A. Klefstad is president of the bank.

## Will Operate Woodworth Station

Official notification was issued recently from the state banking board in Bismarck, that the Foster County State Bank of Carrington had received permission to establish a paying and receiving station at Woodworth.

T. A. Roney, president of the bank, said the Woodworth operation would be similar to those currently operated by the bank at Kensal and Glenfield.

## Horace Lahren

Horace Lahren, 53, president of the Citizens First National Bank at Wahpeton, died recently of a heart ailment.

## H. C. Aamoth

H. C. Aamoth, retired Fargo banker, died last month. Mr. Aamoth began his banking career in 1901 when he was employed as a bookkeeper at the State Bank of Ulen, Minn. He continued in the banking business until 1928 and was executive vice president of the Security National Bank in Valley City and of the Security National Bank in Fargo.

During his banking career, Mr. Aamoth assisted in organizing banks in Twin Valley, Adams, Nekoma, Garrison, Nome, Valley City and Edgeley, all in North Dakota.

## Installs Complete Computer System

The first complete computer system to be installed in a North Dakota Bank has been delivered to the First National Bank and Trust Company in Fargo.

While there are other systems in use, William F. Graves, bank president, explains this equipment is the first complete data processing center. It is capable of handling the bookkeeping functions of half the banks in North Dakota, he reports. It will be used to handle data processing for a number of the First National Bank's correspondents.

The equipment is leased from the Burroughs Corporation.

## Fargo Bank Appoints

The Dakota National Bank at Fargo has announced the appointment of Robert C. Bratager as assistant vice president. Mr. Bratager has been affiliated with the First National Bank of

Minot and the National Bank at Norfolk, Neb.

A. M. Eriksmoen, president of the bank, also announced the promotion of Kenneth M. Hargmen and John R. White to the post of assistant cashier.

### Cooperstown Bank Builds

Leslie E. Herzog, president of The First State Bank of Cooperstown, announced recently that construction has begun on their new building. It is being constructed on property adjacent to the present building.

During construction of the new building, First State Bank is operating

in temporary headquarters in the Pramhus Building.

### New Building at Kenmare

Work began last month on a new building for the State Bank of Kenmare. Leonard Jorgenson, executive vice president, said that the building will be one story and basement and will be erected on property acquired by the bank earlier this year.

### Carillon in Minot

An electronic carillon has been installed in the Union National Bank at Minot. According to J. H. Hoeven, Jr.,

vice president, the chimes will ring on the quarter hour during the day and will also play songs at various times of the day.

The carillon was installed with the hope of providing institution identity for the Union National Bank.

### Columbus Remodels

The Columbus State Bank has completed a remodeling project. According to H. L. Thorndal, Jr., cashier, the project included new windows, doors, and drapes plus a complete renovation of the interior.

## Montana NEWS

T. JACOBS                      President                      Missoula  
R. C. WALLACE              Secretary                      Helena



## Bankers Discuss Uniform Commercial Code in Workshops

THE Montana Bankers Association last month sponsored a series of workshops on secured transactions under the uniform commercial code. Meetings were held in Great Falls, Glasgow, Miles City, Livingston and Missoula.

Bankers were addressed by an outstanding group of speakers. The program included remarks by Richard C. Timmerman, chairman of the Montana Bankers Association's Uniform Commercial Code Committee.

Wesley W. Wertz, counsel for the M.B.A., reviewed for bankers article 9 of the Code which deals with secured transactions. Wyoming bankers' experience with secured transactions under the Code were presented by A. Edward Kendig, executive vice president of the State Bank of Wheatland, Wyo.

The three men joined in a panel discussion on the various forms which have been proposed for use in Montana. Bob Wallace, secretary of the Montana Bankers Association, reports a most successful series of meetings.

### Bozeman Bank Appoints

The First National Bank of Bozeman has announced the appointment of Arnold L. Braaten as executive vice president and director of the bank. Mr. Braaten most recently served as president of the First Bank of Rolla, North Dakota.

Both the First National Bank in Bozeman and the First Bank of Rolla are affiliated with the First Bank Stock Corporation.

### Milton D. Byrd

Milton D. Byrd, 61, died recently after an illness of several months. Mr. Byrd was cashier and director of the Citizens State Bank in Hamilton.

### New Bank at Conrad

Word has been received that the charter for a new state bank in Con-

### Circular Bank



SCALE MODEL of new bank building for the First National Bank, Glendive, Montana. The structure will be one story, circular in design, with provisions for a second story. It is hoped that construction will start early next spring.

rad has been approved. The bank will be called the Pondera Bank of Montana.

Original incorporators are Charles Rubie, Richard Rubie, Jay McLeod and Adolph Erickson. Mr. Erickson, president of the Farmers and Stockmen's Bank in Valier, will be the president and managing officer of the new bank.

### Moves to Columbia Falls

Darrel V. Olson has accepted the position of installment loan manager with the bank of Columbia Falls, according to J. G. Edmiston, president. Mr. Olson was formerly cashier of the First State Bank of Mineral County at Superior.

### Harlem Bank Appoints

The Security State Bank at Harlem has announced the appointment of Charles W. Gray as vice president and managing officer. Mr. Gray was formerly assistant cashier in the farm and ranch department of the Great Falls National Bank.

Jay Parks is president of the Harlem bank.

### Eureka Bank Opens

The First National Bank of Eureka officially opened for business recently. This is Eureka's first bank since 1926. The bank is housed in a new building just completed.

Officers of the new bank are: G. Jerry Shaw, president; Whitney Smith, vice president; and Hugh Polensky, cashier.

### Rejoins Sidney Bank

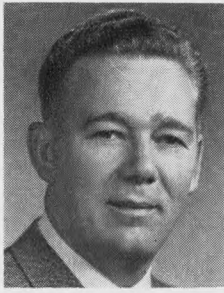
Charles Evanson has rejoined the Sidney National Bank as assistant cashier, according to O. L. Anderson, president.

Mr. Evanson originally joined the bank in 1951 and left in 1959 to manage the local Ben Franklin store. He will now be associated with the bank's loan department.

# Colorado-Wyoming News



**E. L. BACON**  
Grand Junction  
President  
Colorado Bankers Assn.



**R. E. BRYANS**  
Casper  
President  
Wyoming Bankers Assn.

## Advanced at North Glenn

Don M. Whiteman, who joined The First National Bank of North Glenn as a vice president in September, has been named executive vice president and a director of that bank by the board of directors.

Eugene H. Adams, president of The First of North Glenn as well as The First National Bank of Denver, also announced the appointment of Eugene H. Edler as assistant cashier.

Richard C. Meckley, who has been executive vice president of The First of North Glenn bank, will resume duties as vice president in the correspondent banking department of The First of Denver. He will be co-ordinator for The First of Denver's three affiliate banks—The First of North

Glenn, The First National Bank of Bear Valley and The First National Bank of Southglenn, which is in the process of final organization. Mr. Meckley will remain as vice president and director of The First of North Glenn.

More than 4,000 persons attended open house to inspect the North Glenn bank's new building.

## Sells Bank Interest

Ray A. Babcock, Denver, a Colorado and Nebraska banker for more than 51 years, announced recently that he had sold his controlling interest in the Commercial Bank of Leadville to Mid-Continent Financial Corporation of Omaha.

R. D. Marcotte, president of Mid-

Continent, said purchase of the bank was for investment only and there would be no change in operation of the bank.

Hugh E. Smith, president, and Frank Luoma and D. R. Hayes, vice presidents, will continue in their present capacities.

Mr. Babcock also owns controlling interest in First National Bank of Walsenburg, First National of Center and Citizens State Bank of Keensburg.

## Ownership Transferred

The Colorado National Bank, Denver, has announced that it has transferred ownership of its remodeled and expanded six-story banking house to a newly organized, wholly owned subsidiary. The subsidiary has placed \$7,000,000 of secured 25-year notes with private institutions through Goldman, Sachs & Company, New York, and Boettcher & Company, and Bosworth Sullivan & Company, both of Denver, at 4 7/8 per cent.

## Changes in Cheyenne Bank

R. J. Hofmann announced recently that he will retire from his post as president of the American National Bank in Cheyenne. He will be succeeded by Ellsworth A. Handy who



Pictured are John Diedrich of our Credit and Securities Department and Art Bridgewater of our Correspondent Department. Central's other Correspondent men missed the picture, they're out of town, serving your banking needs.



**THE CENTRAL BANK AND TRUST CO.**

Member: F.D.I.C. Federal Reserve System 15TH AND ARAPAHOE ST., DENVER, COLORADO 80217

If you have questions about buying or selling securities, Central's investment experts have the answers. Whatever your problem with any facet of banking operation, Central's specialists are yours, to advise and assist you in any possible way.

Northwestern Banker, November, 1964



# Denver Bank Entertains 779 Football Fans



**NEARLY 800 BANKERS** and their wives attended Central Bk. & Tr. Co.'s football party last month. Shown from left: **Art Bridgewater**, v.p. in charge of host's correspondent department; **Mrs. Bridgewater**, and **Paul Rice**, pres., First Natl. Bk., Loveland. **CENTER**—Falcon Stadium where game was played

between Air Force and Notre Dame. **RIGHT**—**Bill Gossett**, asst. to pres. of host bank, and **Myron Karsten**, pres., Andrew Sav. Bk., Andrew, Iowa. Mr. Karsten traveled the greatest distance to attend the party. Following the game, the Central entertained the group at a social hour and banquet in Denver.

has been executive vice president since September 1.

Mr. Hofmann has been president of the bank since 1947 and a member of its board of directors since 1937. He is only the second president of the American National in its history.

Mr. Handy was a vice president of the Harris Trust Company of Chicago prior to joining the American National Bank.

## Riverton Opens New Facilities

New drive-in, walk-up facilities at the First National Bank in Riverton were opened recently, according to Harmon H. Watt, president. The facilities are located on the bank's parking lot, provide two drive-in windows and two walk-up windows.

## Retires at American National

R. J. Hofmann, president of the American National Bank, Cheyenne, resigned as president of the American National on November 1 because of poor health and "a desire to take things a little easier." He will continue to serve on the board of directors of the bank.

Ellsworth A. Handy, executive vice president of the bank, has been elected to succeed Mr. Hofmann as president.

Mr. Hofmann, a native of Cheyenne, has been president of American National Bank since 1947, and a board member since 1937. He is only the second man to serve as president of the 45-year-old bank.

## Officers of New Bank Named

Officers of the newly-organized University National Bank of Laramie are Tom P. Peck, president, and Vern Smith, cashier.

Directors are Mr. Peck, Tom H. Barratt, E. G. Jackson and H. T. Person, all of Laramie, and William A.

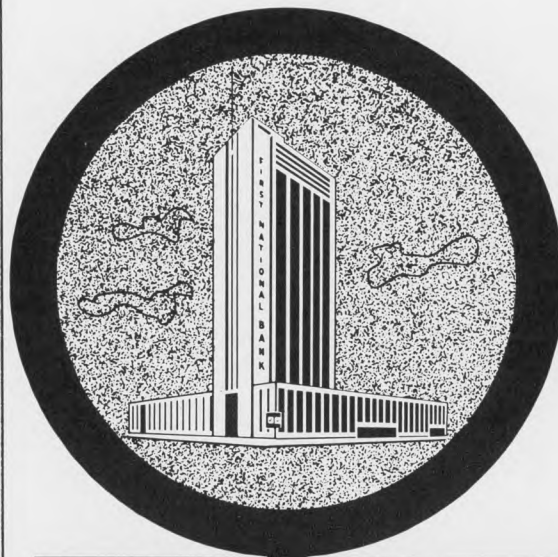
Taylor, Arthur B. Dalgarno and Richard Pfister, all of Lusk.

The bank is operating in temporary

quarters at 2123 Garfield while a new building is being constructed at 21st and Garfield.

THE **ONE** BANK FOR ALL YOUR ~~BANKING~~

*Correspondent needs*



a banker's bank

Ultra-modern facilities and friendly, personal helpfulness, backed by 104 years of experience, serve correspondent bank needs quickly and efficiently.

**THE FIRST NATIONAL BANK OF DENVER**

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

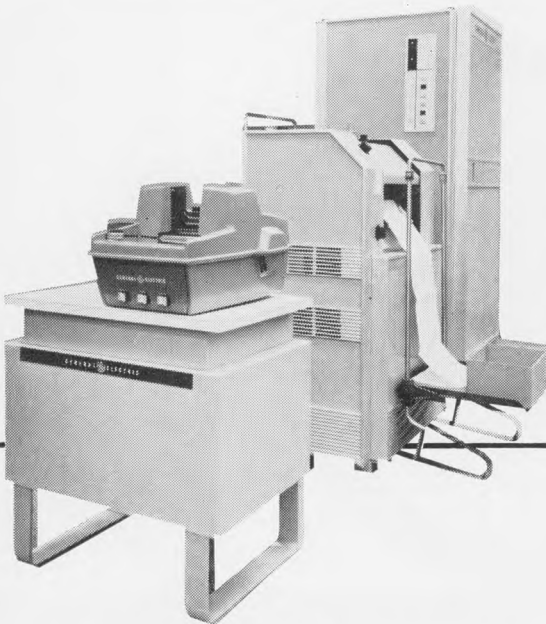


## Expensive Equipment? *Sure...*

### ADD IT UP...

Equipment Cost  
Special Facilities  
Competent Staff

Even your power bill goes up.



### BUT...

...without this drastic increase in capital expense...your bank can enjoy the advantages of the most modern electronic systems for your processing needs by using our computer center. Your work will be done with maximum speed at minimum cost.

### TO LEARN MORE...

about how this service can benefit your bank, call our Correspondent Department collect, 402-341-8765

### AFTER ALL...

It doesn't cost anything to look.

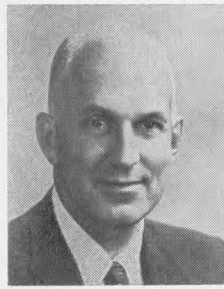


Member Federal Deposit Insurance Corporation

# Nebraska NEWS

**N. T. TIEMANN** President Wausa

**HARRIS V. OSTERBERG** Exec. V.P. Omaha



## M. W. Rutledge Retires

M. W. (Mick) Rutledge, who began his career in banking with the Citizens State Bank of Clearwater in June, 1922, retired as cashier of the Bank of Orchard at the close of business September 30. He had been associated with the Bank of Orchard since 1951. His retirement was brought about by failing health.

## 90th Year Observed

An open house was recently held in observance of the Schuyler State Bank's 90th year in business. Dr. David W. Flory, Harlingen, Tex., a stockholder and director, was present for the event.

## Cords to Wahoo

Wahoo's First National Bank has added William M. Cords to its staff. Mr. Cords, who was born at Yutan, is a graduate of the University of Nebraska. He will be a teller and will do contact work with area farmers.

## New Anniversary Building

The board of directors of the Farmers State Bank of Elkhorn has approved the architect's plans for new banking quarters to be built in Elkhorn. The new structure, which will feature expanded facilities, increased parking and drive-in facilities, was begun shortly thereafter. Bank officials hope to be in the new quarters in March when the bank will observe its golden anniversary.

## Fremont Drive-In Opens

Opening of the new drive-in, walk-in facility of the Fremont National Bank was scheduled by bank officials for November 3. T. J. Milliken, vice president, said the detached facility will provide bank patrons with two drive-in windows, a walk-in area, and parking for 12 cars.

Architect for the installation was Gordon H. Jenkins, Fremont.

## Misko Heads Bank

Ralph Misko recently took over operation of the First Security Bank at Holdrege, a year following his resignation as director of banking for the

State of Nebraska. He purchased controlling interest from R. H. Perry, president.

An active banker since 1934, Mr. Misko first announced his intention of becoming associated with the Holdrege bank while still serving as state banking director. After leaving the latter post he helped organize the City National Bank in Lincoln, serving as its board chairman until moving to Holdrege.

## Insurance Approved

The board of directors of the Federal Deposit Insurance Corporation recently approved insurance for Banner County Bank, Harrisburg. President of the bank is Lee Shirk. The bank has capital accounts totaling \$100,000.

## New Bank Building

The First National Bank of Springfield opened for business in its new building recently.

## Assistant Cashier

John R. Bergquist, formerly of Scottsbluff, has assumed his duties as assistant cashier at Farmers State Bank in Carroll.

## John D. Young

John D. Young, 50, assistant cashier at the First National Bank, Fremont, died unexpectedly September 23 at a Valentine hospital.

## Old and New

Axtell's oldest building, owned by the Farmers and Merchants Bank there, will be removed from the scene in order to make room for additional offices and conference rooms for the adjacent bank building. Construction on the new one-story addition is not scheduled to begin until next spring.

## Charles L. Cooper

Charles LeRoy Cooper, 93, Wallace, president of the Farmers State Bank in Wallace, died there recently. He had been a resident of the Wallace area since moving there from Arcadia in 1909. He had served as president of the bank since 1918.

He is succeeded as president of the bank by his daughter, Mrs. Marie C. Wolden, who has held the position of cashier in the bank since 1926.

Mrs. Frances V. Lawhead of North Platte was elected to the board of directors. P. M. La Velle, also of North Platte, was elected chairman.

## Calmar McCune

Calmar McCune, 88, Polk's first banker, died recently at Jextun, Colo. The oldest alumnus of the Stromsburg High School, he had moved to Jextun approximately 40 years ago.

## Bellevue Remodeling

Charles Reed, president of the Bank of Bellevue, announced plans last month for a major remodeling of the bank building. A complete new exterior, extensive interior alterations and an addition are in the plans.

McDonald Construction Company of Omaha is in charge of the project, which is scheduled for completion by next March.

The exterior will feature arches with white marble chips and solid panels of black marble chips, with glass inserts of solar grey. The interior will be designed around a circular teller section.

## Starts New Building

W. E. (Bill) Young, president of the Cozad State Bank at Cozad, has announced that construction of a new building on property north of the Cozad post office was to start November 1. The modern building will incorporate a drive-up window and parking space for customers. Completion date is set for the spring of 1965.

Paulsen Building and Supply, Cozad, is general contractor.

## Businessmen's Dinner

The First National Bank of Tekamah recently held its 12th Annual Business and Professional Men's Dinner. The meeting was well attended and the program went over in fine shape, according to H. J. Wragge, bank president.

## School Savings Decline

At the close of the 1963-64 school year, pupils of 16,679 schools including both public and parochial institutions, had a total of \$206,612,188 on deposit in bank school savings accounts, according to D. James Pritchard, chairman of the Committee on Savings Research of The American Bankers Association's Savings Division.

## Branch Banking Is Main Topic at Group Meetings

By **LARRY NOTHWEHR**  
Associate Editor

LIMITED branch banking for the state of Nebraska proved to be the central topic at the 1964 Nebraska group meetings held October 6-12.

A panel of four Nebraska bankers—two speaking for the issue and two against—presented both sides of the question at each of the meetings.

N. T. Tiemann, president of the Commercial State Bank at Wausa and president of the Nebraska Bankers Association, introduced the panel at the meetings and reviewed some of the background on the subject. He pointed out that the issue was originally studied by the Association's Bank Service Study Committee this past spring. On the basis of this committee's report to the annual convention in May, it was decided to take certain steps in presenting this issue to the Association members.

A complete copy of the report was mailed to all members in June and a "pro and con" panel presentation of the issue was planned for the fall group meetings. The day following the last two group meetings, ballots were mailed to all members asking them to indicate whether they are for or opposed to limited branch banking in Nebraska.

Ballots were mailed back directly to the auditing firm of Peat, Marwick, Mitchell and Company, Omaha. Results of this vote were 316 opposed to limited branch banking, 80 in favor of it, and one ballot not marked, out of 397 ballots returned of the 425 mailed out.

A special summary of the panel's presentations on the branch banking issue will be found on page 78 of this issue.

Mr. Tiemann also reported on the

various activities of the Association. He announced plans for a school to be held at the University of Nebraska next March. This will be for beginning bankers being groomed to be officers. Enrollment will be limited.

The Ag Committee, according to Mr. Tiemann, sponsored a booth at the recent state corn picking contest and plans to have a booth at the state fair next summer. He also announced the committee's plans to hold two credit conferences . . . one in the western part of the state and the other in the east. These will be particularly for vocational agriculture instructors of the state to better acquaint them with the manner in which banking can meet the credit needs of today's modern farmer.

