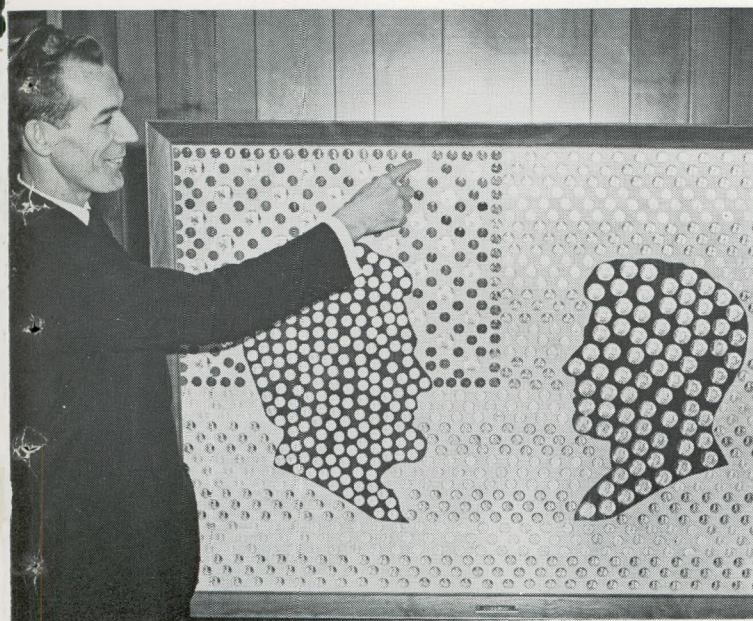


NORTHWESTERN *Banker*

**FEBRUARY
1965**



MINNESOTANS DISCUSS RATES—Page 66



UNIQUE MONEY DISPLAY—Page 18



CHICAGO SKYLINE CHANGING—Page 6



Customer service . . . at MNB

In a recent continuing study by Northwestern Banker, country banks indicated "Advice on Bank Operation" as important in what they expect from their city bank. This sort of service is a specialty of MNB's large, competent staff, shown above. Those officers and staff members you will deal with as an MNB correspondent, (as well as the many others who deal directly with the public) have for many years been serving the financial needs of the Iowa banking community. No matter what your requirements you'll receive fast, efficient service from the competent people at MNB. Thanks mainly to them, over half of all Iowa banks are MNB correspondents.

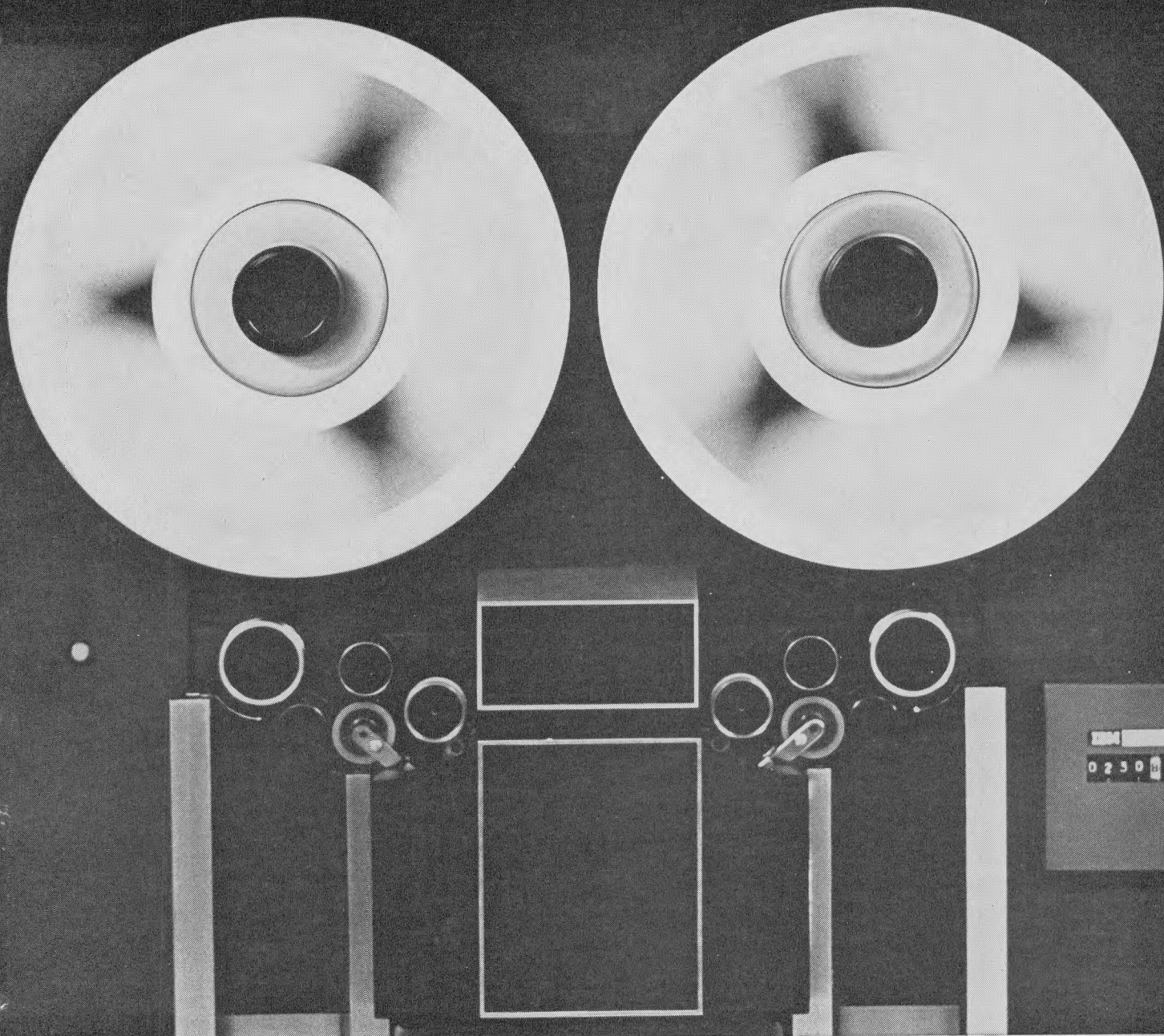
So many ways we can help you . . . **Merchants National**

