A recent continuing survey by Northwestern Bank­er shows “Safekeeping” to be second on a list of services important to country banks. MNB’s security facilities are among the nation’s most advanced, and our massive new vaults, like the one above, are the truly safe place for your bank securities. For peace of mind, enter your portfolio for safekeeping at MNB. Service like this is one big reason why half of all Iowa banks are MNB correspondents.

So many ways we can help you...
To our many friends in banking...

Merry Christmas

Happy New Year

The Northern Trust Company

50 South La Salle Street
Chicago, Illinois 60690
FI 6-5500 • MEMBER F.D.I.C.
There is goodwill in the hearts of men at Christmas. There's a warm welcome for the neighbor—a
deep desire for friendship between nations—a determination to achieve lasting peace. « Clouds
scud along the horizon, sometimes building up to frightening thunderheads. Angry voices thunder
without reason—and threats, like lightning, break and crash over the people's heads. « Yet the
eternal stars are there—stars of Hope, of Faith, of Love—now dimmed or hidden by the clouds
—now breaking through with a clarity and brilliance and strength that will not be denied. « May
these stars be seen and followed by the wise men of all nations. May they light the path to
peace. That is the Christmas prayer of the people.

BANKERS TRUST COMPANY

CHRISTMAS 1964 / Once more we reprint this now familiar prayer of ours, exactly as it was written seventeen years ago.
New Travel Service

A new travel service called TIP PACKS has been introduced nationwide by Manufacturers Hanover Trust Company, New York. TIP PACKS is a pre-packaged kit of foreign currency in “small change” denominations, containing approximately $10 in small bills and coins, to facilitate travel from one country to another. The bank is offering a variety of 15 different currencies.

MODEL selects a pre-packaged kit of foreign currency from among TIP PACKS available for 15 different countries.

After Manufacturers Hanover researched and tested TIP PACKS, it was added to the bank’s list of more than 80 services. Demand for it grew immediately from a “bon voyage” type of gift to quantity purchases by businessmen traveling abroad. Because of its proven convenience and acceptance, the New York bank has now made TIP PACKS available nationwide through its correspondent banks.

Each TIP PACK contains, in addition to the actual money, a folder showing pictures of coins and descriptions of major bills, so the traveler can familiarize himself with the look and feel of the currency before exchanging his U.S. dollars or travelers checks. A conversion table showing the exchange rate also is a useful money-saver.

Each TIP PACK lists the vital statistics on tipping and tells what is considered the correct amount to tip porters, waiters, bell hops, taxi drivers and others in each foreign country.

Manufacturers Hanover TIP PACKS are available for Austria, Belgium, Denmark, The Netherlands, England, France, Germany, Greece, Italy, Mexico, Norway, Portugal, Spain, Sweden and Switzerland. Correspondent banks may obtain TIP PACKS for their customers directly from Manufacturers Hanover in New York.
Bankers Invited to Attend Clinic on Egg Contracting

The annual Midwestern "Quickie" Workshop, sponsored by the American Poultry & Hatchery Federation at the Hotel Fort Des Moines in Des Moines, Iowa, Friday and Saturday, January 8-9, includes one day devoted to a "Clinic on Egg Contracting." Members of the banking profession in the twelve midwestern states are invited to attend.

The clinic has been prompted by a growing feeling among midwestern poultry industry members that the key to holding ground in the competitive regional egg production picture, insofar as midwesterns are concerned, rests with contract production.

Charles Meler, Nashville, Ill., hatcheryman and president of the American Poultry & Hatchery Federation, states that the midwest has been losing ground because producers and local business communities as a whole have been slow to look upon egg production as a commercial venture worthy of saving.

"Egg money is still important money," declares Meler. "Furthermore, it is important to the midwestern agricultural economy. The poultry industry last year meant gross income to farmers of $3.4 billion. Despite all the attention focused on the spectacular growth of the commercial broiler industry and large scale turkey farming, the egg industry accounted for over 55 per cent of that $3.4 billion figure.

"Further, the midwest's twelve states accounted for over 47 per cent of the national egg production. Unfortunately, this is a smaller percentage than has prevailed in former years.

"We can hold and perhaps regain ground through contract production. This means we need to work closely with our lending institutions and they need to learn more about the egg business. We are not going to hold our egg business if we talk in anything other than local production 'pods' that provide enough volume to cut marketing costs."

The program for the clinic features speakers from all over the midwest, including several from financial institutions.

The program starts at 9:45 a.m. on Friday morning, January 8. The entire program on Saturday is devoted to the "Clinic on Egg Contracting." At 2:05 p.m., a panel of four men will discuss "Sources of Credit." Participants will be: Donald Murray, Farmers Independent Credit Corporation, Lake Park, Iowa, representing agricultural credit corporations; Wayne O'Neal, executive vice president, First National Bank, Gibson City, Ill., representing commercial banks; Charley Bartley, Boone Valley Co-op, Boone, Iowa, representing production credit associations, and Joe Dodgen, Agri.Factory Corporation, Humboldt, Iowa, representing the industry.

New Sales Representative

Earl T. Klein, vice president-sales director, Bank Building and Equipment Corporation of America, announces that Jamie G. Cannon has joined the firm's sales staff. Mr. Cannon received a bachelor's degree in architecture at Washington University, St. Louis, and was formerly a principal in the firm of Cannon, Herman & Field, Inc., architects and planners. He will serve Bank Building Corporation's Mid-Continent Division from St. Louis headquarters.

112th Thorp Office

Thorp Finance Corporation has established its 112th office with the opening of a branch at Marion, Iowa. Located at 1246 7th Avenue, the office will operate as Thorp Credit Inc. Walter Crook is manager.

The branch is the 12th in Iowa for Thorp which also has 82 offices in Wisconsin, 18 in Minnesota and one in Missouri.
"From the start, we’ve been freed of worrisome building details"

... by our Bank Building Consultant and his team,"

says Mr. Wilcox. “It’s a relief to work with people who know our business, who don’t have to be familiarized with bank operations. We were able to concentrate on our own work. They assumed total responsibility for every phase of our project.” You, too, can save time, trouble and worry on your new quarters project. Talk with one of our Consultants. He’ll explain how we could do it for you.

MID-CONTINENT DIVISION

Write Jack Miner, Manager, 1130 Hampton Ave., St. Louis, Mo. 63139 or phone collect Mission 7-3800

Ira F. Wilcox
President

John Huffman
Project Consultant

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600 View Ag Credit Problems

OVER 600 bank executives who administer farm credit in all sections of the nation attended the 13th Annual ABA Agricultural Credit Conference in Memphis, Tenn., last month.


Delegates expressed particular interest in a series of seven “bull sessions” covering many phases of farm management as they relate to banking. It was pointed out that bankers must be able to identify the management capability of a farmer early. This can best be accomplished by working with 4-H and F.F.A. groups as well as young farm families in their communities.

To work with young farmers, banks must develop special loan programs suitable to the needs of those with limited capital resources.

Bankers were urged to help build good management characteristics, particularly of young farmers, by encouraging the keeping of good farm records and the utilization of farm planning, for both short, and long-range periods. Annual crop and livestock plans, cash-flow schedules, and budgeting were mentioned as forward planning tools being adopted by successful farmers. It was pointed out that the appropriate use of these management tools were excellent indications of good management practices.

Live Stock Promotions
Joseph M. White and Howard H. Beermann have been appointed vice presidents of The Live Stock National Bank of Chicago, Robert E. Hamilton, president, announced.

Mr. Beermann joined the correspondent division of the bank in the fall of 1962. He was formerly in banking in Sioux City, Iowa. Thirty-four years old and married, he holds a Bachelor of Science Degree in general agriculture from the University of Nebraska and is a licensed pilot.

Mr. White was formerly an assistant vice president with the Central National Bank of Cleveland, where for 14 years he specialized in credit and loans.

B of A Foreign Branches
Extending its direct coverage in Central America, Bank of America has opened a branch in Panama City. Another office will be opened soon in Managua, Nicaragua.

The Panama branch will be headed by John Gonzalez, former New York officer of Bank of America (International), and assistant manager of the bank’s office in Guatemala City for the past three years.
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Northwestern Banker, December, 1964

900 Attend St. Louis Conference

OVER 900 bankers from 24 states were guests of the First National Bank in St. Louis last month at the bank's 18th annual Conference of Bank Correspondents.

Exceptional interest was shown in two panel discussions. "What's Ahead in Agriculture?" was the basis for one of the panels, and the other panel featured the question, "Is Correspondent Banking a Two-Way Street?"

Agriculture panel members included: Dr. Elmer R. Kiehl, dean, School of Agriculture, University of Missouri; Dr. Harold G. Halcrow, head of Ag Economics, College of Agriculture, University of Illinois, and Dr. Henry J. Meenen, head of Department of Ag Economics, University of Arkansas.

Dr. Halcrow predicted that net income and average acreage per farm in the United States is expected to increase during the next decade while the number of young people entering farming is expected to decrease, with the result that a higher proportion of older farmers will be operating at least one-half larger acreages by 1975.

The correspondent bank panel was made up of John M. Shonsey, executive vice president and chairman, executive committee, Omaha National Bank, Omaha, Neb.; L. W. Henderson, Jr., senior vice president, North Carolina National Bank, Charlotte, N. C.; Hartley G. Banks, president, Columbia Savings Banks, Columbia, Mo., and Lawrence Keller, Jr., president, Alton Banking & Trust Company, Alton, Ill.

Leading the discussion were Wilhelm R. Mesenbrink, senior vice president, and Carroll F. Burton, vice president of the First National Bank in St. Louis.

It was decided that if the country banker would select one of its correspondent banks as its principal correspondent—confide in it and make it its partner—the two banks will benefit, and banking will benefit.

The visiting bankers heard Gordon W. McKinley, vice president of McGraw-Hill, Inc., New York, take issue with the majority of economists that the present economic advance may end sometime in the last half of 1965.

Mr. McKinley suggested that the reasoning behind these pessimistic forecasts is invalid, based on present indicators and predicted that the economy will continue its upward swing beyond 1965.

What is the Canadian economic outlook?

The GNP in Canada this year is expected to have grown by 8% to $46.5 billion. If you want to help clients expand into this fast-moving market, Canada's First Bank can help answer your questions.

With 940 offices coast to coast and $4.5 billion in assets, Bank of Montreal is at the heart of all business activity.

Our monthly Business Review will keep you well-informed. It's yours for the asking.

For more details on the many ways Bank of Montreal can help you and your clients, write or visit our nearest U.S. office.

The Bank of Montreal supplies the answers

The appointment of Ernest Gray, Jr., C.L.U., as Agency Department Administrator of The Central National Life Insurance Company of Omaha has been announced by Robert H. Jordan, executive vice president of the company. Mr. Gray will direct all agency advertising and public relations activities for the Omaha firm.

A veteran of 36 years in the insurance business, Mr. Gray served most recently as general agent in Omaha for Republic National Life of Dallas.
Attacks "Myths" About Debt

ATTACKING four salient myths commonly expounded about debt, Rudolph A. Peterson, president of the Bank of America, said last month that federal debt is not an unmitigated evil. The question of reducing or expanding federal debt, he asserted, "should not be determined by the absolute size of the debt, but by the economic impact that will result."

"Fears which surround the concept of debt," Mr. Peterson said, "were not particularly damaging a century and a half ago when most of our forbears were a pretty independent lot. Today, however, in the new environment of essential interdependence of people the proper extension of debt performs a vital function. It must grow in order for the economy to prosper."

Contending that debt extension is needed for the health of the economy, Mr. Peterson went on to examine the first of what he labeled "questionable propositions—or myths."

One cannot say debt in the United States is too high, he pointed out, except when its negative effects become unbearable and further extension of debt becomes difficult. "Thus," he stated, "in this sense total net debt is not excessive since there is no apparent dearth of credit in this country nor signs that credit as a whole is approaching a breakdown."

"The second myth," he noted, "is that debt has grown much more rapidly than our ability to pay it off. When we talk about the ability to pay off current debt it is implied that the total debt could suddenly be called, and that there would be an immediate shift of real assets from debtors to creditors. This prospect is exceedingly improbable."

Although total debt today is six times what it was in 1929, he explained, it was only twice as costly in terms of the paying power of goods and services to repay a dollar of debt in that year as it is now. In addition, increased productivity has meant that in terms of human effort the cost of repaying the per capita debt is now lower than in 1929. "A third myth," Mr. Peterson stated, "is that the recent high growth of federal debt is a major problem. Actually net federal debt outstanding at the end of 1963 was not much higher than at the end of 1945—one of the peak years. Thus from the standpoint of taxable income, which represents a rough estimate of the potential for paying off the federal debt, we are in a far easier position today than we were at the end of World War II. Moreover," he added, "the extensive assets now under federal ownership could well be considered as partially offsetting federal debt."

In discussing the final myth that federal debt must be reduced or, at the very least, cannot be allowed to expand further, Mr. Peterson emphasized, "Federal debt viewed in the context of the astronomical growth of other aspects of our economy becomes much less alarming."

Concluding his remarks Mr. Peterson said these myths may prevent wiser and more flexible use of federal debt as an instrument of economic policy. The federal government has the inescapable responsibility for maintaining balance in our economy, and fiscal policy—including debt management—might be used more extensively to enable it to fill this role effectively. "There is no reason for irrational fear of this if we are watchful of possible abuses in spending."

Consumer Banking School
The 14th Resident Session of the School of Consumer Banking will be held August 8-20, 1965, at the University of Virginia, Charlottesville. This specialized school of advanced banking education is sponsored by the Consumer Bankers Association, in cooperation with the University's McIntire School of Commerce.

Estate Planning Contest
The trust department of The First National Bank of Chicago announced recently its sponsorship for the third consecutive year of a $1,000 estate planning competition for all Illinois law students.

In contrast to the drafting and problem solving requirements for the 1963 and 1964 contest, this year's entrants will submit a 4,000 to 8,000 word essay on any one of seven topics chosen by officers of the trust department.

In addition to the $1,000 first prize, second and third prizes of $500 and $250 will be awarded to statewide winners. Cash awards will also be given to the first and second place winners from each participating law school.
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By not being afraid to get mud on his feet—he’s helped correspondent banks and their customers beyond measure.

He surprises some. Apparently they expect the traveling representative of a 5-billion-dollar bank to be less painstaking. But that wasn’t how he earned the title “the New York banker with the hometown touch.”

With an intimate knowledge of business and industry, and with the aid of correspondent banks everywhere, your man at Chemical New York can often supplement your own staff in accommodating customers.

He offers you the services of a large corps of specialists, with headquarters in the financial capital. That’s a lot of service. A lot of shoe leather. It saves steps for you. Chemical Bank New York Trust Company, New York 10015.

Chemical New York

Northwestern Banker, December, 1964
ABA President Comments . . .

Effect of General Election On Nation’s Fiscal Policy

NORTHWESTERN BANKER asked Reno Odlin, new president of the American Bankers Association and chairman of the Puget Sound National Bank in Tacoma, Washington, for his views on the implications of the recent national elections for the banking industry. His comments follow:

THERE IS little or no reason to believe that the outcome of the recent elections will result in drastic changes in fiscal policy. The United States is now in a position where changes in national administration do not result in drastic changes in monetary or debt management policies. We have been fortunate in more or less isolating these areas from fluctuations occasioned by political changes.

Stabilizing Force

This broad principle, which has developed over the years, provides a stabilizing force for gradual changes in monetary and debt management policies as circumstances require from time to time. The non-partisan approach to monetary matters also tends to reassure other nations of the Free World that we stand ready to defend the dollar—the major reserve currency in the world today. The general acceptance of the principle of non-partisan monetary and debt management has been amply demonstrated in recent years. We have had Democrats serving as Secretary of the Treasury in Republican administrations, and Republicans serving as Secretary of the Treasury in a Democratic administration. Generally speaking, politics has had no place in these functions.

The recent action by the Federal Reserve Board in raising the discount rate and modifying Regulation Q was made necessary by the creation of a differential resulting from Great Britain’s bank rate increase from 5 to 7 per cent. This move undoubtedly would have been made, in just the same way, regardless of the outcome of the recent election and regardless of which party was in the majority.

Dollar Strength

The late President Kennedy was faced with a serious balance of payments problem when he entered the White House. In spite of his desire and his efforts to keep the economy expanding and to reduce the unemployment rate, he was realistic enough to see the danger if foreigners lost confidence in the strength of the dollar. By special gold telephone in the White House he kept track of the gold flow and the day-to-day events that affected the balance of payments. When President Johnson addressed a joint session of the Congress shortly after he assumed the presidency, he repeated President Kennedy’s pledge to protect the value of the dollar.

Monetary policy has been “independent within government” since the organization of the Federal Reserve System 50 years ago. This arrangement was not perfect when it was established in 1913, nor is it perfect today. It has made tremendous improvements over the years and will undoubtedly make many additional improvements in the years ahead. But, in spite of any shortcomings the system might have had or may still have, I would hate to think of the nation’s monetary policy without an independent Federal Reserve System to run the day-to-day business of managing the country’s money supply.

Fiscal Policy

Fiscal policy is a quite different matter. Here the administration has great and direct influence, although the final results are subject to the approval of Congress. Unless we should have a serious national emergency or unless business slumps unexpectedly and drastically, I would hope that President Johnson would follow through with his policy of frugality in government spending so we can realize the benefits of the tax cut and still speed the day when a balanced budget is a reality.

“Balanced budget” is not just an old-fashioned phrase: it is a definition of a principle—that over a period of years we should take in as much as we pay out and “live within our means.”

—End.
’Tis the season to be jolly.

Once again, this year Continental Bank will display its enchanting annual exhibit, "Traditions of Christmas"... a pageant of magnificent figurines and backgrounds in scenes which depict the customs of Christmas in many lands.

This charming display is located on our main banking floor. It enables us to say "Merry Christmas" to our friends and customers in a warm, yet unique manner.

May we take this opportunity to wish the same to you... wherever you are, and to ask you to stop in and see us, when you’re in Chicago.

CONTINENTAL BANK
CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY OF CHICAGO

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Northwestern Banker, December, 1964
National Charter For Mercantile

A SPECIAL meeting of the stockholders of the Mercantile Trust Company, St. Louis, will be held December 21 to authorize the conversion of the state chartered trust company into a national banking association under the supervision of the Comptroller of the Currency. It is contemplated that the conversion will become effective at the close of business Christmas Eve, December 24, after approval by a majority of Mercantile stockholders at the December 21 meeting.

Kenton R. Cravens, chairman of the board of Mercantile Trust Company, said that because of recently enacted federal laws and regulations, plans for the conversion had been in process for sometime.

He stated that the directors and management of Mercantile had concluded that conversion to a national bank charter was to the best interest of both the community of St. Louis, and the bank's depositors, stockholders and customers throughout the nation.

Mr. Cravens stated that it was expected that operation under a national charter would provide greater flexibility in many phases of Mercantile’s banking and fiduciary functions while requiring no significant sacrifice in any important area. The converted bank will continue to be a member of the Federal Reserve System and its deposits will continue to be insured by the Federal Deposit Insurance Corporation.

To Chemical Board
J. Wilson Newman, chairman of the board and chief executive officer of Dun & Bradstreet, Inc., has been elected a director of Chemical Bank New York Trust Company, it was announced recently by Harold H. Helm, chairman of the bank.

An alumnus of Clemson University and New York University Law School, Mr. Newman began his career with R. G. Dunn & Company in 1931, shortly before its merger with The Bradstreet Company. After several years of credit reporting, he was given a wide range of assignments which led to his election as vice president in 1946. He became president in 1952 and chairman in 1960, continuing as chief executive.

Elect Denver Banker
Roger D. Knight, Jr., chairman of the board of the Denver U. S. National Bank, has been elected to the board of trustees of the Foundation for Commercial Banks.

Mr. Knight was elected director of the United States National Bank, Denver, in 1949; he became president in 1954. When United States National was consolidated with Denver National Bank on January 1, 1959, Mr. Knight became president of the new institution—Denver U. S. National Bank. On January 16, 1962, he was elected chairman of the board and chief executive officer. He is also chairman of the board of Broomfield Bank, Broomfield, Colo.

New Foreign Exchange List
Manufacturers Hanover Trust Company, New York, is distributing a new edition of its “Foreign Exchange Quotations” folder. The folder lists 179 foreign exchange rates and contains two tables showing the decimal equivalents of (a) shillings and pence and (b) common fractions.

Copies are available at the bank’s international division, 44 Wall Street, New York 15, N. Y.

Bankers Trust Promotions
William C. Bullock and Thomas A. Herbert have been elected vice presidents of Bankers Trust Company, New York, according to William H. Moore, chairman of the board.

Mr. Bullock is in the municipal bond division where he was previously sales manager.

Mr. Herbert, who is in the investment research division, joined Bankers Trust in 1954. He became assistant treasurer in 1956 and assistant vice president in 1958.

2,000,000th Loan
The Valley National Bank, Phoenix, made its 2,000,000th installment loan last month, according to Jo Abbott, senior vice president in charge of the department.

The bank makes 10,000 loans each month through its statewide installment lending operations. During the past 29 years, the bank has loaned over $1.75 billion in installment funds.

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Whenever you have a special problem in any aspect of your bank’s advertising or public relations, call on First National to help you. Advertising assistance is only one of our wide range of correspondent services . . . all geared to meet the highly competitive pace of today’s banking.

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FROM EACH OF US AT THE CENTRAL, MAY THE COMING YEAR BRING YOUR FAMILY'S EVERY WISH INTO CLEAR REALITY.

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

One of a series of three Financial Public Relations Association regional meetings will be held in Minneapolis April 5 at the Sheraton Ritz Hotel, it was announced by FPRA national headquarters in Chicago.

Chairman for the meeting is Albert H. Heimbuch, vice president, Farmers & Mechanics Savings Bank. Vice chairman are Monroe Stenerson, vice president, Richfield Bank & Trust Company, who is also a member of the board of directors of FPRA, and Gordon Malen, assistant vice president, First National Bank.

Roosa Resigns from Treasury

Robert V. Roosa, Undersecretary of the Treasury for Monetary Affairs, will join the banking firm of Brown Brothers Harriman & Company, as a general partner; it was announced in New York. Mr. Roosa’s resignation from his treasury post is effective December 31. He will be admitted to the banking firm, subject to the approval of the New York State Banking Department and the New York and American Stock Exchanges, on January 1, 1965.

Mr. Roosa was appointed Under Secretary of the Treasury for Monetary Affairs by the late President Kennedy in 1961. While at the treasury he had served as head of the U. S. delegation to the work party on balance of payment problems of the O.E.C.D. and as chairman of the group of deputies of the ministers of the group of ten, appointed to examine the international monetary system.