The Association has prepared a new booklet entitled "Your Nebraska Banks." It will be especially helpful to bankers who are requested to talk before community groups. According to Mr. Tiemann, the information in the booklet can be used verbatim in telling groups about banking. These are available through the Association office.

Mr. Tiemann also reiterated the position of the Nebraska Bankers Association on constitutional Amendment Six which will be voted on in the November elections. The Association favors an increase in the usury rate, but does not want the legislature to set the general interest rate as this amendment would allow them to do. Thus, the Association is against passage of Amendment Six.

Another popular feature on the group meeting program was the "7 Minute Men" panel. In this presentation, members of the N.B.A. Correspondent Bank Club discussed ques-

tions of particular interest to Nebraska bankers. Each man was given 7 minutes to present his particular topic.

Following is a summary of these presentations:

### "Automation"

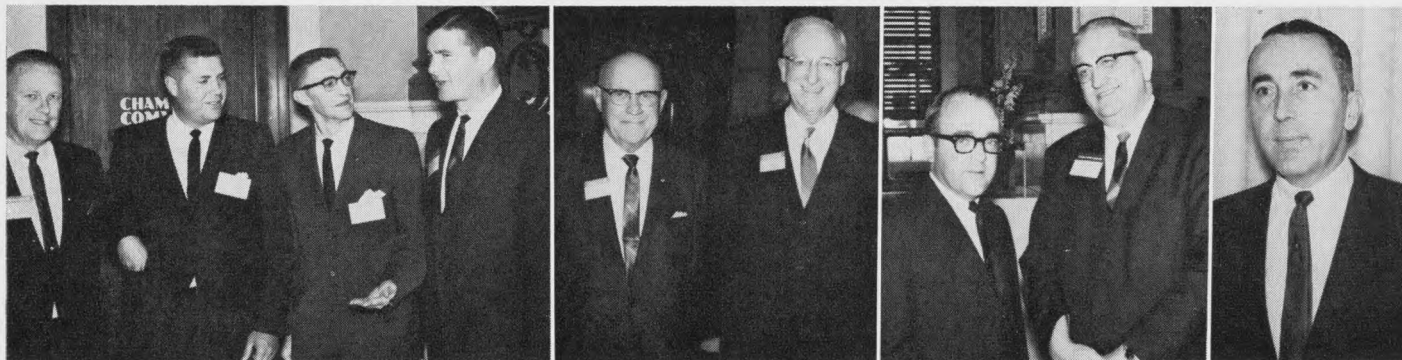
**Howard M. Johnson**, vice president, Omaha National Bank—This broad field was limited to a brief discussion of automated check processing. It was suggested that even the smallest banks could utilize this process in future years through cooperative regional centers and telephone hook-ups. Mr. Johnson urged that before new book-keeping facilities are purchased, a close look be given to the computer approach.

### "Installment Credit"

**John Foley**, vice president, Packers National Bank, Omaha—Because of the current instability of the installment credit situation in Nebraska, Mr. Foley first urged bankers to discuss whatever approach they want to take with their own legal counsel. He noted that in his own bank installment credit is handled directly with the customer as much as possible rather than simply buying the paper from retail outlets. This has enabled them to come into direct contact with more potential customers and sell more bank services in addition to the installment loan.

### "Wages and Hours"

**Robert Brown**, assistant vice president, First National Bank of Omaha—The current wage and hour law was reviewed briefly and the new equal pay for women situation was discussed. Mr. Brown pointed out that this shouldn't cause a major problem except that records should be kept to substantiate the fact that equal work is not being done in cases where pay is not equal. He urged bankers to



FROM LEFT: **Howard Nielson**, representative, U. S. National, Omaha; **George Rainbolt**, a.v.p., First National, McCook; **Jack Killackey**, v.p., First National, St. Joseph; **Jay Bordewick**, a.v.p.; U. S. National, Omaha; **Henry Byers**, pres., Bankers Serv-

ice Co., Des Moines; **Carl Bloom**, v.p., First National, Omaha; **Charles E. Moyer**, pres., Bank of Wood River; **Herb Echtermeyer**, senior v.p., Omaha National, and **Dwight L. Clements**, cashier, American Exchange, Elmwood, new pres. of Group 1.



## Everyday Specials!

For our Correspondent Bank Friends

(at your Financial Supermarket)

THE FIRST NATIONAL BANK OF OMAHA

- |  |   |
|--|---|
| <input type="checkbox"/> Loan Participation                      | <input type="checkbox"/> Transit and Collection Service |
| <input type="checkbox"/> Complete Securities Handling Facilities | <input type="checkbox"/> Operational Services           |
| <input type="checkbox"/> Trust Services                          | <input type="checkbox"/> Credit Information             |



# First National Bank of Omaha

Member Federal Deposit Insurance Corporation

*Northwestern Banker, November, 1964*



**VISITING**—Frequent pasttime at the meetings. **LEFT: Fred Douglas**, a.v.p., Omaha National and **W. D. Stroud**, exec. v.p., Bank of Hyannis. **CENTER: Leo Drieger**, pres., Sidney National; **Cecil Means**, v.p., Stock Yards National, Omaha; and

**Don Shuck**, Sidney National. **RIGHT: Joe Huckfeldt**, v.p., Gering National, and new secy.-treas., Group 6, and **Jim Morris**, v.p., First National, Denver.

obtain a copy of the wage and hour study and that officials be asked for advice before a problem arises.

#### "Bank Investments"

**William Smith**, vice president of the First National Bank and Trust Company, Lincoln—Because a greater percentage of assets today are coming from savings, less liquidity is required in a bank's investment program. Mr. Smith urged a program of asset management with the first step being a compilation of deposit, loan and investment data from the past five years. With this information, average loan demands and deposits can be seen and used as basis for investments. It is possible that funds can be diverted from governments to higher return municipals.

#### "Advertising—Promotion"

**Jack Goodwin**, assistant vice president, National Bank of Commerce in Lincoln — Mr. Goodwin emphasized that bankers cannot become complacent simply because they have fine facilities, offer many services and can take care of any customer needs. They must tell their customers and prospects about their services. He urged

that all media be utilized in telling the bank story and that representatives of those media be used in helping plan advertising. "And encourage employees to be public relations minded," he said.

#### "Credit Unions"

**Kermit Hansen**, vice president, United States National Bank of Omaha —The tremendous growth of credit unions over the past 10 years was first cited by Mr. Anderson. He noted that most credit unions today are connected to industry. However, future growth will come in the establishment of rural credit unions right in our areas. He urged that bankers insist these groups pay equitable taxes, that they be forced to provide better management and be subject to the same audits as banks.

#### "Livestock"

**Cecil Means**, vice president of the Live Stock National Bank in Omaha—Cattle numbers will continue to increase, according to Mr. Means, but human population will catch up sometime in the future. The current trend to fewer and larger farming and livestock operations will continue in the

years ahead. He said that major inputs into future farming operations will be management and capital. Country bankers were urged to hire competent help to serve the farm customer and to call on correspondent banks for advice as well as help on loans.

Mr. Means then moderated a brief question and answer period when bankers were given the opportunity to seek the advice of a panel of livestock men from the Nebraska Bankers Association Correspondent Bank Club.

The NBA Correspondent Bank Club hosted bankers and their wives for the social hour at each of the six meetings.

Following are new officers of each of the six groups:

#### Group One

Dwight L. Clements, cashier, American Exchange Bank, Elmwood, president; Harold R. Deitemeyer, president, First National Bank & Trust, Beatrice, vice president, and Wilbur H. Baack, vice president, National Bank of Commerce, Lincoln, secretary-treasurer.

#### Group Two

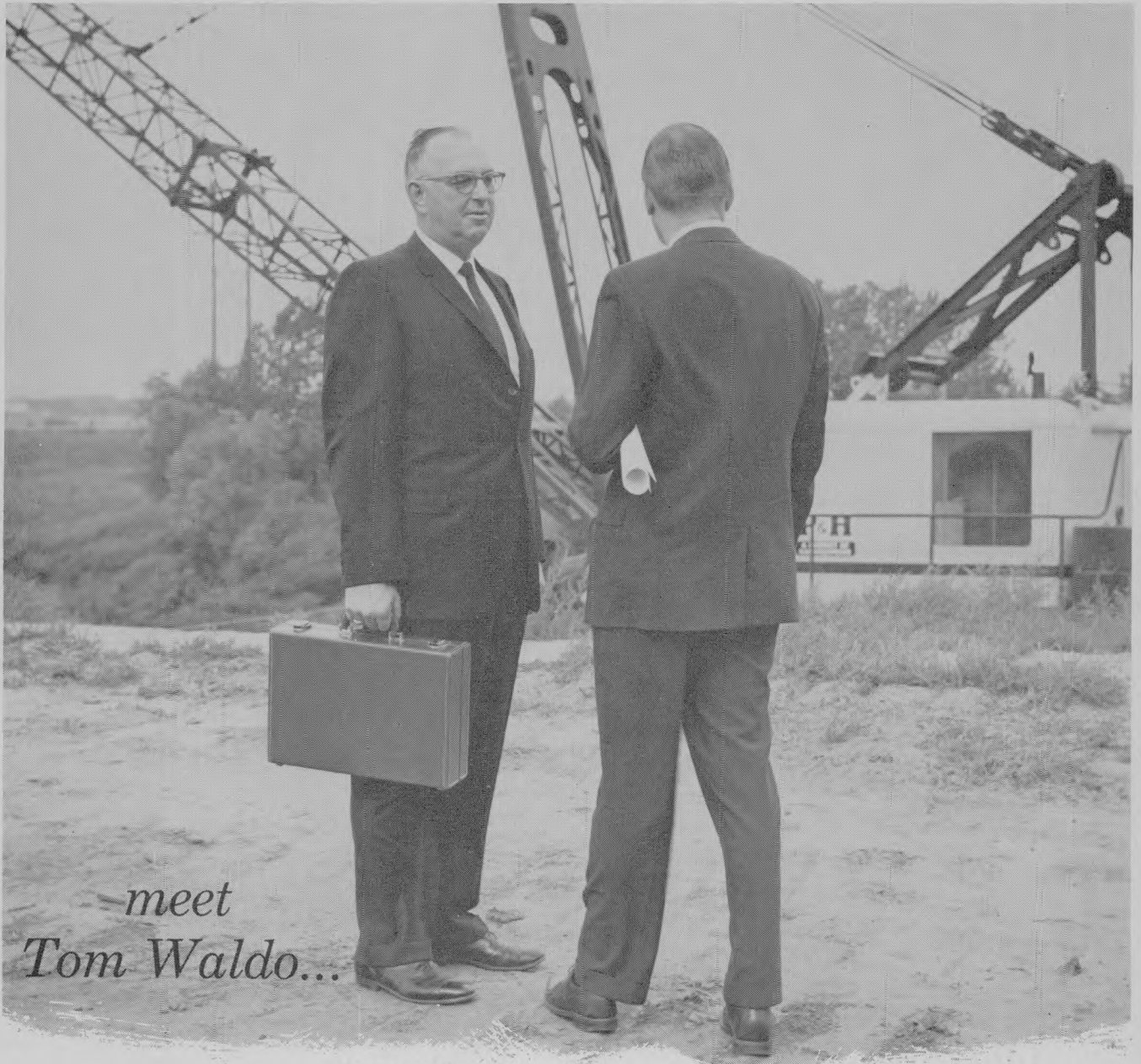
L. L. Loerch, senior vice president,



**SEEN AT THE GROUP MEETINGS.** From **LEFT: Charles Brown**, director, The Stamford Bank; **Merv Aegerter**, a.v.p., First National, Omaha; **W. J. Chaloupka**, v.p., First National, Hastings, and v.p., Group 4; **Warren McClymont**, exec. v.p.,

First State, Loomis, and pres., Group 4; **George Rainbolt**, a.v.p., First National, McCook, sec.-treas., Group 4; **A. Thuman**, pres., State Bank of Trenton, and **Burnham Yates**, pres., First National Bank & Trust, Lincoln.

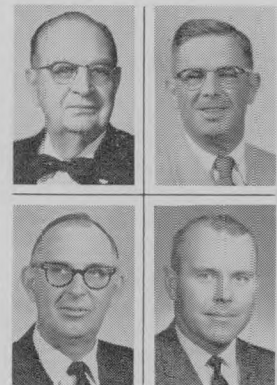
*Northwestern Banker, November, 1964*



*meet  
Tom Waldo...*

## *Your Capital City Correspondent*

The experienced field team from N.B.C. is backed up by a complete Correspondent Bank Department staff in Lincoln ready to serve you on all banking matters when you telephone or come in.



*Top left to right Al Jorgensen / Rex Miller  
Bottom left to right Tom Waldo / Winton Buckley*

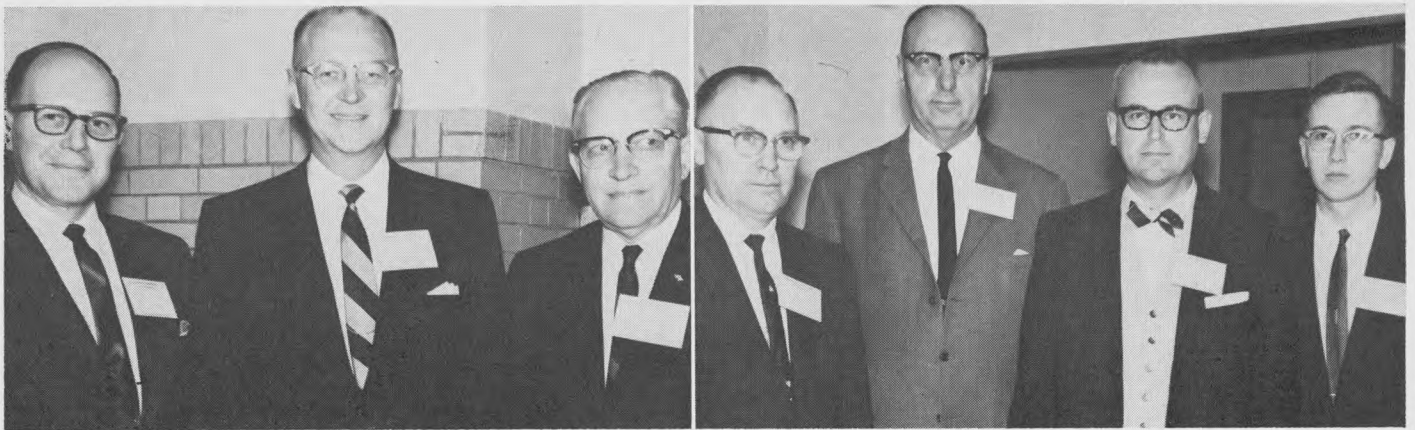


# **NATIONAL BANK OF COMMERCE**

MEMBER F. D. I. C.

## **TRUST & SAVINGS LINCOLN, NEBRASKA**

*Northwestern Banker, November, 1964*



**GROUP 2 OFFICERS** (left): **H. B. Loseke**, v.p., First Natl. B&T, Columbus, secy-treas.; **Harold Qualsett**, exec.v.p. & cash., Farmers & Merchants Bank, Schuyler, vice pres, and **L. L. Loerch**, sr. v.p. & cash., 1st Natl., Tekamah, president. **GROUP 3 OFFICERS** (right): **Leo Schellpeper**, a.e., DeLay First Natl.,

Norfolk, secretary; **Edwin W. Tauer**, pres., Crofton State, president; **Eldon G. Freudenburg**, exec. v.p., 1st Natl., West Point, vice president, and **Milford Weaver**, auditor, Natl. Bank of Norfolk, treasurer.



**LOOKING  
FOR  
BETTER WAYS  
TO SERVE  
YOUR  
CUSTOMERS?**

Our years of correspondent experience and specialized knowledge of livestock marketing and financing can work for you.

*The only bank in the yards.*

**FIRST STOCK  
YARDS BANK**

SOUTH ST. JOSEPH, MO.

MEMBER F.D.I.C.

First National Bank, Tekamah, president; Harold Qualsett, executive vice president, Farmers and Merchants Bank, Schuyler, vice president, and Harvey B. Loseke, vice president, First National Bank & Trust, Columbus, secretary-treasurer.

#### Group Three

Edwin W. Tauer, president, Crofton State Bank, president; Eldon G. Freudenburg, executive vice president, First National Bank of West Point, vice president; Leo Schellpeper, assistant cashier, DeLay First National Bank, Norfolk, secretary, and Milford Weaver, auditor, National Bank of Norfolk, treasurer.

#### Group Four

Warren McClymont, executive vice president and cashier, First State Bank, Loomis, president; W. J. Chaloupka, vice president, First National Bank, Hastings, vice president, and George Rainbolt, assistant vice president, First National Bank, McCook, secretary-treasurer.

#### Group Five

E. C. Varney, vice president and

cashier, Security State Bank, Ansley, president; Dale E. Walkenhorst, vice president, First National Bank, North Platte, vice president, and Wayne R. McKinney, executive vice president, Platte Valley State Bank, Kearney, secretary-treasurer.

#### Group Six

George B. Acker, vice president, Scottsbluff National Bank, president; E. K. Yanney, cashier, First State Bank, Lodgepole, vice president, and Joe Huckfeldt, vice president, Gering National Bank, secretary-treasurer.

More than 1,500 bankers attended the six group meetings.—End.

#### Chemical Bank Promotions

Chemical Bank New York Trust Company has advanced three officers of its personal trust department at 277 Park Avenue, New York, it was announced by Chairman Harold H. Helm. William J. Fimbel, former trust officer, is named personal trust officer. Hugh J. Hanna, assistant secretary, becomes assistant vice president, and Henry J. Heinsohn is promoted from assistant trust officer to trust officer.

— 106 YEARS OF SERVICE —

**OMAHA PRINTING CO.**

1301 Farnam

Omaha, Nebraska 342-7123

**BANK SUPPLIES**

Snap Apart Forms  
Continuous Forms  
Bank Forms  
Office Supplies  
Office Furniture

Servicing the Mid-States Area  
Since 1858



# SINCERE



A sincere desire to help you with banking problems in every way possible is characteristic of Commerce Trust men like Dick Niedling. One out of every ten banks in America calls on Commerce Trust for the best in correspondent service.



**Dick Niedling**  
Special Representative

**Commerce Trust Company**

Kansas City's Oldest and Largest Bank

Member Federal Deposit Insurance Corporation

*Northwestern Banker, November, 1964*

# Omaha News



**HENRY E. LEY**, Nebraska director of banking, reports that application has been made for a state bank charter for a proposed bank to be located in Westwood Mall Center. Proposed officers for the bank, to be known as Westwood Bank of Omaha, are **Millard R. Seldin**, president, and **Paul D. Dunlap**, vice president. Proposed capital structures includes \$200,000 common capital, \$200,000 surplus and \$100,000 undivided profit.

\* \* \*

**Anthony Brecci** has been appointed assistant cashier of the newly-formed Security National Bank of Omaha. He was formerly assistant comptroller for the Casualty Insurance Companies within the Central National Insurance Group in Omaha.

\* \* \*

**Dean Vogel**, executive vice president of The United States National Bank of Omaha, was one of 12 charter



D. VOGEL

recipients of the University of Omaha's Tower Award presented in mid-September by Dr. Milo Bail, president of the university.

The new award recognizes individuals who have contributed in various ways to the success of the municipal university. It confers recognition second only to the school's honorary degrees.

Mr. Vogel, the only banker so honored, has served on the university's Board of Regents and was president of the regents for two years.

\* \* \*

The Stock Yards National Bank of South Omaha recently announced the promotion of **Frank J. Sibert** to assist-

ant vice president and **Victor D. Hoelting** to assistant cashier.

Mr. Sibert, formerly of Valentine, joined the bank staff March 1 as assistant to Vice President **Cecil Means**.



F. J. SIBERT

Before joining the bank, he served as secretary and manager of the Sandhills Cattle Association at Valentine for 10 years. A native of Red Cloud, he was graduated from the University of Nebraska in 1952 with a B.S. degree in animal husbandry. Following his graduation, he was assistant Dawson county extension agent and was assistant Nebraska State 4-H Club leader.