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MEMBER F.D.I.C.

THE FULL SERVICE BANK FOR THE BANKS OF IOWA





TRUST NORTHERN

for dependable counsel on electronic accounting for your bank

When the time comes for you to consider electronic accounting, Trust Northern for advice and help in planning the system that will work best for you.

Many of our correspondents have already installed electronic accounting systems and are realizing benefits from them. Properly selected, such a system can reduce personnel requirements, cut overtime, avoid a heavy investment in bookkeeping equipment, and reduce space requirements. When the time comes for you to consider electronic equip-

ment, we will be glad to share with you our extensive knowledge and experience in this field.

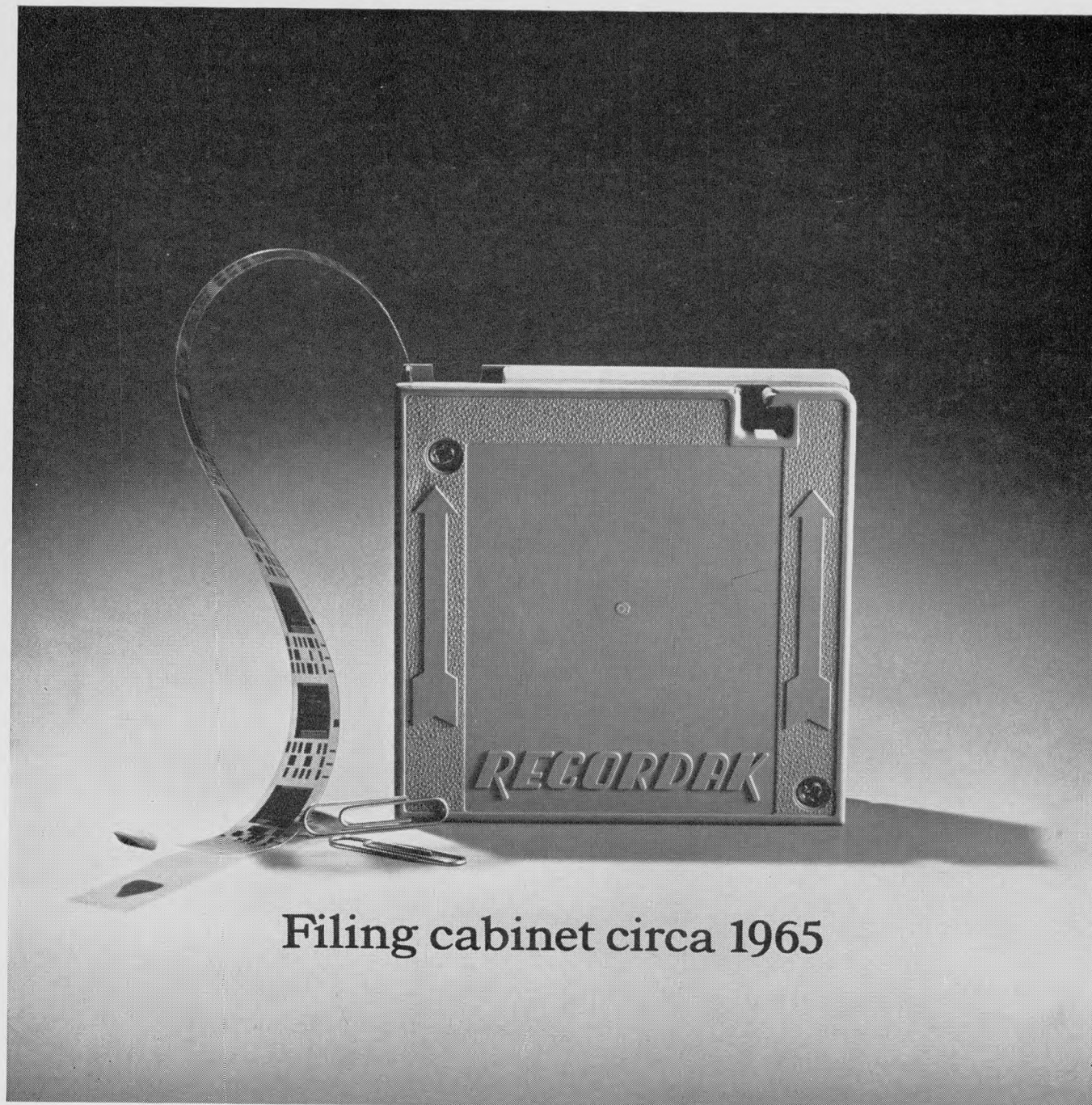
Trust Northern to help study your bank's operations, analyze your future needs, and make appropriate recommendations. Ask