From 1946 to 1961, Mr. Roosa was connected with the Federal Reserve Bank of New York as economist and as vice president and head of research.

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Ralph N. Taake, Jr., Cashier First Bank & Trust Company Cairo, Illinois

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New York Promotions

Five new vice presidents have been named by the First National City Bank, New York. They are: Robert L. Huston, William M. R. Mapel, Alan W. Peters, William M. Crane and Parker E. Nielsen.

Mr. Huston joined the bank’s petroleum department as a trainee in 1956, was appointed an assistant cashier in 1958 and was later named assistant vice president.

Mr. Mapel joined First Na-

R. L. HUSTON

W. M. R. MAPEL A. W. PETERS

tional City as a trainee in 1957. He was assigned to the Illinois-Wisconsin district in 1958, became an assistant cashier in 1959 and an assistant vice president in 1962.

Mr. Peters joined the bank as an assistant cashier in 1959 following service with New York Trust Company. He served in the southwestern district, was named an assistant vice president in 1960 and was transferred to the western district in 1962. In his new assignment, he will be in charge of the southwestern district.

Mr. Crane and Mr. Nielsen are in the bank’s investment division.

Name Executive Committee

Charles R. Howell, newly elected president of the National Association of Supervisors of State Banks, and commissioner of banking and insurance in New Jersey, has appointed 12 state bank supervisors to the Association’s executive committee.

Included among the new appointees are John Chrystal, Iowa superintendent of banking, representing the eighth FDIC district, and John D. Chisholm, commissioner of banks in Minnesota, representing the Ninth FDIC district.

Elected to Detroit Board

John F. Gordon, president and chief operating officer of General Motors Corporation, was elected to membership on the board of directors of the National Bank of Detroit last month.
America’s futures trading center is just around the corner from the Harris

—another good reason for doing your banking here

If you or your customers are interested in commodities, over 90% of the grain futures in the U.S. are traded at the Chicago Board of Trade, just around the corner from the Harris Bank.

Chicago beckons for many reasons: an international port, heart of U.S. railroads, export center of the nation, world’s busiest airport, to name a few.

Good place for a banking connection, but why should it be the Harris?

The fact is, correspondent banking is a major part of our business. The Harris has a corps of experienced men who will make the bank available to you—overloans, international banking, public relations, personnel training—and the many other services you’d expect of a principal bank in the business center of America.

Stop in the next time you’re in Chicago, and let us show you some of the ways we help correspondent banks build their businesses.
Business Leaders See Continued Good Business for 1965

Good business for the first half of 1965 and very probably for the entire year was forecast by six prominent business leaders early this month at the Iowa-Des Moines National Bank's sixth annual conference on "Iowa Business Trends for 1965." More than 560 business leaders from Des Moines and central Iowa attended the one-day session at Hotel Fort Des Moines.

Calvin W. Aurand, president of the bank, presided at the meeting. The noon luncheon speaker was popular Dr. Paul S. Nadler, associate professor of finance at New York University. The other five speakers were corporate executives whose firms have strong relationships in Iowa.

Dr. Nadler: Continued good business at least until mid-year, and beyond this if a new stimulus, such as another tax cut, is injected. No appreciable drop is expected under any circumstances, because of strong basic forces, although housing is the weakest point and will remain so until the "war babies" generation gets married and finds the jobs that these millions will need to pay for new home formations.

The biggest "if" at this point is the likelihood of a steel strike in May. We will probably see a tightening by the Fed of money policies in the months ahead because it can't maintain an "easy money" policy in the face of its recent rate changes.

There is so much money available from various sources that the squeeze is on banks to deter loan rate increases, despite necessary increases in savings rate to be competitive internationally. We will see an increased use of fees for services performed by banks, as opposed to income based mainly on prime loan rates.

If inflation hits in 1965, all bets are off, but we don't really anticipate inflation at this time.

Sidney McKnight, regional vice president, Montgomery Ward & Company, on "Retailing": Retailing's success depends on income levels, population growth and consumer's desire to spend. The outlook for all three in 1965 is optimistic. Nationally, retail sales should total $261 billion in 1964, up six per cent from 1963. In 1965, retail sales will be about 275 billion, up another 5 per cent over this year.

George H. Swift, Jr., vice president, Swift & Company, on "Agriculture and Livestock": Activities of packers, store managers and hog raisers are at work to build and improve the image of pork for the future of Iowa's livestock economy. Development of meatier-type hogs has been a constructive factor.

Iowa's cattle on feed in the past 14 years have gone from 1,600,000 head to 1,750,000 head. Increased competition comes from the growth of feedlot operations on large scale in such states as Nebraska, California, Texas, Colorado and southeastern states to some extent. However, Iowa has such plus factors as lower cost feeds that are locally produced and fed on diversified farming operations.

Packers have made good gains in exporting meats to Japan and Europe, going from $87 million in 1962-63 to $118 million for 1964.

Charles H. Whitmore, chairman and president, Iowa-Illinois Gas & Electric Company, Davenport, on "Utilities":

We anticipate a continuation of good business in 1965. The six principal investor-owned companies in Iowa have budgeted construction expenditures in Iowa of more than $55 million, some 25 per cent over the $41 million for 1964. Nationwide increases are about 2 per cent. Northwestern Bell will spend some $39 million for new facilities in Iowa in 1965, about the same as 1964, which was about 20 per cent higher than the record year of 1963. We don't expect business in Iowa to jump up 25 per cent, but this kind of investment must be made now to stay ahead of service demands so we can be ready for anticipated requirements.

Peter Kiewit, president, Peter Kiewit Sons', Inc., on "Construction": Our firm has $550 million in contracts all over the U.S., Canada and three foreign countries and we normally do upwards of $300 million of work per year.

In your state, agricultural output has increased by 26 per cent to $242 billion in the past 14 years, while the industrial output has gone up 25 per cent and is now over $7 billion. One hundred of the top 500 corporations in the U. S. now operate one or more plants in Iowa. Construction resulting from Iowa growth is important to your economy, with 34,000 construction people earning just under $200 million annually. I expect an increase in construction dollar volume in Iowa of 6 per cent for 1965, compared to a national average of 4 per cent.

Carter L. Burgess, chairman, American Machine & Foundry Company, on "Manufacturing": 1964 has been a "brilliant" year for Iowa manufacturing and there are good reasons for expecting the same in 1965. Production at Western Tool & Stamping Co., Des Moines (an AMP subsidiary), is up 20 per cent for 1964 and this increase will probably continue for 1965, although possibly at a lower rate.

Problems we can face in 1965 are possible price increases in some areas, unemployment among younger persons, displacement caused by automation, although automation now is at a point where it is creating jobs.

CONFERENCE SPEAKERS (from left): Charles H. Whitmore, George H. Swift, Jr., Sidney A McKnight, Carter L. Burgess, Peter Kiewit, Dr. Paul S. Nadler and Calvin W. Aurand.
ANYTIME, ANYWHERE...

BANKING HAS A FRIEND AT CHASE MANHATTAN

But it's a good deal more than just friendship. Day in, day out, we're working with and for our banking friends... bringing new ideas and providing services for better banking. For instance, we make available the financial counsel of our industry specialists, to help you with your customers in technical fields. When you're confronted with a request for a loan of unusual size or nature, call on our loan specialists. And the assistance of our portfolio advisors often enables you to make the most of your bank's investments. With this sort of practical friendship, it's understandable why more than 1200 of our correspondents have done business with Chase Manhattan steadily for fifty years or more!

Remember... anytime, anywhere, you can count on and use your working friends at Chase Manhattan.

THE CHASE MANHATTAN BANK

Head Office: 1 Chase Manhattan Plaza, New York, N. Y. 10015

Northwestern Banker, December, 1964

There’s really safety in our numbers

Millions of accounts have been coded using the LeFebure ARANS method of numbering. This is the most practical, most generally accepted account numbering method. It employs two basic records—CompuCard Account Number Register and a Master Card File for cross reference. ARANS compliments the proof operation, sorting, posting, check filing and all file reference.

LeFebure Corporation
Cedar Rapids, Iowa 52406

Please send complete information on your account numbering method.

Name of Bank
Address
City State
My Name and Title

New Associate Editor for Northwestern Banker

David L. Lendt has been appointed associate editor of the NORTHWESTERN BANKER and its companion publications, the Underwriters Review and Iowa-Nebraska Bank Directory. Mr. Lendt has moved to Des Moines from West Union, where he has been news editor the past two years for the Fayette County Union weekly newspaper.

A native of Grand Island, Neb., where he attended elementary and high schools, Mr. Lendt was graduated in 1960 from Iowa State University at Ames with a Bachelor of Science degree in Technical Journalism. After graduation he was news editor for the Anamosa Journal and Eureka at Anamosa, Iowa, until he was called into the United States Army for one and one-half years of service. After completing his military duty, Mr. Lendt joined the West Union newspaper.

At West Union he was a member of the Lions Club, vice president of the Junior Chamber of Commerce and served on the City Plan and Zoning Commission. He is a member of Sigma Delta Chi professional journalism society, and the Iowa Press Photographers Association.

Other members of NORTHWESTERN BANKER staff are Malcolm K. Freeland, publisher; Ben Haller, Jr., editor, and Larry Nothwehr, associate editor.

D. L. LENDT

Rogers H. Woods, Jr.

Rogers H. Woods, Jr., executive director of the Foundation for Commercial Banks, died November 28, of a heart ailment in University Hospital in Philadelphia, Pa.

Mr. Woods joined the Foundation in 1959 as executive secretary, was elected secretary-treasurer in 1960, and executive director in 1962.

He was previously a partner in Woods, Donegan & Company, Inc., New York financial public relations firm.

Western Banco Director

Stanton G. Hale, president of Pacific Mutual Life Insurance Company, was elected a director of Western Bancorporation last month.
a very personal SEASON'S GREETING from your Men from Mercantile in St. Louis

James Brown
Robert C. Rood
John Scieszka
John T. Wilkinson
E. Schoor
Jim Smith
R. E. Latham
L. A. Baker
John H. Queneman
Dale F. Keen

MERCANTILE
SAINT LOUIS, MO. TRUST COMPANY
MEMBER F.D.I.C.
LARGEST BANK IN MISSOURI

Northwestern Banker, December, 1964
We know all the presidents of our correspondent banks by their first names.

So?

Is this a reason to give your correspondent business to the National Boulevard Bank of Chicago?

In itself, no. But what it suggests may give you reason to switch to us. It suggests that you're more than a number at National Boulevard—that you're a person, an entity, and that your problems are as real as you are. It suggests the personal approach we take toward correspondents. It suggests individual attention, tailor-made advice, an uncommon interest in seeing you make good.

Example: We'll be happy to analyze your portfolio, evaluate the earning distribution of your assets, and recommend adjustments for proper balance and sound financial health—recommendations that will help you keep the profit you make on loans. These will be specific recommendations, tailored to your specific situation. No vague formulas, no generalities. Can you imagine a bank with several hundred correspondents having the time or inclination to do this for each one?

Our purpose is not to run your business. It is simply to provide you with information that will help you manage your own operation more profitably. We know that as you prosper, we stand to prosper. So we're not only willing, we're eager to provide expert counsel.

Doesn't that make sense, Harry?

If it makes sense to you and you want more information call Fritz Wagner at...

NATIONAL BOULEVARD BANK OF CHICAGO
400-410 N. Michigan Avenue • Phone 467-4100
MEMBER F.D.I.C.

Remove Loan Ceiling

The Treasury Department last month removed the ceiling on the amount of loans a national bank can make when the loans are secured by direct obligation of the United States.

The ceiling had been 25 per cent of a bank's capital and surplus if the government obligation matured more than 18 months from the date of the loan. There was no ceiling at all on shorter maturities of such obligations.

The removal of the ceiling, it is said, is applicable to state member banks through Section 11 of the Federal Reserve Act, which says these institutions shall operate under the same limitations in this area as national banks.

Miss Drive-In Teller

Sandra Haber, drive-in teller at the Bettendorf Bank and Trust Company, Bettendorf, Iowa, has been selected Miss Drive-In Teller—1965 in a national vote of bankers.

The Miss Drive-In Teller contest is sponsored annually by The Mosler Safe Company to give recognition to outstanding drive-in tellers who have a major responsibility for building customer goodwill.

WINNER of Miss Drive-In Teller Contest, Sandra Sue Haber, is shown with Charles Singer, Iowa Mosler repr, left, and Robert Knapp, exec, v.p., Bettendorf Bk. & Tr. Co.

Miss Haber and two other finalists, Susan Kinsey of the Nassau Trust Company, Glen Cove, N. Y., and Margaret Turner of the Alva State Bank, Alva, Okla., were presented to bankers at the American Bankers Association Convention in Miami Beach in October. The winner was selected by ballot from thousands of bankers following the convention.

Mosler provided complete wardrobes for each of the finalists at the ABA Convention. Miss Haber's grand prize is an all-expense vacation for two at the Jamaica Inn in Jamaica, British West Indies, with transportation by British Overseas Airways Corporation 707 Jet.
around money the finest is "Steel-strong"

1 AUTOMATIC COIN WRAPPER
Amounts and denominations automatically indicated by patented "red bordered windows". Amounts in windows always in register...eliminates mistakes. Accommodates all coins from 1c to $1.00.

2 TUBULAR COIN WRAPPER
Especially designed for machine filling...a real time-saver. Packed flat. Instant patented "Pop Open" action with finger tip pressure. Denominations identified by color coding...6 different standard colors.

3 RAINBOW COIN WRAPPING
Color coded for quick, easy identification. Red for pennies...blue for nickels...green for dimes...to indicate quantity and denominations...eliminates mistakes. Tapered edges.

4 DUZITALL COIN WRAPPER
Extra wide...extra strong. Designed for areas where halves are wrapped in $20.00 packs..."red bordered window" for ease of identification. Accommodates $20.00 in dollars, $20.00 in halves. Tapered edges.

5 OLD STYLE COIN WRAPPER
Basic coin wrapper in extra strong kraft stock. Printed in 6 different standard colors to differentiate denominations. Triple designation through colors, printing and letters. Tapered edges.

6 KWARTET COIN WRAPPER
Wraps 4 denominations in half size packages. A miniature of the popular "Automatic Wrapper"...25c in pennies, $1.00 in nickels, $2.50 in dimes, $5.00 in quarters.

7 FEDERAL BILL STRAP
Package contents clearly identified on faces and edges by color coded panels with inverted and reverse figures. Made of extra strong stock to assure unbroken deliveries. Only pure dextrine gumming used.

8 COLORED BILL STRAP
Entire strap is color coded to identify denomination. Printed amount appears on top and bottom of package. Extra wide for marking and stamping. Extra strong stock for safe delivery and storage. Pure dextrine gumming.

9 BANDING STRAPS
Ideal for packing currency, deposit tickets, checks, etc...do not break or deteriorate with age. Size 10 x ½ inches and made of strong brown Kraft stock with gummed end for ease of sealing. Packed 1000 to a carton.

SEE YOUR DEALER OR SEND FOR FREE SAMPLES

THE C. L. DOWNEY COMPANY • HANNIBAL, MISSOURI • DEPT. W

Northwestern Banker, December, 1964
The franc is local currency in France.

So is this.

Bankers in 124 countries sell Bank of America Travelers Cheques with confidence, knowing they're local currency anywhere in the world.

For you as a seller, they have special advantages: they're pre-packaged and MICR coded for electronic handling (you minimize overhead, receive even faster claims service).

They're insured by the Federal Deposit Insurance Corporation as a deposit. And your supply is electronically replenished—Bank of America's computers anticipate your needs, keep you supplied automatically.

Find out more about the profits you can make handling this worldwide currency.

BANK OF AMERICA TRAVELERS CHEQUES

One South Van Ness, San Francisco 20, California

BANK OF AMERICA NATIONAL TRUST AND SAVINGS ASSOCIATION - MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
Here's How a Hagerstown, Maryland Bank Sells Money for Gifts

Money by the inch—
Money by the yard—
Money by the pound—
Chests of money—
 Buckets of money—
 Money trees—
 Birds of money sitting on branches of money trees.

SOUNDS like paradise? Actually these are ingredients in a highly successful promotional campaign developed by the Hagerstown Trust Company, Hagerstown, Md., which uses each of the above as a "for sale" gift item in order to draw customers to its savings, loan, checking and many other banking services.

William E. King, Jr., Hagerstown Trust vice president and treasurer, developed and now supervises the promotional money campaign. In his words, "Hagerstown Trust sells money to promote banking services."

Some of the items the bank sells are:
 Corsages, with bills of any desired denomination for "green leaves."
 Instant Money, packaged in a cannister and "guaranteed non-caloric." The label warns, however, that continued use of contents may be habit-forming.
 Cold Cash, inserted in a simulated ice cube and packaged in a transparent plastic box.
 Bit-O-Money, cash packaged as a candy bar (with permission of the candy company).

Money Magic Magician’s Kit, complete with directions and all items necessary for performing six magic tricks with money.

Natural Development

The Magician’s Kit was a natural development for Mr. King, who is himself an amateur magician. (He and a fellow magician, Adolfo Cerceda, have collaborated on a book titled, “The Folding Money Book.” A new book on the merchandising of money will be published this year.)

Before starting on the present program of "marketing money." Mr. King used magician’s novelties and tricks in bank displays he created for Hagerstown Trust. One of his more popular displays was an illusion in which a pile of pennies appeared to turn into dollars as onlookers approached.

Mr. King’s program has not been quite that profitable, although it was instantly successful and its popularity is growing.

He borrowed the original money-selling idea from a bank in California that had sold five-pound boxes of money. With the California bank's permission he used this novel way of packaging cash for a Christmas gift season. It was highly successful, so Mr. King tried "rings of money," and so the program has grown.

Reputation Growing

As the word has spread on the program, hundreds of requests have come in for information and literature from Hagerstown area residents and organizations, and from other banks—one as far away as Melbourne, Australia.

Although the program has grown tremendously, Mr. King has still managed to keep its operation simple.

Requests for information or samples of promotional

BANK SELLS MONEY . . .
(Turn to page 72, please)
WHAT do businessmen think of their banks? By and large, according to a recent exclusive Northwestern Banker survey of nearly 100 midwest retailers, wholesalers and manufacturers, businessmen think highly of their banks and the services they offer.

Among the roses, however, are several thorns.

A few businessmen, as might be expected, are not at all satisfied with their banking institutions for various reasons.

One retailer, for example, criticized his bank for its attitude toward borrowers. "They are doing us no favor when they loan us money and we make our interest payments on time," he remarked. "We have never borrowed over 25 per cent of our quick assets and now borrow 10 per cent. In other words, we feel that we are doing them the favor."

Personalities, according to the survey, are extremely important to the businessman and are reflected in his criticisms.

Even in complimenting his bank, one businessman placed emphasis on personalities when he remarked that "there is nothing I dislike about my bank. My only comment would be that some of its staff members are friendlier than others. Purely personal."

To further cite the importance of people-to-people relationships between banks and their businessmen customers, nearly every comment made in favor of a particular institution listed "friendly" among its descriptive adjectives.

More evidence of the personality factor was apparent, if tongue-in-cheek, when a businessman, asked what he liked least about his bank, replied, "The president."

**Other Criticisms**

Other dissatisfaction arose from what respondents termed "excessive charges" for services, inadequate parking facilities, poor public relations, lack of an active small loan department, inability to handle peak hour business, failure to provide "business trend" information, lack of community interest, ultra-conservatism and the bank's "ability to make a customer feel he is interrupting the bank's day."

Another businessman claimed that his bank lacked competitive spirit and noted that "the building and loan associations and auto lending agencies get my business by default."

It should be pointed out, however, that all the complaints listed came from a very small percentage of the businessmen polled.

On the other hand, responses indicated that all but four of the businessmen questioned would recommend their bank to another business firm and several noted that, in fact, they had done so.

All but two replied that their banks have a large enough capacity to handle their borrowing needs.

Asked if any officer of their bank called on them in their places of business, 25 responded in the affirmative while 53—more than double the affirmative responses — reported that no bank officer ever calls on them. Some of those stated, though, that the officers would call if requested to do so.

Others offered the opinion that the local bank would do itself a favor by making periodic visits to business customers as a means of enhancing the bank's public relations.

Just seven respondents reported that their banks offer any type of business forum, conference or meeting for local businessmen. Without exception, the seven described the forums as constructive.

**Drive-In Boon**

Drive-in banking, according to the survey, is a boon to the businessman. Asked "What is the best new service your bank has started in recent years?" the businessmen gave a resounding vote of confidence to drive-in banking facilities.

A total of 39 named drive-in banking the best new service and 13 named drive-in facilities as one of the two most important services offered by their banks.

In spite of the fact that most dissatisfaction voiced by businessmen could be traced to personality differences, the respondents apparently choose their banking centers with less regard for personalities than for other factors.

The primary reason they gave for choosing their present bank was the fact that the business account had "always been there" or that the account was there when the respondent assumed management of the business.

The convenience of the bank's location was second in frequency in choosing the bank for the respondents' business accounts.

It should be noted, however, that personality-related factors were close behind. "Previous favorable personal experience" with the bank accounted for numerous decisions in favor of a particular bank as did the bank's "favorable lending policy" toward the business in question. (See Graph I.)

The one most important service offered by his bank the businessman felt was that of providing business

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**Graph 1**

For what reasons did you choose your present bank for your business account?

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<tr>
<th>Reason</th>
<th>First Choice</th>
<th>Second Choice</th>
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<td>Precedent</td>
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<td>Location</td>
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<td>With Bank Staff Member</td>
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</tbody>
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Number of Replies

Total first and second choice replies to question: 132

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*Northwestern Banker, December, 1964*
loans. Accurate handling of the business account also accounted for several votes. Interestingly, courteous tellers were named as the “most important service” ahead of after-hours depository service, investment advice, trust services, quick service for business accounts, safe-keeping service, drive-in banking and good business advice! (See Graph II.)

The Breakdown
Following is a complete breakdown of responses to each of the questions put to the businessmen:

1. For what reason did you choose your present bank for your business account? (First figure, first choice; second figure, second choice.) Convenient location, 17-7; solicited by bank, 3-0; friendship with someone in bank, 4-11; firm member on bank board, 1-0; size of bank, 0-1; recommended by friend, 3-2; favorable lending policy toward business, 13-10; bank financially sound, 4-3; bank's advertising, 0-0; previous favorable experience with bank, 10-13.