Mr. Hoelting joined the bank in 1957 and was in charge of the safekeeping and payroll department. In April, he was elected to the Board of Governors of the Omaha chapter of the American Institute of Banking.

Fifty-seven Northwest Montana ranchers were treated to a breakfast last month by the Stock Yards National Bank at the Omaha Livestock Exchange.

The ranchers shipped six thousand feeder cattle and calves, which were then sold at auction at the Omaha Stockyards. After the breakfast, the cattlemen went on a feedlot tour.

\* \* \*

## NABAC Tax Session

A two-day seminar for bankers on Federal Taxation is to be conducted in Chicago by NABAC, The Association for Bank Audit, Control and Operation. The session is scheduled for November 23-24 at the Edgewater Beach Hotel, NABAC President Henry J. Rohlf, vice president, Morgan Guaranty Trust Company of New York has announced.

The seminar will be tailored to the needs of bankers not thoroughly familiar with tax return preparation. Discussion is to include the various ways tax regulations may be interpreted, and the courses open to banks for keeping tax payments to a minimum within the legal requirements.

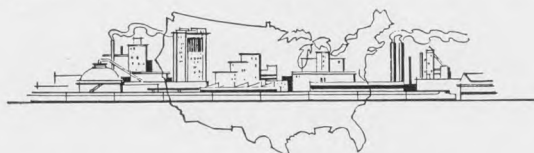
Attendance will be limited by available facilities and the number of participants that can be properly accommodated.

### Municipal and Corporate Bonds

### Listed Stocks

### Unlisted and Local Stocks

ORDERS EXECUTED ON ALL PRINCIPAL EXCHANGES



## CHILES & COMPANY

Member, Midwest Stock Exchange

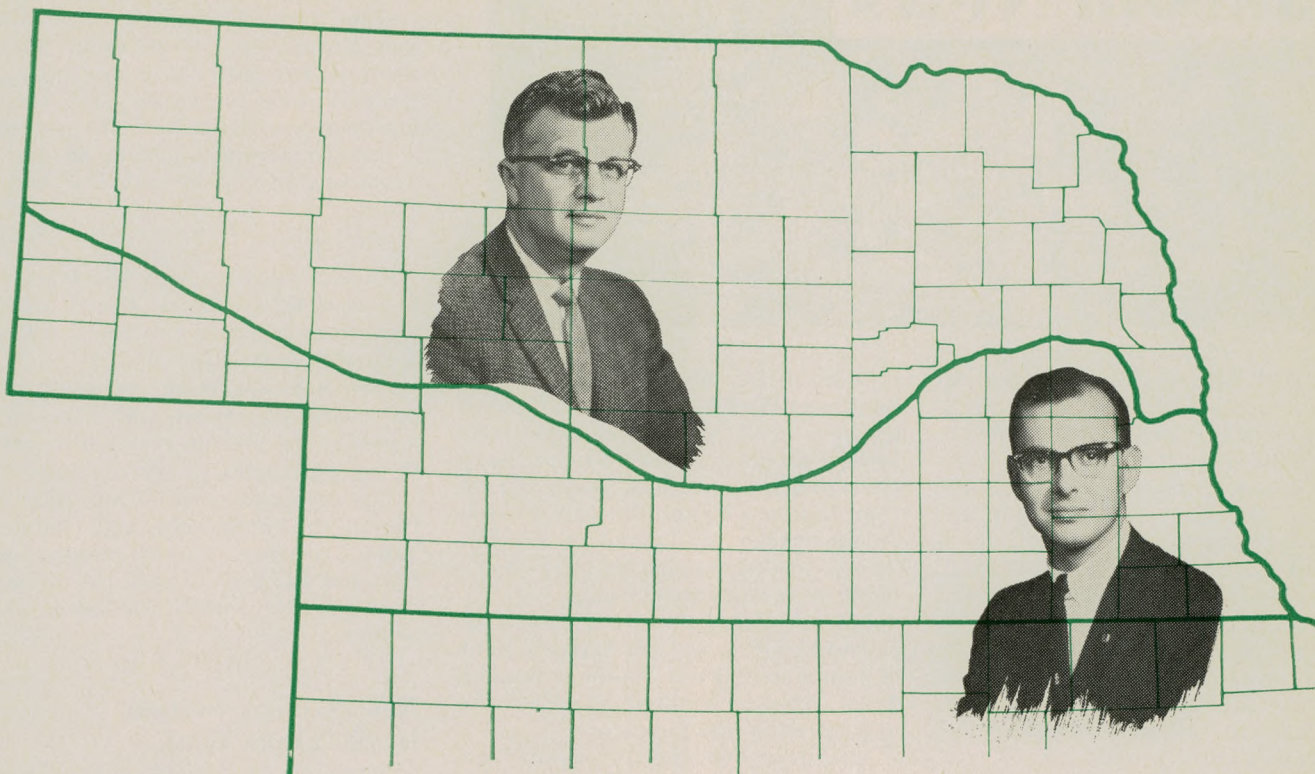
OMAHA, NEBRASKA  
412 Farm Credit Building  
Phone 346-6677

LINCOLN, NEBRASKA  
1321 P Street  
Phone 432-3324

LEXINGTON, NEBRASKA  
Ernst & Bieck Building

CHADRON, NEBRASKA  
999 East 6th Street

YOUR STATE BANKERS ASSOCIATION  
OFFICIAL SAFE, VAULT AND  
TIMELOCK EXPERTS  
**F. E. DAVENPORT & CO.**  
OMAHA



**Meet Our  
Correspondent  
Bank Representatives  
... serving Nebraska  
and Northern Kansas**

You'll be seeing a lot of Jack H. Babcock and John T. Marcell in Nebraska and Kansas.

Jack has been assigned the territory north of the Platte River, from the Missouri to the western Panhandle.

John will call on correspondent banks south of the Platte River in Nebraska and in Northern Kansas.

Both men have extensive backgrounds with The Omaha National Bank. Jack Babcock recently received his 25-year service watch. John Marcell joined the bank 10 years ago. Both are backed by the full resources and facilities of our Correspondent Bank Division. Let them know how they can be of service!

# **The Omaha National Bank**

## **Nebraska's Largest Bank**

*Member Federal Deposit Insurance Corporation*

# Lincoln News



A HEARING on the application for a new state bank to be known as The Lincoln Bank and to be located at 2037 South 17th Street, was held in the East Senate Lounge of the Capitol building October 20. Heading the group applying for the new charter is **Howard Hall**, Lincoln businessman.

Mr. Hall would be president of The Lincoln Bank, and **Fred W. Morgan** would be vice president and cashier. Total capital structure of \$350,000 would be divided with \$200,000 common capital, \$100,000 surplus and \$50,000 undivided profits.

A host of opposing statements to the application were heard by **Henry Ley**, director of the Nebraska department of banking. The most recently chartered bank in Lincoln is **Lincoln Bank South**, and counsel for this bank challenged the right of the applicants to use of the name selected because it is so similar to Lincoln Bank South.

**Gateway Bank** counsel opposed the charter, stating there is need for authority for existing banks to branch into outlying parts of the city as the need for bank service increases, and said such legislation would be proposed to the 1965 legislature.

Counsel for several other smaller banks petitioned Mr. Ley to delay any decision until it could be seen what kind of progress is made by the newly-chartered Lincoln Bank South and the City National Bank, which opened in recent weeks in downtown Lincoln. These smaller banks feel the city is being over-built with banks.

Lincoln Bank South is owned by executive officers of the **National Bank of Commerce**. **First National Bank & Trust** officials entered their protest in a letter to Mr. Ley.

Attorneys for the proposed bank said there are 100 businesses in the area selected for the bank and that 78 of these had signed petitions endorsing the application in the few days prior to the hearing. A total of 626 names appeared on the petition. No action will be taken until a transcript is completed and further investigation is completed by the banking department.

Bankers Life Nebraska has announced the creation of a new executive office in the company. Effective immediately, **Harry P. Seward** will assume the duties of the office of

administrative vice president. Mr. Seward has been associated with Banker Life Nebraska for 24 years. Effective November 1, **Donald C. Morris** assumed the duties of comptroller for Bankers Life Nebraska. Mr. Morris has been associated with the nationally known accounting firm of Arthur Andersen, in Chicago, for the past 15 years.

\* \* \*

Lincoln's newest bank has asked the Board of Education to alter a money depository policy in effect without substantial change since 1937.

**City National Bank**, in a letter to the board, requested that it be made a part of the present rotation program in the placement of district funds.

The account presently is rotated between the First National Bank & Trust Company (about 9 months) and National Bank of Commerce (about 4 months). No action has been taken to date.

\* \* \*

## New Savings System In St. Louis Bank

James P. Hickok, chairman of the board of First National Bank in St. Louis, has announced the bank plans to modernize its savings accounting system by the use of computer controlled teller machines.

The new equipment which will be installed at savings teller windows in January, 1965, will process the daily transaction activity in the bank's 40,000 savings accounts.

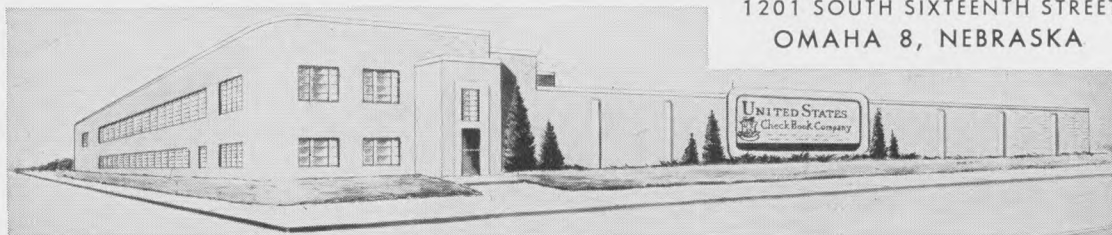
The system, which will be the first of its kind to be installed in Missouri, will place the teller machines "on-line"; that is, link them directly to a 1440 computer, manufactured by IBM.

### THE 95 CENT BARGAIN OFFER PLAN

Makes it much easier for you to convert your accounts into buying their own checks

Ask our salesman about this plan.

## United States Check Book Company



1201 SOUTH SIXTEENTH STREET  
OMAHA 8, NEBRASKA



**1st**

*Bankers with plans use the*

Professional and experienced Mortgage Loan  
 consultation...residential properties – investment  
 properties – commercial properties



**FIRST NATIONAL BANK  
 & Trust Company of Lincoln**

LINCOLN, NEBRASKA

MEMBER F.D.I.C.

*Northwestern Banker, November, 1964*

# Panel Discusses Branch Banking

TO BE or not to be a branch banking state was voted on by Nebraska bankers last month after they had an opportunity to hear fellow bankers speak for and against a limited branch banking proposal at their group meetings. Ten days after the close of the last meeting their ballots were counted with these results—316 opposed to limited branch banking, 80 favored limited branch banking, one ballot was not marked. A total of 425 member banks received ballots.

Speaking for limited branch banking at the six group meetings were: Morris F. Miller, president, The Omaha National; Glenn Yaussi, president, National Bank of Commerce, Lincoln; Burnham Yates, president, First National Bank and Trust, Lincoln; B. M. DeLay, president, DeLay First National, Norfolk; H. D. Kosman, president, Scottsbluff National; S. N. Wolbach, president, First National, Grand Island; E. B. Cosgriff, chairman, City National, Hastings, and Harold R. Deitemeyer, president, First National Bank & Trust, Beatrice.

Speaking against the proposal were: Phil Giltner, executive vice president, First National, Omaha; Frank W. Pivonka, vice president, First State, Lodgepole; W. W. Marshall, Jr., executive vice president, Commercial National Bank & Trust, Grand Island; M. R. Morgan, president, First National, Elwood; C. J. Schneider, president, Plattsmouth State; W. F. Wenke, president, Pender State; Harold E. Roe, president, Bank of Bennington, and

Edward D. Brodkey, president, Ames Plaza Bank, Omaha.

Here are summaries of the points made by each side:

## For Limited Branching

Proponents favor only limited branching permission for Omaha and Lincoln, respecting predetermined distances for existing banking facilities. Two changes taking place to alter the growth and success that independent Nebraska banks have enjoyed for years are: First, lack of growth in recent years in correspondent bank balances while loans and overlines from correspondent banks around the state increased by about 50 per cent, thus making it necessary to rely on growth in metropolitan bank deposits to support agricultural loan demand. During the same six year period, some big downtown banks have had a drop in the latter deposits while suburban banks were thriving and growing. Second, branch banking, according to some noted authorities, is a vital factor in attracting industry to a state.

Deposits have grown in all the downtown banks (Omaha and Lincoln), but at a slower rate than in the suburban banks. An increase to 4 per cent in the savings rate has helped attract funds but this has not been enough. Nebraska is 50th among all the states in deposit growth from 1950 to 1960.

Competition from all sources is forcing banks to follow customers to the suburbs and branching would solve this much more economically for the

banking industry than newly-chartered banks with their higher per unit overhead.

## Against Limited Branching

The community banker has helped develop his city or town and is closely tied to it, whereas a branch manager has as his assigned role from a non-resident employer the maximizing of deposits and profits first and foremost.

Nebraska bankers already voted down holding companies and branching is the same thing under another name. "Limited" branching sounds good to start with, but experience has proved that where any move like this gets started, it expands, and in Nebraska only a handful of banks stand to benefit, while more than 400 would be affected adversely.

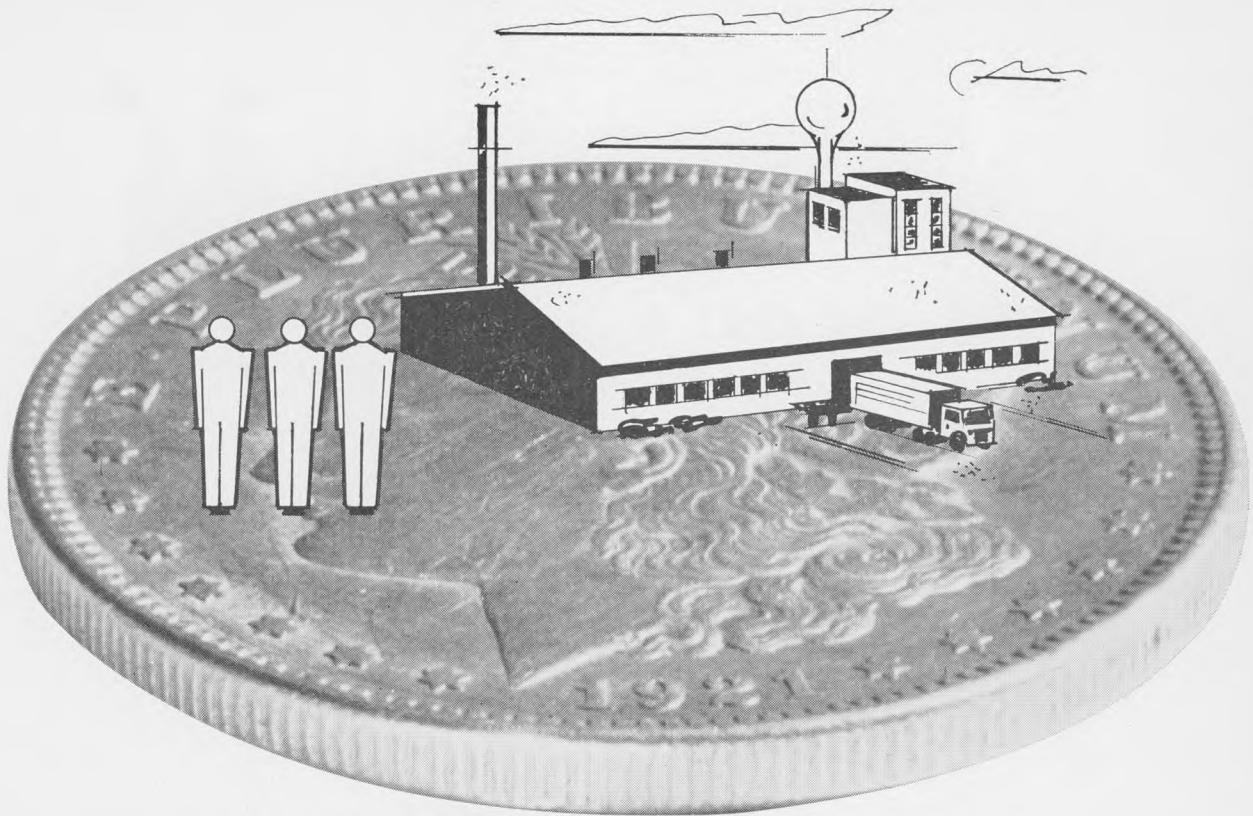
Branch banking will destroy the unit banking system. The public is currently being served by this successful system and individual efforts by unit bankers have benefited their communities and the state as well. There is no evidence of need for branching to improve services offered the public.

The five largest banks in Omaha control 87.3 per cent of the deposits there. If they get the other 12.7 per cent it wouldn't change the ability to loan picture. The three banks in Omaha having 80 per cent of the deposits have a far greater concentration of deposits than found in city banks where there is branching, so no need exists to branch. Comparable growth is found in Lincoln.



**HIGHLIGHTING** the Nebraska Group Meetings were these two panels which appeared before each of the meetings. **LEFT:** Branch Banking Panel. Back row: **Morris Miller**, president, Omaha National, and **H. D. Kosman**, pres., Scottsbluff National. Front: **N. T. Tiemann**, pres. Commercial State of Wausa and pres., Nebraska Bankers Assn.; **Phil Giltner**, ex. v.p., First National of Omaha; **F. W. Pivonka**, v.p., First State of Lodgepole, and **Henry Ley**, director of banking, Lincoln. **RIGHT:** Seven

Minute Men from NBA Correspondent Bank Club. Back: **John B. Foley**, v.p., Packers National, Omaha; **Howard Johnson**, v.p., Omaha National, and **William C. Smith**, v.p., First National Bank & Trust, Lincoln. Front: **Kermit Hansen**, v.p., U. S. National, Omaha; **Cecil Means**, v.p., Stock Yards National, Omaha; **Jack Goodwin**, a.v.p., National Bank of Commerce, Lincoln, and **Robert Brown**, a.v.p., First National, Omaha.



**Working with local bankers...**

## **SCHWESER SERVICE** helps cities Attract Industry

Your city may have all the essential resources attractive to industry — labor, water, power, raw materials, etc. Recognizing the value of balancing its economy with desirable industry, your community also may decide to purchase and improve land for industrial sites or build plants using long term financing — municipal bonds.

The Robert E. Schweser Co. is one of the very few investment banking firms in this area exclusively engaged in the underwriting and sale of municipal bonds. *In January of this year, 56 per cent of the dollar volume and 42 per cent of all the issues of municipal bonds in Nebraska were handled by the Schweser Co.*

We offer you and your city this experienced **SCHWESER SERVICE** Team

#### ADMINISTRATIVE



L. L. Lawrence  
President

#### LEGAL



Patrick H. Rensch  
Vice President  
& Counsel

#### BOND BUYING DEPARTMENT



Frank E. Williams  
Executive V. P.



Harry E. Coe  
Representative

#### BOND SALES DEPARTMENT



William March  
Vice President



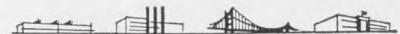
Robert E. Roh  
Representative

ROBERT E.



**SCHWESER CO.**

INVESTMENT BANKERS • UNDERWRITERS • TAX EXEMPT BONDS EXCLUSIVELY  
208 South 19th Street Omaha, Nebraska Albuquerque, New Mexico Ventura, California



Northwestern Banker, November, 1964

*to get  
next year's  
Beef Crop  
Started . . .*



. . . call on Bankers Trust. Whether it's financing calf crops or furnishing extra capital for herd expansion and improvement, it will be our pleasure to serve you.

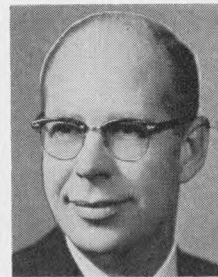
Whatever your excess money needs, put your trust in Bankers Trust.