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

us to make an "electronic accounting" survey . . . or for help on any operating problem, for that matter.

Knowledge of equipment and procedures, profitable portfolio management, skill and experience in international banking—these are just a few of the many areas in which Northern serves correspondent banks, and serves them well. A letter or phone call could be the start of a rewarding association. If you are not already acquainted in the Bank, ask for N. Hall Layman, Vice President, Correspondent Banking.



Filing cabinet circa 1965



If you can't hold thousands of records in one hand, your present filing system is too big...too clumsy...too costly. Recordak microfilming shrinks ponderous files to 2% of space needed for paper originals. Makes file search and reference push-button easy for businesses large and small. Recordak Corporation, 770 Broadway, Dept. O-2, New York, N.Y. 10003.



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Dear Editor



"Merry Christmas"

"I have been guilty of not writing you earlier. Please excuse me for the delay. Since I came (returned) to India, many changes have taken place. Now I am with the biggest bank of the world, Bank of America. This is all due to good wishes of friends like you.

"Enclosed are few photo snaps of your young and charming Clifford DePuy and his wife when they came to India.

"Please keep continue to send me your monthly magazine at this address. Your annual subscription bill may be sent to me.

"Come to India now. Best regards."

M. C. Gurg, 7 Sea Face House, Warti, Bombay-18 (India).

Plan New Parking Garage

Continental Illinois National Bank and Trust Company, Chicago, and General Parking Corporation opened construction bids last month for improvement of a 35,000-square foot parcel of land at the southeast corner of Jackson Boulevard and Clark Street with a two-story parking facility.

The ramp-type building will be located on the east side of Clark Street, between Jackson and Van Buren, and will have floor space to accommodate more than 350 cars.

The area is diagonally across Jackson Boulevard from the Clark Street entrance of Continental.

A time and temperature gauge mounted on a 30-foot pylon will be visible from four sides.

Changes to National Bank

At the close of business on December 24, Mercantile Trust Company, St. Louis, was formally converted from a state-chartered trust company into a national bank under the jurisdiction of the Comptroller of the Currency. Mercantile shareholders had overwhelmingly approved a proposal for the conversion at a meeting on December 21, after approval of the proposed change had been given in November by Comptroller of the Currency James J. Saxon.

NORTHWESTERN Banker

Oldest Financial Journal West of the Mississippi

for your FEBRUARY, 1965, reading

71st Year No. 931

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NORTHWESTERN BANKER

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Northwestern Banker, February, 1965

First National, Chicago, Selects Unique Design for New Building

The basic design for a unique, tapering skyscraper — approximately 800 ft. high—was announced last month by The First National Bank of Chicago.

Slated for completion in 1969, the new \$60-million-plus bank headquarters in the heart of Chicago's loop will depart from the "box-like" appearance of recent skyscrapers. The new structure will rise in a sweeping curve from a 55,000 sq.-ft. base to a 29,000 sq.-ft. tower. It will be 60 stories tall and contain 2,000,000 sq. ft.

The building will occupy the north half of the block bounded by Dearborn, Monroe, Clark and Madison Streets. Groundbreaking for the new structure is scheduled for the spring of 1966 after a 15-month demolition program has cleared the site.