2. What is the most important service your bank now provides for you? (First figure, first choice; second figure, second choice.) Business loans, 31-6; personal services, 5-13; good business advice, 6-6; personal contact, 2-7; drive-in banking, 4-9; evening bank hours, 0-0; safekeeping services, 2-1; preparation of payroll, 0-0; courteous tellers, 7-4; trust services, 0-6; investment advice, 0-0; accurate account handling, 12-13; quick service for business deposits, 3-3; after-hour depository, 2-1.

3. What is the best new service your bank has started in recent years? Drive-in facilities, 32; bank by mail, 1; improved facilities (expansion, modernization), 4; after-hour depository, 4; liberalized loans, 2; SBA loan participation, 1; issuance of account numbers, 1; periodic mailing of account statements and cancelled checks, 1.

4. Does any officer of your bank call on you in your place of business? Yes, 25; No, 53. If yes, how often? At least monthly, 10; quarterly, 4; semi-annually, 4; annually, 6; when requested, 3.

5. Do you think the banks in your community have a large enough capacity to meet your lending needs? Yes, 78; No, 2.

6. Does your bank have any type of business forum, conference or meeting for local businessmen? Yes, 7; No, 59.

7. Do you rate the service of your bank sufficiently good to recommend it to another business firm? Yes, 62; No, 4.

8. What do you like least about your bank or its staff? Attitude, 3; failure to provide business information, 4; excessive charges, 2; inadequate parking, 1; poor public relations, 1; inactive small loan department, 1; inability to handle peak traffic, 3; inability to remain confidential, 3; lack of community interest, 1; ultra-conservatism, 3; the president, 1; no private discussion room, 1.

Additional Information
1. Types of businessmen polled: Retailers, 61; wholesalers, 6; professionals, 3; contractors, 3; manufacturers, 5. (A total of five neglected to report their businesses.)

2. Number of questionnaires sent, 487; number returned, 83.

3. Questionnaires sent to nine cities and towns in the midwest. Size of communities varied from 7,000 persons to a population of 500,000.

Conclusions and Suggestions
Conclusions derived from the information provided by the businessmen questioned, with their corresponding recommendations, are as follows:

1. Banks which do not now offer drive-in banking facilities might do well to consider addition of such facilities for the benefit of their business-customers as well as the general public.

2. Scheduled visits to businessmen, in their places of business, may enhance the image of the bank in the eyes of its business customers. It may also result in an increased awareness of the local business picture. Differences, too, may be alleviated through such contacts.

3. Issuance, to businessmen, of local “business barometer” readings on a periodic basis is appreciated by business customers.

4. Conducting business forums, sponsored by the bank, is another means of enhancing the bank’s public relations among its business accounts. In addition, it may also result in increased understanding of the businessmen’s problems. (One contractor noted that he felt his bankers “don’t know as much about my business as they think they do.”) Such forums may also dissolve misunderstandings between the bank and its business clients.

5. Courtesy, at every level, is of utmost importance. — End.

Northwestern Banker, December, 1964
Chicago Banks Announce
Merger At Livestock Conference

By MALCOLM FREELAND
Publisher

The directors of Central National Bank in Chicago and the directors of the Live Stock National Bank of Chicago have agreed on a proposed merger between the two banks. The merger plan is subject to shareholder and regulatory authority approval.

The announcement was made jointly by Frank E. Bauder, president, Central National Bank, and Robert E. Hamilton, president, Live Stock National, during the Correspondent Conference sponsored by the latter bank in conjunction with the International Livestock Show in Chicago early this month.

All officers and staff of the Live Stock National will move to the Central National's loop location at 120 South LaSalle. The Yards banking facilities will be closed in accordance with Illinois law. Mr. Hamilton will become senior vice president, Central National, and be named to Central's board of directors. He will direct the merged bank's correspondent banking and agricultural industry activities as well as supervise the servicing of national accounts.

David L. Reimers, who retired earlier this year as president of the Live Stock National, will move into an active position with the merged bank with the title of chairman of the advisory committee on agriculture.

Live Stock directors who will go on Central National's board in addition to Mr. Hamilton are:

- Joseph E. Lisek, v.p. of Live Stock Natl., chats with one of the veteran registrants at the host bank's annual conference, P. A. Blackford, a retired Iowa banker, now living in Ottumwa.

Northwestern Banker, December, 1964

Frank Bauder (left), pres. of Central Natl., and Robert E. Hamilton, pres. of Live Stock Natl., exchange congratulations following joint announcement of intention to merge the two banks.

Joseph E. Lisek, v.p. of Live Stock Natl., chats with one of the veteran registrants at the host bank's annual conference, P. A. Blackford, a retired Iowa banker, now living in Ottumwa.

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Joseph E. Lisek, v.p. of Live Stock Natl., chats with one of the veteran registrants at the host bank's annual conference, P. A. Blackford, a retired Iowa banker, now living in Ottumwa.

E. A. Hayes (left), pres. of Hillsboro Sav. at Hillsboro, Iowa, and dir. of Henry County Sav. at Mt. Pleasant, Iowa, visits with Robert E. Hamilton, pres. of Live Stock Natl.
TODAY'S bank executive officers will attest to the fact that the managing of a bank is much more complicated than it was a generation or more ago. The rapid expansion of bank services in the past two decades has necessitated the need for top management to be more aware of detail. Since World War II management has had to orient its thinking more and more toward over-all productivity and profit in order to meet the rising competition in salaries, fringe benefits, interest and expanded services of other financial institutions.

In banks of all sizes everywhere, to keep the commercial banking system functioning well and competitively in the financial community, there has developed the need for recruiting, training and developing capable men and women for management responsibility. This is perhaps the most critical need in the coming years.

Successful Approach

One of the most successful approaches found by executive management is the growing use of management consultants, firms who help with every type of management procedure and development of human resources.

J. D. Batten, president of Batten, Batten, Hudson & Swab, Incorporated, Des Moines, Iowa, is the author of "Tough-Minded Management," a book that is currently one of the top conversation pieces among management people from New York to Los Angeles. It is presently the fastest selling of all volumes on management. An interesting discussion of the book appeared in a recent issue of the Harvard Business Review. Because of the success the Batten firm has achieved in the areas of management development and advisory service, the Northwestern Banker interviewed Mr. Batten concerning how these services might be applicable to banks. He was enthusiastic about the opportunities bank management has as a vital force in financing America's growth.

Need and Desire

He feels there is a need and desire for management consultant services for all banks. This, he said, led him to expand the firm's staff of experts this year by adding Ed Anson to head a Financial Division. Dr. Anson is a former staff member of the American Bankers Association and has had considerable experience in working with bank management.

Mr. Batten was asked for specific ways in which bank clients have been assisted.

"We have found that banks have a real need for the very kind of blueprint for profit and growth which they look for and seldom find in their own customers. "They need employees and officers who have been carefully selected, thoroughly trained and who can reflect enthusiasm which is infectious. They need a productive and thoroughly-organized management climate.

"Not long ago, several members of the staff and I had just completed presenting a one-day seminar in a midwest city which included assorted bank officials. Heavy stress had been placed on the principles we have used in banks and assorted companies of all kinds which have stimulated real growth and profit.

"At the end of the day a bank vice president asked me to meet with the president of his bank, who had read the book, 'Tough-Minded Management.'

"When I met the president he said, 'I want a bank which is tough-minded throughout. I want the kind of people, policies and systems you have described.'

What Was Done

"We did this with the bank in point, starting by analyzing the officer staff. We held 10 two-hour sessions for training, as well as having individual interviews with these men. We analyzed systems. We worked with each individual department manager to help him get his own department streamlined, simplified and organized. Our goal was to help build the departmental officers and help them sharply increase the productivity of their departments.

"We studied basic attitudes, we held individual and
UNDOUBTEDLY, there are many farmers and bankers alike who think of estate planning as an unnecessary luxury. Their feeling is that if the farmer or rancher survives the numerous perils of weather, costs and prices with any estate to worry about, maybe Allah will take over the planning and worrying chores from that point on.

Farming and ranching have become sufficiently complex, the credit requirements are now so great and the impact of taxation or other dissipating factors is so burdensome that farmers and ranchers, as all other businessmen, must be considered important candidates for an estate plan.

Who Does Planning

Accepting this as a premise, who or what institution should concern itself with the planning and administration of the farm or ranch customer's estate? I would like to suggest to you that there are at least two important reasons why the agricultural banker should become active in this field.

The first reason is directly related to public relations and your bank's competitive position in the industry and community. If an agricultural bank is organized and prepared to be of assistance to its customers in the planning and administration of estates, it obviously has one more service to offer and one more tool to employ to attract and hold customer business. Thus, "one-stop banking," "full-service banking," "complete financial service" or whatever may be your trade slogan becomes more meaningful.

Traditionally, the country banker has always been called upon to serve as advisor to his customers in family as well as financial matters. In many country banks the senior officers have often been requested to assume responsibilities as executors, guardians or trustees. Frequently, this service has been rendered cheerfully but without the careful planning or the strength and continuity that could have been provided if the bank itself had been organized, equipped and qualified to render such services. Unfortunately, there have been occasions when the well-meaning officer, acting individually, has invited personal liability and criticism of his institution by performing in situations in which the planning, draftsmanship and administration left something to be desired. Such unhappy experiences are very hard on good public relations and are the reverse of what we strive for. The negative aspects and the potential liability for the unprepared are very important and are not to be disregarded—in fact, the profit potential for many years may not completely justify the liabilities. Why, then, assume the risks?

Other Business Customers

The public relations value of being able to offer such a service successfully in the community has already been mentioned as it relates to the farm customer. Almost of equal importance is the public relations value of working closely and constructively with local attorneys, insurance representatives and accountants. The contacts with these people can be of mutual benefit and can open many avenues to new accounts and additional income for the bank. Each successful association established with such a professional man is an entree to some of the other business of his many clients.

The second major reason why an agricultural bank should be active in the estate field, although partially a public relations reason, is also a basic matter of economics and a concern of the bank's loan officers. The increasing size and merchandization of farm and ranch units has resulted in tremendous new demands for credit. Generally, land debt increases, capital debt for machinery increases and livestock loans increase as farm operations tend to get larger. At the same time the anticipated pay-out periods tend to lengthen.

Provides Transition

Thus sound financing of larger units often requires a projection which the unexpected death of the owner or operator could seriously disrupt. The lender must not only have an intimate knowledge of the current operation, but he should also know what provisions have been made for an orderly transition if and when the boss dies. Assured continuity of operations and management are as important in large agricultural credits as in other major business loans. The alternative is to regard the death of every important borrower as the automatic signal for a liquidation sale. Such a sale may or may not be timely and may or may not resolve the lender's problems. Seldom will it provide the solution desired by the decedent or his family.

The best interests of the customer, his family and his banker can be met only by intelligent planning during the lifetime of the customer. Some persons, unduly influenced by superstition or morbidity, shrink from a frank discussion of after-death plans for property. I believe, however, that as our farm customers grow more
knowledgeable about the devastating effects of taxation, probate costs and liquidation sales, the reluctance to discuss estate plans becomes more and more rare.

Changing social patterns in the agricultural communities also have a bearing on the need for sound estate planning and on the part the bank can play in both planning and administration. Divorces and remarriages, while probably not yet as common as in the metropolitan areas, are more frequent in the country than years ago; thus provisions must be made for divorced spouses and second families. The time-honored concept of letting property pass by the statutes governing intestacy or by joint tenancy with the right of survivorship may work a real injustice and hardship on family members and lender alike.

Statistics also indicate that many of the younger members of farm families who leave for city jobs have little desire or training to return to the burdens of farm management in the event of Dad's death. In such a case, the agricultural bank may have another opportunity for service.

Country Bank Advantages

Let us consider for a moment some of the advantages that the local country bank has in this field of estate planning and administration and then consider some of the pitfalls and dangers in the area.

Many bankers feel that the fields of estate planning and administration are so complex and involve such specialized knowledge and expense that the country bank has no proper place in the business. There is certainly some truth in that position, but there is equal truth in the statement that if the country banker recognizes his abilities and limitations his bank may render a greater service in the estate field than the city bank with the highl y organized trust department.

In the first place, not all city banks with efficient trust departments understand the operation of a farm, ranch or livestock business. Risks and types of investments that we accept as rather normal aspects of daily life may be quite foreign to the city-oriented trust officer. Decisions regarding farm property and practice, which involve familiar factors for the country banker, may be quite new and difficult for the city counterpart. And certainly not least of all is the matter of communicating with a rural client or members of his family. The representative of the large city bank, though able and qualified, just may not speak the language nor appeal to the rural citizen.

Real Opportunity

Even the city bank's trust department, which is adequately staffed with men who understand the problems of agriculture and are able to gain the confidence of the farm customer, may have other problems brought about by physical distance from the estate property and the time necessary to go back and forth.

All in all, the country banker by reason of his personal knowledge of the family, of the particular farm or ranch and of agricultural conditions in the community would seem to be equipped to make a real contribution to the planning and administration of his customer's estate.

However, the wise and prudent country banker will recognize the responsibilities and liabilities as well as the costs involved in the operation of a department offering these services.

He will recognize and operate within the limitations of the knowledge and organization at his disposal. He will recognize that in most cases the operation of a trust department offering services such as we have been considering is not a profitable departmental operation for some years after its launching.

Must Prepare Well

Many small banks that clamor for trust powers are not staffed or equipped to accept the responsibilities. The supervisory authorities quite properly take close looks at applications for the right to exercise full trust powers when the staff and facilities are not consistent with the proposed program or the potential of the area.

The conscientious and informed country banker who is interested in this field is aware that it is no longer sufficient to keep in his desk a supply of printed will forms that may be filled out with names and dates and amounts. This type of estate planning service should have disappeared at the same time that he threw away the inexpensive set of spectacles kept in his desk drawer for the use of any customer who might have forgotten his own. In neither case is the tool sufficient for the need.

The country banker who is doing a good job in this field recognizes the complexities of modern tax laws, corporate organization and accounting procedures; and if his own organization is not adequate, he does not hesitate to refer his customer to the services of specialists when necessary. In any event, he recognizes the necessity of preparing well.

ESTATE PLANNING . . .

(Turn to page 56, please)
Banks Keep Prime Rate at 41/2%  

Federal Reserve Board Raises Savings and Time Rates

STRONG pressure from no less a personage than President Lyndon Johnson appears to have forestalled any move on the part of commercial banks to increase their prime lending rate from the present 4½ per cent, where it has been pegged since August, 1960 when it was reduced from 5 per cent.

Triggered by Great Britain's jump in its bank rate from 5 to 7 per cent late last month to battle a speculative attack on the pound sterling, the Federal Reserve Board in Washington authorized the 12 Federal Reserve banks to increase the rediscount rate from 3½ to 4 per cent. Action on this step was followed within a few days by directors of each of the banks.

Prime Rate Watched

At that point, top banking authorities, bankers in the nation's leading financial centers, and corporate officials kept a minute-by-minute watch to see if any bank would break upward with its prime rate, since banks normally try to maintain a 1 per cent spread between rediscount and prime rates. Citizens & Southern National Bank of Georgia was the first to announce its increase to 4% per cent prime rate, the first time since 1956 that a bank outside New York had been the first to do so. That was on Friday, November 27. On Monday, November 30, The Union Bank in Los Angeles broke upward to the 4% per cent prime rate.

In the meantime, however, the First National Bank of Boston also announced its increase to 4½ per cent on Friday. But after President Johnson's message of Wednesday, December 2, when he said the government looked with disfavor on a prime rate increase, the First National of Boston officials reconsidered and the following day rescinded Friday's action and returned to 4½ per cent. This appears to have put a prime rate increase to rest for the time being.

Speculation among bankers now is whether the President will try to dictate bank rate terms to commercial banks as he has done on prices to the steel industry.

Savings Rates Go Up

Allied with this action and starting at the same time was the Federal Reserve Board's authority granted to banks to increase rates of interest paid on time and savings deposits. Under the new regulations the permissible maximum rate on time deposits (including Certificates of Deposit) is increased to 4½ per cent for those with maturities of 90 days or more, and to 4 per cent for those with 30 to 89 day maturities. The latter is an innovation, since it previously had been a 1 per cent rate for maturities less than 90 days. The previous rate for maturities of 90 days or more had been 4 per cent.

On passbook savings deposits, the permissible maximum rate of interest has been fixed at 4 per cent. Previously this rate was 3½ per cent on deposits under one year, and 4 per cent for one year or more.

These rate increases were designed to permit banks engaged in international competition for such deposits to have competitive rates, although they may be used by any bank in the United States.

New York Action

Major New York banks went to a 4 per cent rate on all savings deposits. Before, they paid 3½ per cent for those less than one year and 4 per cent on those in the bank more than one year. Banks in other cities were proceeding cautiously, although Bank of America and Crocker-Citizens National in San Francisco did raise their CD rates from 4 to 4½ per cent on time deposits for one year, 3½ to 4½ for those in a 6 to 12 month period, and 3½ to 4 per cent on the 3 to 6 month CDs.

At press time, no move had been learned of from New York to advance CD rates above the 4 per cent level.

Elsewhere, action to increase savings or CD rates was limited. In Denver, for instance, three of the cities largest banks and 12 smaller ones announced they were raising savings rates to 4 per cent regardless of how long the money is on deposit. Banks in most other parts of the nation were content to let rates remain "as is" for the time being.

FDIC Statement

FDIC Chairman Joseph W. Barr and FDIC Director K. A. Randall jointly issued the following statement on action permitting savings and time deposit increases:

"The Federal Deposit Insurance Corporation is acting jointly with the Federal Reserve System in this move with full awareness of the Federal Reserve's primary responsibility for monetary actions. The increase of the rate is a reflection of the present international position, and carries out the Federal authorities' responsibility in this field.

"At the same time we would urge banks which are not directly involved in the international area and not under direct pressure from international rate structures to exercise the greatest prudence under the new rates. We suggest that bankers all over the nation resist upward rate pressures unless the strengths of their own portfolios and continued sound credits amply justify any upward action.

"The new rates are designed to allow the banking system to respond to an international adjustment. They should not in any sense be used for speculative purposes or for unsound competitive drives."

Premature in Denver

In the area served by Northwestern Banker, the Denver action appears at press time to be the only one taken for higher savings rates. Col...
This is Gerry Keidel—
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changing complex of international
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smaller towns entering the export
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Northwestern Banker, December, 1964
THE PANEL ON OUTLOOKS. From left: Earl L. Butz, Dean of the School of Agriculture, Purdue University; Ezra Solomon, professor of finance, Stanford University; L. J. Berry, a.v.p., First National Bank, who presided, and J. C. Downs, Jr., chm. of the board, Real Estate Research Corporation.

1st of Chicago Speakers Predict

Steady Business for '65

By LARRY NOTHWHEIR
Associate Editor

RESTRAINED optimism was the word of the day as a variety of speakers addressed the 18th Annual Conference of Bank Correspondents held early this month by the First National Bank of Chicago. The more than 2,000 bankers and wives who attended this two-day affair returned to their banks with a broad background of information on general outlook and bank management.

Because of enlarged facilities, the First National was able to host both bankers and their wives together at a reception and dinner. Homer J. Livingston, chairman, presided at the dinner and introduced a former member of the First National family, John Nash Ott, who addressed the group. Mr. Ott, who is director of Time-Lapse Research Foundation, Inc., and president of John Ott Pictures, Inc., pioneered time-lapse photography while with the bank and reviewed developments since it became a business rather than a hobby.

Vice presidents in charge of the 11 lending divisions of the First National Bank reviewed the outlook for the various industries served by their divisions. In brief, here is what they anticipate for 1965:

With reducing imports and continuing increased consumption, the cattle and hog industry can look for slightly higher prices in the next 12 months. Retail stores and clothing sales will be up in 1965, but profit levels generally will be down. Assuming a favorable settlement of labor problems in the steel industry, the automobile and farm machinery people can look to another fine year. Installment sales finance and consumer finance companies will continue to expand in 1965.

The food industry, with continued expansion and diversification, will experience another fine year. The housing industry will continue to expand but at a slower rate. Residential construction, a key sector of the total picture, is the biggest question mark with an expected leveling off at the record levels established in 1963. Public utilities, airlines, railroads and motor freight will continue to do very well during the coming year. Brokers are experiencing an excellent year and the outlook is very good for a continuation. Continued low prices in the oil industry will hold profits down again in 1965. Construction will increase, but increasing costs will mean continued difficulty in presenting a good profit picture. Recent developments in the foreign picture indicate stepped up activity by the government in the aerospace industry. Thus, the electronics industry will show another record year in 1965.

Discussing Trends in Banking, Charles F. Newhall, vice president of Division F serving Banks and Bankers, said, “Taking all factors into consideration, the prospects for good bank earnings are quite favorable for 1965.” The factors cited by Mr. Newhall were such things as increasing interest rates on savings, possible decreasing rates on mortgages and the ever present threat of an inflationary boom. To combat the pressures on bank management to obtain better profits to meet already heavy and steadily rising expenses, there has been a trend to lessen the quality of portfolio investments and expand loan ratios. Bankers were cautioned to re-examine policies and portfolios in view of the somewhat cautious outlooks for the economy in 1965.

Management

Joseph Fenner, vice president of Loan Division F, presented a thorough discussion on the subject of Bank Debentures. With the help of slides, he was able to demonstrate graphically the manner in which this comparatively new means of raising bank funds can work for most banks, regardless of size. By comparing the cost and return from 4 per cent time deposits and 5 per cent debentures, it was pointed out that the cost of de-

STRAWBERY . . . (Turn to page 42, please)
Diebold Vue-Matic banking brings you a versatile new tool to use in planning drive-in banking service. Vue-Matic banking combines closed circuit television with pneumatic conveyors...is the most advanced television banking system available today. The story of Diebold Vue-Matic banking's many advantages is a big, significant one. Use coupon for details.
Kansas City
Fed To Build

THE FEDERAL RESERVE BANK OF KANSAS CITY will begin construction soon on a $2.5 million service and parking building on the northeast corner of Tenth and McGee Streets. The new structure will be immediately east of the bank's 21-story building on the northwest corner of Tenth and Grand. The building will have seven floors, but only four stories will be above ground on the McGee Street side. The top three floors will be used for employee and tenant parking and the other floors will house various service departments of the bank.

Construction will begin as soon as buildings now on the site are cleared, probably by mid-1965. Buildings to be demolished include the seven-story Reliance building and two smaller structures, including the bank's present garage and security entrance. Completion of the new building is expected by the fall of 1966. The Kansas City firm of Kivett and Myers is architect for the building.

Parking space for 290 cars will be provided on the top three floors for bank employees and tenants. The bank leases several floors in the upper part of its 21-story building to private firms. The new building and the present bank will be connected by an underground entryway as well as by an overpass on the alley.

Prime Rate . . .