*Contact us  
for help on any  
banking need!*

Cy Kirk



Homer Jensen



Gordon Dodge



**BANKERS TRUST  
COMPANY**



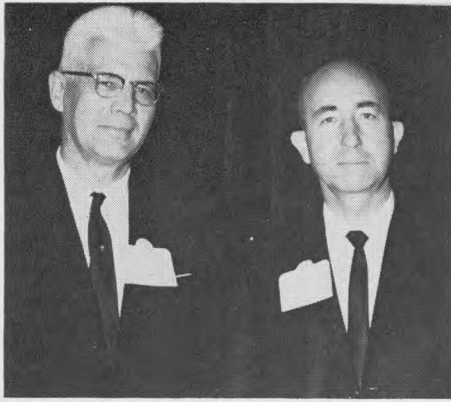
6th Avenue and Locust Street

Des Moines, Iowa

Member: F. R. S.

Member: F. D. I. C.





**NEW OFFICERS**—Robert J. Tank (left), pres., Central T&S, Eldridge, v.p. & treas., and E. L. Ballou, pres., Security T&S, Storm Lake, IBA pres.

## Iowa Convention Attracts Record 5,058 Registration

By **DAVID LENDT**  
Associate Editor

**W**ITH a total attendance of 5,058 persons, the 78th annual convention of the Iowa Bankers Association last month achieved another new record, surpassing the previous mark of 4,931, set the previous year, by 127 registrations.

The presence of various agricultural, governmental, banking and entertainment personalities drew large numbers of Association members to each of the various sessions conducted throughout the four-day convention.

The customary Agricultural Breakfast, held Monday morning, saw an overflow crowd which spilled from the Hotel Fort Des Moines ballroom onto the mezzanine floor where additional tables and chairs were placed and to where the proceedings were piped via loudspeakers.

The meeting, conducted by W. L. Baggs, chairman of the IBA agricultural committee, featured six speakers on topics ranging from the comparison of frogs and finance to forestry and its implications in Iowa.

**Earl V. Slife, Sr.**, president of Farmers State Bank, Hawarden, led off the breakfast program with a discussion of the Farmers Agricultural Credit Corporation and the role it plays in

helping Iowa bankers in the area of farm credit needs.

It was in the early 1930's, he recalled, that the IBA moved to appoint a special committee on banking and agricultural credit facilities and that, in the ensuing years, the committee, with the help of the Federal Intermediate Credit Bank, Omaha, set up a number of Agricultural Credit Corporations on a county basis.

**Jack A. MacNair**, 37-year-old Jetmore, Kan., cattleman-farmer, followed with a warning for Iowa bankers to watch conditions in the plains area as they consider their plans in financing farm operations in the near future.

The young Kansan, featured in *The Wall Street Journal* just prior to the convention, operates a 1,440-acre farm which produced a reported \$141,713 in sales last year.

He likened the future agricultural picture to the method by which frogs may be boiled by gradually raising the temperature of the water in which they are placed. Unless Iowa's bankers take some temperature readings along the way, he said, they may, like the frogs, be boiled before they realize it.

"A few temperature readings may

tell you when it's wise to jump," he said.

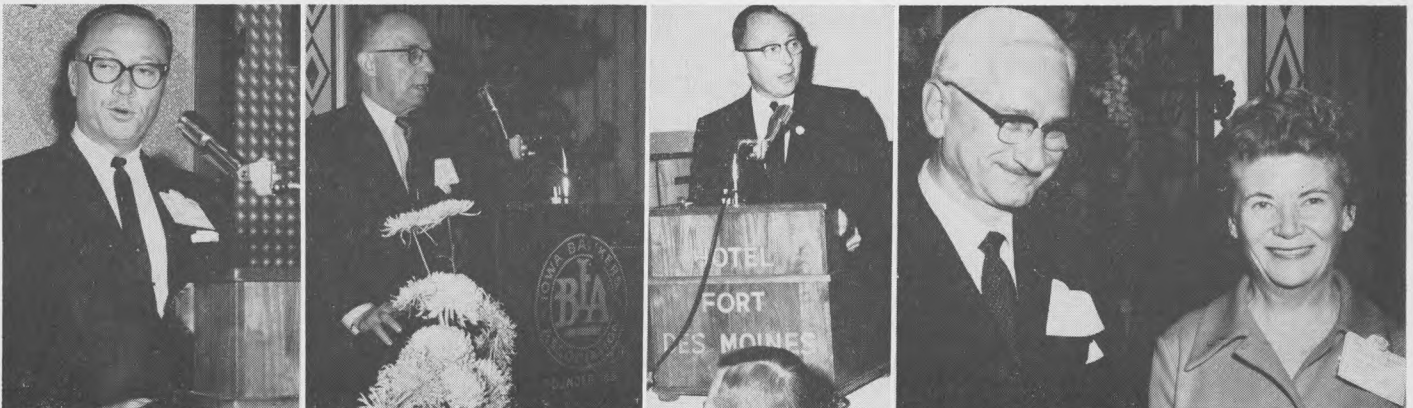
He warned lenders to beware the "optimistic cattleman" who, after a disastrous season followed by improved crops, is ready to try his hand at cattle feeding once again.

In dealing with the rare, but occasional, "optimistic cattleman," Mr. MacNair suggested that bankers remind him of the fact that today there are 35 per cent more feeders than there were six years ago, that there were \$18 and \$19 fat cattle last year, and that, if he buys cattle at an auction attended by 500 persons, 499 of them think he's paying too much for his animals.

Remind the cattleman that he must aim at making back what he lost last year as well as earning a profit for the current year, Mr. MacNair suggested.

And, if the optimistic cattleman remains that way, he should buy fewer, lighter animals, the speaker suggested, and "he should buy for a profit or not at all."

**Hon. Bourke B. Hickenlooper**, United States Senator from Iowa, who was scheduled to follow Mr. MacNair on the breakfast program, was unable to attend the meeting inasmuch as he



**APPEARING** on the program were: **W. L. Baggs**, IBA ag committee chmn. and v.p. & cash., Hancock County Natl., Garner; **The Hon. Bourke B. Hickenlooper** and **The Hon. Jack Miller**,

Iowa's two United States Senators; **Albert B. Sabin**, M.D., developer of oral polio vaccine, Cincinnati, Ohio, and **Miss Eva Adams**, director of the U. S. Mint, Washington, D. C.



LEFT—Charles H. Walsh (left), pres. of Farmers & Merchants Savings in Burlington, receives gavel in recognition of his service as IBA president from Wes H. Swiler, pres., Burlington B&T RIGHT—Robert J. Tank, new v.p. & treas. of the



IBA and pres., Central T&S, Eldridge; Mrs. Tank; Mrs. Ballou, and E. L. Ballou, new pres. of the IBA and pres., Security T&S, Storm Lake.

had been summoned to Washington, D. C., by President Lyndon Johnson, to confer on world-wide developments.

He did, however, make a later appearance before the convention and the remarks he offered at that time are reported elsewhere in this article.

**Hon. Jack Miller**, Iowa's other United States Senator, took the podium to denounce the present administration for the farmers' cost-price squeeze which, he said, "has continued throughout the past three years."

During 1961, 1962 and 1963, he said, 500,000 operators have been squeezed

off their farms and the number of farms in the country has decreased by 475,000—14,000 in Iowa.

Parity, which had been at 81 per cent in December, 1960, is at 75 today "and fell to 74 during two months of this year," he said.

Although the farmer has shared in the country's recent economic growth, he asserted that agriculture has not shared fairly in the growth as compared with other sectors of the economy.

Regarding passage of the recent Meat Import bill, Senator Miller said, "I regret that it is not effective legis-

lation" inasmuch as it fails to cut back imports to the 6½ per cent originally proposed.

In looking ahead to January when Congress will again convene, Senator Miller predicted that there will be feed grain legislation regardless of who is "in" following the general election. He further predicted that such legislation would feature more cross-compliance and that it would be voluntary in fact as well as in name.

Insofar as he is concerned, the Senator added, across-the-board subsidies will be discontinued when subsidies to other segments of the economy are



LEFT—Leo R. Gruber, pres., Drovers Natl., Chicago, and Robert J. Tank, pres., Central T&S, Eldridge and new IBA v.p. and treas. CENTER—F. E. Breitenstein, a.c., State Central Savings,

Keokuk, and E. H. Jorgensen, v.p., City Natl. Clinton. RIGHT—Bernard D. Miller, a.v.p., Drovers Natl., Chicago, and Rudy R. Schroeder, pres., Iowa County Savings, Marengo.



LEFT—Burr Sweezy, pres., Indiana Bankers Assn.; The Hon. Charles Halleck, member, U. S. House of Representatives from Indiana, and Charles H. Walsh, pres., Farmers & Merchants Savings, Burlington, and now immediate past pres. of Iowa

Bankers Assn. CENTER—Ernie Hayes, dir., Henry County Savings, Mt. Pleasant, and Howard H. Beermann, a.v.p., Live Stock Natl., Chicago. RIGHT—Robert Turner, dir., 1st Natl. of Council Bluffs.



Nearly a century  
of service to the  
banks and public  
of Iowa



WALNUT AT FOURTH MEMBER FDIC DES MOINES

discontinued. "But don't ask my Iowa farmers to be the first to go," he said.

Foreign aid, he said, will continue, but may be reduced.

**Dr. Carl H. Stoltenberg**, head of the Department of Forestry, Iowa State University, Ames, told those present that, unless greater reliance can be placed upon private interests to conserve the nation's forests, the responsibility will be assumed by governmental organizations.

He noted that, in the next fiscal year, the Federal government will invest a total of \$350,000,000 in the nation's forestry programs.

He claimed that investments in timber result in a unique situation whereby several products can be harvested simultaneously.

Although the value of all the products cannot be accurately established, their value is real, he said. He cited such advantages as increased deer, grouse and quail populations, reduced soil erosion and siltation and increased recreation advantages as products harvested in addition to the wood products which may be derived from forests.

He suggested that there is a need for wiser use of capital insofar as for-

estry investments are concerned and that more assistance in reviewing investment possibilities, and in evaluating those possibilities, is required.

**Brenton C. Leavitt**, assistant director of the Division of Examinations of the Federal Reserve System, Washington, D. C., discussed "Agricultural Lending and Responsible Bank Supervision."

"The smaller the bank," he said, "the larger the percentage of loans for agricultural purposes."

He noted that the trend is a logical one, inasmuch as the smaller banks are normally located in the smaller,



LEFT—**Lloyd Malstrom**, mgr., Davenport, and **Keith Jung**, mgr., Des Moines, both with Cummins Chicago Corp.; **C. J. Mertz**, v.p. & cash., Hayesville Savings, and **Roy A. Nelson**, pres., Mt. Vernon B&T.



RIGHT—**Wm. Heimerman**, sr. v.p., Northwestern Natl., Sioux Falls, S. D.; **Joe Gronstal**, pres., Carroll County State; **A. T. Donhowe**, dir., Central Natl. B&T, Des Moines, and **Oliver A. Hansen**, v.p., Liberty T&S, Durant.



LEFT—**J. E. King**, pres., Peoples Natl., Albia; **Gerald Fitzgerald**, bond dept., 1st Natl., Chicago, and **Irwin Mosher**, pres., West Liberty State.



RIGHT—**Alden Bagnall**, retired sr. v.p. from Live Stock Natl., Chicago; **Robert E. Hamilton**, pres. of Live Stock Natl., Chicago, and **Herb Ollenburg**, pres., Hancock County Natl., Garner.



LEFT—**Robert G. Ziemer**, v.p., Northwestern National, Minneapolis, and **Frank Snider**, v.p., Clay County Natl., Spencer.



CENTER—**Charles Singer**, Des Moines, Iowa mgr. for Mosler Safe Co.; **Miss Sandra Haber**, teller at Bettendorf B&T, one of three finalists in Mosler Safe's annual nationwide contest to



select "Miss Drive-In Teller," and **Robert T. Knapp**, exec. v.p. & cash., Bettendorf B&T. RIGHT—**Dr. Nathan Pusey**, pres., Harvard University, discussing old friends in his native city of Council Bluffs with **Lew Ross**, chmn., Council Bluffs Savings.

**BOARD OF DIRECTORS**

CHRISTY F. ARMSTRONG  
Vice President

FRANK H. BERTSCH  
President—Flexsteel Ind., Inc.

D. B. CASSAT  
President—Interstate Finance Corp.

D. W. ERNST  
President

MAURICE A. FRAHER  
Retired Director—  
John Deere & Co.

ROY F. GLAB  
First Vice-President

W. N. GLAB  
President—Morrison Bros. Co.

ROBERT G. HOLSCHER  
President—Holscher Apothecaries

M. L. KAPP  
President—Interstate Power Co.

W. J. KLAUER  
President—Klauer Mfg. Co.

J. BRUCE McDONALD  
Director and Secretary  
A. Y. McDonald Mfg. Co.

CHARLES J. SCHRUP  
Vice-President & Trust Officer

NICHOLAS J. SCHRUP  
Vice-President

A. L. VOGL  
Vice-President &  
Senior Trust Officer

LOUIS H. PFOHL  
The Fischer Companies

H. W. WAHLERT  
President—Dubuque Packing Co.

**HONORARY DIRECTORS**

H. T. BERTSCH  
Chairman—Flexsteel Ind., Inc.

N. J. GRETEMAN  
Special Consultant

OTTO F. HENKER  
Retired

C. J. KLEINSCHMIDT  
Special Consultant

**OFFICERS**

D. W. ERNST  
President

ROY F. GLAB  
First Vice-President  
Cashier

C. F. ARMSTRONG  
Vice-President

W. G. BAUMHOVER  
Vice-President

LEO F. KANE  
Vice-President

J. L. RILEY  
Vice-President

NICHOLAS J. SCHRUP  
Vice-President

**TRUST DEPARTMENT**

A. L. VOGL  
Vice-President  
Senior Trust Officer

CHARLES J. SCHRUP  
Vice-President

JAMES R. BULLARD  
Assistant Cashier  
Trust Officer

# American Trust & Savings Bank

**STATEMENT OF CONDITION**

October 1, 1964

**Assets**

Cash .....	\$ 6,836,231.64
U. S. Government Securities.....	10,669,685.90
U. S. Public Housing Authority Bonds.....	1,187,362.78
Municipal Bonds .....	3,315,490.07
Federal Reserve Bank Stock.....	82,500.00
Loans .....	20,162,089.54
Overdrafts .....	723.79
Bank Premises—(Including Furniture and Fixtures) .....	834,657.50
Customers' Liability on Letters of Credit....	10,033.41
Other Assets .....	3,126.50
	<hr/>
	\$43,101,901.13

**Liabilities**

Capital .....	\$ 500,000.00
Surplus .....	2,250,000.00
Undivided Profits .....	604,673.00
	<hr/>
	\$ 3,354,673.00
Reserve for Savings Interest.....	120,000.00
Liabilities under Letters of Credit.....	10,462.34
Other Liabilities .....	625,505.99
Deposits .....	38,991,259.80
	<hr/>
	\$43,101,901.13



**american trust  
and savings bank**

9TH AND MAIN, DUBUQUE, IOWA  
MEMBER: FDIC • FRS

rural communities of the nation. But, he suggested, lenders in such banks must distinguish between the justifiable and unjustifiable loan in light of the present concern regarding deterioration of credit.

He said that past investments in land and improved machinery have made it possible for the nation's farmers to produce at top efficiency, causing food prices to drop and making food a bargain for the consumer.

The only fly in the ointment, Mr. Leavitt pointed out, is the fact that the farmer has not shared in the bargain but has, indeed, become the victim of his own efficiency. And, because his costs have risen while his income has not, he has difficulty retiring his debts which, in turn, makes extension of loans to him difficult.

Intermediate term loans, he said, are stretching out to the point where seven-year agreements are not uncommon. Contrary to the opinion of some

bankers, he said, a survey of examiners shows that they do not view such loans with a "jaundiced eye" if the loan is being repaid as agreed. "Such loans," he said, "are sound."

Examiners, however, are critical of small loans to marginal borrowers whose income does not permit them to reduce their debt and whose small, inefficient operations yield smaller and smaller net incomes, he said.

An insidious factor in the problem lies in the fact that changes in agriculture today are rapid and far-reaching and that the marginal, but good, loan of today may become the bad loan of tomorrow.

He said that it is the responsibility of Iowa's bankers to make available the capital required by Iowa's farmers "and you've been doing an outstanding job of it."

The key to future farm loans lies, he said, in the difficult-to-appraise "managerial ability" of the borrower

and in the necessity for careful servicing of loans made.

**W. E. Glennon**, president of the American Feed Manufacturers Association, Inc., Chicago, closed the breakfast meeting with a discussion of the joint roles of bankers and feed manufacturers in "Working Together for a Better Animal Agriculture."

In response to the claim that agriculture is a "dying industry," Mr. Glennon noted that the only agricultural decline has been in the number of persons producing the nation's food and fibre.

And, in the future, he said, fewer will produce even more.

He pictured tomorrow's farmer as a college-trained businessman in "grey flannel overalls" and suggested that Mr. MacNair, the earlier speaker, was a fine example of the type of agricultural leader the future would demand.

Monday afternoon's session was opened by **President Charles E. Walsh**



LEFT—Clair Schroeder, v.p., City Natl. B&T, Kansas City; Louis C. Jalving, a.v.p., Natl. Bank of Detroit, and S. G. Barnard, v.p. & cash., Bankers Trust, Des Moines. RIGHT—Max

Kiernan, v.p., Alton Savings, and Stan Evans, 1st v.p., Live Stock Natl., Sioux City.



LEFT—Front row: Mrs. John Mangold, Cedar Rapids; Mrs. Olan Tegeler; Mr. Teleger, pres., State Bank of Worthington. Back row: A. J. Horvei, cash., Commercial T&S, Charles City; F. Forbes Olberg, v.p., John Mangold, v.p., and Peter Bailey,

a.e., all three with Merchants Natl., Cedar Rapids. RIGHT—Dennis Day, famous TV and radio performer, signs autographs for bankers wives.



## MARQUETTE'S MODERN DATA PROCESSING CENTER

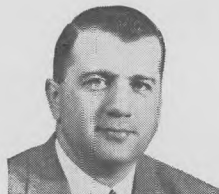
Total banking automation is available at our Marquette Modern Data Processing Center. "Full Banking Service" is a reality with our completed automation program.

Bankers is dedicated to better serving the needs of our Independent Correspondent Bankers, many of whom have and will benefit from the speed and accuracy afforded by our new, modern computer service and facilities.

The Marquette Department of Banks and

*We invite you to join us as our Partner in Progress*

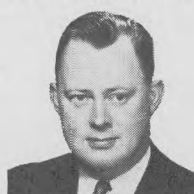
### DEPARTMENT OF BANKS AND BANKERS



CARL R. POHLAD  
President



OTTO H. PREUS  
Vice President



JOHN T. PAIN, JR.  
Asst. Vice President



AVERY G. FICK  
Asst. Vice President

*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, November, 1964

and was addressed by two guest speakers.

President Walsh, in his president's annual report, reiterated the IBA's opposition to branch banking and said that he did not "know of any contemplated change of that attitude of our State Association" toward any attempt to supplant the independent bank in Iowa "by this other banking theory."

He also mentioned the passing of George J. Schaller, former chairman

of the board of the Citizens First National Bank, Storm Lake, and Fred J. Figge, former president of the Ossian State Bank, Ossian, and the Iowa State Bank, Calmar. Mr. Schaller was IBA president in 1927-1928 and Mr. Figge in 1932-1933.

**Hon. Joseph W. Barr**, chairman of the Federal Deposit Insurance Corporation, Washington, D. C., said that American prosperity and security depend, in large part, upon continued

development of emerging nations through the activities of the World Bank and its affiliates.