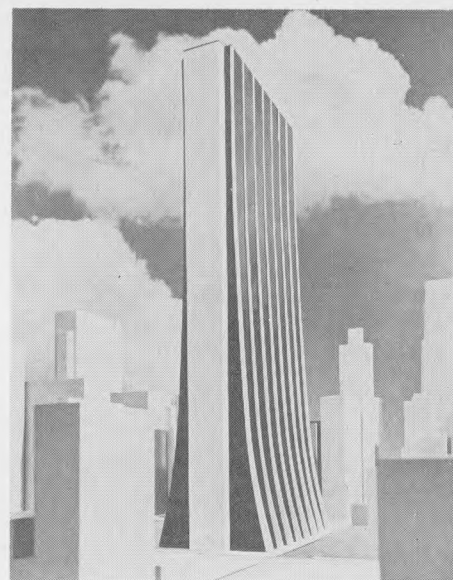
"The tapering design was selected

as the best way to provide a building to serve both as headquarters for the country's 10th largest commercial bank and a major office building," said Christopher W. Wilson, executive vice president and chairman of the bank's building committee.

The lower floors will provide the open space required for the First National's savings department, the world's largest commercial bank savings operation under a single roof, and other customer-service facilities. Present plans call for the bank to occupy the lower half of the building, with the remaining space to be available for rental.

Twin elevator cores on the Clark and Dearborn Street entrances will permit prompt, efficient service to the upper floors without interfering with main bank floor traffic.

"We are hopeful," said Homer J.



UNIQUE, sweeping curve design of the new First National Bank of Chicago headquarters is highlighted in this architectural model of the approximately 800-foot building and surrounding area.

Livingston, chairman of the board of the First National Bank, "that our new headquarters, in addition to providing the most effective facilities for the bank, will serve to stimulate further the growth of the entire Chicago area."

Architectural design for The First National Bank of Chicago building is provided by the joint venture of C. F. Murphy Associates and The Perkins & Will Partnership.

5 Officers Retire at Continental Illinois Bank

Five officers of Continental Illinois National Bank and Trust Company, with an aggregate of more than 213 years' of service, retired December 31.

Those retiring are Walter A. Ast, second vice president, Wilbert L. Bees and Einar Engebretson, assistant cashiers, Martin Rockholm, assistant auditor, and Carl J. Blunck, secretary of Continental Illinois Safe Deposit Company and assistant cashier of the bank.

Chase Manhattan Bank

Donald A. Baldyga, J. Michael Carter and Leo S. Martinuzzi Jr. have been promoted to vice president by the Chase Manhattan Bank.

Mr. Baldyga is in charge of the costs and standards division.

Mr. Carter is in charge of the U. S. government and money market securities division.

Mr. Martinuzzi is a vice president of the bank's branches in Japan and he lives in Tokyo.

DO ZIP CODES BELONG ON CHECKS?

Post Office officials predict that the ZIP code program, when it reaches its full potential, will have a startling effect on the speed, efficiency and cost of postal service. We are, of course, extremely interested in any program that promises such benefits, since nearly all of our check packages are mailed directly to individual bank customers.

There is nothing to indicate that the Post Office requires that addresses on checks include the ZIP code. They have, however, promoted the idea that one's mailing address is not complete without it. Every postal patron was notified of the ZIP code for his delivery zone and encouraged to use it as a part of his address. Many customers have therefore been asking for the code on their checks, since they realize that checks provide an excellent means of advising recipients of their code number.

As for us, we are mainly interested

in having the ZIP code appear on the mailing label. As a part of our manufacturing process, after the checks have been run we print a label from the same type used to print the checks. If the checks bear the ZIP code, it will also appear on the label. Printing codes adds a little to our typesetting, proof-reading and inspection operations, and provides an opportunity for error and spoilage, but we feel it is well worth the effort if the check packages arrive sooner because of better postal service.

So whether or not ZIP codes belong on checks is a moot question. It appears that they are here to stay and that they will bring advantages that may outweigh any objection to them from an artistic or "matter of principle" standpoint. We go on record as saying we are for them, and we encourage check counselors in banks to ask their customers to provide them as a part of addresses wherever possible.

DELUXE

**FIFTY
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YEARS**

DELUXE CHECK PRINTERS INC.

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

Report from ARIZONA!