(Continued from page 36)

bank under jurisdiction of the banking department shall pay more than 4 per cent on both savings of CD's. This specifically applies to state banks and trust companies, but no word had been received at press time that any national bank was jacking up its savings rates further.

No Requests in Minnesota

John Chisholm, Minnesota banking commissioner, said the federal action will have no effect in Minnesota, since state law fixes the maximum rate of interest that may be paid on savings at 4 per cent. This applies to both state and national banks in Minnesota. There is no expressed desire at this time by Minnesota banks for permissive increases in rates. Presently, city banks in the state are paying 3 per cent on passbook savings and 4 per cent on yearly CD's. County banks are paying from that point down to 2 per cent on passbook savings.

In Montana, the state laws do not limit the amount of interest that may be paid on time deposits by either state or national banks, according to Albert E. Leuthold, superintendent of banks. He said the superintendent is not given authority either to regulate rates of interest paid on these accounts.

South Dakota's superintendent of banks, Oscar Brosz, reported that the South Dakota code "provides that our Commission set the rate of interest that may be paid on time deposits. Our Commission has not met since the last raise of the rate of interest that may be paid on these deposits. There will be no change until the Commission meets in regular session."

North Dakota law provides that banks there may pay interest on deposits of 4 per cent per annum without approval and up to 6 per cent per annum with approval of the state banking board, according to Eugene Rich, state examiner. All approvals are to be granted on a county-wide basis. No applications have been filed at this time, Mr. Rich reported, to pay more than 4 per cent. National banks follow state law in North Dakota on these rates.

Increase in Nebraska

The only state to announce a permissive increase was Nebraska, whose laws governing such rates are by regulation of the state banking director and not by state code. Henry Ley, director of banking, on November 27 issued an automatic revision to previous regulations authorizing state banks in Nebraska to pay 4 ½ per cent on CD's of one year or more and maximum 4 per cent on savings. None of the national or state banks have announced and apparently do not intend to raise the rate when the new regulations should come into effect.

Throughout the midwest, feeling seems to run against any outbreak for increases in CD's or savings rates because lending rates have remained stable for some time and the outlook is that they will continue to do so. With heavy competition from PCA's and Federal Land Bank sources for agricultural loans, commercial banks presently cannot increase loan rates and have no desire to do so.—End.
"A new bank service, a new bank building... and BOTH are bringing more new customers!"

Report HOWARD C. HANSON, Sr., President & HOWARD C. HANSON, Jr., Vice President, Blair Bank, Blair, Nebraska

"United American Life’s new ‘Worth Preserver’ Plan has proved to be as good for our bank customers as has our revolutionary new circular building, both ‘firsts’ in this area. First in new bank design and banking ideas—each means finer customer service." Like the Hansons and other farsighted bankers in the Midwest, you can make your bank a still more helpful member of your community, through this ‘Worth Preserver’ Plan. It enables you to offer a service of growing importance and value to your depositors—a new aid in solving numerous financial and personal problems. Best of all, there is no cost to you or your customers. Learn more about this great new participating opportunity from one of our experienced bank plan specialists, at your convenience. Write or wire Mr. W. W. Wilson, Jr., United American Life, or call collect: (Area Code 303) 825-1331.
Tilford Gaines, vice president of the First National Bank, presented a generally bright picture for interest rates through 1965. Though our current expansion period is now nearly four years old, he cited that most economists expect it to continue at least through the first half of 1965 with a slight slow-down during the last six months of the year. Consumer credit, according to Mr. Gaines, will experience a net growth about as large as this past year. A similar pattern is suggested for mortgage credit. Borrowing by the Federal government could well be much smaller than has been typical in most recent years. Gross new issues of tax-exempt bonds probably will again set a new record in 1965, but the net demand for credit from state and local authorities is unlikely to increase. Corporate credit requirements may be expected to increase significantly in 1965.

Dr. Earl Butz, Dean of Agriculture at Purdue University, presented a well received discussion on a bright, long-term picture in agriculture. Though fewer people are producing the nation’s food and fiber, they are producing much more due to increasing contributions of science and technology. However, he pointed out, with increasing amounts of feed, fertilizer and equipment necessary to lower unit cost of production, the need for capital is great. It was emphasized that if banks do not meet this need, government agencies will.

Ezra Solomon, Professor of Finance at Stanford University, summed up the thinking of most speakers at the conference when he said that he believes the current expansion will continue through the end of 1965, but at progressively slower rates as the quarters roll by. He suggested a tax cut of some kind about mid-year to bolster the economy and predicted that the Congress would soon act favorably on a $3-$4 billion cut in excise taxes.—End.

**Plan IBA Convention Tour**

Otto Preus, vice president of the Marquette National Bank, Minneapolis, and “tour director” for Independent Bankers Conventions, is making plans for a pre-convention trip to Nassau.

The IBA will hold its annual convention at the Diplomat Hotel in Hollywood, Fla., April 8-10. Mr. Preus is also making plans for a special train to go direct to the convention with points of origin at Minneapolis and Chicago.

Details on the pre-convention tour will be announced soon. Interested parties should contact Mr. Preus and express their interest now.

**New Senior Officers**

Franklin Stockbridge and Paul L. Smith have been named senior vice presidents of Security First National Bank, Los Angeles.

Mr. Stockbridge, 44, heads the bank investments and bond department. He is in charge of the bank’s investment portfolio and all bond underwriting and trading activities.

Mr. Smith, 46, is in charge of the bank’s control services department, which includes controllers, computer operations, general accounting, insurance, taxes and bankers’ equipment division.
Here's one to grow with...

The new RECORDAK RELIANT 300 Microfilmer

As volume grows, so do your microfilming work loads. With this thought in mind, the brand-new Recordak RELIANT “300” features “building block” accessories. These let you have a microfilmer which meets changing requirements...and one that will keep pace with your needs as they grow.

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Modestly priced, the Reliant “300” has all the features a modern basic microfilmer should have. It accepts letters, checks, and any other documents up to 9½ inches wide. Returns them in the same order they’re fed into the machine. Lets you expose one or two rolls simultaneously (use the second roll for vault-stored security).

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Optional accessories let you upgrade your Reliant “300” whenever you need to. An automatic feeder lets you microfilm up to 300 check-size documents per minute; the unique Kodamat Indexer codes film automatically; an automatic endorser cancels or endorses checks as part of microfilming operation. Additional film units let you change reduction ratios, keep departmental records in uninterrupted continuity.

You buy only those accessories you need. They quickly pay for themselves in time and work saved.

Call your Recordak Systems Representative for complete details on the Reliant “300”. Or write today for a free folder to Recordak Corporation, Dept. O-12, 770 Broadway, New York, N. Y. 10003.

RECORDAK® SUBSIDIARY OF EASTMAN KODAK COMPANY

Northwestern Banker, December, 1964
The Management Consultant's Role...

(Continued from page 33)

private counseling sessions with all key people. We helped them to recognize, and build on, strengths they already possessed as well as the discovery of new ones. We recommended for promotion people who deserved it.

"The president was provided with a written evaluation of each person and how to best use his talents as the bank picked up tempo and vigor. Other things too numerous to mention here were accomplished and you can be assured that a new and tough quality of mind could readily be discerned throughout the bank.

"The bank management was in complete accord with our findings and the results produced. We are still with this bank on a retainer basis and are following through on a systematic, but decelerated, basis to provide continuing guidance and up-to-date innovation. It is encouraging to see in this bank today a dynamism and optimism among the officers and staff that has created a new and good climate for the staff and the customers."

Importance of Management

Mr. Batten and Dr. Anson stress the importance of the need of strong management for banks of all sizes if our economy is to continue as we have known it. They noted that the lack of strong leadership in our banks will most probably cause competition from other forms of financial institutions to weaken their position in our economy and eventually create a real or imaginary excuse for the federal government to take over the deposit currency function.

"Bankers," they say, "should strive to keep pace with the dynamic growth of our economy. They should seek new ways of serving their communities' business needs. Competition can only be damaging when its products or services are better and are sold at a competitive or lower price. The bank that is cost-conscious, efficiently managed and aggressively seeking to keep pace with the needs of today and tomorrow need have no fears."

Dr. Anson, whose background includes service as a professor, chairman of a department at a large eastern university and consulting work for banks prior to his joining the A.B.A., was asked to list some specific benefits to banks through the use of the resources of a firm such as his:

1. When you hire a consultant, he is part of your bank's team, and not a member of someone else's team. His reputation and the reputation of his company is married to that of his client. His every energy and every strength of his firm is geared toward the success of the bank; for, like a bank, his success is dependent on satisfied clients—customers.

2. If a specialist is hired to aid a bank in an area such as accounting, systems analysis, investment or advertising, the questions he must answer are specific and, therefore, the answers must be given in a vacuum quite unrelated to the entire complex of the bank. The general consultant, working with the entire operation, can help the banker make decisions that take into consideration both the short and long range objectives of the bank as a whole. Not only is the general consultant aware of the complete operation of "his" bank (and no two banks are alike) but he knows that success depends on the motivation, ability, accountability and leadership given to the bank's personnel. He knows the strengths and weaknesses of the bank's personnel and how true progress is made by building on strengths and by eliminating, or at least strengthening, existing weaknesses.

3. When a general consultant is engaged for a specific assignment within a bank he brings with him an awareness of all areas affected by decisions made in this specific area. He is, therefore, better able to advise the bank's management on the total expected effect of any decision made.

4. Too often the novice considers the management consultant as a problem-solver when the "house is on fire." Actually they should be used, and are used by most firms, to improve an already good operation.

5. Large banks have found the need for economists on their staffs, although the cost of such a person on the staff of a small bank is prohibitive. A management consultant can do much in advising the bank's management on what indices to observe and how to translate this information. The general consultant can assist the bank's president in analyzing his local and area markets, help him to discover how to better serve these markets, and how to keep abreast of needs created by new trends in business, farm and personal needs for credit.

The ideas set forth by Mr. Batten and Dr. Anson on management responsibilities and developing the "productive climate" may prove helpful to bank executives concerned with improving their individual bank programs. Many successful banks are developing long-term working relationships with consultants who are staffed and organized to provide a continuing source of innovations and internal controls.—End.

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Boatmen's Announce Increase

Harry F. Harrington, chairman and president of The Boatmen's National Bank of St. Louis, announced that the board of directors authorized a 5 per cent common stock dividend. The stock dividend will be submitted to shareholders for approval at their annual meeting on January 26, 1965. It is also subject to the approval of the Comptroller of the Currency.

In another action, the Boatmen's board authorized an increase in the bank's surplus to $12,000,000 by a transfer of $2,000,000 from undivided profits to surplus.
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!
Announce AIB Debate Theme

Banking's External Competition will be the general theme of the 1964-65 public speaking program of the American Institute of Banking.

Chapter contests held throughout February will be the first step in selecting contestants for the Institute's 39th Annual National Public Speaking Contest for the A. P. Giannini Educational Endowment prizes on Monday, May 31, 1965, at the A.I.B.’s 63rd Annual Convention in New Orleans.

The specific subtopic for the chapter contests will be “Competition in the Savings Field.” Next will come contests in 12 geographical districts of the country, held between March 27 and April 17, 1965, with “Competition in the Lending Field” as the specific subject. Winners in the 12 districts will then compete in New Orleans, speaking on “Meeting the Challenge of Banking’s External Competition.”

Arizona Stock Split

The Valley National Bank directors in Phoenix have recommended that the stockholders approve a two-for-one split of the common stock and a reduction in par value from $5 to $2.50 a share. They also recommended a subsequent 10 per cent stock dividend. This will be the eighth consecutive year in which a stock dividend has been paid.

The split and change in par value and stock dividend are subject to approval by stockholders at the annual meeting, February 17, and the Federal Comptroller of the Currency.

The effect of this action will be to increase the number of shares of common stock from 2,744,529 to 6,037,964 shares.

Total capital funds, comprising convertible debentures, common capital, surplus and undivided profits, will remain the same, amounting to more than $76 million. There will be, however, some adjustments in the mix of these capital funds—$1,372,000 will be added to common capital out of undivided profits.

As a result of this action, the price at which the convertible debentures may be exchanged for common stock will be reduced from $85 per share to $38.64.

Heads Installment Department

Charles A. Elfrank, assistant vice president of Mercantile Trust Company, St. Louis, has been named head of the bank's installment loan department. He succeeds Wayne Fosher.

American Express Promotions

John E. White, assistant vice president, American Express Company, was elected comptroller at a meeting of the company's board. In assuming responsibility for the comptroller's office, Mr. White will work under the direction of Vice President George T. Pfifer, who has been serving as acting comptroller.

American Express President Howard L. Clark also announced that Vice President-Administration H. B. Miller was elected to the additional duties of secretary and Assistant Vice President E. W. Hurner was elected to the additional duties of assistant secretary.

Joins Chemical Bank

F. B. St. John, Jr., has joined the oil and gas department of Chemical Bank New York Trust Company with the title of geologist-engineer. He formerly served as an area geologist with Humble Oil & Refining Company in Jackson, Miss.

New FDIC Position

Chairman Joseph W. Barr announces that the board of directors of the Federal Deposit Insurance Corporation has appointed Ernest L. Cox, Jr., as deputy chief of the division of liquidation. A. E. Anderson continues as chief of that division. The position is a new one.
You probably think that Christmas Clubbers spend hundreds of millions of dollars on Christmas.

They do! But...

But only 30% of their total Christmas Club savings is used for Christmas spending. 980,000 Christmas Clubbers use part of their checks to pay insurance premiums and 3,600,000 deposit a part in their savings accounts. 2,380,000 pay their taxes with some of the money and 420,000 use their Christmas Club checks for educational expenses. And so on.

The desire for money at Christmas is the force that started all these things. With Christmas Club you help people do the things they want to do. Then, most often, they bring you their other banking business, too.

If you don’t have a Christmas Club, let us show you how easy and inexpensive it is. If you do, let the Christmas Club man help make it more effective. Just contact the originators. Christmas Club a Corporation, 230 Park Avenue, New York 10017.

Christmas Club
a Corporation

Northwestern Banker, December, 1964
We’ve built up our team by adding a new correspondent banker to the Midland staff: Jack Weber. He’ll be working with teammates John Ordos and Doug Johnson to give you even better service. The Midland National Bank would like to serve you. Call on Jack Weber and the Midland team soon. You’ll discover they prove Midland’s friendship with special service.
State Law Governs Time Rates

Despite the fact that the Federal Reserve Board recently lifted the ceiling on rates which member commercial banks can pay on savings and time deposits, Minnesota bankers who wish to raise interest rates will be obliged to wait at least until the 1965 session of the Minnesota legislature.

John Chisholm, Minnesota's banking commissioner, noted recently that the federal action will have no effect in Minnesota. State law fixes the maximum interest rate which can be paid on savings at four per cent. The law applies to national and state-chartered banks alike.

A change in the ceiling would require a change in the state law which governs such interest rates.

Country bankers are expected to oppose any move to alter the existing legal limit. Some of the smaller banks did not increase the interest rate they pay on savings when the Federal Reserve Board amended Regulation Q, which regulates such rates, in January, 1963.

City banks in Minnesota are currently paying three per cent on passbook savings which can be withdrawn at any time. The annual rate on certificates of deposit is four per cent.

Some country banks in Minnesota are paying the same rates as the city banks but others are paying as little as two per cent on passbook savings.

Ag Award to Bankers

The National Agricultural Award for outstanding service to agriculture in 1963-1964 has been presented to the more than 700 banks in Minnesota, according to a recent announcement made by the American Bankers Association in New York.

The ABA-sponsored award to Minnesota banks marks the 25th year that the Minnesota Bankers Association and its members have received such recognition for services to agriculture.

Glenn A. Uggen, president of the Minnesota Bankers Association and president of the Peoples State Bank, Wells, congratulated the members of the MBA Agricultural Committee and all Minnesota bankers on achieving the national honor and said he is confident that Minnesota's bankers will continue to work for greater understanding and cooperation between the farm and financial communities.

Chairman of the Agricultural Committee during the award year was A. H. Stellner, president of the State Bank of Cyrus. Vice chairman was A. H. Haakenson, president of the Austin State Bank, who is chairman of the committee for 1964-1965.

Vice President Retires

William D. Klapp, president of The First National Bank of Stillwater, recently announced the retirement of Oscar Olsen after 57 years of service to the bank.

Mr. Olsen, who began his banking career in 1907 as a messenger and bookkeeper, was elected a vice president in January, 1964.

Open House Held

The Randall State Bank recently held an open house at its new location.

Authorize Amendment

The State of Minnesota Department of Commerce, banking division, has authorized an amendment increasing the amount of capital stock from $90,000 to $135,000, by stock dividend, in the First State Bank of New Brighton.

Remodeling Completed

Celebrating the completion of an extensive remodeling project, Union State Bank of Thief River Falls recently held an open house which drew approximately 3,000 visitors.

Ad Program Starts

The BANKERS AREA-WIDE ADVERTISING PROGRAM, sponsored by the Minnesota Bankers Association and supported by voluntary contributions on the part of its member banks, got underway officially on December 1. Programming was to begin in Minnesota and parts of three other states by mid-December.

Miss Laura Lund, assistant cashier, retired November 30. Miss Lund, who first worked for the former First & Peoples State Bank, had spent 44 years in the banking business.

Russell Hanson Re-elected

Russell Hanson, vice president of the Swift County Bank of Benson, has been re-elected to the executive council of the Independent Bankers Association, a group of 6,400 banks in 39 states. He was elected from a field of 23 candidates, nominated by Independent Bankers of Minnesota. In his three-year term, which commences January 1, 1965, Mr. Hanson will represent 566 member banks of Minnesota on the executive council.

Construction Begun

Peoples State Bank of Madison Lake has begun construction of a new brick bank building. The building, measuring 38 by 44 feet, is expected to be completed and occupied by May 1, 1965. The one-story, contemporary structure was designed by Allan Ross Associates, Architects, Mankato.

Traub Named Cashier

Jack Moors, president of Northwestern State Bank of Northfield, has announced that Burton Traub has joined the staff of the bank as cashier.

Mr. Traub, a native of Garrison, N. D., is a graduate of Minot State College, Minot, N. D., and was employed by the First National Bank in Minot for three years. He worked, for the past two years, in the controller department for Northwest Bancorporation.

The board of directors of the bank also elected Wilmer Brosz assistant vice president, effective last month.

Staff Completed

The Harmony State Bank is fully staffed for the first time since the death of Charles Dahling in July. Emmett R. Hedeen, former Granger banker, recently began work as assistant vice president of the bank.

Norris A. Hanson is president, Carl V. Lind, executive vice president, Everett J. Anderson, vice president and cashier, and Gertrude Holness, assistant cashier.

Banker Reappointed

Clifford C. Somer, president of Security Bank and Trust Company, Owatonna, was renamed regional vice president of the American Bankers Association recently. He will coordinate activities of the association's vice presidents in Minnesota, North Dakota, South Dakota, Montana and Wyoming.
MAY THE MIRACLE OF CHRIST'S BIRTH BE A HOLY INSPIRATION TO ALL OF US THIS CHRISTMAS AND THROUGH THE NEW YEAR
THE new Park National Bank in the Minneapolis suburb of St. Louis Park was robbed recently by two men who escaped with an estimated $55,000 to $60,000.

A picture of the new bank appeared in last month’s Northwestern Banker.

Richard G. Held, special agent in charge of the Minneapolis FBI who estimated the loss, said that the bandits had forced Andrew Darling, bank president, and Donald Cromwell, head teller, to open the ceiling-high vault on the first floor of the building. They reportedly stuffed the currency into a brown briefcase and fled.

Erwin A. Olson, an executive vice president of Archer Daniels Midland Company, Minneapolis, and a member of the company’s executive committee, has been elected a director of the National City Bank of Minneapolis.

William H. Sweney, Jr., a director of Stock Yards National Bank of South St. Paul, died recently of cancer following two months’ hospitalization. He was president of W. H. Sweney & Company, St. Paul, paint manufacturing firm.

Wendell L. Olson has been elected president of Fourth Northwestern National Bank, Minneapolis, according to a recent announcement. He succeeds Frederick O. Glasoe, who retired December 1 following 45 years with the bank.

Mr. Olson’s banking career began in 1948 when he joined Northwestern National Bank. He moved to Fourth Northwestern in 1952 and has been a vice president and director of the bank for five years.

Mr. Glasoe started as a messenger in 1919 with the South Side State Bank which later became the Fourth Northwestern. He had been president since 1959. He will continue to serve as a director for the institution.

William A. Stein was also advanced from assistant cashier to assistant vice president. He first joined Northwestern National as a messenger in 1936 and has been with the Fourth Northwestern for 12 years.

Joseph R. Kingman III, who was recently named to head the commercial banking division serving grain, milling and food processing fields for First National Bank of Minneapolis, has been elected a vice president of the bank.

Mr. Kingman has been with First National since 1950 except for a period in 1962-1963 during which he was an officer of Imperial Financial Services.

James H. Leslie, vice president and treasurer of Leslie Paper Company, has been named a member of the advisory board of the Lincoln office of the bank, according to Mr. Moorhead.

Myron D. Richards, founder and president of Richards Oil Company, has been elected a director of Bank of Minnesota and Trust Company, according to Thomas K. Scallen, bank president. Mr. Richards at one time was a bank clerk with the Federal Reserve Bank of Minneapolis.

The charter for the Bank of Minneapolis and Trust Company was issued November 3 by the State of Minnesota Department of Commerce, banking division, with capital set at $500,000, surplus at $500,000 and undivided profits at $200,000.

Officers, in addition to Mr. Scallen, are Robert B. Willette, executive vice president; John V. Wallace, cashier, and Jerome T. Lodahl, assistant cashier and assistant trust officer.

Harry L. Holtz, president of the First Trust Company of St. Paul, has been elected president of the Corpo-
tion at the main hospital. Mortgaged property valuation will total $14,913.

* * *

Mrs. Violet M. Shanley has been elected an assistant cashier of the Midland National Bank of St. Paul, according to William R. Chapman, bank president, who also announced the reassignments of four other officers.

James A. Galbraith, vice president and manager of the installment banking department, will move to the business development department. Reginald F. Kroskin, assistant vice president, will assume responsibilities as manager of the installment banking department. Loren D. Herbst, assistant cashier, will become assistant manager of the installment banking department. Sigurd Myklebust, assistant cashier, will move to the business development department.

The fourth annual Agricultural Credit Conference of the Minnesota Bankers Association recently brought hundreds of banker delegates from all parts of the state to a full-day program at the Leamington Hotel in Minneapolis.