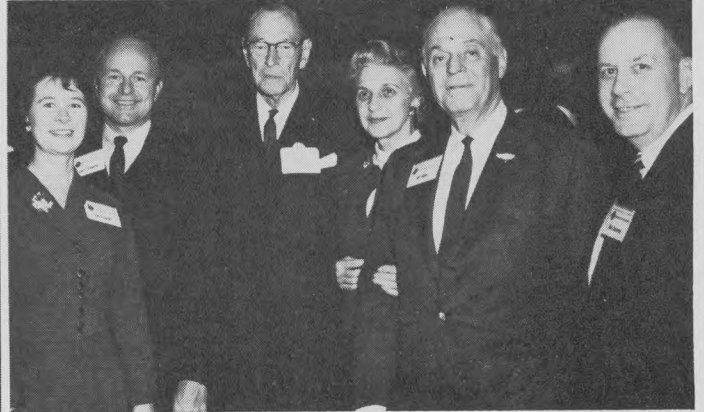
"The international credit structure represents one of the few islands of order which make international cooperation possible today," he said. Maintenance of the World Bank and the continued support rendered by the

**IOWA CONVENTION . . .**

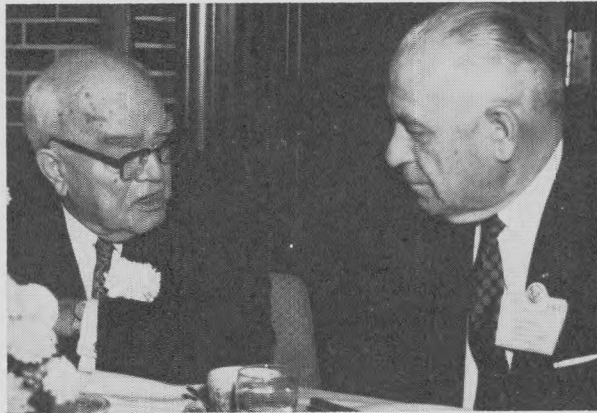
(Turn to page 92, please)



LEFT—Dale Auld, pres., La Porte City State; Mrs. Cannon; Tom C. Cannon, v.p., Commerce Trust, Kansas City; Mrs. Kirk, and Cy Kirk, v.p., Bankers Trust, Des Moines. RIGHT—Mrs. Frowick; Larry Frowick, v.p., Continental Illinois Natl. B&T,



Chicago; Edward K. Johnstone, Sr., pres., Keokuk Savings B&T; Mrs. Johnstone; Bill Miller, sr. v.p. & dir., and Richard C. Rastetter, v.p., both with Continental Illinois Natl. B&T, Chicago.



LEFT—Two senior members of the banking fraternity with long records of attendance at Iowa Bankers convention get together at breakfast—Charles C. Kuning, consultant, American Natl. B&T, Chicago, and J. W. Edge, pres., Farmers T&S, Spen-



cer. RIGHT—G. W. Bill Sherman, a.v.p., City Natl. B&T, Kansas City; Russell S. Howard, pres., Mahaska State, Oskaloosa, and H. Clifton Whiteman, v.p., Morgan Guaranty Trust, New York.



LEFT—Arthur E. Lindquist, Jr., v.p., American Natl. B&T, Chicago, and John H. Lessenhop, pres., Walker State. RIGHT—Officers of Iowa Club of the Graduate School of Banking at Madison are: John M. Shanda, v.p. & cash., Home State, Jeffer-



son, immediate past pres.; Homer Jensen, a.v.p., Bankers Trust, Des Moines, president; Harlan A. Pose, cash., 1st Natl., New Hampton, vice president, and Don Heineking, pres., Security State, Hubbard, secretary-treasurer.





George Spence examines a prize Charolais at the 1963 International Live Stock Exposition in Chicago.

## This is George Spence — your agricultural representative in Chicago

More correctly, George Spence works out of Chicago on behalf of our correspondent banks who seek sound advice on agricultural and cattle loans.

George owns ranch property in central Nebraska and a feed-lot in Omaha. He's a down to earth cattleman—banker, and the mud on his boots proves it. George is equally at home

in a carpeted loan meeting office or at the International Live Stock Exposition in Chicago.

George's practical farm-ranch loan experience is yours for the asking through your American National correspondent officer. You'll find his services are grand champion quality.

We serve thousands of people . . . but we serve them one at a time



**American National Bank**

and Trust Company of Chicago/LaSalle at Washington 60690  
Member Federal Deposit Insurance Corporation FRanklin 2-9200

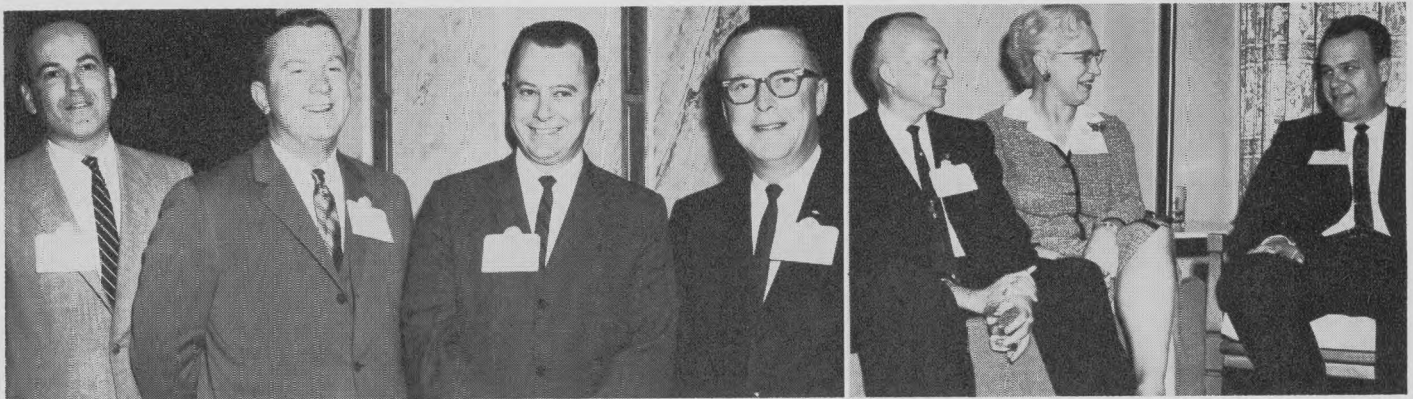
*Northwestern Banker, November, 1964*

## More Pictures from the Iowa Convention



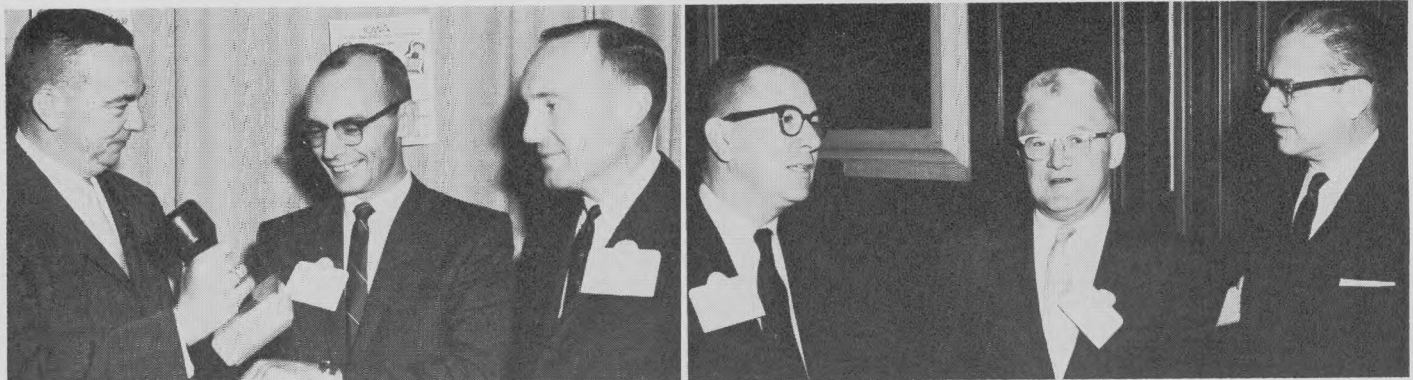
LEFT—Richard A. Robinson, dir., and R. K. McGee, pres., both with Clarke County State, Osceola; John Fitzgibbon, v.p. & cash., and Gerald O. Nelson, v.p., both with Iowa-Des Moines Natl. CENTER—Conrad E. Aronson, a.v.p., Toy Natl., Sioux

City, and C. Ream Daugherty, v.p., Iowa-Des Moines Natl., Des Moines. RIGHT—L. F. Selko, pres., First State, Tabor, and Herb Echtermeyer, sr. v.p., The Omaha Natl., Omaha.



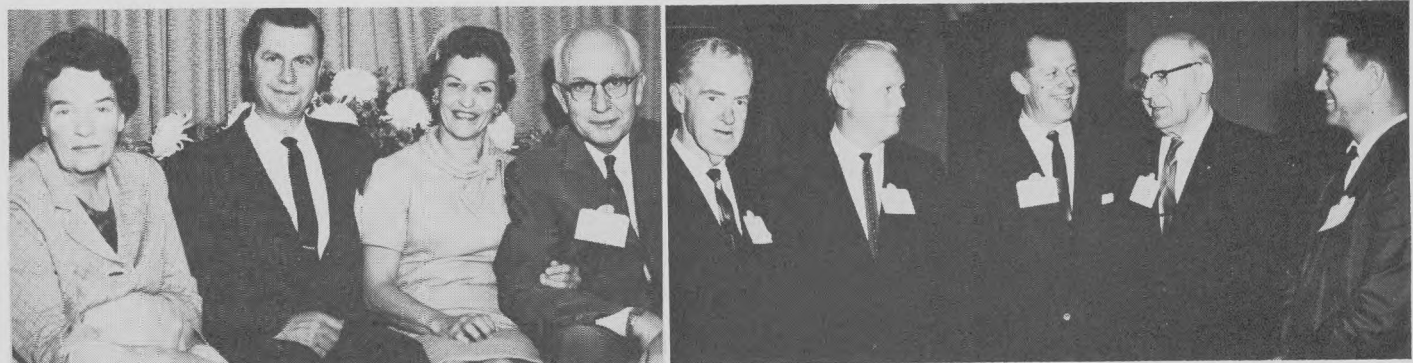
LEFT—Gilbert Tootle, sr., v.p., American Natl., St. Joseph, Mo.; Jerry McGlynn, bond dept., 1st Natl., St. Louis; Don Folks, v.p., American Natl., St. Joseph, and Ted J. Ketelsen, a.e., Liberty T&S, Durant. RIGHT—Don Rhoades, mgr. of ins.

dept., Commercial T&S, Storm Lake; Doris Reid, Des Moines reg. fidelity & surety underwriter, Hawkeye-Security, and Paul A. Van Helten, a.e. Corwith State.



LEFT—Bob Knott, pres., Iowa Stamp & Marking Co., Des Moines; Bernard Duben, cash., Iowa State Savings, Creston, and his cousin, Dean Duben, exec. v.p., 1st Natl., Davenport. RIGHT

—Robert Zimmer, pres., 1st Natl., Mason City; George Mitchell, member, Federal Reserve Board of Governors, Washington, D. C., and Charles J. Scanlon, pres., Federal Reserve Bank, Chicago.



LEFT—Mrs. Vic von Meding, Chicago; E. H. Spetman, Jr., Council Bluffs Savings; Mrs. Spetman, and Vic von Meding, v.p., 1st Natl., Chicago. RIGHT—J. F. Kennedy, pres., 1st Natl.,

New Hampton; Robert Beaupre and Richard O. Weyrauch, a.v.p.'s, 1st Natl. of Minneapolis; Joe Menges, pres., Alta Vista State Bank, and Merle Hove, farm repr., Citizens Natl., Boone.

Northwestern Banker, November, 1964

“If I were you,  
I'd talk to the First Wisconsin...”



Whenever there's a Wisconsin slant to your banking needs, it makes sense to turn to Wisconsin's truly outstanding bank — the First Wisconsin of Milwaukee. Far and away the largest in the state with unparalleled statewide correspondent relationships, as well as nationwide and worldwide bank and business contacts . . . plus thoughtful attention to your particular Milwaukee and Wisconsin needs. May we serve *you*?



**FIRST WISCONSIN  
NATIONAL BANK** of Milwaukee

*Wisconsin's bank for banks*

**Banks and Bankers Division**

Donald A. Harper • John G. Topp • Wallace C. Ekvall • Alexander F. Lippitt • Mark A. Rusch • Elroy F. Differt

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

*Northwestern Banker, November, 1964*

**IOWA CONVENTION . . .**

(Continued from page 88)

United States must be realized, he said, "for our security and prosperity are at stake.

"It would be sheer blindness," he said, "to ignore in our foreign relations one of the great strengths which the United States has as the free world's leader—the strength which comes from our great wealth of capital."

**Reno Odlin**, elected 1964-1965 president of the American Bankers Association

at the ABA convention in Miami, Fla., a few days following the IBA convention, was unable to attend the Iowa convention, as scheduled, due to the death of his wife.

The Monday afternoon session drew to a close with an explanatory presentation by **J. M. Henson**, manager of banking and finance, data processing division, International Business Machines Corporation, Chicago. He exhibited and explained the workings of the new IBM System/360.

**Hon. Paul A. Volcker**, deputy under secretary of the U. S. Treasury for monetary affairs, Washington, D. C.,

headed a list of four speakers on Tuesday morning's convention session.

He said that although "fiscal policy is no royal road to prosperity," a more active employment of such policy may offer an area in which future economic problems may find at least part of their solutions.

Mr. Volcker noted that, at present, funds can flow over international boundaries in response to fluctuating interest rates.

And, although the tax cut measure enlarged the budgetary deficit, he said, the nation's gold stock last summer was at a higher point than it had at-



LEFT—**Jack Row**, area mgr., and **Glenn Ingle**, state dir., both with U. S. Savings Bonds division, Des Moines; **M. L. Abrahamson**, treasurer of state of Iowa; **H. H. Byers**, pres., Bankers Service Company, Des Moines, and **C. C. Fritcher**, v.p., Security

T&S, Storm Lake. RIGHT—**E. W. Maser**, pres., 1st Natl., LeMars; **Max Kiernan**, v.p. & cash., Alton Savings, and **David D. Baer**, a.e., Northern Trust, Chicago.



LEFT—**Ron Fairs**, sr. v.p., LaSalle Natl., Chicago; **C. Dean Trent**, v.p., Altoona State; **Joe Snyder**, a.v.p., Manufacturers Hanover Trust, New York, and **Richard H. Wayne**, v.p., Harris

T&S, Chicago. CENTER—**Rudy J. Swanson**, pres., Citizens State, Clarinda. RIGHT—**Stanley G. Smith**, exec. v.p. & cash., Rock Rapids State, and **Sherman Peterson**, a.v.p., LaSalle Natl.

**Over 75 Years**

Serving the nation with the finest  
 Art and Specialized Calendars  
 Goodwill Specialties  
 Pens-Pencils  
 Gifts

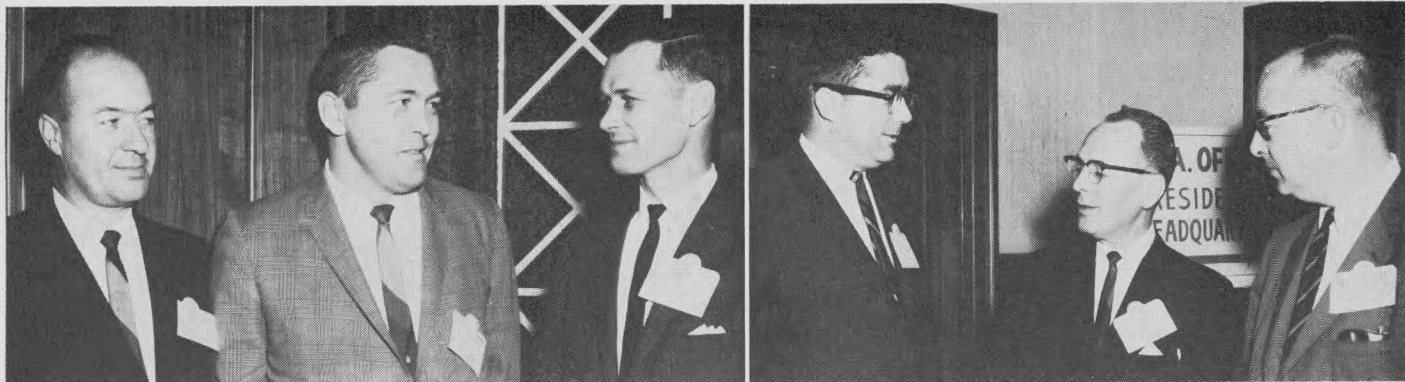
**The Thos. D. Murphy Co.**  
 Red Oak, Iowa

*The Birthplace of the Art Calendar Industry*

**BUYING  
 OR SELLING  
 A BANK?**

*Write or call collect*  
**365-9117 Area Code 319**

**REGINALD FIGGE ASSOCIATES**  
 Confidential Consulting Service  
 Merchants National Bank Building  
 Cedar Rapids, Iowa



LEFT—Bill Hoffman, reg. mgr., Central States Health & Life, Omaha; Robert E. Puff, branch mgr. in Sioux City for the same firm, and Leo J. Remmes, cash., Crawford County T&S, Denison.

RIGHT—Wm. M. Wilcox, a.c., Mercantile Trust, St. Louis; B. F. McGee, pres., Dyersville Natl., and Stanley K. Peirce, sales mgr., Harris T&S, Chicago.

tained in the past seven years. He described the gap in the balance of payments as "still too large."

Dr. Nathan M. Pusey, president of Harvard University, Cambridge, Mass., and a native of Council Bluffs, denounced sectional jealousy and mistrust in the nation as a whole and lauded the nation's private colleges and universities for their roles in breaking down barriers both within the United States and throughout the world.

Sectionalism, he said, may result in the nation's history someday being written in terms of sectional pressures and he traced the origins of sectional strife from the diversified religions of the colonies to the split between industrial north and feudal south which erupted in Civil War.

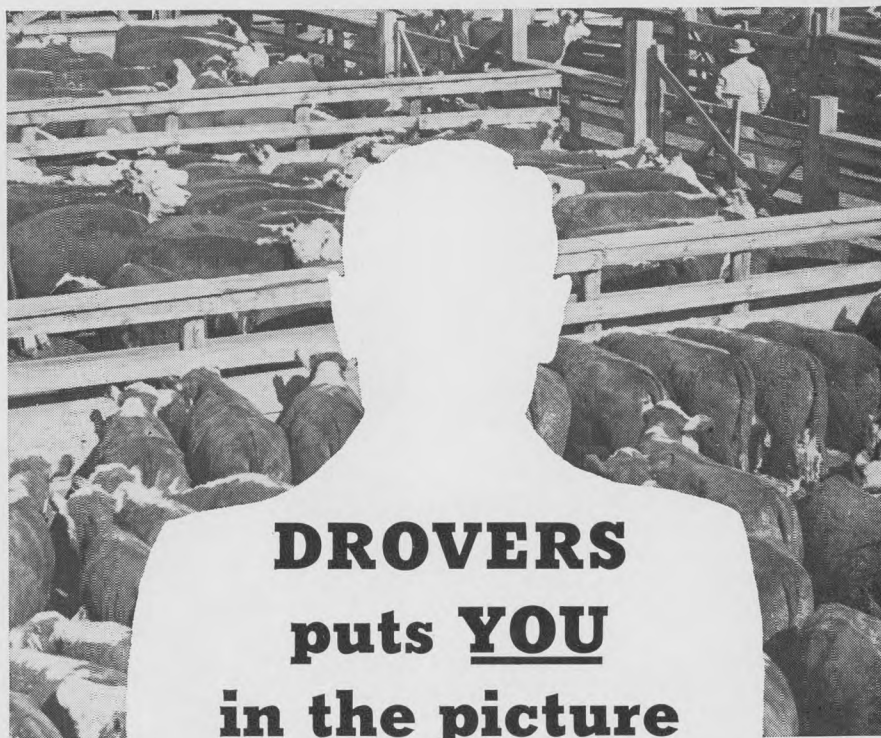
Jealousy and mistrust within the nation, he said, blurs national decisions and hampers the United States in dealings far removed from domestic issues.

Sectional pride and favoritism, he suggested, have their place in America and add to the nation's life and color, but sectionalism carried too far has a deteriorating effect.

The nation's institutions of higher learning, he said, are helping to ease the tensions created by sectional differences by bringing together students from all areas of the nation and, indeed, the world, and by sending them back to their respective geographic areas better trained, more understanding and better understood.

He noted that approximately 500 graduates of Harvard University are presently residing in Iowa and are contributing greatly to Iowa's growth and prosperity and understanding of other areas.