COMPARATIVE STATEMENT OF CONDITION

At the close of business December 31, 1964

RESOURCES

	12/31/64	12/31/63	(compared with Dec. 31, 1963) ↓
Cash and Due From Banks	\$ 138,173,229	\$122,214,947	
U. S. Government Bonds	75,788,685	93,793,566	
Other Bonds & Investments	122,535,450	70,445,665	
Loans (Federally Insured or Guaranteed)	102,977,257	105,136,420	} up \$61 million
Other Loans (Less Reserves for Possible Losses) ..	535,114,900	471,510,443	
Accrued Interest Receivable	6,919,678	5,953,178	
Buildings, Furniture and Fixtures	19,823,651	17,750,028	
Funds Sold	20,000,000	—	
Other Resources	13,819,676	11,659,826	
Total Resources	\$1,035,152,526	\$898,464,073	} up \$136 million

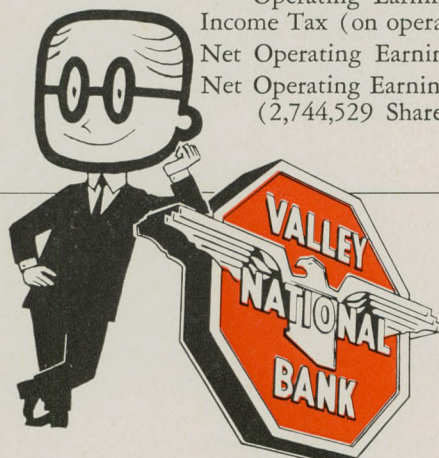
LIABILITIES

DEPOSITS:			
Checking Accounts	\$ 379,522,476	\$357,121,415	
Savings Accounts & Certificates	409,175,930	329,952,188	
Correspondent Banks	24,027,998	17,131,994	
Public (Including Certificates of Deposit) ...	114,328,436	105,676,846	
Total	\$ 927,054,840	\$809,882,443	} up \$117 million
Provisions for Income Taxes	5,273,809	4,726,105	
Unearned Discount	16,928,183	14,035,378	
Other Liabilities	9,583,869	10,633,246	
CAPITAL FUNDS:			
Convertible Notes, 3½% due 1989	13,722,600	—	
Capital Stock (\$5 Par Value)	13,722,645	12,475,135	
Surplus	36,277,355	32,524,865	
Undivided Profits	9,589,225	11,186,901	
Total	\$ 73,311,825	\$ 56,186,901	
Reserve for Bond Account	3,000,000	3,000,000	
Total Capital Funds	\$ 76,311,825	\$ 59,186,901	} up \$17 million
Total Liabilities	\$1,035,152,526	\$898,464,073	

COMPARATIVE CONDENSED INCOME STATEMENT

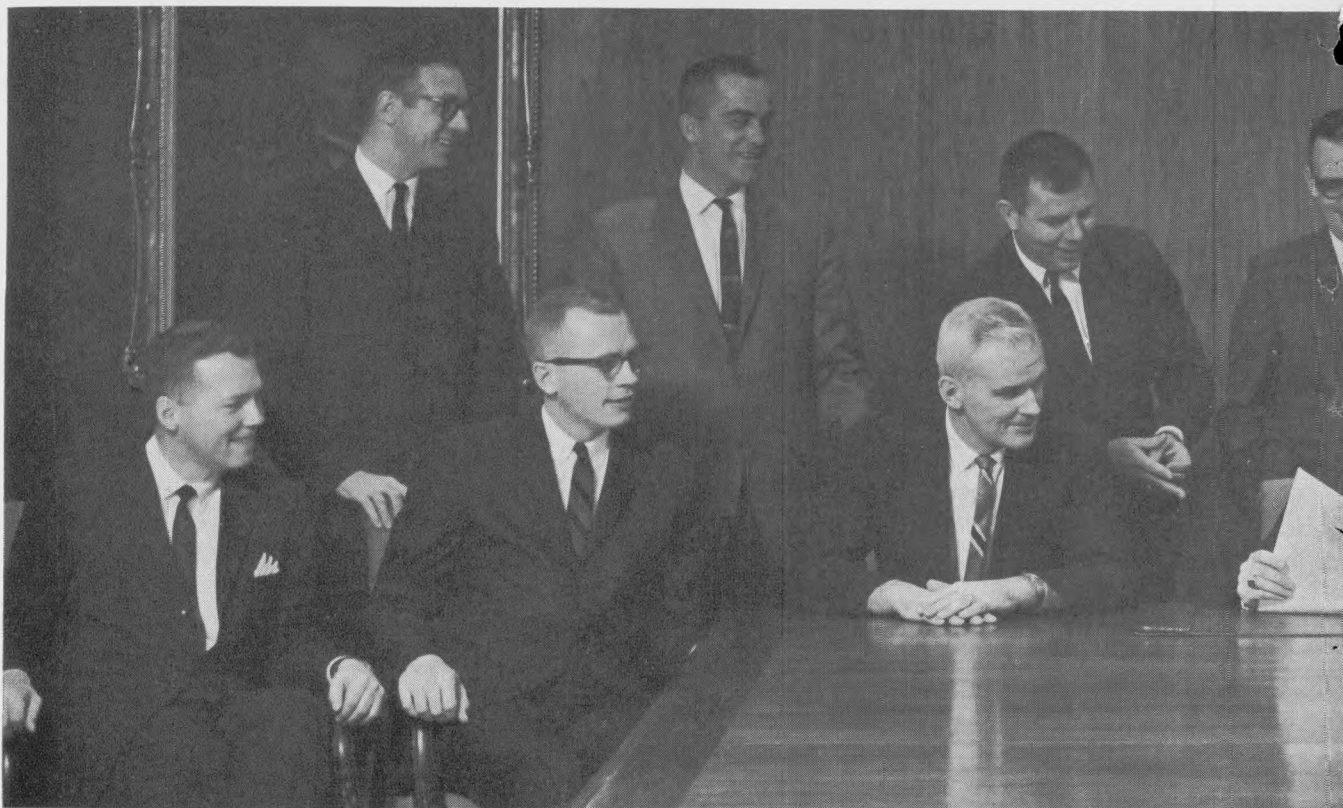
	FOR YEAR ENDING		CHANGE	
	1964	1963	Dollars	Percent
Operating Income	\$53,544,007	\$48,360,362	5,183,645	10.72%
Operating Expense	40,230,166	36,157,149	4,073,017	11.26%
Operating Earnings	13,313,841	12,203,213	1,110,628	9.10%
Income Tax (on operating earnings)	5,761,908	5,547,580	214,328	3.86%
Net Operating Earnings	\$ 7,551,933	\$ 6,655,633	896,300	13.47%
Net Operating Earnings Per Share (2,744,529 Shares)	2.75	2.43*	.32	13.47%