* * *

The Marquette National Bank in Minneapolis has installed a Mosler Taperguard unit as a part of its computerized bookkeeping operation, according to Gary B. Wollan, vice president, EDP operations. Data processing is handled by an IBM 1401 computer system with four 7330 magnetic tape drives and one 1419 magnetic character sorter reader.

* * *

First Bank Stock Corporation has announced the election of Donald W. May of Chicago as secretary and corporate counsel. Mr. May succeeds Lawrence B. Hogue, vice president and secretary, who will continue as vice president of the Minneapolis corporation until his retirement January 31, 1965. Mr. Hogue has been associated with the corporation since its founding in 1929.

* * *

Lawrence R. Peterson, president of the Camden Northwestern State Bank, Minneapolis, has announced the promotion of two of the bank's officers. Donald D. Conner, with the bank since 1955, has been elected vice president. Donald F. Giles, with the bank since 1959, has been elected assistant vice president. Mr. Conner is in charge of the bank's mortgage department.

The Camden Northwestern State Bank, the Central Northwestern National Bank and Third Northwestern National Bank, all of Minneapolis, were honored recently by the U. S. Treasury Department for over quota sales of U. S. Savings Bonds for the year 1963. The citations were signed by Douglas Dillon, secretary of the treasury, and Rollin O. Bishop, Minnesota state volunteer chairman.

Set Banking Class

Eight Duluth banking officials are currently conducting a series of special classes for area high school students. The classes will span a six-week period.

Building Planned

A remodeling and enlarging program is contemplated by the Peoples State Bank of Mazappa. A building adjoining the bank has been purchased and plans have been drawn, but, at last report, no contracts had yet been let.

Celebrate 50 Years

Approximately 3,000 persons toured the facilities of the Cambridge State Bank at its recent open house in its expanded and completely-remodeled quarters. The celebration marked 50 years of banking service in the area, according to Eimer Erickson, president, who started operations in Dalbo in October, 1914.

Recognition was also accorded Paul Dahlgren, who has served the bank for a period of 30 years following 20 years of previous banking experience.

Solarz Joins Bank

Lawrence Solarz recently joined the staff of the Cosmopolitan State Bank of Stillwater after having served for several years as assistant vice president of Citizens State Bank of St. Louis Park.

Originally from Pillager, Minn., he was graduated from the Academy of Accountancy in 1950 and, shortly thereafter, joined the First National Bank of Minneapolis where he remained until 1955.

Resigns Bank Post

Arthur Flikki, assistant cashier of the First National Bank of Le Roy and a native of that community, has resigned to accept a position as loan specialist with the Federal Housing

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Administration, Des Moines, Iowa. He had been employed by the bank since 1952.

Named New Officer
David Noack, 30, a native of Arlington, has been named an assistant cashier of the Northwestern National Bank and Trust Company, St. Cloud, according to Jerry Kigin, bank president.

Assistant Cashier
William J. Blumhardt, 27, has joined the staff of Northwestern National Bank of Rochester as assistant cashier, according to Robert S. Branham, bank president.

A 1963 graduate of the University of North Dakota, Mr. Blumhardt was employed by the First National Bank in Grand Forks from 1957 until his graduation at which time he joined Northwest Bancorporation in Minneapolis as a credit analyst.

Freeman Advanced
The promotion of James Freeman to cashier of the First National Bank of Red Wing was announced recently by William Solberg, bank president.

Mr. Freeman joined the staff of the bank March 5, 1956, and was appointed assistant cashier January 1, 1962.

Moe Joins Bank
Harvie O. Moe, who has worked for the past nine years as an insurance company field representative, recently joined the staff of the First State Bank Insurance Agency, Litchfield. He succeeds Reuben Tangren on the First State Bank staff.

Elected Director
M. J. Ness, vice president of Eian & Ness, Inc., general contractors, has been elected to the board of directors of the Security State Bank of Fergus Falls. He succeeds his late father, H. B. Ness.

Auditor Joins Bank
Edward A. Gott, St. Paul, has joined the staff of the Winona National & Savings Bank. He will have complete charge of the bank’s internal audit system and the related control and operations activities.

After serving in the Army from 1946 to 1948, Mr. Gott joined the staff of the American National Bank in St. Paul where he has been employed for the past 16 years, the last 12 of which were spent in the auditing department.

Elected Officer
Benjamin Wiebke has been elected an assistant cashier of the Northwestern National Bank of Rochester, according to Robert S. Branham, bank president. Mr. Wiebke will become the manager of the new drive-in facility which is to be completed and opened prior to the first of the year.

An employee of the bank since 1957, Mr. Wiebke has worked in various departments, most recently in the area of installment loans.

Four Changes
Recent changes in assignments and officers at the First National Bank of Ely have been announced by President George T. Tomero.

Joseph G. Kastelic, former assistant cashier, has been named cashier. Mary L. Mistek and Jennie Koshak, former assistant cashiers, are now assistant vice presidents. Rose Rom, who was receptionist and secretary, is now assistant cashier.

Robert B. Burns
Robert B. Burns, 40, president of the First State Bank of Grand Meadow, died recently of injuries suffered when the scooter he was riding, at the family’s vacation home near Nisswa, collided with an automobile.

Irving H. Overman
Irving H. Overman, 75, a retired Minneapolis investment banker, died November 9 at his summer home in Stillwater.

Mr. Overman was founder and president of I. H. Overman, Incorporated, in Minneapolis. He founded his business in 1932 and operated it until his retirement in 1960 at which time the firm was dissolved. He had been employed by the First Minneapolis Trust Company from 1910 until 1932.

50-Year Open House
Approximately 900 persons visited the Farmers State Bank of Adams at its 50th Anniversary open house held November 14. The occasion not only marked 50 continuous years of banking in the community, but also was the 50th year for N. V. Torgerson as a banker and as an active officer and director of the Farmers State Bank.

New Bank Opens
Nearly 4,500 persons were guests of the Citizens National Bank of Willmar recently when the bank held open house in its newly-completed building.

Willmar’s Mary Sue Anderson, reigning Minneapolis Queen of the Lakes, welcomed visitors to the new bank. As part of the open house, more than 600 turkeys were given away to persons who either opened an account with $100 or more or added $50 or more to an existing account.

M. N. Johnson
M. N. Johnson, 72, vice president and director of the Farmers State Bank of Sherburn, died recently at the Trimont hospital there. He was a long-time businessman and former state representative from Martin county.

Accepts New Position
Harold DeBolt, assistant cashier of the Merchants State Bank of North Branch, has resigned to accept a new position at the Roseville State Bank, Roseville, according to William Holt,

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Jr., president of the Merchants State Bank. The change will become effective January 1, 1965. Mr. DeBolt has been associated with the Merchants State Bank since 1954 as head of the insurance department of the institution.

**Wolfe to Duluth**
Donald G. Wolfe, Washington, D. C., has joined the staff of the Northwestern Bank of Commerce, Duluth, as supervisor of the loan department, according to Fred C. Lewis, bank president.

**Assistant Cashiers**
The board of directors of the Kana­bee State Bank announces the election of Milan DeWitt and Jack Nieboer as assistant cashiers of the bank.

**100th Birthday Party**
Thousands of persons visited the First National Bank of Rochester during its recent, week-long 100th birthday party celebration. Barbara Has­selberg, Miss Minnesota, was a special hostess for the event which featured a mural depicting the original bank as it appeared 100 years ago.

Minnesota Twins ball players Earl Battey, Jim Kaat and Camilo Pascual were also on hand on “Twins Day.”

Robert A. Bezoier is president of the bank.

**Elected Vice President**
Kenneth C. Hunerberg has been elected vice president of the American State Bank of Watertown, according to A. R. Wasser, bank president. Mr. Hunerberg assumed his new duties last month.

Since 1955, Mr. Hunerberg has been State Sales Manager with the Moor­man Manufacturing Company, Quincy, Ill., for eastern Minnesota and western Wisconsin.

**Marks 90th Year**
The Goodhue County National Bank, Red Wing, recently observed its 90th anniversary with an open house. The bank would normally have observed its anniversary September 30, but the cele­bration was delayed in order to await completion of a remodeling and re­decorating program.

**New Cashier**
Deverne Danburg, assistant cashier of the National Bank of South Dakota, Vermillion, recently accepted appoint­ment as cashier of the First National Bank of Grand Forks. He had been assistant cashier of the Vermillion bank since March, 1961. Prior to that time, he was an examiner for the First Bankstock Corporation of which the National Bank of South Dakota and the First National Bank of East Grand Forks are affiliates.

**Son Succeeds Father**
H. B. Ness, a director of the Security State Bank, Fergus Falls, died recently. He was succeeded as a direc­tor by his son, M. J. Ness, vice presi­dent of Eian & Ness, Incorporated, general contractors.

**Recent Open House**
Open house was held at Citizens Na­tional Bank, Madelia, Saturday, De­cember 5, following completion of an extensive building and remodeling program.

**Named Bank Cashier**
At a recent meeting of the board of directors of the State Bank of Wood Lake, Herman C. Bahn was named cashier of the bank. He had been assistant cashier. He replaces the late Loyd Schroeder as the bank's cashier.

Mr. Bahn has been employed by the institution for the past two years.
State ABA Official

Reno Odlin, president of the American Bankers Association, has announced the appointment of C. C. Lind, president of the First National Bank of Aberdeen, to serve as the state ABA vice president for 1964-1965.

Joint Meeting

The South Dakota Bankers Association legislative committee and the executive council held a joint meeting in Pierre, Thursday, December 3.

Begin Bank Building

Construction commenced recently on the new Northwestern National Bank building to be erected in Madison, according to Wallace Hanson, vice president and general manager of the bank. Costs are expected to exceed $200,000 for the building and $100,000 for the land and fixtures. Officials hope to occupy the new building by next fall.

60th Anniversary

An open house, marking the 60th anniversary of the First State Bank of Pierpont, was held recently. In addition to marking the 60th anniversary of the bank’s existence, the occasion also called attention to the first anniversary of the bank’s new building.

New Bank Manager

Robert Phillips has been elected vice president and manager of the Britton Branch of the First National Bank of Aberdeen, succeeding Dan Beck who resigned in October to accept a position as president of the Citizen’s First National Bank at Wahpeton, N. D., effective December 1.

Dr. L. S. Spencer

Dr. Lyle S. Spencer, 77, prominent Watertown dentist, a director of the First Citizens National Bank since 1931, and president of the First National Bank Trust Company, Lake Norden, since 1933, died recently in a Minneapolis rest home. He had been in declining health for an extensive period of time.

Personnel Changes

Personnel changes, precipitated by the untimely death of Max Gutz, executive vice president, have been announced at the First National Bank of Selby.

Ted Schanzenbach has been named cashier and managing officer. He has been associated with the bank for 17 years. Marvin Lutz has been named assistant cashier. Murlyn Bickel, a newcomer to the bank, will be in the loan and insurance department.

Further Plans

Further plans for the new Farmers and Merchants Bank of Watertown were recently announced by V. D. Basart, chairman of the board and president of the bank.

Dimensions of the new building, expected to be completed by August 1, 1965, are 39 by 76 feet. Additional area will be required for the vault at the north end of the building and for drive-in banking facilities on the west. Parking area for 40 automobiles will also be provided.

Under Construction

The new Citizens Bank of Vermillion is rapidly taking shape. The drive and parking area were recently surfaced, the foundation was completed and workmen began laying the brick walls.

M. J. Twiss

M. J. (Mike) Twiss, 77, Doland banker, died recently in Aberdeen. Mr. Twiss suffered a heart attack in the office of C. C. Lind, president of the First National Bank of Aberdeen, where he had stopped to visit. He was dead on arrival at St. Luke’s Hospital there.

Accepts Minnesota Post

Ray Swanson, assistant cashier of the Miners and Merchants Bank of Lead, recently resigned to accept managerial responsibility for the State Bank of Bellingham, Bellingham, Minn.

Mr. Swanson had been employed by the Lead bank since 1962. He had formerly been employed in Rapid City by the Beneficial Finance Company.

Resigns Position

Don Cotten, associated with the First National Bank of Miller for the past 11 years, resigned recently to enter the auto sales business. He was an assistant vice president and manager of the time-pay department of the bank. He purchased half interest in Coss Auto Sales, St. Lawrence.

Appoint Vice President

Marvin H. Brown has been elected vice president of the Corsica branch of the National Bank of South Dakota. Announcement of the election was made by Martin Colton, president of the bank, which has its headquarters in Sioux Falls. Mr. Brown was formerly assistant cashier at the Platte branch of the National Bank of South Dakota.

Bank Converted

C. O. Peterson, cashier, Bank of Lemmon, announced recently that the Bison branch office of the Bank of Lemmon has been converted to the Bison Branch Bank of Lemmon.

Hold Open House

The First National Bank of Sioux Falls held open house Saturday, November 28, following completion of an elaborate remodeling and building program. The remodeling and modernization project included the addition of drive-in banking facilities.

Tenth Anniversary

Open house, featuring display of a new NCR 450 proof machine, was held Friday, December 11, at the Farmers State Bank of Parkston, marking the bank’s tenth anniversary in the community.
On American Board

Clyde J. Fitzpatrick, president, Chicago and North Western Railway Company, has been elected to the board of directors of the American National Bank and Trust Company, Chicago.

Mr. Fitzpatrick became president of the Chicago and Northwestern in 1956, and in addition to this position, currently serves as a director of the Illinois Terminal Railroad, Lake Superior Terminal and Transfer Railway, Minneapolis Eastern Railway, Packers Car Line Company, Peoria and Pekin Union Railway, and the St. Paul Union Depot Company.

Louis E. Townsend

Louis E. Townsend, retired Bank of America vice president and dean of financial advertising in the Bay Area, died November 9 in a Fremont, Calif., hospital. He was 77.

Prominent throughout the advertising world, Mr. Townsend was a pioneer in bank advertising at a time when most banks steered clear of seeking customers through the communications media.

He was named assistant manager of the bank’s advertising department in late 1932 and subsequently advanced to assistant vice president. He was vice president and director of advertising at the time of his October, 1952, retirement.

He served as president of the Financial Public Relations Association in 1942 and was an honorary life member of that organization.

ESTATE PLANNING . . .

(Continued from page 35)

to work with the customer’s attorney, life insurance advisor and accountant. He also recognizes the need for trained trust personnel on his own staff and for reliance upon adequate bank legal counsel.

In addition, he recognizes that there are some types of estates and trusts which, by the nature of the assets involved, the planned duration or other special problems just do not fit into his country bank. Business that clearly is beyond the abilities of the country bank should be referred to a larger or specialized fiduciary rather than assume the responsibility and the potential liability. The loss of income from such procedure may be nothing compared with the potential losses from surcharges resulting from mismanagement.

Finally, the country banker can make a real contribution to his customer and the family by helping to see that the estate plan and the administration represent a balance of legal theory and practicality. In some instances planners whose thinking is primarily concerned with eventual tax savings or successive probate savings through the use of trust devices lose sight of the effects of such plans on the immediate practical problems of operating a farm or ranch. A complicated plan may be effective in the ultimate saving of assets but may result in real difficulties in current borrowing and management. I am thinking, for example, of the indiscriminate use of tax-saving inter vivos gifts or irrevocable trusts.

If the country banker’s contribution to the planning and administration of his customer’s estate is such that he:

(1) Assures sufficient liquidity to permit orderly operation and distribution of the estate assets;
(2) Recognizes and, insofar as possible, provides for the desires and abilities of members of the family;
(3) Minimizes the burden of taxation and administrative costs; and
(4) Assures fair treatment between those members of the family who assume management burdens and those who merely share in the distribution; he has certainly recognized and utilized both the public relations values and the economic values in the field of estate planning and administration for his bank and community.

Such a country banker will not only solidify the positive public relations of his bank, but he will contribute greatly to the welfare of his community and to the ultimate profit and welfare of his bank.—End.

Assistant Cashier

The Citizens State Bank of Finley announces that Paul D. Norgaard of Finley has accepted a position as assistant cashier effective December 1. Mr. Norgaard, Steele County Civil Defense Director and Steele County Justice, will continue his real estate brokerage business and auctioneering in his new position.

New Bank Opens

The First National Bank of Bismarck opened a part of its new Motor Bank recently, making it possible for customers to use the parking lot, walk-up window and drive-in facilities. A second drive-in window was expected to be in operation shortly.

New Bank Officer

The Farmers & Merchants Bank of Sheyenne has named Rudolph G. Swenson assistant cashier. Mr. Swenson received his B.A. degree from St. Olaf College in 1959 and his M.A. from the University of Minnesota in 1962. While completing his thesis, he was employed by the Farmers & Merchants Bank from September 1960 through March 1961 at which time he began a recently-completed tour of duty with the U. S. Navy.
Annual Meetings
The third annual Credit Conference, sponsored by the North Dakota Bankers Association, was held December 3-5 at Grand Forks. Among the speakers at the meeting were Virgil Hegelhoz, president of the NDBA, Art Schultz, director of the North Dakota Extension Service, Dan Amstutz, Cargill & Company, Raymond Schnell, chairman of the GNDA agricultural committee, and Dr. George Starcher, president of North Dakota University.

N. T. Tieman, president of the Nebraska Bankers Association and Curtis Mateer, executive vice president, Pierre National Bank, also addressed those present.

The annual Bank Management Clinic is scheduled for January 14-16 at Fargo. Chairman for the event is Bob Harkinson, head of the bank management committee.

Savings Trophies
Four Bismarck banks, in an effort to give incentive to pupils who want to save and impetus to those who already do, have obtained traveling trophies for each of the grade schools. The trophies are awarded each week to rooms with the most savings stamp buyers, considering proportionate class sizes.

The four participating banks are the Bank of North Dakota, the First National Bank, the Dakota National Bank and Trust Company of Fargo. Each purchased an exact replica of the Liberty Bell, cast in bronze and complete with functional clapper, to award as trophies.

Assistant Cashier
Lynden D. Hovland was elected an assistant cashier of the Merchants National Bank in Grand Forks, at their annual meeting, announced the board membership from seven to nine.

Named Bank President
Daniel G. Beck, 39, vice president and general manager of the First National Bank of Britton, S. D., has been named president of the Citizens First National Bank of Wahpeton. He assumed his new duties December 1.

Horace Lahren had been president of the bank since February when he assumed the position following the retirement of B. P. McCusker. Mr. Lahren died September 21.

Elected Cashier
Earl Nelson, Jr., has been elected cashier and managing officer of The First and Farmers Bank of Portland replacing C. J. Carlson who accepted a position with First State Bank at New Rockford.

Willard D. Sorteberg, formerly with Mayville Motor Company, has taken over the insurance department and Philip M. Paulson has been named assistant cashier at The First and Farmers Bank.

First Meeting
First meeting of the shareholders of the newly-organized National Bank of Harvey was held last month. Richard Jordahl, who has been auditor for the Bank of North Dakota, has been named manager of the new bank. He was associated with the Bank of North Dakota since 1952.

Organization of the new bank, which is expected to open January 1, 1965, was begun several months ago by Stanley Kwako, owner of the State Bank at Heaton.

Joins Grafton Bank
George Bliven, 29, Grand Forks, has joined the Walsh County Bank in Grafton as an assistant vice president of the firm, according to W. J. Johnston, chairman of the board of directors. Mr. Bliven, a native of Sioux Falls, S. D., has been a resident of Grand Forks since 1941. For the past five and one half years he has been associated with the Federal Deposit Insurance Corporation.

New Vice President
Peter Nielsen, formerly trust officer for First National Bank and Trust Company, Fargo, became vice president and trust officer of the First National Bank in Grand Forks December 1.

The announcement was made recently by Fred R. Orth, president of the Grand Forks bank.

Mr. Nielsen had been connected with the First National Bank and Trust Company since 1950, serving five years in the installment loan department prior to joining the trust department January 1, 1955.

Tri-State Bankers Meet

FOURTH ANNUAL Tri-State Conference of Bankers Associates was held recently at the Grand Pacific Hotel in Bismarck, N. D. Attending were state association officials from Minnesota, North Dakota and South Dakota. Left to right are: William J. Daner, secy., NDABA; Don Gregerson, Lisbon, v.p., MBA; A. S. Gullickson, secy.-treas., SDBA; Kenneth Wales, secy., MBA; V. F. Hegelhoz, Enderlin, pres., NDABA; Hogan Iversen, Canton, pres., SDBA; RobertWalrath, Watertown, v.p., SDBA; Glenn Uggen, Wells, pres., MBA; Gordon Weber, Lisbon, 1st v.p., NDBA; and A. A. Mayer, Bismarck, 2nd v.p., NDBA.
Banks Up Interest Rates

DENVER banks were recently reported moving with deliberation into the area of higher interest rates permitted by the Federal Reserve Board.

The city's three largest banks, at that time, had announced they would raise the interest rate on savings to four per cent, effective December 1. Twelve smaller banks in the area joined them in announcing they will make the rate effective regardless of the length of time money is on deposit.

First National said it would raise its savings to four per cent, but made no announcement concerning certificates of deposit.

First National’s three affiliates—First National of Northglenn, Southglenn and Bear Valley—also will raise their savings rates.

John W. Snider, vice president in charge of the Denver branch of the Kansas City Federal Reserve Bank, said that the executive committee of the bank board has the power to raise the discount rate. The next meeting of the board was scheduled for December 10.

The next consequence of the raising of the rates to banks would be increases in rates on loans to bank customers, but no bank had yet announced an increase in its prime rate.

No increases were anticipated in savings and loan association rates which, at present, are above the new limits permitted on bank savings.

New Stapleton Bank
Guaranty Bank of Stapleton Airfield will open for business early in 1965 on the main floor of the airfield’s present terminal building. The bank will later occupy permanent quarters in the new terminal currently under construction. Guaranty of Stapleton will be an affiliate of Denver’s Guaranty Bank & Trust Company.

New Bank President
Victor V. Hawkins has been named president of Guaranty Bank & Trust Company, Denver, according to a recent announcement. Mr. Hawkins, a native resident of Denver, had been vice president and cashier of the institution since January, 1958.

Announcement of Mr. Hawkins’ promotion was made by Joe Alpert, chairman of Guaranty’s board of directors.

Mr. Alpert also announced that Walter A. Woods, who has been president of Guaranty since the bank’s inception in 1955, is retiring but will continue with the bank in an advisory capacity. Under his presidency, the bank has shown an average gain in net assets of approximately $4 million annually. The bank’s assets presently exceed $97 million.

Mr. Hawkins’ 40 years of continuous experience in banking began with a job as a messenger boy for Colorado National Bank in 1924 following his graduation from high school. He left Colorado National in 1952 as an assistant vice president. He served from 1952 through 1957 as assistant vice president of Union National Bank. He joined the staff of Guaranty Bank & Trust January 1, 1958, as vice president and cashier.