Hon. Charles A. Halleck, member of the United States House of Representatives from the State of Indiana, Washington, D. C., told the convention that, in his opinion, the tax cut measure was only justifiably approved after



## DROVERS puts YOU in the picture

...and helps you get your livestock customers

## IMMEDIATE CREDIT

for their Livestock Sales in Chicago

Drovers "Yellow Boy" service is famous in the livestock industry. With it, net proceeds of your customers' livestock sales in Chicago can be credited to their accounts in your bank one to three days sooner than would otherwise be possible.

This rapid service is just one of many specialized correspondent services available to you and your customers at Drovers. All you need do is have your livestock customers fill out a Drovers Shippers Order. Call or write Fred Cummings, Bernard Miller or James Luther for your supply today.

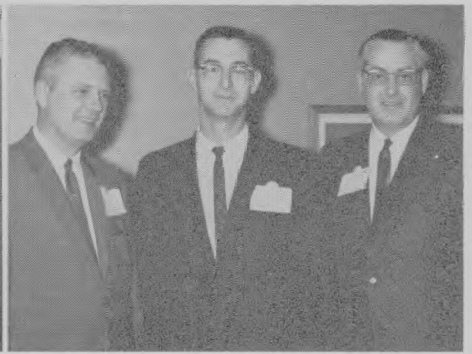


# Drovers National Bank

UNION STOCK YARDS, CHICAGO 9, ILLINOIS

MEMBER, FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, November, 1964



LEFT—J. Yvo Floerchinger, exec. v.p., DeWitt B&T; Dale C. Smith, v.p., Central Natl. B&T, Des Moines, and L. D. Suchomel, pres., Tipton State. CENTER—Richard S. Gwinn, reg. mgr., Diebold, Inc., Des Moines; William Buxton III, pres., Peoples

T&S, Indianola, and Wm. W. Summerwill, pres., Iowa State B&T, Iowa City. RIGHT—Ted James, exec. v.p., Peoples State, Winthrop; R. H. Tangeman, a.e., Security State, Guttenberg, and Christy Armstrong, v.p., American T&S, Dubuque.

national expenditures were trimmed by approximately \$6 billion.

The Indiana half of the "Ev and Charlie Show" and the minority leader in the House of Representatives reported that he had been summoned the previous day by President Johnson to confer on the international situation.

He cited his affirmative response, and that of his colleagues, as a further example of America's bipartisan policy. That is, he said, as it always had been and always would be.

**Hon. Bourke B. Hickenlooper**, United States Senator from Iowa, made an unscheduled address at Tuesday morning's session following the President's emergency session which precluded his scheduled appearance the previous day.

His address was in the form of a report on the President's conference regarding the international developments of the preceding few days.

The atomic bomb exploded the previous week by the Chinese was of no more significance or sophistication, he said, than the bombs dropped over Hiroshima and Nagasaki in 1945.

The Russians, he reported, gave the Chinese the information necessary to develop their present bomb, but, once the information was provided, all further support was withdrawn.

However, he noted, some of the smaller Southeast Asian nations may have such a psychological reaction to the test that they will feel compelled to politically ally with China through fright and to do so immediately rather than five years from now.

The so-called Russian-Chinese split, he said, has never resulted in a complete fracture. He said that the disagreement between the two nations seems to be one based only on procedure in the advancement of international communism.

Regarding the new leadership in Russia, Senator Hickenlooper said the United Nations soon will face a test





LEFT—Neal Sands, pres., Valley B&T, Des Moines; R. K. McGee, pres., Clarke County State, Osceola; Clay Stafford, chmn., Ames T&S, and Edward Burchette, chmn., Valley B&T, Des

Moines. RIGHT—G. L. Riedel, Dubuque, and Frank Rogan, Des Moines, both with National Cash Register; E. C. Bartik, pres., Corwith State, and J. M. Burch, Jr., chmn., Dubuque B&T.

## There are no Ivory Towers at Old Security

The Old Security Man is on the move . . . out among the people he serves. Thus, he adds continually to his knowledge of your requirements, and he acquires deeper insight into the varied needs of your loan customers. Old Security underwriters have developed a wide variety of basic policies, permitting protection for virtually any lending transaction. Back this up with fast claim service . . . immediate acknowledgement of correspondence . . . and you have service that keeps customers coming back for more! That's the Old Security *difference*.



# Old Security

INSURANCE COMPANIES

Executive Offices—Broadway at 34th Terrace, Kansas City, Missouri 64141  
Old Security Life Insurance Company—Old Security Casualty Insurance Company

LEONARD R. DAWSON  
Regional Service Representative

JAMES C. GARBER  
Assistant Vice President

ROSS F. FORBIS  
Assistant Vice President

JOHN J. DELANEY  
Assistant Vice President

FRED N. COULSON, JR.  
Vice President - Sales



These Men Can Show You THE DIFFERENCE

of its courage and strength when Russia is confronted with the alternative of paying its share of UN costs or losing its vote, as provided by the UN Charter.

Russia, two years in arrears, owes the body \$57 million.

The suspension of the country's voting right, however, is not automatic, Senator Hickenlooper noted. The move to suspend Russia's voting privileges must be approved by a vote of the General Assembly.

If Russia refuses to pay and if the General Assembly hasn't the courage to suspend Russia's voting privileges, it will come as a "body blow" to the UN, he said.

Tuesday afternoon's session was comprised of a four-man panel discussion of "Utilization of Bank Funds," the proceedings of which are reported in detail in a separate feature elsewhere in this issue.

Wednesday morning's session, which concluded the annual conclave, hosted four additional guest speakers.

**Hon. George W. Mitchell**, member of the Board of Governors of the Federal Reserve System, Washington, D. C., discussed future developments in the area of the nation's interest rates and reflected upon the role of interest in recent nationwide economic development.

**Hon. Miss Eva Adams**, Director of the Mint, Washington, D. C., addressed herself to the subject of the nation's coin shortage and reviewed steps which have been taken by the U. S. Mint to alleviate the situation.

Miss Adams predicted that the current shortage would be ended within a year.

**Albert B. Sabin, M.D.**, world-renowned service professor of research pediatrics, University of Cincinnati College of Medicine, and developer of the famous Sabin oral vaccine, told the convention that the most important contribution the United States can make to world peace is a carefully

programmed investment in the education of the miserable, depraved and dissatisfied millions of persons in Latin America and Asia.

Education, he claimed, is the key-stone to future world peace. Ignorance of the needs of the less fortunate, but highly-populated areas of the world only serves to weaken the United States and to threaten its continued prosperity, he said.

Dr. Sabin criticized United States foreign aid dispensed since the re-

markably successful Marshall Plan of the early post-war period. He claimed that this country's foreign aid has been anything but a "howling success" in recent years because of the fact that aid has been dispensed with little regard to the recipient nations' ability to manage their affairs.

"Unless our foreign aid falls upon soil made fertile by education and training," he said, "it cannot be made to grow."

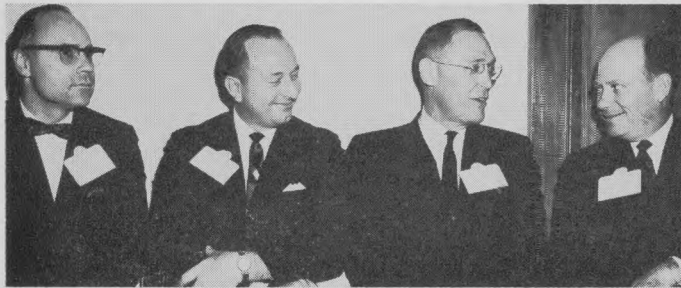
**Dennis Day**, the famous and diminutive singing star of the Jack Benny

show, made the final guest appearance of the convention, speaking on the subject of "A Smile for Living" and interspersing complementary songs throughout his address.

He asserted that, although today's business pressures are great and decisions are often difficult, "we're inclined to be a little too serious about it all."

Among the selections he offered were "MacNamara's Band" and "When Irish Eyes Are Smiling."

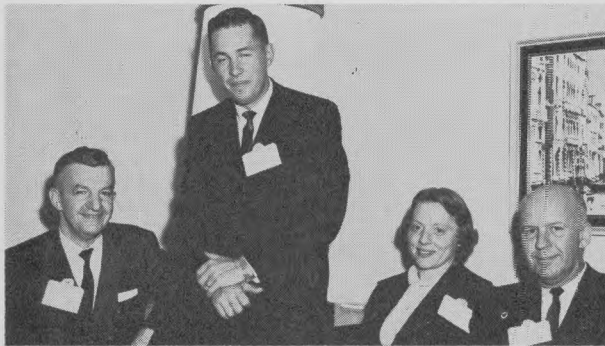
Irish humor, he said, he particularly



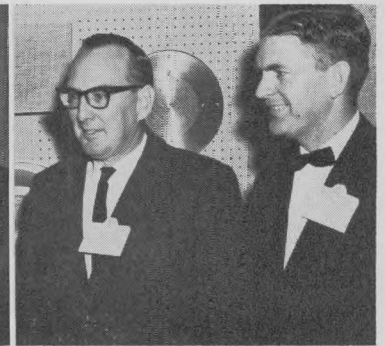
LEFT—C. W. Wetzeler, exec. v.p., State Bank of Spirit Lake; George Merriam, v.p. & cash., Dallas County State, Adel; E. W. Youell, Jr., pres., State Bank of Terril, and Thomas C. Horn, sr. v.p., Security Natl., Sioux City.



RIGHT—Jack Rolston, Storm Lake; Clyde McEntire, Marshalltown, and Lorry Lorentz, Chicago, all with DeLuxe Check Printers, and Paul Rogers, Chicago, George LaMonte & Son.



LEFT—Walt Schlenker, U. S. Check Book Co. salesman, Davenport; Robert Stump, cash., Libertyville Sav.; Mrs. Stump, and Fred Pfaff, v.p. & sales mgr., U. S. Check Book Co., Omaha. CENTER—Henry C. Fordtran, exec. v.p., National Boulevard Bank, Chicago, and Charles H. Walsh, pres., Farmers & Merch-



ants Savings, Burlington, and now immediate past pres. of the Iowa Bankers Assn. RIGHT—J. W. Lipton, Jr., exec. v.p., Ida County State Bank, Ida Grove, and Pete Nielsen, exec. v.p., Sloan State.



LEFT—Arnold Peters, pres., Jasper County Savings, Newton; Gil McEwen, a.c., Harris T&S, Chicago; Leo Kane, v.p., American T&S, Dubuque, and Wayne A. Moetsch, cash., Security State, New Hampton. RIGHT—Dick Taylor, a.v.p., 1st Natl.



in Sioux City; Don Ostrand, v.p., 1st Natl., Omaha; Clyde R. Claus, asst. treas., Marine-Midland Trust Co., New York, and H. H. Broadhead, Jr., v.p., First Stock Yards Bank, South St. Joseph, Mo.



enjoys because Irish stories are so often derived from incidents which actually occurred or which could have occurred.

There were several other outstanding entertainment events during the 78th convention. On Monday evening, Don Glasser and his orchestra played for the supper-dance at Val Air Ball-

room. Tuesday afternoon, the ladies were entertained by Miss Dianne Valvo, famous wig and hair fashion stylist of Charles of the Ritz, New York. The United Nations Singers completed this part of the ladies program. That evening, all convention-goers attended the Patti Page stage show at KRNT Theater.—End.



Richard Miller, Natl. Fidelity Life, Kansas City; Dale L. Hilton, v.p., Morningside State, Sioux City, and Charles Gustaveson, Natl. Fidelity Life, Des Moines. RIGHT—William D. Rhoades and Paul Joyce, both with Tension Envelope Corp., at their display that attracted so much attention. Heavy stream of water at right comes from giant faucet above, which is suspended in mid-air. Visitors to booth finally found out that a clear plastic pipe in center of water column returns water to top, then it cascades down outside of plastic pipe, giving appearance of endless stream of water from faucet that has no exterior suspension.



Jack Ludwig, mgr., Recordak Corp., Omaha; Mike Doyle, clerk of district court, Des Moines; Raymond G. Guttau, dir., and H. F. Schmidt, v.p., both with Treynor State. RIGHT—Harold Grimstad, pres., Security B&T, Decorah, and John Pappajohn, exec. v.p. Guardsman Life Ins. Co., Des Moines.



AUDACIOUS!

ARTHUR (MAC) McCONVILLE, La Salle commercial loan Senior Vice President, knows when to throw aside his usual conservative nature and make an audacious move.

Mac's comprehensive experience with many different types of loans and overlines is a big help to La Salle's correspondents. Need Mac's help? Call him at STate 2-5200 (Area Code 312). He's at La Salle National Bank, 135 So. La Salle St., Chicago, Illinois 60690. Member FDIC. Complete Trust Services.

## MUTUAL FIRE and AUTOMOBILE Insurance Company

ESTABLISHED 1900

- FIRE
- EXTENDED COVERAGE
- INLAND MARINE
- HOMEOWNERS
- AUTOMOBILE
- NONASSESSABLE POLICIES

**Prompt CLAIM SERVICE**

PROVEN AND RELIABLE FOR OVER 63 YEARS

AGENT INQUIRIES INVITED

Home Office — CEDAR RAPIDS, IOWA

J. E. WILSON, President — PAUL A. ANDERSEN, Secretary





lets you save  
valuable time  
on all items  
and collections

- fast
- accurate
- efficient



*The*  
**NATIONAL BANK  
OF WATERLOO**  
110 EAST PARK AVENUE  
WATERLOO, IOWA

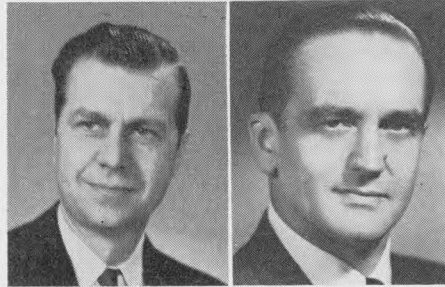
PHONE 235-0331 (Area Code 319)

MEMBER  
Federal Deposit Insurance Corporation  
Federal Reserve System

## Two Announce Candidacy for Iowa Bankers Presidency

**T**WO men have announced their candidacy for the office of president of the Iowa Bankers Association. The next election of officers will take place at the 79th annual convention in October, 1965.

The two candidates are E. H. Spetman, Jr., president, Council Bluffs Sav-



E. H. SPETMAN, JR.

D. C. SMITH

ings Bank, Council Bluffs, and Dale C. Smith, vice president, Central National Bank & Trust Company, Des Moines.

Mr. Spetman was a candidate for the IBA presidency at the 78th annual convention held last month, but withdrew his nomination at that time in favor of E. L. Ballou, president of the Security Trust & Savings Bank, Storm Lake, who was then elected president for the 1964-65 year. Mr. Spetman's name then was resubmitted on the floor of the convention by the chairman of Group Five, according to custom of recent years, as a candidate for the presidency for election at the 79th annual convention next year.

Mr. Spetman's candidacy was announced at the annual meeting of Group Five in Council Bluffs last spring and received the endorsement of the Pottawattamie County Bankers Association and Group Five at that time. He was elected president of the Council Bluffs Savings Bank in January, 1963, after serving with the bank in posts of increasing responsibility for a number of years.

He served 42 months in the United States Air Force, including duty in the European Theater. In 1954, he was named the Outstanding Young Man of the Year in Council Bluffs. He has served as chairman of Group Five of the Iowa Bankers Association.

Mr. Spetman's civic posts include the following: Director of Council Bluffs Chamber of Commerce; president, Sertoma Club, Council Bluffs; member, board of directors, Jennie Edmundson Hospital; treasurer, Salvation Army; Ambassador of Ak-Sar-Ben of Omaha; chairman, Council Bluffs Chamber of Commerce, and chairman, United Fund appeal.

Mr. Smith started employment at the Central National in 1931 as a messenger, subsequently working in many departments of the bank. He served in the United States Air Force for three and one-half years during World War II. Shortly after his return to the bank, he was elected assistant cashier in June, 1946. Later he was elected assistant vice president, then vice president. Since 1962 he has been vice president in charge of the correspondent bank department.

Mr. Smith has served on several committees of the Iowa Bankers Association. He was active in the American Institute of Banking program for 10 years, serving as president of the Des Moines Chapter in 1938 and as associate councilman for Iowa in 1939, 1940 and 1941.

A graduate of the Graduate School of Banking at the University of Wisconsin, for the past nine years he has been on the school's administrative staff, spending two weeks on the campus with the students each year.

He is a member of the Scottish Rite, Shrine and is a 33rd degree Mason; also, he is treasurer and director of the Scottish Rite Charitable and Educational Foundation of Iowa. He was on the board of directors of the Des Moines Child Guidance Center for six years and is on the board of the Polk County Chapter of the Red Cross. Currently, he is president of the executive committee and general board of the University Christian Church in Des Moines.—**End.**

### Remodeling Planned

The First National Bank of Perry will undergo a proposed \$25,000 remodeling project commencing shortly after the first of the year, according to Tom Smith, bank president.

### Guest Bankers Comment

A dozen guest bankers recently were airlifted to Ottumwa and, after viewing cows and calves on area farms, were guests at a dinner meeting at the Ottumwa Country Club.

A. A. Kruse, executive vice president of First State Bank at Audubon, expressed the consensus of the guest bankers when he told Tenco area cattlemen, "You have a product here and you need to advertise it." The bankers observed cow herds in four area counties — Davis, Van Buren, Appanoose and Monroe—the day following their arrival at Ottumwa.

## Top Executive Changes Announced By Interstate Finance

**D.** W. ERNST, president of the American Trust & Savings Bank in Dubuque, has been elected chairman of the board of Interstate Finance Corporation, Dubuque, and David B. Cassat has been elected president and general manager in reorganization moves caused by the resignation of George L. Cassat as president.



D. W. ERNST

Mr. Ernst has been a member of the Interstate board of directors for 15 years and has been widely recognized as a



D. B. CASSAT

W. F. GAUNITZ

leading financial adviser to the company. He also serves many community and commercial organizations. He will not be active in the business as an Interstate executive but will preside at all meetings of the board and stockholders and continue to take an active interest in the affairs of the company as a director and adviser.

William F. Gaunitz, Pompano Beach, Fla., formerly president and a director of Associates Investment Company, South Bend, Ind., has been retained by the company to provide a specialized counseling service based on his experience in handling many key executive posts in consumer finance organizations.

J. W. Riley, secretary of the company, will be assigned the additional duties of handling the bank relations. The company currently has lines of credit with 63 banks and also borrows

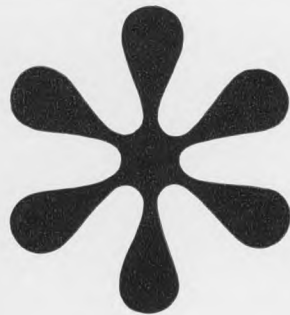
from some of the leading insurance companies of the country. Mr. Riley has been with the company since February of 1946 and currently is carrying heavy responsibilities in the fields of personnel and advertising, as well as corporate records for the parent company and more than 40 subsidiary companies in six states.

No changes have been made in the operations staff, reports President

David B. Cassat, who is general manager.

Interstate's net earnings for the first nine months of 1964 totaled \$347,000, a gain of 81 per cent over last year, achieved on volume in excess of \$47 million, an increase of nearly \$6 million over the same period a year ago.

Organized in 1925 in Dubuque, with David B. Cassat as one of its founders, Interstate became the state's largest Iowa-owned automobile finance company and, in recent years, has expanded its services to include all consumer loan needs and several lines of commercial financing.



## FARM CREDIT TO DOUBLE IN TEN YEARS\*

### How do you plan to share in this business growth?

Today's farmer is now looking more to the lending agency that fully evaluates his sound programs as well as his business management skills.

To solidify relations of your bank with progressive farmers who expect to find agricultural lending service available, Doane's "FARMING FOR PROFIT" is an effective bridge. It maintains frequent contact with the farm customer . . . and there is nothing quite as significant to reflect the professional nature of agricultural service from your bank's farm department.

For only pennies per month, you can send your customers authoritative guides and seasoned farming judgment from America's largest private staff of agricultural specialists.

There is no better way to strengthen the bonds you have with your entire agricultural community at so little cost and so little effort.

Send today for sample copies of FARMING FOR PROFIT, and details of the easy-to-use personalized messenger that works for you at a cost of pennies per customer.