* Adjusted for 10% Stock Dividend as of Record February 5, 1964.



ARIZONA'S WORKING PARTNER • 90 CONVENIENT OFFICES
Home Office: Phoenix

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



1964 Year-end Conference: Subject... "Helping you a little bit better in 1965!" We in Division V always eagerly await our year-end conference, because it gives us a chance to all sit down together and review the past year and make constructive plans for the new year. As in the past, the men in Division V place one subject first on the

STATEMENT OF CONDITION/THE FIRST NATIONAL BANK OF SAINT PAUL/DEC. 31, 1964

RESOURCES		LIABILITIES	
Cash and Due from Banks.....	\$124,206,580.30	Capital Stock	\$ 10,000,000.00
United States Government Securities.....	50,040,208.41	Surplus	26,000,000.00
Other Bonds and Securities	56,399,243.36	Undivided Profits.....	6,412,999.80
Loans and Discounts	276,705,025.00	Reserve for Interest, Expenses, Taxes, Etc.....	3,470,748.95
Interest Earned but Not Collected..	2,289,996.35	Discount Collected but Not Earned	2,729,786.74
Customers' Acceptance Liability.....	196,497.91	Bank's Acceptance Liability	196,497.91
Bank and Office Buildings.....	7,030,000.00	Other Liabilities	59,665.17
Other Assets.....	1,708,429.12	Federal Funds Purchased	8,000,000.00
	<u>\$518,575,980.45</u>	Deposits	461,706,281.88
			<u>\$518,575,980.45</u>

Securities carried at \$60,152,039.66 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

DIVISION V—Seated, left to right: David A. Shern, Vice President; Richard C. Swanberg, Assistant Cashier; James T. Gowan, Assistant Cashier; Wallace L. Boss, Vice President; Donald W. Buckman, Vice President; Laurence R. Kennedy, Assistant Cashier; E. Roger Cunningham, Assistant Cashier. Standing, left to right: Thomas T. Dwight, Roland W. Hohman, Robert F. Donlan, Trust Advisory Specialists; Henry N. Snyder, Assistant Cashier; John F. Mullen, John M. Wooldridge III, John D. Turner, Bond Advisory Specialists.

Northwestern Banker, February, 1965



agenda at our year-end get-together . . . how we can help our correspondent bank friends in the Ninth District a little bit better during the coming year. You can be assured that all our energies will be directed toward that goal in 1965. We'd like to thank you for the business you have done with us in the past, and we look forward to the same kind of mutually beneficial relationship with you in the months ahead.

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Retired Chairman of the Board, The First National Bank of Saint Paul

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Bend-Southall-McBratnie Co.

JOHN M. BUDD
President, Great Northern Railway Co.

HERBERT P. BUETOW
Chairman of the Finance Committee, Minnesota Mining & Mfg. Co.

PATRICK BUTLER
Mining

NORRIS K. CARNES
General Manager, Central Livestock Association, Inc.

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President, Minnesota Mining & Mfg. Co.

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*Advisory Directors

FIRST in service to Saint Paul and the Upper Midwest

First National Bank of Saint Paul



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General Reserve Bank of St. Louis

Northwestern Banker, February, 1965

NABAC Offers 8-Day Audit Course at Iowa U. for Bankers

THE first 1965 offering of a short course in bank auditing sponsored by NABAC, The Association for Bank Audit, Control and Operation, will be held at the State University of Iowa, Iowa City, in March. The eight-day session, scheduled for March 17-25, is one of four stagings of the course set for this year in different locations and is tailored for banks with assets under \$50 million.