Stock Dividend
Shareholders of The First National Bank of Denver voted recently to approve a stock dividend of 10,000 shares at $50 par value. The vote came in a special meeting. Issuance of the stock dividend awaits final approval from the U. S. Comptroller of the Currency.

Eugene H. Adams, bank president, said that stockholders of record on November 18, will receive one share for each existing 17 shares. Approximately 170,000 shares were outstanding pending the dividend issuance.

The stock dividend would increase the bank’s capital account from $8.5 million to $9 million. Total surplus is $16.5 million. Undivided profits total $6.9 million.

Assistant Trust Officer
Appointment of Christian K. Johnson as an assistant trust officer of the American National Bank has been announced by J. E. Montague, president.

Mr. Johnson was graduated from the University of Colorado with a degree in accounting in 1957 and received his law degree from CU in 1961. He has been associated with the Lamar law firm of Gordon, Gordon & Johnson and previously was with the Public Service Company.

Application Rejected
Denial of one national bank charter application and the filing of another were reported recently in Denver.

The rejected application was for the proposed Westminster National Bank. The new application is for the proposed Capital Heights National Bank.

Rejection of the Westminster application marked the eighth such move in recent weeks by James J. Saxon, U. S. Comptroller of the Currency, who had previously granted 35 national bank charters in Colorado since taking office approximately two years ago.

The new application was filed by C. D. Theodoran, a Denver banker for the past 10 years, who said that previously-announced plans to apply for a state charter for the new bank had been abandoned. The proposed Capital Heights National would have $649,000 in its capital funds.

Named Vice President
Virgil F. Bruns has been appointed vice president and cashier in charge of operations and personnel for First National Bank, Westminster.

Mr. Bruns was previously with the Alameda National Bank and Rocky Mountain Bank in Denver. Prior to that time, he was with the First National Bank and Trust Company, Lincoln, Neb. He is a native of Nebraska.

Extra Dividend
Colorado National Bank of Denver has declared an extra dividend of 40 cents per share in addition to the
No problem is too small to receive our personal attention

SEASON’S GREETINGS
from George Alf, Don Ferrel, Kent Olin, Ray Harper,
and all the folks at the Denver U. S.

"that's the bank for my money!"

DENVER U. S. NATIONAL BANK

DENVER U. S. CENTER Denver 17, Colorado

Northwestern Banker, December, 1964
quarterly dividend of 65 cents per share. Directors set January 1 as payment date and December 18 as record date for both dividends. President Melvin J. Roberts said that 1964 earnings were such that the extra distribution to shareholders was well justified.

**IBA Director**

Carl G. Breeze, president of the Bank of Kremmling, has been elected Colorado director for the Independent Bankers Association. He will serve a three-year term, commencing January 4, 1965.

**Board Meeting**

Eugene H. Adams, president of the First National Bank of Denver, last month attended a meeting of the boards of the Kansas City Federal Reserve Bank and its Oklahoma City branch in Oklahoma City. Mr. Adams is a member of the Kansas City bank board.

**Trust Department**

The First National Bank in Golden has become the first Jefferson county bank to offer a complete trust department, according to President John A. Fortune.

**State Bank Sold**

Sale of the controlling interest in the Colorado State Bank, Denver, to a group of Denver businessmen, was announced recently by Forrest L. Barkley, president and controlling stockholder since 1911.

Although the sale price was not disclosed, it was reported to be approximately $5 million. The Colorado State is Denver's eighth largest bank with more than $20 million in deposits.

Mr. Barkley announced also that he was retiring and that he will be succeeded as president by his son-in-law, Elwood M. Kullgren, who has been executive vice president for several years.

Another son-in-law, Glen B. Clark, a member of the Colorado Board, was advanced from vice president to senior vice president. Also moved up to senior vice presidencies were Dan Sebastian and Elmer Facer, both of whom joined the Colorado State recently after having been vice presidents of the Denver U. S. National, Sebastian in the oil loan department and Facer in the livestock loan department.

**Bank to Holding Company**

The 75-year-old Weld County Bank of Greeley announced recently that it intends to join the Denver U. S. Bank corporation. Incorporated, Denver-headquartered bank holding company. In a joint statement, Norman Dean, president of the Weld County Bank, and Roger D. Knight, Jr., Bancorporation president, said the officers, staff and directors of the Greeley bank would retain their present duties and responsibilities.

**Named Director**

Edward C. Hofman, senior vice president and cashier of Central Bank & Trust Company, Denver, has been named a director of the Association of Military Banks. The association includes banks with facilities on military installations. Mr. Hofman was also named recently to the American Bankers Association committee for personnel administration and management development.

**Quarterly Dividend**

Directors of the Central Bank and Trust Company, Denver, have approved the payment of the regular quarterly dividend of 20 cents per share, according to Elwood M. Brooks, board chairman.

Payment will be made January 2, 1965 to the stockholders of record December 10, 1964. The directors also approved at the meeting the transfer of $100,000 from undivided profits to capital surplus. Capital structure of the bank now stands at $13,783,712.

**World-Wide Expansion**

Waddell & Reed, Incorporated, underwriter and distributor of the United Funds group of mutual funds, is planning a world-wide expansion of its sales organization, according to James A. Sumner, resident vice president at Denver.

Plans call for the international sales force to be operating in at least 12 foreign countries within two years, Mr. Sumner reported.

**New Bank Opened**

First National Bank of Southglenn opened December 1 for business in the Southglenn Shopping Center, Denver. The bank is the third affiliate of First National Bank of Denver. An open house has been planned at the new bank December 12.

**Occupy New Building**

Center State Bank has moved into its new three-story headquarters in the Cherry Creek Shopping Center, Denver. The bank occupies 9,200 square feet on the first floor of the 28,700 square-foot structure. The building cost approximately $600,000.

**Wyoming News**

**New Bank Officer**

The appointment of Myron Blessing as business development officer for the Cheyenne National Bank was announced recently by A. H. Trautwein, bank president.

Mr. Blessing moved to Cheyenne from Kansas City, Kans., where he was vice president of the Kansas City Mortgage Company.

Mr. Trautwein also announced plans for a long-range program involving broadened financial services to the community.

**Christmas Club**

Andy Hansen, vice president and cashier of the First State Bank of Newcastle, recently reported that savings amounting to more than $7,000 were mailed to members of the Christmas Club savings program at the bank.

**Bank Opening Set**

Douglas' second bank, presently under construction, is expected to open its doors by the first of the year, according to Thomas Spencer, bank president. The bank, First National Bank at Douglas, was chartered May 8. Mr. Spencer, 30, goes to Douglas from First National Bank in Golden, where he was assistant cashier. His background includes previous employment as head teller at First National Bank, McCook, Neb., three years as assistant national bank examiner and seven years with a McCook livestock dealer and packing corporation.

**Two Promoted**

Paul Lowham and George McIlvaine were both promoted to the rank of assistant cashier in action recently by the directors of the First National Bank of Rawlins.

Mr. Lowham joined the bank as agricultural representative in January, after having been employed at the Bank of America in Davis, Calif. He obtained a B.S. degree in animal husbandry from the University of Wyoming in 1962. He later earned a business administration degree.

Mr. McIlvaine has been employed in the First National's installment loan department since March.

**Named to Board**

Robert E. Fuechsel, director of veterinary medicine, was recently appointed to the board of directors of American National Bank of Riverton, succeeding the late James F. Barquin, director and organizer.
To ABA Post

Jackson F. King, president of the First National Bank of Casper, was elected to serve on the executive committee of the national bank division of the American Bankers Association at the organization’s recent convention in Miami Beach, Fla.

Laramie Bank Elects Director

The First National Bank of Laramie has announced the election of M. Clare Mundell, dean of the college of commerce and industry at the University of Wyoming, to its board of directors. The announcement was made by Max E. Fisher, president of the First National Bank.

Honor 4-H Leaders

Lincoln County’s two banks, the First National Bank of Kemmerer and the Star Valley State Bank of Afton, recently hosted the county 4-H leaders at a dinner. The event was sponsored by the banks in appreciation of the service rendered by the 4-H leaders. Carl Robinson is president of the Star Valley State Bank and John A. Reed is president of the First National Bank.

Lander Bank Elects

Charles Bell, president of the Lander State Bank, has announced the election of Frank S. Graham to the board of directors. The action was taken at a recent meeting of the board which also authorized a $25,000 increase in capital stock making a total of $100,000.

Wins Landscaping Award

Donald K. Hogoboom, president of the Security Bank and Trust Company of Casper, was recently presented with the Community Planning Commission “Hats Off” award. The award was presented for the bank’s efforts to landscape the area around its new building.

Association Scholarships Presented

Winners of the Wyoming Bankers Association’s annual $400 scholarships were announced recently. These are presented to Wyoming high school graduates who plan to enter the college of commerce and industry at the University of Wyoming.

This year’s winners were Kenneth R. Potter, Lusk, and Valerie Moorman, Lander. Presenting the scholarships was Robert E. Byrans, president of the Wyoming Bankers Association and executive vice president of the First National Bank of Casper.

ABA Vice President

R. Wickham Baxter, president of the Paviill County Bank, Hamilton, has been appointed ABA vice president for the State of Montana for the current year.

Elected Chairman

Frank Servoss, vice president of the First State Bank of Chinoak, the name of which was recently changed to Blaine Bank of Montana, has been elected chairman of the Bancorporation of Montana advisory council, according to Charles W. Rubie, Bancorporation president.

The council includes members from seven affiliated banks.

S. E. Crocker

Silas Elmer Crocker, 79, former Boulder bank president, died recently in Libby.

He was a native of New Ulm, Minn., and worked in banks at Butte and Tacoma, Wash., prior to moving to Boulder. He also operated a real estate and insurance business in Missoula for 25 years, retiring this year.

Bank Authorized

Authorization for establishment of the First State Bank of Missoula, the city’s fifth banking institution, was received recently from Albert P. Leuthold, Helena, state superintendent of banks.

The bank is to be an integral part of construction to be carried out to serve the new businesses on the city’s south side, according to Randolph Jacobs, president of the First National Bank.

Location of the new bank was not divulged. Mr. Jacobs said that construction, pending determination of details, could include one building or several smaller structures.

Bank Opened

Official opening day was observed last month at the newly-formed First State Bank of Whitefish. A grand opening was to be announced at a later date. Russell Abell is president of the new bank and John Cloud is vice president.

Staff Additions

Charles Shewey recently arrived in Livingston to assume his new duties in the time pay department at the First National Park Bank.

Mr. Shewey, a graduate of Sundance, Wyoming High School, has attended the University of Wyoming and Black Hills State College in Spearfish, S. D.

He later enlisted in the Navy. Following his discharge from the service, he joined the Commercial Credit Corporation in Rapid City, S. D. He most recently was office manager of the corporation’s office in Billings.

Russell Pepper has also joined the staff of the First National Park Bank. Born and raised in Park county, he was graduated from high school there as valedictorian of his class. He is a 1964 graduate of Montana State College.

Retiree Open House

Open House was held recently by employees of the Daly Bank of Anaconda, in honor of Miss Blanche Beaudette, assistant cashier, who retired from her position with the Daly Bank and Trust Company after 41 years of service.

Her career began as a stenographer in 1923. She was appointed secretary to the president in August, 1934, and was elected assistant cashier in August, 1932, to become the first and only woman officer of the bank, and one of the first woman officers in Montana banking circles.
We wish you a Merry Christmas... We wish you a Merry Christmas... We wish you a Merry Christmas... and a Happy New Year

To the good wishes of the season, we add our sincere thanks for your friendship and goodwill. It is gratifying to feel that, in working together with you, we have helped contribute to the growth and development of the area.

We are looking forward to serving you even more helpfully in 1965 to make the year a most successful and prosperous one for you.

Member Federal Deposit Insurance Corporation
Valentine Shortage $1.8 Million

A SPOKESMAN for bank supervisory authorities told the Northwestern Banker that as of December 1, it appears the shortage at the Nebraska State Bank in Valentine is approximately $1,800,000. The embezzlement has been confessed in writing by Richard Davenport, who had been president of the bank since shortly after World War II following the death of his father.

Mr. Davenport admittedly had misappropriated funds over a period of 14 years. A key factor in uncovering the embezzlement at this time appears to stem from the recently initiated order by State Banking Director Henry Ley for state bank examiners to do outside verification on loans and deposits. An inking of irregularities came to light in this fashion and further detailed investigation disclosed the full extent of the shortage.

At the request of the state banking director, the FDIC moved in as receiver and through December 1 had paid all claims up to the insured $671,770, which together with two fidelity bonds totaling $1,300,000, provides total capital to the receivers of nearly $2 million. The shortage appears to be $1.8 million. However, there has been no determination of potential loan loss, but it was felt by the authorities that some loan loss, possibly a substantial amount, might be realized due to the liberal lending policy reported to be followed by Mr. Davenport.

The former bank president surrendered voluntarily to authorities and was free on $50,000 bail.

In related action, LeRoy Abbott, president of the Bank of Wood Lake and principal owner of about 10 other banks in Sandhills territory, received permission from the Nebraska bank

Bayard Bank Remodels

The First National Bank of Bayard recently completed a new remodeling project. An adjoining building was added to the present building and converted into private offices and a waiting area.

Break Ground in Grand Island

Ground breaking ceremonies were held last month for the new drive-in facilities of the Overland National Bank, Grand Island. G. J. Armstrong, president, turned over the first shovel of dirt.

Attends Bank Women’s Convention

Mrs. Amy Reiss, cashier of the Bruning State Bank, recently attended the National Association of Bank Women convention at Memphis, Tenn. Eleven other Nebraska bank officers attended this convention.

Holds Open House

The Farmers State Bank of Eustis last month held an open house in observance of the bank’s 75th anniversary. Newly-remodeled facilities were also shown to the public.

Cattlemen’s Conference

At Sidney

More than 200 livestock men from western Nebraska attended a special Cattlemen’s Conference sponsored by the Sidney National Bank. Featured on the program were Cecil Means, vice president of the Livestock National Bank in Omaha; Dr. Paul Guyer of the University of Nebraska, and Arthur F. Kulakofsky, buyer-manager for the Central Market, Omaha.

Masters of ceremonies for the meeting were Robert Raumer of Gurley and Francis L. Goodwin, Jr., directors of the bank.

Changes at Kimball

In recent changes at the Bank of Kimball, Kennard Hubbs has been promoted to assistant vice president, Ted Nieme has been named to assistant cashier, and Conrad Flohr has returned from the service and was appointed cashier.

Joel H. Wiens is president of the bank.
DON R. OSTRAND, vice president and commercial loan officer of the First National Bank of Omaha, has been appointed head of the correspondent bank department to succeed Frank L. Love, vice president, who died October 30.

Mr. Love had joined the bank on July 1, 1961, to head the department as vice president and agricultural specialist, after a successful career in several phases of the livestock industry. Mr. Love owned and managed the Love Livestock Company and was general manager of the System Investment Corporation, a farming, ranching and cattle feeding operation in Wyoming, Nebraska and Nevada. As head of the First National’s correspondent bank division, he widened his acquaintance among bankers in surrounding states and was in great demand as a technically qualified speaker for the livestock and banking industry.

Mr. Love had been in failing health the past year before his final illness of two month’s duration. His national reputation in the livestock industry was based on a career of service to that segment of agriculture. A native of London, Ontario, Canada, Mr. Love attended the University of Toronto, where he received his B.S. degree in agriculture and his Masters Degree in 1935. Thereafter, he served the college as director of Livestock Extension until 1937, when he moved to the United States as head of agricultural relations and livestock service departments for Wilson & Company in Chicago. In 1944 he was director of livestock buying for the company’s operations in this country, Canada and South America.

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D. R. OSTRAND  F. L. LOVE

Mr. Love had joined the bank on July 1, 1961, to head the department as vice president and agricultural specialist, after a successful career in several phases of the livestock industry. Mr. Ostrand has a wide acquaintanceship among bankers in Nebraska, Iowa, and surrounding states since he has worked for several years as part of the correspondent bank-commercial loan officer team of the First National in providing credit and overline services to correspondent banks and their customers.

After graduation from the University of Nebraska, Mr. Ostrand was a B-24 pilot overseas with the Army Air Corps, receiving the Air Medal with clusters and the Purple Heart. Upon return from service he became associated with the C. A. Swanson and Sons Company in the merchandising department. He joined the First National Bank August 7, 1950, where he worked in the installment loan department, the correspondent bank department, advertising department, and for the past seven years as a lending officer in the commercial loan department.

He has been a member of Robert Morris Associates since 1959, serving presently as a Governor of the Missouri Valley Chapter. He became a director of the North Side Bank in 1961 and a director of the Johnson County Bank in Tecumseh, Neb. in 1962. Mr. Ostrand attended the School of Financial Public Relations at Northwestern University, graduating in 1956. He is also a 1960 graduate of the Agricultural Credit School at Iowa State University.

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David R. Johnson, vice president of the Omaha National Bank, spoke recently to a combined meeting of the men’s and women’s night school groups at Glidden, Iowa. He attended the meeting on farm finance at the request of Bob Van Horn of the First National Bank in Glidden.

Kermit Hansen, vice president of the U. S. National Bank, has been appointed chairman of the Douglas County Centennial Committee. The Centennial will be celebrated in 1967.

The old Florence Bank took another step toward its destiny when it was recently decided that the bank will become a museum. The building is one of the oldest surviving commercial buildings in the area and was once the meeting place of the state legislature.

Ground was broken last month for the Lippold Building at the corner of
That the Blessings of Peace be ours, peace to build and grow and plan for the future with confidence.

THE OMAHA NATIONAL BANK
90th and Dodge Streets. The building, which will house the West Omaha National Bank, should be open by August, 1965.

The election of four officers was announced last month by Edward W. Lyman, president of The United States National Bank of Omaha.

Robert J. Harley, Howard W. Nielsen and Richard D. Shearer were named assistant cashiers. Charles A. Powell was elected assistant trust officer.

Howard Nielsen joined the bank in April, 1964, as a representative in the correspondent department. He is a native Omahan and a former vice president of the Douglas County Bank.

Mr. Shearer, 39, is manager of the U. S. National's proof and transit departments. Prior to joining the bank in 1960 he was assistant manager of the Associated Retailers of Omaha.

Mr. Powell, 35, has been in the trust department since joining the bank in December, 1963. Mr. Powell, a Certified Public Accountant, was formerly senior accountant at Moeller, McPherson & Judd.

Victor Smith, vice president of the Omaha National Bank, became the first Nebraskan to win the annual national award of the Chi Phi Fraternity. The honor stems from efforts by Mr. Smith to get the fraternity recognized on the University of Nebraska campus three years ago.

The Southwest Bank of Omaha hopes to move to its permanent address at 88th and Center Streets by early next summer, according to Perry A. Francis, president. The bank, opened in December, 1961, is now operating at the Loveland Shopping Center, 90th and Center.

Omaha National Bank directors have declared an extra dividend of 16 cents a share, payable in January to stockholders of record December 3. Also declared was the regular 21 cents a share to be paid December 15.

Announcement was made recently by Arthur L. Coad, president of the Packers National Bank, of an extensive remodeling and addition program at the bank at 24th and O Streets.

The four-story addition at the rear of the building, as designed by Steele, Weinistein & Associates, Inc., will contain a new vault, office space, toilet facilities and stairs. Space will also be allocated for the future addition of electronic bank computers.

The entire existing main floor public banking facilities will be completely renovated. The existing walls and ceiling will be removed and new materials will be installed. During this entire time, complete services will be maintained.

Ronald L. Hale has been named assistant cashier of the Security National Bank. He has been with the bank since its opening, and prior to that, was associated with lending institutions in Omaha and in Minnesota. He is a graduate of South Dakota University.

Jens J. Jensen, executive vice president of the Farmers & Merchants Bank, Bloomfield, Neb., was the winner of the Crystal Ball Livestock Price Guessing Contest at the Sixth Annual Beef Cattle Conference, held in September and sponsored by the First National Bank of Omaha.

Mr. Jensen came the closest to estimating the average price of slaughter steers, feeder steers, and steer calves at the Omaha Stockyards for the week of October 19. He was recently presented the Crystal Ball trophy and plaque by Mervin F. Aegerter, assistant vice president of First National.

Over 450 guests from eight states, served by First National's correspondent department, were in attendance at the Beef Cattle Conference, and honorable mention is given to the fol-
This year Santa's pack includes a load of good wishes from First National's Correspondent Bank Department.

We've enjoyed working with you in 1964 and are looking forward to the prospect of serving you in 1965.

Merry Christmas and a prosperous New Year to all of you.
CRYSTAL BALL trophy and plaque are presented to Jens J. Jensen (right) by Mervin F. Aegerter.

lowing men whose estimates were extremely close.
L. A. Brooks, executive vice president and cashier, Gordon State Bank, Gordon, Nebr.
P. A. Peterson, executive vice president, Southern Hills Bank, Edgemont, S. D.
Dick Hahn, Jr., assistant cashier, Carson National Bank, Auburn, Nebr.
Harold H. Hancock, Farmers & Ranchers Service Company, Herman, Nebr.
C. J. Schneider, president, Plattsmouth State Bank, Plattsmouth, Nebr.
E. W. Claussen, president, Farmers State Bank, Schleswig, Iowa.
Herb Hartwig, vice president, Crawford County Trust & Savings Bank, Denison, Iowa.
M. F. Van Erdewyk, president, Breda Savings Bank, Breda, Iowa.

Plan New Addition
Construction began recently on an addition to the Citizens State Bank in Arapahoe. Two administrative offices, a central lobby and additional bookkeeping and storage space will be housed in the new structure, according to R. F. Emmett, president.

Hold Auto Show
The Farmers State Bank of Aurora last month held an Auto Show and Open House. Auto dealers were invited to display their cars on the street in front of the bank while the bank held open house serving coffee and doughnuts.

According to Ed Coblenz, president, dealers sold cars, merchants reported increased activity and there was a steady line of people through the bank.

Automation Comes to Bruning
The Bruning State Bank recently became one of the first rural banks to install electronic bookkeeping. The equipment, built by Burroughs Corporation, will automatically process checking accounts and greatly aid in the bookkeeping process, reports Fred Bruning, president.

Amendment 6 Passes
Nebraska voters last month passed Constitutional Amendment 6 authorizing the Nebraska Legislature to establish various classifications in the money-lending business and fix interest rates above 9 per cent. The margin of victory was around 15,000 votes.

Changes at Fairbury
Irl R. Else, president of the Fairbury State Bank, reports the following changes in his bank: Harry Zweifel has been elevated to executive vice president; W. H. Else was named vice president; and Dale Brinkman to cashier.