Bank Services Dept.

## DOANE

### AGRICULTURAL SERVICE, INC.

Dept. 77 • 8900 Manchester Rd. • St. Louis, Mo. 63144

\*Estimate by farm credit analysts

## ACORN

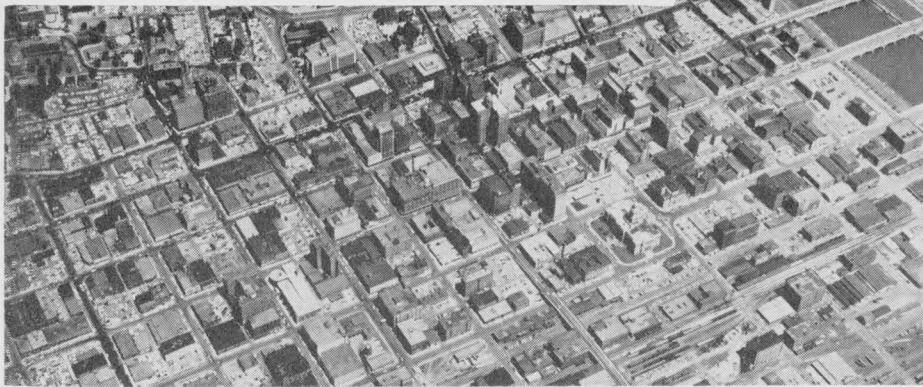
Sale  
Registers

"Accepted Sale Registers by Bank  
Clerks Everywhere"

For information write

THE ACORN PRINTING CO.  
Oakland, Iowa

# Des Moines News



**B**ERNHARD C. GRANGAARD, president of the Central National Bank and Trust Company, Des Moines, in a joint announcement with Arthur Collins of Collins Tuttle and Company, Inc., of New York City, last month made public plans for a major new building project in downtown Des Moines, covering the entire frontage of Locust Street between 5th and 6th extending to the alley.

In announcing the plans, Mr. Grangaard said, "In accordance with the Central National Bank's policy of utilizing all of its facilities and resources for the expansion of Iowa business and industry, the new Central National Bank building at Locust and 6th Street in downtown Des Moines, will be leased from Collins Tuttle and Company, Inc.

"This structure will be erected by Collins Tuttle & Company, Inc., which will bring several million dollars into

the community, and thereby substantially stimulate our economy. Also, the bank will thereby be able to conserve several million dollars that would normally be used for construction, to use in the general lending function of the bank, for the benefit of the community and the state. This, of course, being the bank's fundamental purpose and obligation."

The 14-story building will be constructed on the prepared building site at 6th and Locust. The basement and the first three floors of the new building will be occupied by the bank, and the remaining floors will be available for office space.

The present Central National Bank building will be razed at some date after completion of the new structure and a combination shopping-parking facility will be constructed. The first floor of the parking section will be available for store rental and there

will be four floors for tenant and public parking.

Collins Tuttle and Company, Inc., built and owns several commercial office buildings throughout the United States, including the Borg Warner and Union Tank Car buildings in Chicago, First National Bank building of Mobile and the Executive building in St. Louis.

Construction will begin early next year and the building is scheduled for completion by July 1, 1966. It will be glass curtain wall construction with aluminum columns, fully air and sound conditioned.

"Construction of this building reflects the bank's confidence in the continued growth of downtown Des Moines," Mr. Grangaard reported. "The planned, staged construction program will permit us to provide uninterrupted service for our customers during this period of expansion."

\* \* \*

**John W. Kern** has resigned as assistant cashier of the Highland Park State Bank to accept the position as cashier



J. W. KERN

of the West Des Moines State Bank, effective November 1. He replaces **Dale Hilton**, who resigned to accept a position with the Morningside State Bank, Sioux City, as vice president.

Mr. Kern was employed at the Highland Park State Bank from 1954 to 1956 at which time he joined the Commercial State Bank, Pocahontas. He rejoined the Highland Park State Bank in 1958 and was elected cashier of that institution in 1959. He is presently serving his second year as president of the Des Moines chapter of the American Institute of Banking.

\* \* \*

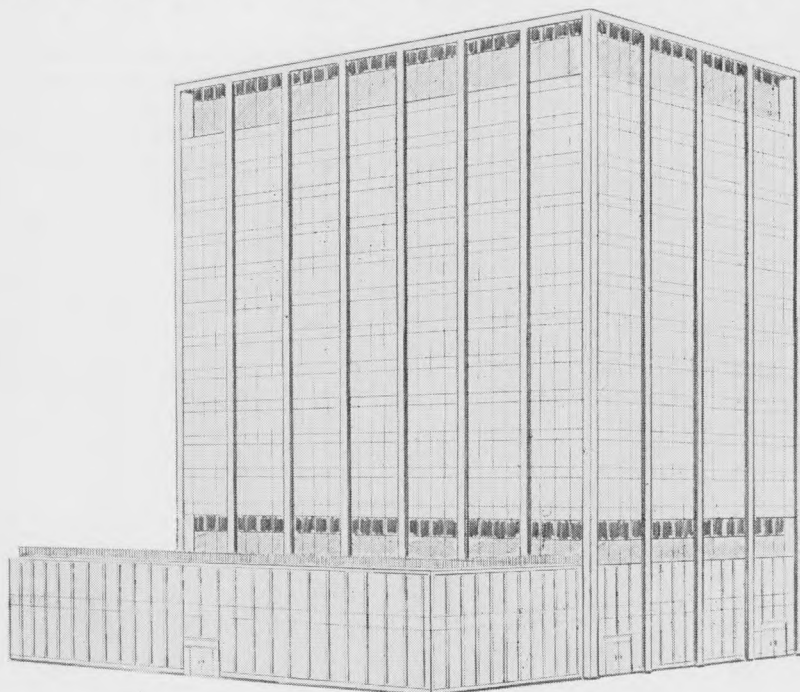
The Des Moines chapter of the American Institute of Banking held its annual Fall Dinner-Dance at the Wakonda Club last month. A social hour was followed by a buffet dinner and dancing to the music of Jimmy Gale's Quartet.

Carnival Capers was the theme for the evening, with a "circus atmosphere" and "home talent" from various banks.

**Miss Jane Petrie** of Bankers Trust was chairman for the event.

\* \* \*

**Robert Nye**, assistant cashier in the bond department of the Iowa-Des Moines National Bank, has resigned to join the City National Bank of Detroit in its investment department.



ARCHITECT'S drawing of new Central National B&T building.

## Bankers Aid College Foundation

**T**WENTY Iowa bankers have been appointed to serve on the Iowa Bankers Advisory Committee to assist the Iowa College Foundation in its efforts to broaden the concern and strengthen the financial support of 21 non-tax supported colleges in the state.

At a meeting of the 20 men in Des Moines last month, E. H. Spetman, Jr., president of the Council Bluffs Savings Bank, Council Bluffs, agreed to accept the committee chairmanship.

The Iowa College Foundation was formed 12 years ago to state the case for private higher education and to solicit financial support from business and industry for its academic programs. Initial impetus was received from the Iowa Manufacturers Association with strong encouragement from the National Association of Manufacturers.

### Demands on Facilities

Unprecedented demands presently and in the foreseeable future on facilities of both public and private educational institutions are necessitating increased appropriations from legislatures for public institutions, and increased voluntary support from all sources for our non-tax supported colleges.

At their meeting, the bankers advisory committee was shown these figures: During the academic year, 1963-64, the 49 public and private institutions of higher education in Iowa served 66,906 students; 34,697 (52%) were in the 19 public senior and junior colleges, and 32,209 (48%) were in the 30 private senior and junior colleges. Of the 53,283 full-time students enrolled in the 26 regionally accredited and degree-granting institutions, 24,708 (46.4%) attended the 23 private colleges. The ICF members had 18,601 (34.9%) of all the full-time students enrolled.

### Enrollment to Double

Estimates based on present grade and high school enrollments indicate a minimum 50 per cent increase in total enrollment by 1970 for a future college enrollment of 110,359 or more. The alternatives, then, are to preserve the quality and continued educational service at private colleges to keep pace with new students, or to have the state institutions take over all this educational load with a greatly increased, burdensome legislative appropriation year after year.

Stated in dollars, it would require biennium legislative appropriations at present cost levels of \$54.1 million to undergird such an expanded public

college level program. This is the equivalent of increasing the sales tax by 49 per cent, or up from 2 per cent to 2.75 per cent.

Total combined budgets of the 21 ICF schools is \$38.3 million, with the



**E. H. Spetman, Jr.**, chmn. of bankers committee, visiting with **Robert E. Vance**, v.p., Maytag Co., an active worker for Iowa College Foundation.

educational and general budgets totaling out at \$26.5 million. This means that students at an average institution pay 75.6 per cent of the costs of the academic program. The gap must be made up from income on endowment, alumni programs, church support, gifts from friends and the investment of business and industry.

Consequently, to keep operation budgets in balance they must secure \$6.5 million from these outside sources. It is the purpose of the bankers advisory committee to enlist the wholehearted support of as many Iowa banks as possible for the ICF program to assist these private colleges in keeping pace with the times, and ahead if possible.

### Capital Expansion

These 21 colleges have not been lagging in the area of capital expansion. With the help of gifts from various sources, as well as long-term financing, they have invested in the past five years combined capital improvements amounting to \$45.2 million for 76 major structures. This is an average of \$2.1 million per school. Long-range plans call for an additional capital investment of \$59.3 million in the next five years for 89 major additions, bringing the total capital expenditures for the decade to \$104.4 million. The combined capital gift goal of the 21 colleges to meet this need is \$8.8 million for 1964-65.

Business support of higher education since 1948 has risen dramatically to the point now where 41 per cent of the corporate giving budgets go into

education. The bankers advisory committee will work with members in the banking industry to determine a goal and a suggested yardstick that can be recommended to banks according to size.

### Committee Members

The 19 other men working on the bankers advisory committee with Mr. Spetman are:

- George E. Allbee, president, Peoples Bank & Trust Company, Waterloo.
- Loren Anderson, president, Cherokee State Bank, Cherokee.
- Christy F. Armstrong, vice president, American Trust & Savings Bank, Dubuque.
- E. L. Ballou, president, Security Trust & Savings Bank, Storm Lake.
- D. D. Bramwell, president, First National Bank, Hampton.
- William H. Brenton, president, National Bank of Des Moines, Des Moines.
- Charles Eastburn, cashier, Iowa State Bank & Trust Company, Fairfield.
- Fae A. Evans, president, Northwest Bank & Trust Company, Davenport.
- H. Clark Houghton, president, The First National Bank, Iowa City.
- W. C. Ilstrup, president, The Newton National Bank, Newton.
- L. L. Johnson, president, City National Bank, Shenandoah.
- J. E. King, president, Peoples National Bank, Albia.
- J. F. O'Neill, vice president and trust officer, The First National Bank, Mason City.
- John B. Rigler, president, Central State Bank, Muscatine.
- Robert R. Rigler, executive vice president, Security State Bank, New Hampton.
- Bruce Townsend, president, The City National Bank, Clinton.
- Earl J. Underbrink, president, First National Bank, Fort Dodge.
- Max von Schrader, Jr., vice president, Union Bank & Trust Company, Ottumwa.
- Charles H. Walsh, president, Farmers & Merchants Savings Bank, Burlington.

Learn how Western and Southern Life can help promote your loan operation with a plan or combination of plans to suit your needs.

**WRITE TODAY FOR COMPLETE DETAILS**

Credit Insurance Dept.  
P.O. Box 1119 • Cincinnati, Ohio 45201

**WESTERN and SOUTHERN LIFE**  
INSURANCE COMPANY  
A Mutual Company • William C. Safford, President

## 5,000 Tour New Building at LeMars Savings



**EXTERIOR** and interior of new building for LeMars Savings Bank. More than 5,000 persons toured the new building at the formal opening recently, according to **Gordon Mennen**, presi-



dent. About 400 bankers from northwest Iowa and city correspondent banks were entertained at a special showing prior to the public open house.

### Andrew E. Jensen

Andrew E. Jensen, 74, former president of the First National Bank of Creston, died in the Greater Community Hospital there October 12, after having been ill for approximately seven months.

### Beef Cattle Tour

Morris F. Neighbor, vice president of Farmers State Bank, Marion, reports that the bank, in cooperation with the Union Stockyards Company, Omaha, recently sponsored a two-day Beef Cattle Tour for all farmers in the Marion area. The tour included sev-

eral commercial feed lots, Boys Town, Ak-Sar-Ben, Offut Air Base and other points of interest near Omaha.

### Elected Vice President

W. E. (Bill) LeMaster has been elected vice president of the Iowa State Savings Bank of Creston, according to Joseph G. Knock, president.

### Two New Directors

Two Clear Lake businessmen, John M. Powell and Syd Thompson, have been elected members of the board of directors of the Community National Bank of Clear Lake, according to W. Howard Stewart, bank president.

### Two New Offices

The First National Bank of Council Bluffs plans to open new offices at Manawa and Carter Lake, according to Dale Ball, president. Formal application for permission to operate the offices has been filed with the Comptroller of the Currency.

### "Red" Wolters Retires

Albert P. "Red" Wolters, 74, who had been associated with banking in Davenport for more than 60 years and who was prominent as an athlete in his early years, has retired. He completed his service recently with Davenport Bank and Trust Company where he had been an assistant vice president for the past 10 years.

### Named Bank President

George Sievert, president of the Manning Trust and Savings Bank since 1955, has resigned. James Lodwick, vice president since January, 1964, was named to succeed him as president of the Manning bank.

### Plans Drive-In

The Security Bank and Trust Company of Decorah has purchased property upon which a drive-in bank facility is planned in the future. More

definite plans concerning the proposed building will be released at a later date.

### To Spirit Lake

Mr. and Mrs. Charles W. Wetzeler and family have moved to Spirit Lake from Frankfort, Ill., with the opening of the State Bank of Terril at Spirit Lake. Mr. Wetzeler, a former resident of Storm Lake, where he was cashier of a bank, has been named executive vice president of the bank at Spirit Lake.

### Charles B. Murtagh

Charles B. Murtagh, 82, who in 1933 became Iowa's first state comptroller, died recently at St. Ann's Hospital in Algona following an illness of approximately one week. Mr. Murtagh retired as president of Security State Bank in Algona in 1961 after 62 years in the banking profession.

### Plan 'Barnwarmin'



**FARM REPS**, ag school graduates and all persons interested in agriculture have been invited to the 32nd Annual "Barnwarmin'" from 7 p.m. to 1 a.m. at the Frog Hop Ballroom on North Belt Highway at St. Joseph, Mo., Friday, November 13, according to **Art McClaskey**, ehmn. Mr. McClaskey is a v.p. and ag rep for First Stock Yards Bank. Pictured (left to right) are committeemen planning the event. Seated: **John Giddens**, ag rep., 1st Natl.; **Wendel Cline**, ag agent, St. Joe Chamber of Commerce, and **Mr. McClaskey**. Standing: **Benton O'Neal**, a.v.p., 1st Natl., and **Ronald Loudon**, a.e., American Natl. All are from St. Joe.

## MERCHANTS MUTUAL BONDING COMPANY

Home Office  
2100 GRAND AVENUE  
Des Moines, Iowa

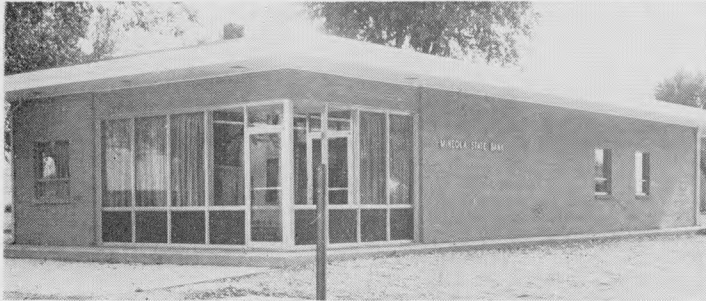
This is Iowa's oldest surety company. A progressive company with experienced, conservative management.

We are proud of our three hundred bank agents in Iowa.

W. W. WARNER  
President

M. J. CORBIN  
Vice President

## Mineola Bank Has Open House in New Quarters



**MORE THAN** 300 persons, including bankers from the surrounding area, attended open house in Mineola, Iowa, last month to inspect the new bank building just completed for the Mineola State Bank. **L. F. Kruse**, president since 1929, said it is the first new building to be erected on Mineola's main street since he joined the bank staff in 1916. The new building exterior,

shown at left above, has a glass and brick exterior, with interior floor space of nearly 1,800 square feet. Pictured in photo at right, during open house, are: **Harold Spencer**, pres., Oakland Savings; **J. W. Davis**, pres., Citizens Savings, Avoca; **Robert E. Lindquist**, v.p., Harris T&S, Chicago; **Lew Ross**, chmn., Council Bluffs Savings Bank, and **Mr. Kruse**.

### 50th Anniversary

October 12 marked the 50th anniversary of the Farmers State Bank in Lake View. No formal observance of the occasion was planned.

### Remodeling Project

A remodeling project, which will result in several hundred additional square feet of area, is underway at the Warren County Bank and Trust Company in Indianola. The project, according to **W. G. Beatty**, executive vice president, also will include the addition of a new public meeting room.

**Mr. Beatty**, as reported last month, has resigned effective January 1 to take a similar position with the Clarke County State Bank at Osceola. He will continue as a member of the board of directors of the Warren County Bank.

**Eugene T. Smith**, 40, cashier and director of the First National at Perry, will succeed **Mr. Beatty** at Indianola on January 1.

### To Open December 1

The move of the Luxemburg Savings Bank was made official recently when the board of directors of the bank voted to move the charter to Dyersville. An office of the bank will remain in operation at Luxemburg. The new bank will be temporarily housed in a building remodeled by **Kirk Gross Company**, Waterloo, bank

building specialists, and will open approximately December 1.

### Application Approved

Application for a detached facility, made by Poweshiek County National Bank of Grinnell, has been approved.

### Remodel Rake Bank

Construction work has begun on the remodeling program at the State Savings Bank at Rake. The building will be widened a total of five feet and the

present building front will be replaced with a textured aluminum covering. This is the 50th year of the bank's operation.

### Senior Vice President

**O. A. Swartz**, president of the Pioneer Valley Savings Bank at Sergeant Bluff, announced recently the association of **Charles H. Walcott** with the bank. **Mr. Walcott**, a past president of the Iowa Bankers Association, will become senior vice president of the

## A GOOD BALL CARRIER

like *The Farm Picture* helps you put full service banking across to farmers, ranchers, dairymen and planters.

A banker writes:

"A recent article on 'split credit' prompted two of our farm customers to consolidate their operating and machinery loans into one credit line with us."

**Ralph N. Taake, Jr.**, Cashier  
First Bank & Trust Company  
Cairo, Illinois

Now in 4 Editions—  
Feedbelt, Ranch, Dairy, South.

Samples and price lists on request.



THE FARM PICTURE®

RANCH-FARM • DAIRY-FARM • SOUTH-FARM  
P. O. BOX F URBANA, ILLINOIS 61802

OUTSTANDING CHOICE OF OUTSTANDING BANKERS



## WANT ADS

Rates 20 cents per word per insertion. Minimum: 10 words.

**NORTHWESTERN BANKER**  
306 15th St., Des Moines, Iowa



For Sale by Southern Minnesota Bank: Large exterior "First National Bank" sign with electric clock attached. Very good condition. Any offer considered. Write Box SMB, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

### LEGAL FORMS

Any form you need we stock, or will print. Special forms then stocked for prompt shipment on reorders.

**IOWA LEGAL BLANK  
& PRINTING CO.**  
Box 238, Webster City, Iowa

### WANT TO BUY

Banker will buy controlling interest of bank up to \$10 million in deposits. Will consider buying up to 100% of stock if necessary. All replies confidential. Write Box NBC, c/o NORTHWESTERN BANKER, 306 15th Street, Des Moines, Iowa 50309.

### SALESMAN

Salesman — Age 25-45. Straight commission. Excellent opportunity for man with initiative to call on Bank and Savings and Loans in Iowa. Exclusive and protected territory. Average annual earnings of our salesmen in excess of \$10,000. Send Resume to Winters Bank Sign Company, 71 West Jersey Street, Elizabeth 2, New Jersey.