Purpose of the short course, which was introduced three years ago by NABAC, is to provide basic audit instruction for bank employees whose present or future work is in this area. Applicants need not be employed by NABAC member banks to enroll.

The study course includes an introduction to bank accounting; principles of auditing; deposit and trust auditing; loan and collateral auditing; cash, due from banks, and collections; securities and safe deposit auditing; income and expense auditing; organizing the audit program and audit reports.

Admission requirements include a minimum of four years of bank ex-

perience, two of which may be substituted by two years of education beyond high school or two years of public accounting experience. More than one person from an individual bank may attend, but total enrollment will be limited to assure maximum benefit to participants.

Experienced bankers and educators from five mid-western states have been named to instruct at the Iowa session. They include:

Sam N. Antonacci, auditor, Chipewewa Trust Co., St. Louis, Mo.; Chester N. Eggen, executive vice president, Richfield Bank & Trust Co., Richfield, Minn.; Joe R. Fritzemeyer, chairman, Department of Accounting of the College of Business Administration, State University of Iowa, Iowa City; Raymond J. McDonald, cashier, Peoples Bank, Trenton, Mich.; Baxter R. Smith, vice president, Union Bank and Trust Co., Ottumwa, Iowa; and Robert J. Winninger, assistant director, NABAC technical division, Park Ridge, Ill.

The other three locations for staging the short course in 1965 are

Northwestern University, Evanston, Ill.; the University of Richmond, Va.; and the University of Colorado, Boulder. Specific dates are still to be announced. The session at Northwestern University will be geared for banks with over \$50 million assets, but the basic study course will remain the same at all locations.

James Talcott Promotions

Herbert R. Silverman, chairman and president of James Talcott, Inc., has been named chairman of the board and chief executive officer, and Richard L. Knight, executive vice president, has been elected president of the 110-year-old commercial financing and factoring firm, it was announced recently in New York at company headquarters.



H. R. SILVERMAN

R. L. KNIGHT

At the same time, Mr. Silverman announced that Harry L. Culshaw, the company's other executive vice president, retired for age on December 31 but will continue as a member of the board of directors. The position of executive vice president will be discontinued.

Mr. Silverman became a director and vice president of Talcott in 1944 when the finance firm he had organized and headed was merged with Talcott. Elected executive vice president in 1956, Mr. Silverman succeeded James Talcott as president of the company in 1958 and as board chairman in 1961.

Mr. Knight joined James Talcott, Inc. in October 1962 as executive vice president and director from General Dynamics Corporation where he was vice president-finance. Previously he had been an executive of General Electric from 1934 to 1960, including four years as vice president of General Electric Credit Corporation.

Renamed at Chicago Fed

Dr. James H. Hilton, president of Iowa State University at Ames, Iowa, has been redesignated deputy chairman of the Federal Reserve Bank of Chicago by the Board of Governors of the Federal Reserve System in Washington, D.C.

When was the last time you said . . .