Complete Hawaiian Trip
Lois A. Tepner, assistant cashier of the Plainview National Bank at Plainview, and her husband recently returned from a vacation trip to the Hawaiian Islands.

Opening at Beatrice
The Beatrice National Bank and Trust Company recently opened its new Hi-Park. This is a three-story, five-level parking facility which will accommodate nearly 200 cars. In addition, there are two drive-up windows and five offices on the street level. Also added to the bank proper is a new time and temperature sign.

Otto F. Paege
Otto F. Paege, 77, longtime Wisner banker, died last month at West Point where he had been hospitalized for some time. He is survived by his widow, two sons and two daughters.

Gets Face Lifting
The First National Bank of Beemer is getting a face lifting. Ray Steffensmier is president of the bank.

Complete Remodeling Project
The Bank of Taylor at Taylor recently completed a major remodeling project and held an open house for the community. Theodore B. Cole has been president of the bank since 1949 and Guy Fletcher, vice president, has been with the bank since 1927.
...and to all a goodnight

Season's Greetings From Your Capital City Correspondent
GOVERNOR FRANK MORRISON recently reported that he had asked Henry Ley, Nebraska banking director, to make recommendations to him concerning means of tightening Nebraska's banking laws.

Gov. Morrison said that Mr. Ley's suggestion to increase the penalty for embezzlement "probably would help some."

He noted that, in some cases, a man receives a greater penalty for writing a no-fund check than he does for a large embezzlement. "The courts have been too lenient in some cases of embezzlement," he said.

He reported that Mr. Ley would submit to him any changes in the law which he sees as necessary to more effectively detect banking irregularities.

He also said that the banking director had come under "unjustified criticism" as the result of the $1.5 million fund misappropriation at the Nebraska State Bank of Valentine.

"Mr. Ley should be commended for discovering the irregularities, he said. He pointed out the fact that, while the embezzling activities of Richard Davenport had been going on for approximately 14 years, Mr. Ley has been banking director for only eight months.

The governor also said that Mr. Ley acted in the best interests of the depositors of the state-chartered bank when the banking department and the Federal Deposit Insurance Corporation approved the transfer of the Wood Lake Bank to Valentine after the Valentine bank was placed in receivership. The needs of the depositors and the community were the only factors considered by Mr. Ley when the action was taken, the governor reported.

State Senator Terry Carpenter of Scottsbluff criticized the transfer and said he would introduce a bill in the 1965 legislative session calling for the removal of Mr. Ley as banking director.

President E. M. Hunt reported that 1964 will be a year of accelerated growth and progress for First Nebraska Securities, Incorporated. He stated this growth is reflected in the firm's recently-released annual report which showed total assets of $2,248,116, an increase of $229,951 over 1963, and capital, including stockholder subordinated notes and equity of $818,502, up $156,217 over the previous year.

In the past year, First Nebraska Securities participated in 39 corporate securities offerings, and managed or participated in the underwriting of an aggregate of $16,500,000 Nebraska municipal securities and industrial development revenue bonds.

Mr. Hunt reported that during the year First Nebraska Securities installed Quotron equipment, an instantaneous quotation service making possible immediate quotations and other data on all listed and many unlisted securities. This expanded service, combined with a private wire system, facilitates the prompt and efficient handling of all securities transactions, he stated.

First Nebraska Securities is the only Nebraska based member firm of the New York Stock Exchange. Offices are located in Lincoln, Omaha, Hastings and Grand Island.

The National Bank of Commerce Trust and Savings, Lincoln, reported resources totaling $95,687,333 in its statement of condition as of October 1, 1964.

The bank's capital account of $6,618,243 includes $2,600,000 capital stock, $3,000,000 surplus and $1,018,243 in undivided profits. Deposits totaled $88,173,866.

Plans Scholarships

The Board of Directors of the First National Bank of Emerson recently approved a proposal to grant a $50 cash scholarship to a high school senior of Emerson-Hubbard Community School and to a high school senior of Sacred Heart School. Recipients of this annual award will be approved by the governing body of each school.

Receives FDIC Approval

The Federal Deposit Insurance Corporation reports it has granted approval to the First Security Bank at Sutherland. The bank is operating with total capital accounts of $213,600. F. H. Whitlake is president.

Holds Open House

The Sioux National Bank of Harrison held an open house last month with over 300 people attending. Door prizes were presented and refreshments served, according to Miss Lilly Larsen, vice president and cashier.

Elected IBA Director

At a recent election, A. C. Peterson, president of the First State Bank of Lodgepole, was elected as Nebraska Director of the Independent Bankers Association. The term is for three years, beginning January 4, 1965.

Changes at Wallace

At a recent meeting of the stockholders of the Farmers State Bank of Wallace, Mrs. Marie C. Wolder was elected president, filling a vacancy created by the death of Charles L. Cooper.

In another action, Carl Wolden was named vice president and cashier, and P. M. LaVelle, chairman of the board. Frances V. Lawhead, of North Platte, was elected to the board of directors.

Holds Open House

The Butte State Bank recently hosted an open house for the community. J. G. Brewster, president, reports good attendance at the event held in honor of the bank's 20th anniversary.

George J. Armstrong

George J. Armstrong, president of the Overland National Bank at Grand Island, died of a heart attack November 30. Mr. Armstrong had been very active in Grand Island community affairs and had been with the Overland National since its founding in 1934.

Urges Foundation Support

Bankers throughout the nation are being urged by Tilden Cummings, chairman of the Foundation for Commercial Banks, to give their wholehearted support to the Foundation's efforts to convince the public of the benefits of "full service" commercial banking. Mr. Cummings is president of Continental Illinois National Bank and Trust Company, Chicago.

Membership in the Foundation for Commercial Banks now totals over 5,200 banks representing over 71 per cent of deposits in the United States.
our
very
best wishes
for a happy
holiday season

FIRST NATIONAL BANK
& Trust Company of Lincoln

12th & N Street – Lincoln, Nebraska

Member: F.D.I.C.

Northwestern Banker, December, 1964
Bank Sells Money for Gifts

(Continued from page 29)

tools are filled by him with literature, brochures and advertising reprints. These are produced on a single A. B. Dick mimeograph machine by bank personnel.

The primary job accomplished by the items duplicated is attracting present and prospective customers to the bank by informing them of the unusual “money gifts” available.

The secondary purpose is to provide a rapid and economical means of producing copies of promotional pieces used to inform other banks of the program Hagerstown Trust is using.

Part of the cost of the program is covered by the sale of newspaper advertising mats. Banks, savings and loan institutions or other organizations that receive Mr. King's explanatory package of literature can order samples of "money items" and a series of newspaper ad mats. Local printers can then ‘strip’ logos for promotions in any city. The ordering institution can also duplicate the sample literature to use in a local direct mail campaign.

Mr. King's promotional methods are also simple and inexpensive.

He uses some newspaper and radio advertising, and supplies a mimeographed catalogue to local customers. For the mailing pieces Mr. King has copy typed and art drawn around one of the “for sale” items.

Employees Package

Costs are held down by having bank employees do all manufacturing and packaging of the money gifts, including the creation of folded money items, such as birds, bow ties, boats and rings.

The bank begins storing a supply of new coins and fresh currency in mid-summer and during that season begins preparation and wrapping of gift items. Most of the items are stockpiled for the busy Christmas season when gift items are in greatest demand, but the bank also stocks special money gifts for graduation, anniversaries, birthdays and Mother’s and Father’s Days. Chances are that some coin items will be discontinued soon because of the growing scarcity of newly minted money, Mr. King indicates.

Success of the program can best be measured in a banker's terms—dollars and cents.

In 1962, according to Mr. King, the bank sold 5,000 money items in 17 different forms and dispensed between $25,000 and $30,000 through this program. Last year, more than 7,000 items in 29 different forms were sold, just during the two and one-half weeks prior to Christmas. More than $40,000 was dispensed during that period and more than $50,000 over the year. In 1964, Mr. King expects an increase of 25 per cent in the number of items sold and indicates the program may conservatively reach the $100,000 mark in total dollars distributed.

Individual money gifts have run as high as $500 and $1,000 per item.

Profits Small

Profit dollars derived are understandably small, since the program is designed as a means to attract customers to other services.

“Our profits from sales little more than cover the cost of making ad mats we send to banks and other organizations requesting material, plus the cost of mimeographing,” Mr. King says.

"Charges added to the face value of coins and currency in the items are designed to just cover production, handling, mailing and other costs.

“We are lucky the program has been so popular, enabling us to at least wind up in the black each year; and, of course, we are rather proud of the fact that we have an advertising and promotion program that directly and measurably pays for itself,” Mr. King concludes.

—End.

George J. Armstrong

George J. Armstrong, president of the Overland National Bank, Grand Island, passed away November 30 of a heart attack. He had been active in community affairs and had been with the bank since its founding in February, 1934.

Joins Dallas Bank

Albert H. Cox, Jr., since 1962 an official of The American Bankers Association, has joined the staff of First National Bank in Dallas as vice president.

Heads Investment Group

Wendell W. Witter, partner, Dean Witter & Company, San Francisco, has been elected president of the Investment Bankers Association of America at the annual convention held in Hollywood, Fla.

James M. Kemper, Sr., Retires

In keeping with the retirement policy of the bank, James M. Kemper has retired as chairman of the board of Commerce Trust Company, Kansas City. He will remain a director.

James M. Kemper, Jr., who has been president of the bank since 1955, has been elected chairman of the board and president.

James M. Kemper, Sr., joined Commerce Trust Company in 1916. In 1925 he was elected president and in 1939 he was elevated to chairman and president. In 1948 he became chairman of the board.

James M. Kemper, Jr., a graduate of Yale University, joined Commerce Trust Company as assistant cashier in 1947. In 1949 he was elected vice president and director, and in 1955 he was elected to executive vice president.

10th Fed Promotions

Robert A. Olson, president of the Kansas City Power and Light Company, and W. S. Kennedy, president and chairman of the board of The First National Bank of Junction City, have been re-elected to serve three-year terms as directors of the Federal Reserve Bank of Kansas City, Homer A. Scott, chairman of the Fed board, announced recently. Mr. Olson was elected by member banks having capital and surplus of more than $1 million and Mr. Kennedy was elected by member banks with capital and surplus of $300,000 through $1 million.

Northern Trust Promotions

Following a meeting of its board of directors, The Northern Trust Company, Chicago, announced a series of nine new officer appointments.

Elected assistant managers in the bond department were the following men: D. Richard Banks, Walter E. Ladley, Blair C. Radford, and Ralph W. Riecker, Jr., in the retail sales division; Paul A. Leonard and Robert L. Yoder, government trading division, and Michael J. McManus, New York office.

Newly-appointed officers in the administrative department were Joseph W. Nelligan, assistant manager, and George S. Gordey, assistant building manager.
To you whom we have been privileged to serve, and to those whom we look forward to serving, we at Stock Yards National Bank wish you all of the Season’s good cheer and a happy and prosperous New Year.

STOCK YARDS NATIONAL BANK
of South Omaha, Nebraska

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, December, 1964
May Your Christmas this Year
Be especially Bright—

—and may your New Year be especially Prosperous

6th Avenue and Locust Street
Des Moines, Iowa

Member: F. R. S.  Member: F. D. I. C.
Two Deaths

Kermit S. Paulson, 54, president of the Northwood State Bank since 1954, and John S. Veenker, chairman of the bank’s board of directors since 1953 and one of the bank’s original incorporators, died last month.

Mr. Veenker, a patient at Methodist Commission, died last month. Mr. Veenker, a patient at Methodist Commission, died November 26. Death was attributed to emphysema.

Mr. Paulson died November 7, following an illness of approximately 10 months.

Mr. Veenker, a Northwood druggist, and a community leader, had filled nearly every office of leadership in the community during his years of activity. He had served continuously on the bank’s board since May, 1933. During that time, he was absent from just two directors’ meetings. He served as president of the bank from the time of its original incorporation until January 8, 1946.

Mr. Paulson had been engaged in banking throughout his adult life. In 1931, he joined his father in the Farmer’s Savings Bank at Joice. Following 10 years in that position, he became a bank examiner for the Federal Deposit Insurance Corporation, with which he was associated for the next 13 years.

Mr. Paulson also was active in community affairs, having served as a member and president of the local school board and as an active member of various civic organizations. A member of the Iowa Development Commission, he was also secretary, and later chairman, of Group Three of the Iowa Banker’s Association.

H. V. Huntoon

H. V. Huntoon, president of the Union State Bank, Winterset, since its inception January 2, 1935, died there recently at the age of 69 years. Mr. Huntoon was instrumental in organizing the bank and was active in its affairs until his death.

Remodeling Project

Winterset’s Union State Bank is undergoing a major remodeling project, according to D. A. Bolton, cashier. Included in the project is a new front, a night depository, new teller stations and new expanded loan offices.

Heads Credit Group

Peter F. Bezanson, Cedar Rapids, was recently elected president of the new American Industrial Bankers Association, an organization resulting from the merger of two giants of the consumer credit field.

The merger, voted recently at a meeting in Miami Beach, Fla., involves the American Finance Conference and the old American Industrial Bankers Association. It becomes effective January 1, 1965.

Mr. Bezanson is president of the Morris Plan Companies of Iowa, Cedar Rapids. The merged organization represents more than 500 independent consumer credit companies with 4,000 offices in the United States and Canada.

$1 Million Loan

The Merchants National Bank, Cedar Rapids, is now authorized to loan up to $1 million to any one customer, according to John T. Hamilton, II, president.

Mr. Hamilton stated that the increased loan limit is possible because of the recent action of the bank’s board of directors which increased the bank’s surplus from $8 million to $9 million. Combined surplus and capital stock now totals $10 million.

Edward W. Clark

Edward W. Clark, 88, long-time Mason City banking executive and former Iowa insurance commissioner, died recently in Phoenix, Ariz., where he had planned to spend the winter.

Mr. Clark had resided in Clear Lake since his retirement.

A former state senator, he was the leading figure in the organization of the United Home Bank and Trust Company in Mason City which opened its doors in 1936.

Drive-In Bank

Plans have been announced for a new drive-in bank in Denison. Drive-in as well as walk-up and walk-in service will be provided by the First National Drive-In Bank of Denison. Plans call for a complete remodeling of the building presently on the site of the proposed bank.

Installs Computer System

The Security National Bank of Sioux City recently announced the installation of a new high-speed electronic computer system to provide faster, more efficient service for the bank’s customers.

C. R. Gossett, president of the bank, revealed that the system, which consists of an IBM 1240 bank processing computer, has been installed and is in operation.

The equipment, capable of reading and sorting as many as 1,200 documents per minute, will mark the first total bank computer system in the Sioux City area.

Mr. Gossett said that, as a result of the computer installation, service charges will be computed on a more current basis and customers’ statements will include more detailed information than was heretofore possible.

He also noted that when the system reaches its full capacity it will enable the bank to provide some data processing services for businesses and other banks in the Sioux City area.

Northwestern Banker, December, 1964
New Bank President

James H. Redman, executive vice president of the Merchants and Savings Bank of Janesville, Wis., and president of the Bank of Janesville, will become president of the State Bank in Fort Dodge, January 1, 1965, succeeding Harry T. Huff, who will become chairman of the board.

Mr. Redman is a native of Sac City, and entered the banking business in 1931, after attending Drake University for two years. His first position was with Corn Belt State Bank of Correctionville. He later became a state bank examiner and for several years was a special assistant to Superintendent N. P. Black. In 1949, he purchased controlling interest in the First National Bank of Glidden which he operated for five years. He subsequently purchased a substantial interest in the Nevada National Bank of Nevada where he served as president and chief executive until joining the Merchants and Savings Bank in 1958.

The Fort Dodge bank made contact with Mr. Redman through Bankers Service Company, Des Moines.

Banks Increase

The State Banking Department recently reported that two Iowa-chartered banks increased their capital stock last month.

Coralville Bank & Trust Company of Coralville increased its stock from $75,000 to $100,000 and Jefferson State Bank of Jefferson increased its stock from $200,000 to $300,000.

Town-Wide Birthday

M. I. Roberts, chairman of the board of the First State Bank in Diagonal, was honored on his 85th birthday recently with a two-day, town-wide celebration which included a Pancake Day in his honor. He has served as a member of the bank’s board since moving to Diagonal in 1937.

The previous day, Diagonal’s annual Harvest Sale and parade saw the First State Bank represented in the parade. The bank’s float featured an old trunk as a chest of treasure from which poured such valuables as honor, truth and unselfishness.

Appointed Director

Robert M. Conway, vice president of Thorp Loan & Thrift Company and of its parent firm, Thorp Finance Corporation, was appointed a director of the Iowa Installment Loan Association at that organization’s recent meeting in Des Moines.

First Beef-Cow Sale at Nevada

NEVADA BEEF-COW PROGRAM—A large crowd of livestock fanciers braved the cold recently to attend the first annual sale held for cooperators with the Nevada National Bank’s beef-cow program. A total of 100 head of livestock brought a total of $10,000 at the sale. Wearing the heavy coat, acting as ring man, is Kermit J. Anderson, executive vice president. Roger Jensen is the clerk and Paul Thomas, Colo, is the auctioneer. The other man in the ring is Gerald Kangley, representative of Eastern Iowa Breeders. The purpose of the bank’s program is to increase the value of the area’s beef cattle by interesting producers in artificial insemination.
Nearly a century of service to the banks and public of Iowa
Belmond Addition Doubles Floor Space of Bank

THE INTERIOR of the new addition to the First State Bank at Belmond, Iowa, at left provides a bookkeeping room as well as two private offices and a directors' room, which can be seen in background. The new section has walnut paneling, carpeting in the officers and directors' room, and vinyl asbestos tile in the outer room. The offices are on the front of the new addition which was faced with the same brick as the original building. In exterior photo, addition is to left. The lobby remains in the old building and was increased in size by one-third, permitting an increase in teller windows from four to six. Total space was doubled from 2,100 square feet to 4,200 square feet. Two new coupon booths and storage space also are provided on the first floor. About 1,000 persons attended open house on November 14, according to L. B. Cox, v.p. Previously, more than 100 bankers were guests at a special open house.

William C. Schenk
William C. Schenk, 63, retired vice president of the Live Stock National Bank, Sioux City, died in that city recently following a brief illness.
Mr. Schenk retired October 1, 1963, as vice president of the Livestock National Bank, after nearly a half century of service with the institution. He started as a messenger in 1916 and rose to the vice presidency in 1950.

Clyde Rochholz
Clyde Rochholz, 73, president of the Exchange Bank in Adair, died recently in St. Joseph's hospital, Omaha, following a short illness.

New Vice President
Lynn S. (Bill) Fuller has been elected a vice president of the Dubuque Bank and Trust Company. He was previously vice president and cashier of the Jackson State Savings Bank in Maquoketa.
His work at Dubuque Bank and Trust will be in the area of real estate, commercial and farm loans as well as the servicing of general banking needs.

Art Frey Is Elected Director of Rath Packing
Arthur J. Frey, vice president of Continental Illinois National Bank and Trust Company, Chicago, has been elected a director of Rath Packing Company at Waterloo, Iowa. His election was announced following the November meeting of the board of directors.
Mr. Frey is well known among Iowa bankers, having begun his banking career at Patterson, Iowa, in 1921 and working in banks in Des Moines and Perry before joining a predecessor bank of the present Continental Illinois in the mid-1920's. For a number of years he has represented the correspondent bank division in Iowa.

Edward Chaloupka
Edward Chaloupka, 75, a pioneer of the Yale community and a member of the board of directors of the Yale Farmers State Bank, died recently in the Dallas County hospital in Perry following a lengthy illness.

Construction Underway
Construction of the new State Bank of Sioux Rapids is currently underway, according to Charles Wetzeler, executive vice president of the new banking firm, who expressed the hope that the new structure would be completed in January, 1965.
There are lots of reasons why 748 progressive businessmen, or groups of businessmen, have taken on the Purina Dealer Franchise and opened up for business. First, they like the idea of being connected with the world's leader in the business of manufacturing formula feeds. They know that Purina is building more mills and growing. They like the feeling that Purina is in the feed business to stay.

They like Purina's full line of research-backed and farm-tested products—CHOWS for nearly every type of bird or animal in any type of setting or climate; and a complete line of HEALTH AIDS—disinfectants, insecticides, wormers, and treatments.

Purina dealers like the aggressive sales force in front of them—both the highly trained company salesmen, and their own Purina-trained employee salesmen. And more.

Bankers like new Purina dealerships, too. Thousands of bankers are partners in Purina dealerships—directly or indirectly. Either way, they know that a Purina dealership brings new money into a rural community, a town, and into the bank.

So more and more bankers are working directly with Purina dealers—like these 748 new ones—extending credit to them for building and expansion, and to the livestock and poultry farmers they serve.

Good business for Purina dealers means good business for bankers. For more details, see the district Purina salesman, or write Ralston Purina Company, Dept. 259, Checkerboard Square, St. Louis, Mo. 63199
A MAJOR stock purchase in the Bankers Trust Company by John Ruan, president of the Ruan Transport Company, was announced early this month by Robert J. Sterling, president of the bank, following a meeting of the board of directors.

With the purchase, Mr. Ruan is reported to have acquired at least 25 per cent of the bank's stock. Actual purchase price of the stock was not disclosed. Current market value of the stock has been quoted at approximately $120 per share.

Mr. Ruan's purchase included the stock held by John Shuler, president, Shuler Coal Company; S. F. McGinn, chairman of the board, Parkway Inns, Inc., and most of the stock of Hubbell Bros., Inc.

Mr. Ruan heads Ruan Transport, one of the nation's largest haulers of bulk commodities. He started the firm in 1933 by buying one used truck and hauling petroleum. Today, Ruan operates in 31 states and maintains 44 terminals. Mr. Ruan also heads Ruan Equipment Company, Ruan Leasing Company, Ruan Cab Company, and he is the founder and head of Carriers Insurance Company, a nationally-known trucking insurance firm. He is a trustee of the Equitable Life Insurance Company of Iowa and of Drake University.

President Sterling said that James H. Windsor, president of the Equitable Life of Iowa and a trustee of the Frederick M. Hubbell estate, Mr. McGinn and Crawford C. Hubbell, vice president of the bank, will continue as directors. Mr. Ruan has been a director of the bank since 1960.

The management of the bank will continue under the presidency of Mr. Sterling.

Bankers Trust Company has total assets of more than $90 million. Capital is $1.5 million; surplus, $1.5 million, and undivided profits, $6.7 million. Total shares of stock outstanding are 60,000.

The 95th anniversary of the Capital City State Bank was noted with a month-long celebration which commenced early in November.

The bank, founded in Des Moines, November 3, 1869, scheduled several special events during the month-long observance.