**BANKERS** — We are confidential recruiters exclusively for bank clients. Our coverage is nationwide. Send resume including your present salary and requirement, and geographical preference to **DON HOWARD PERSONNEL**, 179 Broadway, N. Y., N. Y. 10007, or phone 201-BA 7-9000 for info.

**YOUR STATE BANKERS ASSOCIATION  
OFFICIAL SAFE, VAULT AND  
TIMELOCK EXPERTS**  
**F. E. DAVENPORT & CO.**  
OMAHA

Northwestern Banker, November, 1964

Digitized for FRASER

<https://fraser.stlouisfed.org>

Federal Reserve Bank of St. Louis

## Burlington Bank Expanding



**ARCHITECT'S SKETCH** shows how exterior of Farmers & Merchants Savings Bank of Burlington will look after remodeling. Work on the project was scheduled to commence November 1, according to **Charles H. Walsh**, pres. In addition to the new exterior, the first floor and mezzanine will be completely rebuilt to accommodate the bank's expanded business.

Sergeant Bluff bank. Mr. Walcott resigned recently as vice president of The First National Bank, Chicago. Prior to that, he was president of the Security National Bank, Sioux City.

### Remodel Minburn Bank

The Dallas County Savings Bank at Minburn has announced plans for an estimated \$20,000 enlarging and remodeling of its banking facilities. Work was scheduled to begin in mid-October. This year marks the 50th anniversary of the bank's existence.

### Johnston Succeeds Strait

Clark H. Johnston has been appointed vice president of the Farmers & Traders Savings Bank at Douds. He succeeds M. O. Strait, who has purchased controlling interest in the Farmers Savings Bank at Packwood, as reported last month.

Mr. Johnston was employed in the Farm Bureau Insurance agency at Fairfield prior to moving to Douds.

### To Davenport Bank

William R. Johnson, assistant cashier of the Citizens National Bank at Boone, has announced his resignation, effective November 1, in order to accept a position as supervisor of the customer service division of the Northwest Bank and Trust Company of Davenport.

### New Assistant Cashier

The First Trust and Savings Bank of Remsen has announced that Marvin L. Krefit is now affiliated with the bank in the capacity of assistant cashier. Mr. Krefit formerly was employed as fieldman and manager of the farm management departments of the Toy National Bank and Farmers Loan and Trust Company in Sioux City.

Kenneth L. Ebsen has been appoint-

ed fieldman and manager for the farm management departments of the Toy National Bank and the Farmers Loan and Trust Company, Sioux City. Prior



M. KREFT

K. L. EBSEN

to the appointment, Mr. Ebsen was associated with the Union County, South Dakota, Agricultural Stabilization and Conservation office. He has been engaged in livestock and general farming since 1948.

### Resigns at Elkader Bank

John J. Miller has resigned from the Central State Bank of Elkader, where he was assistant cashier, and has joined the PCA office in Elkader.

### ON THE COVER

A giant Hereford bull, measuring 30 feet high and 20 feet long, has been erected in Audubon, Iowa, and dedicated to A. A. Kruse, executive vice president of the First State Bank in Audubon, who has been spearhead of activities on behalf of the livestock and farming industry in that area for many years. One of Mr. Kruse's principal achievements has been his handling of the special promotion each year of the "T-Bone Special" train to the stock yards in Chicago. This special train generally has about 55 freight cars of top beef from his section of the state. The Junior Chamber of Commerce erected the bull.



## Open Drive-In at Red Oak



**NEW RED OAK BANK**, the Montgomery County National Bank, featuring two drive-up windows and a walk-in lobby, is now in full operation, according to **W. S. Mayne**, pres. F. E. Davenport and Company, Omaha, was in charge of the building project.

## Bankers Support Continuation Of Migrant Worker Law

A SPECIAL resolution was presented to the Iowa Bankers Association members at their 16th Annual Agricultural Breakfast during the 78th annual convention last month. After presentation by John B. Rigler, president of Central State Bank at Muscatine, the resolution was adopted without dissenting vote.

The resolution asks Iowa members of Congress and the governor to use every possible means to continue Public Law 78, which expires December 31, and which makes possible the use of foreign, migrant workers, principally from Mexico, in the harvesting of perishable vegetable and specialty crops in eastern Iowa counties.

Mr. Rigler stated:

"The farmers of our area are faced with a very serious problem, as are farmers in other parts of Iowa and throughout the nation where perishable vegetable and specialty crops are raised in volume and where the cultivation and harvesting of these crops requires the skill of migrant workers. Earlier this year, a policy was declared in Washington which may lead to the eventual abolishment soon of all foreign labor programs. Furthermore, Public Law 78, which permits the entrance of seasonal workers from Mexico, expires on December 31 of this year. Both of these events are likely to sharply curtail the size of our supplemental work force in this country and work a severe hardship on many of our farmers who depend upon seasonal workers. All of us know that the inability to obtain competent help on the farm is not a new problem but has been one of agriculture's major handicaps for years.

"Within the next few months, farm-

ers will be approached by food processors to contract crops for next season. Without the assurance of adequate seasonal help, many will not be willing to take the risk. The tomato and pickle crops in our area alone represent an annual cash flow of nearly \$6 million to our local economy. This does not include the melons, sweet potatoes and other vegetable crops raised locally with the assistance of supplemental help.

"Immediate action is needed and the following resolution has been prepared:

"WHEREAS, Public Law 78 relating to migrant farm help employed for certain seasonal farm crops in Iowa and other states expires on December 31, 1964,

"BE IT RESOLVED that we in behalf of the farmers in any and all parts of Iowa using migrant help each year to aid in the harvesting of special crops—tomatoes, melons, cucumbers, potatoes, sugar beets and nursery stocks and any other such short seasonal and perishable crops—respectfully ask our Iowa members of Congress and our governor to use their best efforts and all means at their command to assure through prompt executive and/or legislative action the continuation of an adequate supply of supplemental crop harvesting help to which Iowa farm producers of such crops have had access. For all of your anticipated attention to and help in this matter we extend our grateful thanks.

"Adopted by the bankers from Cedar, Louisa, Muscatine and Scott Counties."

As noted above, the resolution also was adopted by the assemblage.

## HAWKEYED!



**MAX ROY**, La Salle Vice President, has a hawk's eye when it comes to Iowa and Iowa farming. He also is hawk-eyed about finding ways and means to help La Salle's Iowa correspondents. He'll act fast and right on the spot to serve you. Why not get the facts from Max. He lives right nearby in Iowa City, but he makes his headquarters at **La Salle National Bank**, 135 So. La Salle St., Chicago, Ill. 60690. STate 2-5200 (area code 312). Member FDIC. Complete Trust Services.



Northwestern Banker, November, 1964

### Rock Rapids Banker

John J. Porter, president of the Lyon County State Bank since its organization at Rock Rapids in 1945, has been elected chairman of the board of the bank. J. C. "Jerry" Leahy, who is associated with Roy Dinsdale in the recent purchase of a majority of the bank's stock, was named president. Mr. Dinsdale was named vice president.

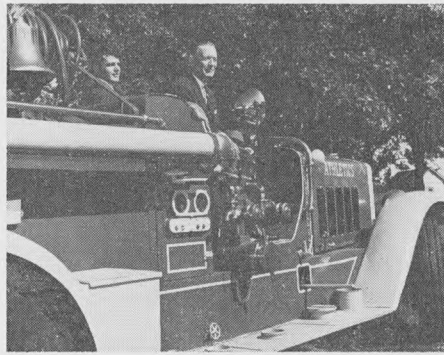
Mr. Dinsdale is president of banks at Neligh, Osceola and Shelby, Neb., and is vice president of the State Bank of Palmer, Neb., where he resides. Mr. Leahy has been a senior examiner for the Nebraska banking department.

### Remodel Britt Bank

A remodeling and enlargement plan of the First State Bank in Britt has been announced by F. A. Rummel, chairman of the board.

The bank has purchased a building to the rear of its present building and, by adding this additional space, the present lobby will be increased by approximately one-third of its present size. The officers' area and the book-keeping department will be enlarged. Provisions have been made for more convenience for customers by having three large coupon booths, including a family room, a large conference

### Buys Fire Truck



**CLASSIC**—Bob Stewart, left, special rep., and Richard L. Dunlap, v.p., Commerce Tr. Co., Kansas City, are shown on a 1925 American LaFrance pumper. Mr. Stewart purchased the classic truck for Joe Knock, pres., Iowa State Sav. Bk., Creston. He bought it from the lucky person who won it at the Kansas City A's fire fighter's night. Mr. Knock plans to use it for bank and civic promotion projects.

room and a directors' room on the first floor.

The modernization plans also include new sidewalks around the building.

Construction started last month and the completion date is set for March 1, 1965.

The Kirk Gross Company, bank building firm from Waterloo, Iowa, the

same contractors who remodeled the bank seven years ago, and who are specialists in building and remodeling bank buildings, have the contract for this job.

### Bettendorf Application

An application asking permission to establish a new bank at Bettendorf has been filed with the Iowa superintendent of banking by Life Securities of Iowa, Incorporated. Life Securities was established at Davenport last January to invest in life insurance stocks, banking enterprises and real estate. According to the application, the bank would have a capital structure of \$10,000.

### CONVENTIONS

November 8-10—ABA National Agricultural Credit Conference, Hotel Peabody, Memphis, Tenn.

November 11-13—ABA 33rd Mid-Continent Trust Conference, Drake Hotel, Chicago.

1965

March 8-10—A.B.A. National Automation Conference, San Francisco.

April 8-10—Independent Bankers Assn., Annual Convention, The Diplomat Hotel, Hollywood, Florida.

### BANKING HEADQUARTERS

As the nation's largest executive placement service, Cadillac has the facilities and the banking consultants to provide confidential, personal service in representing . . . individuals and employing clients.

Typical opportunities:

- PRESIDENTS . . . . . to \$25,000  
Midwest, southwest, west coast.
- EXECUTIVE VICE PRES. . . . . to \$15,000  
New bank—midwest.
- COMPTROLLERS . . . . . to \$15,000  
C.P.A. Banking experience.
- CREDIT MANAGER . . . . . \$15-18,000
- SECURITIES ANALYST . . . . . \$ 9-11,000  
Heavy common stock exp.
- INSTALLMENT LOAN OFFICERS . . . . . \$10-12,000  
Heavy dealer rel. bkgd.
- COMMERCIAL LOAN V.P. . . . . \$10-15,000
- TRUST OFFICERS . . . . . \$11-15,000  
Some requiring pension fund adm.
- INVESTMENT OFFICERS . . . . . \$10-15,000  
Medium to large portfolios.
- PERSONNEL OFFICERS . . . . . \$10-12,000
- OPERATIONS OFFICERS . . . . . \$ 7-11,000
- DIR. OF MKTG. SERVICES . . . . . \$14-18,000  
Background in market research.
- NEW BUSINESS MGRS. . . . . \$10-12,000

**Strictest Confidence Assured**

Please call or write:

Frank Henley or Charles Dodd  
Banking Division

### CADILLAC ASSOCIATES, Inc.

29 East Madison Bldg.  
Chicago, Illinois 60602  
Area Code 312 — Financial 6-9400

### INDEX OF ADVERTISERS

NOVEMBER, 1964

Acorn Printing Company . . . . .	99
American National Bank—Chicago . . . . .	89
American Trust & Savings—Dubuque . . . . .	85
Ascot Hotel . . . . .	38
Ashwell and Company . . . . .	34
Bank of America . . . . .	22
Bank Building and Equip. Corp. . . . .	12-13
Bank of California . . . . .	46
Bank of Montreal . . . . .	44
Bankers Life Company . . . . .	31
Bankers Service Company . . . . .	10, 36
Bankers Trust Company—Des Moines . . . . .	80
Bankers Trust Company—New York . . . . .	8-9
Black Sale System . . . . .	40
Cadillac Associates Incorporated . . . . .	106
Central Bank and Trust Co.—Denver . . . . .	64
Central National Bank and Trust—Des Moines . . . . .	20
Central States Health and Life . . . . .	107
Chase Manhattan Bank . . . . .	34
Chemical Bank New York Trust Co. . . . .	19
Chiles and Company . . . . .	74
City National Bank and Trust—Kansas City . . . . .	17
Commerce Trust Company . . . . .	73
Continental Illinois National Bank . . . . .	37
Cummins-Chicago Corporation . . . . .	50
Davenport, F. E., and Company . . . . .	74, 104
DeLuxe Check Printers . . . . .	16
Diebold, Inc. . . . .	41
Digit Display Corporation . . . . .	39
Doane Agricultural Service . . . . .	99
Douglas-Guardian Warehouse Corp. . . . .	14
Drovers National Bank . . . . .	93
Farm Business Council . . . . .	103
Figge, Reginald, and Associates . . . . .	92
First National Bank—Chicago . . . . .	15
First National Bank—Denver . . . . .	65
First National Bank—Kansas City . . . . .	45
First National Bank—Minneapolis . . . . .	54-55
First National Bank—Omaha . . . . .	69
First National Bank—St. Paul . . . . .	57
First National Bank and Trust—Lincoln . . . . .	77

First National Bank and Trust—Tulsa . . . . .	48
First National City Bank—New York . . . . .	11
First Stock Yards Bank—St. Joseph . . . . .	72
First Wisconsin National Bank . . . . .	91
Kirk Gross Company . . . . .	103
Fred Hahne . . . . .	104
Halsey, Stuart and Company . . . . .	6
Harris Trust and Savings—Chicago . . . . .	7
Hy-Line Poultry Farms . . . . .	35
Iowa-Des Moines National Bank . . . . .	108
Iowa Power & Light . . . . .	46
Irving Trust Company . . . . .	43
LaMonte, George, and Son . . . . .	42
LaSalle National Bank . . . . .	97, 105
Lawrence Warehouse Company . . . . .	47
Leamington Hotel . . . . .	56
Livestock National Bank—Sioux City . . . . .	60
Marquette National Bank . . . . .	87
Merchants Mutual Bonding Company . . . . .	102
Merchants National Bank . . . . .	2
Midland National Bank . . . . .	52
Minnesota Commercial Men's Assn. . . . .	56
Murphy, Thomas D., Company . . . . .	92
Mutual Fire and Auto . . . . .	97
National Bank of Commerce . . . . .	71
National Bank of Waterloo . . . . .	98
National Reserve Life . . . . .	49
Northern Trust Company . . . . .	3
Northwestern National—Minneapolis . . . . .	59
Northwestern National—Sioux Falls . . . . .	61
Old Security Insurance Companies . . . . .	95
Omaha National Bank . . . . .	75
Omaha Printing Company . . . . .	72
Ozark Airline . . . . .	51
Recordak Corporation . . . . .	4
Robert B. Schweser and Company . . . . .	79
Studley Shupert Trust Investment Council . . . . .	40, 48
TV Bank Corporation . . . . .	34
United States Check Book Company . . . . .	76
United States National Bank—Omaha . . . . .	66
Valley Bank and Trust Company—Des Moines . . . . .	83
Valley National Bank—Arizona . . . . .	38
Western Mutual Insurance . . . . .	44
Western and Southern Life Insurance . . . . .	101
B. C. Ziegler and Company . . . . .	50

# Banks Plus Central States Take Care of Senior Citizens



E. E. Placek, Chairman of the Board,  
First National Bank, Wahoo, Nebraska reports:

"The First National Bank has been offering the Bank Health Plan since 1960."

"We find that Central States' program is doing a good job of taking care of our senior citizens. Bank Health provides equal treatment for all age groups, good claim service, prompt bank service, and customer goodwill."

More than 1,000 banks offer Bank Health protection. It is available to any of your checking account customers up to age 80...it will continue for life...and there are no increases in premiums or no decreases in benefits as the policyholder grows older.

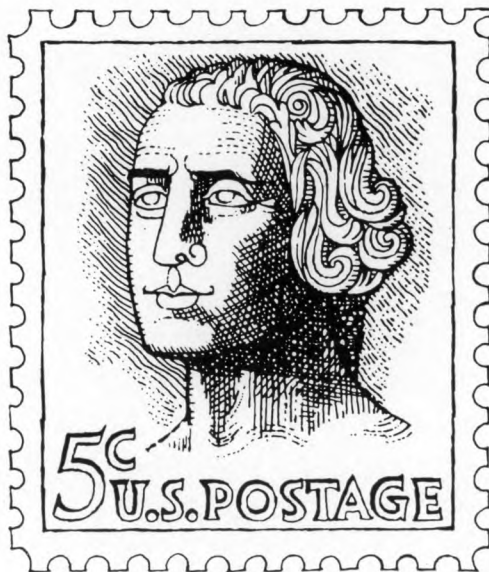
President Kenneth A. Tool sums up the Wahoo bank's attitude this way: "We would recommend Central States to any of our banker friends without reservation. We can describe our association with Central States in two words—MOST SATISFACTORY!"



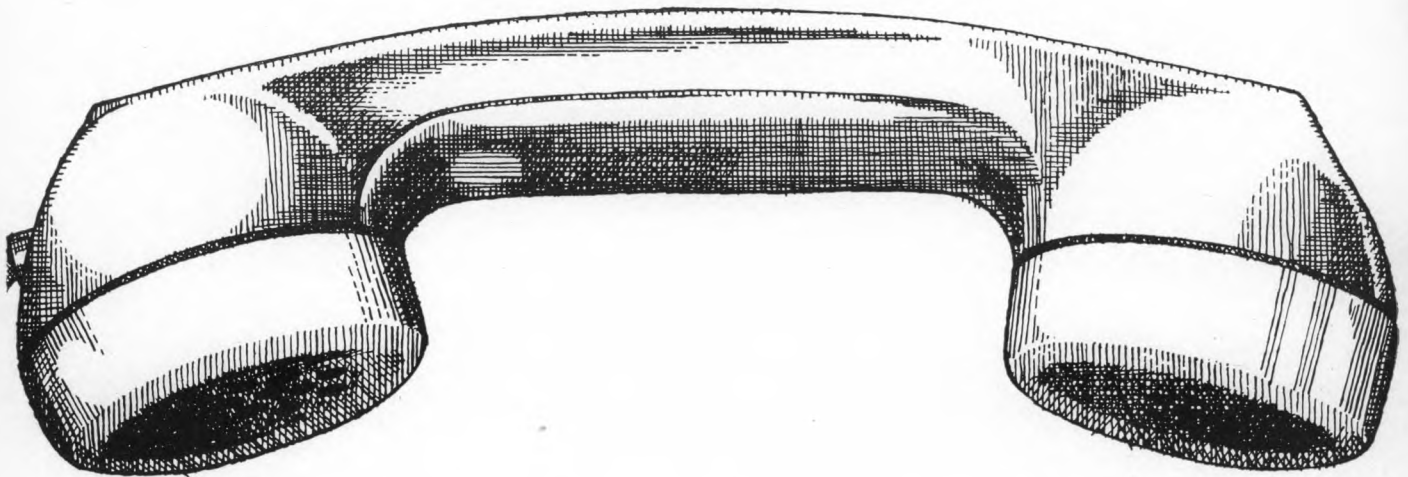
## CENTRAL STATES HEALTH & LIFE CO. OF OMAHA

T. LESLIE KIZER, President  
CENTRAL STATES INSURANCE BUILDING  
HOWARD AT 18TH STREET • OMAHA

UNDERWRITING EXCLUSIVELY THROUGH FINANCIAL INSTITUTIONS



**write  
or  
call...**



## **Municipal Bond Service:** *always a little faster*

Yes, the Municipal specialists in our Bond Department are always willing to help any and all of you with your bond problems.

These specialists are well qualified to analyze and evaluate your present bond holdings, and will be glad to help you plan for future investments.

Our Bond Department offers Municipal and Government Bonds for sale. We provide for the safekeeping of these valuable securities.

Evaluation, planning and safekeeping... these are the three key words in our Bond Department. And remember, too, our team of correspondent bankers is always ready, willing and

able to help. Just write, wire or phone us. How about today?



Jerry Nelson

George Harnagel

Bob Buenneke

Ben Eilders

John Hunt

*We're here to help you get what you want*

# **IOWA-DES MOINES-NATIONAL BANK**

Sixth and Walnut, Des Moines, Iowa • CH 3-1191

Member Federal Deposit Insurance Corporation