Robert Sterling, president of the Bankers Trust Company, attended the organization committee meeting of the American Bankers Association in New York, December 3 and 4.

Mr. Sterling is the ABA vice president for Iowa.

The state and regional vice presidents handle liaison between the A.B.A. and its 18,005 member banks and branches. The purpose of the meeting was to acquaint the members of the organization committee with present and future programs of the A.B.A. and to discuss general policy questions.

Gerald O. Nelson, vice president, Iowan-Des Moines National Bank, has been asked by Reno Odlin, president of the American Bankers Association, to continue to serve as a member of the Federal Agency Relations Committee of the ABA for the 1964-65 year.

E. F. Buckley, chairman, and B. C. Grandgaard, president, of Central National Bank and Trust Company, reported early this month that directors declared a 5 per cent stock dividend as of December 24 to stockholders of record December 9, thus increasing capital to $5,250,000. Surplus was also increased to $5,250,000 by transfer from undivided profits, giving total capital and surplus of $10,500,000 and a legal loan limit of $1,050,000, the largest of any Des Moines bank.

Garland Russell has been appointed general manager of the Iowa Packing Company, a subsidiary of Swift & Company, with home offices in Chicago. He will also be responsible for The Swift plant in Marshalltown.

Mr. Russell has been with Swift for 39 years and was most recently general manager of the company's plant in East St. Louis, Ill.

Joseph V. Goldbach has recently been appointed president and chief executive officer of the National Bank of St. Petersburg, Fla. Mr. Goldbach was senior vice president of the Florida bank. Until 1958, he was with the Iowa-Des Moines National Bank serving as an assistant cashier in the Correspondent Bank Department.

John Chrystal, Iowa superintendent of banking, has been appointed a member of the executive committee of the National Association of Supervisors of State Banks.

Emil R. Bowlin, vice president of Central National Bank and Trust Company, announced his retirement as of November 15. Mr. Bowlin was employed by the bank in 1944 and was a vice president in the Commercial Loan Department. He will be associated with Leasing, Inc.

The State Banking Board last month approved an application made by the Valley Bank and Trust Company for a detached teller facility at 17th and Grand. The facility is awaiting approval from the Federal Deposit Insurance Corporation.
Commerce Trust men like Bill Irby are skilled professionals, with the knowledge and experience to provide the proper solutions to your banking problems. One out of every ten banks in the nation now benefits from their skillful handling of correspondent matters. Give them a call.
Rezoning Petition
A petition, requesting the rezoning of a residential area to a commercial area, was submitted recently to the city council by the First National Bank of West Union.

The bank requested that property on Bradford Street be rezoned in order to permit the bank to construct drive-in banking facilities there.

Ad Agency Recognized
LaGrave Advertising Agency, Des Moines, has been elected to membership in the American Association of Advertising Agencies, according to Edward LaGrave, Jr., president of the agency. This firm is the first in Des Moines and only the third in Iowa to become a member of the AAAA.

Mr. LaGrave stated that less than 10 per cent of all agencies in the United States belong to AAAA and that these firms handle approximately 75 per cent of the national advertising volume.

Banker, Wife Recovering
A retired Algona banker and his wife, Mr. and Mrs. Ralph Miller, were recently reported recovering after having been discovered unconscious and in critical condition in their home Sunday morning, November 22.

The couple had been overcome by carbon monoxide fumes in their home sometime the previous day.

Prior to his retirement, Mr. Miller, 67, was president of the Iowa State Bank in Algona, which he helped found.

Named Bank President
Robert W. McGee, vice president in charge of industrial development for the Valley National Bank, Phoenix, Ariz., has been named president and chief executive officer of the new independent Thunderbird Bank of Glendale, Ariz. He is the son of R. K. McGee, president of the Clarke County State Bank in Osceola.

The building for the new bank is expected to be completed in mid-April and the bank is expected to open in May.

Mr. McGee has a masters degree in business administration from the Wharton School of Finance, University of Pennsylvania, and a bachelor of science degree in business administration from Simpson College, Indiana.

He joined the Valley Bank and Trust Company, Des Moines, as a trainee in 1947 and rose to the post of vice president in 1955. He went to Arizona as assistant vice president in Valley National Bank’s commercial loan division in 1956.

In 1959, he was transferred to Tucson, Ariz., as vice president and senior loan officer for the bank’s eight branches in that city. Returning to Phoenix in 1960 as vice president in charge of one of the bank’s two commercial-industrial loan divisions, Mr. McGee was named to his present state-wide post in 1963.

Let Remodeling Contracts
Contracts for the enlarging and remodeling of the First State Bank building in Gowrie were let recently, according to Maurice Lindquist, president.

Both the exterior and the interior of the building will be remodeled and the facilities of the bank will be doubled by taking over the west side of the present building. In addition to a new front, the bank will have an enlarged public lobby with paneled conference rooms on the west side. Air conditioning and a walk-up teller window will also be added.

Best Wishes for a Happy Holiday Season from all your friends at Drovers

Drovers National Bank
UNION STOCK YARDS • CHICAGO 9
MEMBER F.D.I.C.

Northwestern Banker, December, 1964

R. W. McGEE

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https://fraser.stlouisfed.org
Federal Reserve Bank of St. Louis
Merry Christmas and Happy New Year!

From all your Friends at Marquette

Strong Friend of the Independent Banker

THE MARQUETTE NATIONAL BANK

OF MINNEAPOLIS • SEVENTH AT MARQUETTE • FEDERAL 3-5411

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
Circular Bank for Coon Rapids

ARCHITECTS SKETCH by Brooks-Borg of Des Moines of new bank building in Coon Rapids.

CONTRACTS were let and ground was broken recently for a new bank building to be constructed by the Iowa Savings Bank at Coon Rapids.

The new building, in the form of a circle, will be approximately 94 feet in diameter, and will provide approximately 1,500 square feet of office and work area and will feature a central lobby on the inner portion of the circle with private offices and work area on the circle’s perimeter. The bank vault will be a separate structure connected to the new building via a glass-enclosed walkway.

First Forum Success

The First Forum held recently at the First National Bank of LeMars was attended by approximately 100 bank customers and residents of the LeMars area, according to E. C. Lee, cashier.

The forum, concerning “Wills, Estates and Estate Planning,” featured Richard Carey, of the trust department of the Iowa-Des Moines National Bank, Des Moines, a guest speaker.

“The response was great and we received many compliments,” Mr. Lee said. He noted that the bank plans additional forums in the future.

John H. Nie

John H. Nie, vice president and director of the Mechanesville Trust and Savings Bank in Mechanesville for the past 25 years, died there recently. His death was attributed to a heart attack.

Mr. Nie, 63, was the owner of the Nie Grain and Feed Company and owned several farms in the area, according to L. J. Paulson, executive vice president and cashier of the bank.

New Bank Building

The Fairfax State Savings Bank has let a contract for a new bank building, according to J. L. Krall, president. Kirk Gross Company of Waterloo was the architect, and Schoff Construction Company, Lisbon, is general contractor. The new building is to be completed approximately March 1, 1965.

The bank also announced that Gordon K. Sorg, Independence, recently began working as a teller at the bank. He came to Fairfax from the First State Bank, El Paso, Texas, where he had been employed as a teller.

Group Representative

Robert E. Hade, Indianola, has been appointed account executive in Iowa for First Financial Advertising Group, according to the firm’s president, Arthur R. Greene. The group will present a variety of marketing programs to Iowa financial institutions in behalf of the national bank marketing firm headquartered in Brookline, Mass.

The group is the official sales promotion agency for the Foundation for Commercial Banks.

Named Bank Director

William (Bill) Bernstein, Oskaloosa realtor, has been named a director of the Iowa Trust and Savings Bank there, filling a vacancy created by the recent death of Seth Thomas, it was announced recently by Herbert W. Sauter, bank president.

Assistant Cashier

Daryl K. Akers has been elected assistant cashier in the agricultural department of the First National Bank of Mason City. A native of Dows, he entered the hardware business with his father in Albert City following his graduation from high school.

He later began his banking career at the First National Bank of Clarion. Following military service during the Korean conflict, he joined the First National Bank of Mason City as head teller. He later managed the First Drive-In Bank and has worked in several areas including bank operations and the installment loan department.
Tempus Fugit

Time, tide and the Holiday Seasons have a way of creeping up on us . . . especially during these busy days!

Time flies by so fast that it seems like only yesterday we expressed our sincere hope for a joyful Holiday Season to our many banking friends.

The folks at the First National once again want to wish all of you a very

Merry Christmas
and a

Happy New Year

First National Bank
in Sioux City
Attend Management School

J ohn J. Buckley, assistant vice president, Central National Bank and Trust Company, Des Moines; Glen G. Reynolds, assistant vice president, Iowa State Bank, Des Moines, and Henry V. Rowenhorst, executive vice president, Northwestern State Bank, Orange City, were among 82 senior level commercial bank executives selected from all parts of the country and from all branches of the banking industry to attend the sixth annual session of Columbia University’s commercial bank management program.

Sponsored by the graduate school of business, the program, under the direction of Roger F. Murray, Sloan College professor of banking and finance, was held in mid-November at Arden House, the Harriman campus of Columbia University, five miles north of New York City.

The six-day meeting has been described by Hoke S. Simpson, director of executive programs, as a “short-term, intensive course designed to bring participants into contact with a faculty of authorities drawn from business, education and commercial banks; and to thereby acquire knowledge, techniques and skills relating to the administration and operation of the banking business.”

Assistant Cashier

Tom Siskow recently assumed his new duties as assistant cashier at the Thornton Bank, Thornton. Mr. Siskow, a 1955 graduate of the Thornton high school, is also a graduate of Mason City Junior College. He had been employed at the Public Loan and Discount Company in Mason City.

To Bank Board

John J. Murray, 38, a member of the Mitchell, Mitchell and Murray law firm in Fort Dodge, has been named a member of the First National Bank of Fort Dodge board of directors.

The announcement that the board was increased from nine members to ten was made by Earl J. Underbrink, bank president.

A former Webster county attorney, Mr. Murray is presently completing his first term as state representative from Webster county.

New Bank Officer

The board of directors of the Waukon State Bank, Waukon, announced recently that E. Richard Lomen, 35, of Dallas Center, had been named an executive officer of the bank effective January 1, 1965.

Mr. Lomen is presently a cashier at the Brenton State Bank at Dallas Center. He is a native of Decorah and a graduate of Iowa State University. Prior to his seven years at Dallas Center, he was associated with the Wright County Bank, Clarion.

Named Bank Cashier

Ronald E. Taylor, now serving as vice president of the Seymour State Bank, Seymour, has been named cashier of the Postville State Bank, Postville, replacing Philip A. Jacobson who resigned to take a position with the American Lutheran Church mission field in Ethiopia.

Mr. Taylor, a 1957 graduate of Iowa State University, will assume his new duties January 1, 1965. He previously was employed by the Citizens State Bank, Donnellson.

Mr. Jacobson said, “While it is difficult to leave my position as cashier of the Postville State Bank and the Postville community, I feel it is a Christian responsibility to enter this service because of the immediate need in Ethiopia.”

Mr. Jacobson and his family will leave for Addis Ababa, the capital of Ethiopia, sometime after January 1, 1965.

Time and Temperature

A new time and temperature sign has been installed at the Mediapolis Savings Bank in Mediapolis.

The electronic sign automatically gives 17,280 readings every 24 hours.

Bank Buys Site

The First National Bank of Council Bluffs has purchased two lots at 25th and Broadway Streets, according to President Dale Ball. The land, he said, is for possible future use. It was purchased, he said, to insure availability of a site on Broadway in the event the bank needs it in the future.

Bank Officer Honored

Miss Mary Vonderhaar, assistant cashier of the First National Bank in Humboldt, was honored recently at a reception at the bank in recognition of her 35 years of service with the bank.

Miss Vonderhaar was presented a government bond by Ben P. St. John, president of the bank.

Appointed Director

C. R. Atwell, president of the Mount Pleasant Bank & Trust Company, recently announced the appointment of
OPEN HOUSE was held in the newly re-modeled and enlarged quarters of the Story County State Bank at Story City last month, according to Ray A. Sweet, pres. Increased space provides room for more teller windows, two new conference rooms, a stand-up desk, booth and private customer's room in the safe deposit area, and a bookkeeping room behind the tellers' area that is double its former size. New services include an after-hours teller window, open from 8 a.m. to 9 a.m., Monday through Saturday, and a night depository and envelope drop, both in the bank vestibule.

Dan E. McAllister, local seed corn dealer, as a director of the bank.

Leases Building
Farmers Savings Bank of Steamboat Rock has leased the H. J. Garles building in Eldora. The lease is subject to approval of an application to transfer the bank charter from Steamboat Rock to Eldora. With approval, the bank would employ the Garles building as temporary quarters pending determination of a permanent location.

The banking department has received two applications for establishment of state-chartered banks in Eldora. The second was submitted by a group of Eldora businessmen.

Named Director
The board of directors of the National Bank of Waterloo has announced the appointment of Don M. Graham as a director to fill the vacancy created by the death of Mr. Graham's father, James M. Graham, last April.

Mr. Graham is president and treasurer of Bigson and Graham, Incorporated, realtors.

Sponsor Meeting
The Crawford County Trust and Savings Bank, Denison, and the Dow City office of the Defiance State Bank, recently co-sponsored a meeting in Denison designed to explain the Northwest Iowa Farm Business Association to area farmers.

The organization is a non-profit en-
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terprise designed to assist local farmers with their farming operations.

Keynote Speaker
J. F. Kennedy, president of the First National Bank in New Hampton, recently keynoted an economic development conference for northeast Iowa with a plea for cooperation, rather than competition, among neighboring communities.

Newly Remodeled
The First State Bank of Tabor recently held open house in its newly remodeled bank building. The interior of the bank was remodeled and a new front was added to the building.

Guest Speaker
John Chrystal, superintendent of banking for the state of Iowa and president of the Iowa Savings Bank, Coon Rapids, spoke recently before the Newton Rotary club.

Mr. Chrystal, who has made several trips to Russia, including a recent trip at the invitation of the Soviet government, spoke on the general subject of Russia.

Carroll H. Conner
Carroll H. Conner, a member of the board of directors of the First National Bank of Davenport, died recently of a heart ailment in Davenport. Merchandising manager for M. L. Parker Company, Davenport, he had formerly been employed by Younkers stores and, during that time, resided in Des Moines.

Construction Begins
Construction work started last month on a major improvement project at the Union State Bank in Winter set. The project includes a new front, remodeling of the teller lobby and conversion of the directors’ room to new office space.

Contracts Let
Contracts for the remodeling of the Wellman Savings Bank in Wellman have been let and construction is scheduled to commence in April 1965.

Promotions Announced
The board of directors of the Jackson State Savings Bank, Maquoketa, recently approved promotions for four members of the bank’s staff.

Mrs. Marguerite R. Sokol, assistant cashier since the early 1940’s, has been promoted to the position of cashier. David Luet, assistant to the farm service department manager, is now an assistant vice president.

Mrs. Gertrude W. Wiersma and Mrs. Patty McNabb were promoted to assistant cashiers.

To New Quarters
The Monroe State Bank, Monroe, was expected to move from its old to its new building early this month. An open house, according to bank officials, will be held at a date to be announced.

New Duties
E. W. Morgan, executive vice president of Community National Bank and Trust Company, Knoxville, was recently named to the additional post of trust officer for the institution.

Other recent promotions to assistant cashier were awarded Clifford Danner and John Kamerick.

Retires
Herman J. Kueer, executive vice president of the First National Bank of Bellevue, retired recently.

Mercantile Promotions
Kenton R. Cravens, chairman of the board of Mercantile Trust Company, St. Louis, announced the following promotions and appointments: Robert L. Bergmann was elected vice president; Elden R. Sternberg, trust officer; Richard L. Johanneson and William M. Wilcox were appointed assistant vice presidents, and William T. Springer and Clarence A. Sehrt were named assistant cashiers.

Mr. Wilcox is particularly well known in the NORTHWESTERN BANKER area, having traveled in Iowa for the past few years. He attended the Iowa Convention in October.

Re-elect 7th Fed Directors

Mr. Hilton also announced that William E. Rutz, director and member of executive committee, Giddings & Lewis Machine Tool Company, Fond du Lac, Wis., was re-elected a Class B director of the bank.

Each director was elected for a term of three years beginning January 1, 1965.
The Bankers' Market Place

A Page Telling What's New for Banks and Bankers

Each month the Bankers' Market Place will bring you listings of new products, specialty items, banking equipment, and gift items which will help you and your staff do a better job. This is the selection for this month.

THE "Tallyprinter" recently announced by Cummins-Chicago Corporation, leading manufacturer of paper-handling equipment for business and industry, brings "a new concept of reliability and versatility to repetitive office counting and imprinting jobs," the company says.

According to the announcement, the new Tallyprinter feeds, counts, dates, signs, stamps, prints, codes, cancels, imprints, endorses, numbers and stacks. Virtually any office or commercial imprinting and counting operation consuming expensive clerical time can be improved with the Tallyprinter.

Due to Cummins' exclusive Magic Flow ink fountain, and a unique ink that does not evaporate, the inking is entirely automatic and neither requires nor allows operator adjustment. Cummins says this feature results in a sharp, clear printed impression every time. The major feature of the Tallyprinter, however, is the completely new Cummins "Accur-Matic" Feed, the first feed that consistently handles intermixed sizes and weights of paper with an accuracy of well over 99 per cent.

Cummins' Tallyprinter occupies 16 x 19 inches of desk space and weighs 79 pounds. An optional adjustable stand is also available.

Cummins' Tallyprinter is offering its

new folder, "Paper Handling," as well as an illustrated specification sheet on the new Tallyprinter to those interested. To receive copies of this literature, write: Cummins-Chicago Corp., 4740 N. Ravenswood Avenue, Chicago, Ill., 60640.

A recent publication of interest to trust officers who have responsibility for trust investments is a 20-page booklet titled, "The Council Tools and How to Use Them Effectively." Published by Studley, Shupert Trust Investment Council, 860 Suburban Station Building, Philadelphia, Pa., 19103, this booklet provides an index to the various tools and services provided by the basic Council service to banks in handling their trust investment functions. A detailed report is given on Council aids in the selection, review and analysis of corporate securities.

THE Safe Manufacturers National Association, New York, has prepared a new pamphlet in its Burning Facts series on the distinctions between record safes and money chests.

The eight-page pamphlet tells in detail why and how safes are intended primarily to protect valuable records from fire and related hazards, and money chests are intended primarily to protect cash and other valuables from theft and burglary. The pamphlet notes that many businesses, in confusing the different purposes for which this equipment is designed, leave themselves open to substantial loss from fire damage to vital records and through theft and burglary.

Copies of the pamphlet may be obtained from the SMNA, 306 Madison Avenue, New York, N. Y., or through association members.

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TRAVELMATS CORP. OF AMERICA

Prairie du Chien, Wisconsin

Northwestern Banker, December, 1964
It's Childish
John's foreign car is so small that when he was issued a ticket, he had to appear in juvenile court.

Scenic Drive
"We spent our vacation in the car touring the country."
"Touring, eh? You must have passed some beautiful scenery."
"Oh, we must have! We averaged over 500 miles a day!"

Impatient Patient
A boy scout troop was being used as a group of "guinea pigs" in a civil defense test in a western city. The mock air raid was staged and the scouts impersonated wounded persons who were to be picked up and cared for by members of the defense organization.

One scout was supposed to be on the ground and await his rescuers, but the first aid people got behind schedule with their work and the scout lay "wounded" for several hours.

When the first aid men finally arrived on the spot where the casualty was supposed to be, they found only a penciled note:
"Have bled to death and gone home."

Easy Way
Childhood is that wonderful time of life when all you have to do to lose weight is take a bath.

Arithmetic Logic
Problem: If a nine-year-old boy can pick two pounds of cherries in an hour, how many pounds can he pick in three hours?
Answer: About two pounds, if I know nine-year-old boys.

INDEX OF ADVERTISERS

DECEMBER, 1964

A
Acorn Printing .....................................................88
American National Bank and Trust—Chicago 37
Ascot House .....................................................12
Ashwell and Company ........................................82

B
Bank of America ..................................................28
Bank Building and Equipment ............................7
Bank of California .............................................46
Bank of Montreal ..............................................10
Bankers Service Company ..................................84
Bankers Trust Company—Des Moines ................74
Bankers Trust Company—New York ........................4
Black Sale System ............................................42

P
Cadillac Associates, Inc. .....................................84
Central National Bank—Des Moines ....................18
Central States Health and Life ...........................91
Chase Manhattan Bank ......................................23
Chemical Bank ..................................................33
Chili and Company ............................................44
Christmas Club a Corporation ............................47
Commerce Trust Company—Kansas City ..............51

C
Continental Illinois National Bank ......................15

INDEX OF ADVERTISERS

Northwestern Banker, December, 1964

Efficient Help
Newly-hired secretary to her employer, "Do you want double-spacing on the carbons, too, sir?"

One-Sided
Driver's License Examiner: "And what is the white line down the center of the road for?"
Woman: "Bicycles?"

CONVENTIONS
February 12—ABA 17th National Credit Conference, Sheraton, Dallas, Texas.
February 8-10—ABA 46th annual Midwinter Trust Conference, Waldorf-Astoria Hotel, New York.
March 8-10—ABA National Automation Conference, San Francisco.
April 8-10—Independent Bankers Assn., Annual Convention, The Diplomat Hotel, Hollywood, Fla.
April 8-10—Independent Bankers Association, 31st annual convention, Diplomat Hotel, Hollywood, Fla.
May 31-June 4—American Institute of Banking, 63rd annual convention, Roosevelt Hotel, New Orleans.

Northwestern Banker, December, 1964
You needn't tell a banker about the value of a specialist's advice. He counsels with them often—on legal, accounting and tax matters, for example. In insurance, you should have a specialist, too. Central States specializes exclusively in insurance through banks and financial institutions. Consumer credit, life, health, accident and hospital insurance for bank customers is no sideline with us; we pioneered this field 32 years ago. May we have one of our specialists explain how Central States programs can make you money while doing your customers a service?

Central States
Health & Life Co. of Omaha
T. Leslie Kizer, President
Some Sincere Wishes For Your Christmas...
May there be a child at your house to help find and decorate the Perfect Tree... as fresh and lovely as the spirit of Christmas. May all of your family, from far and near, be gathered together for these joyous days... in good health and good fortune.

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May Santa discover, in your secret heart, the one wish you hold, and fulfill it for all the years to come. And finally... may you find a moment in this happy season to see us, shake your hand, and say our thanks for your friendship. Merry Christmas!