**"There must be
an easier way
to write bonds!"**

There is . . . with

Hawkeye-Security



HAWKEYE-SECURITY INSURANCE COMPANY • DES MOINES

MEMBER OF FINANCIAL GENERAL INSURANCE GROUP



Harold Gilbert
Consultant



Paul J. Sweeney
President

**"You
know**

where you stand before you start

*with guaranteed cost estimates provided by
your Bank Building Consultant"*

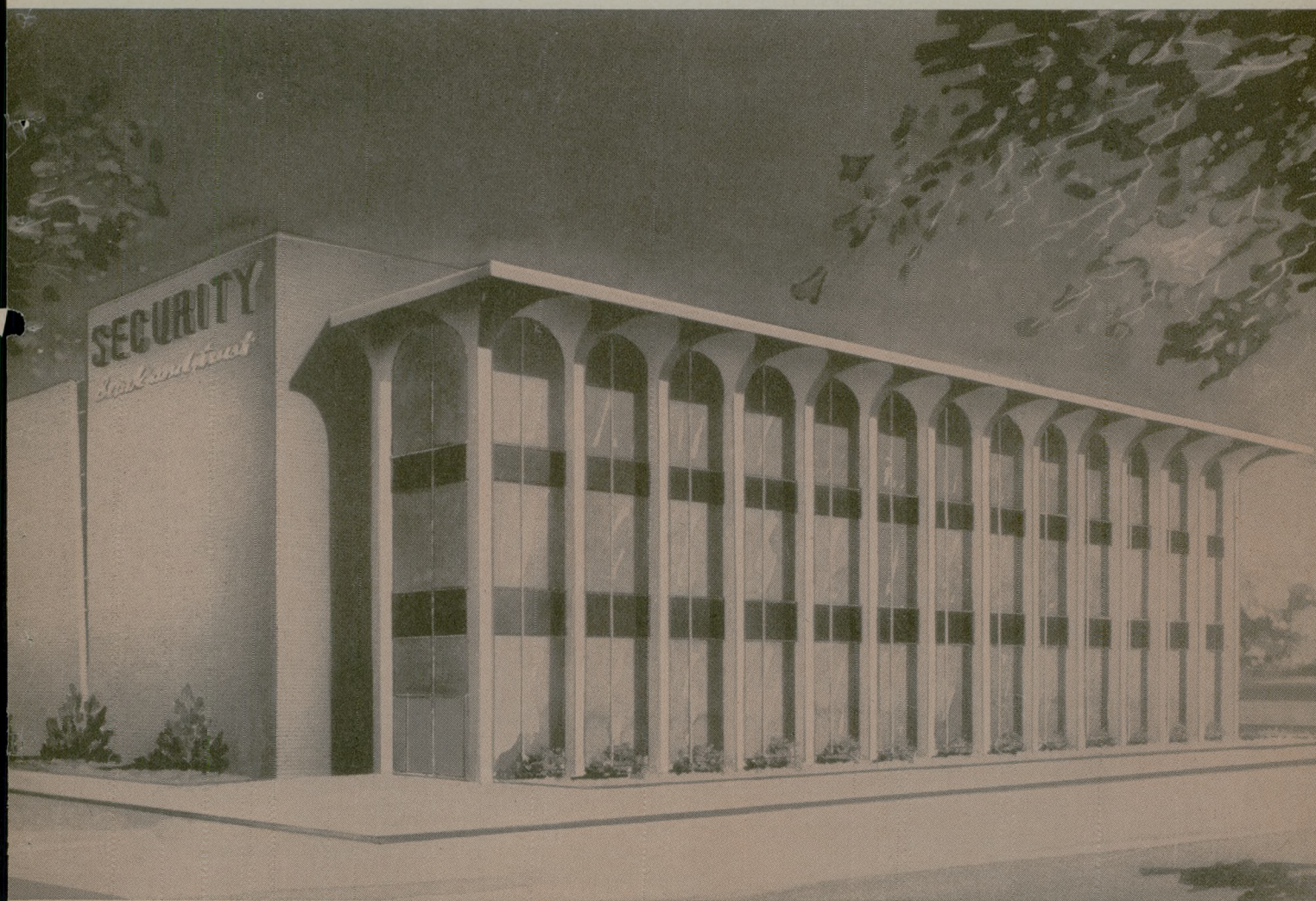
says Mr. Sweeney. "In a unique preliminary plan — before we'd made costly commitments — Bank Building showed us exactly how our bank would look and operate, and gave us a guaranteed cost estimate." Bank Building's accurate cost control is the result of long experience. If you want to proceed on a sure basis, talk to one of our Consultants.

MID-CONTINENT DIVISION

Write Jack Miner, Manager, 1130 Hampton Avenue,
St. Louis, 63139, or phone collect, MIssion 7-3800.

Bank Building  *Corporation*
OF AMERICA

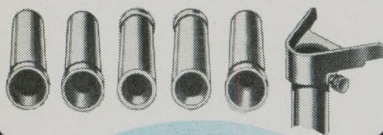
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MANUAL COIN COUNTER

for use with TUBULAR WRAPPERS
Saves time and speeds up counting of pennies, nickels, dimes, quarters and halves. Just push tubular wrapper up inside of Bakelite stem, holding bottom closed with finger. Count coins into hopper. Pull wrapper from bottom and crimp ends. In five sizes.



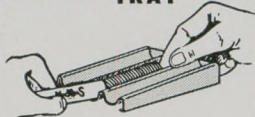
SEAL PRESS and LEAD SEALS



Twice the leverage, half the weight (weighs only 17 ozs.), with this Seal Press! Makes perfect die impression when deforming seal. Lead Seals are die cast from virgin lead. Seals supplied with pins in varying lengths.

COIN PACKAGING TRAY

Convenient for hand-filling Tubular Wrappers. Possesses three grooves to accommodate all diameter coins. A handy item you will use daily.



TELLER'S MOISTENER

Speeds up Teller's counting and banding of currency. Moisture for finger tips, capillary pad for Bill Straps, in just the right amount of moisture. Made of plastic, in rich mahogany finish.



**SPONGE FOR FINGERS
PAD FOR BILL STRAPS**



SHIPPING TAGS

Made of linen for extra strength. 3 sizes: 2 3/8" x 6 3/4" with stub; same size with blank stub; 2 3/8" x 4 3/4" without stub. Reinforced eyelet to edge of Tag. Printed red, black.



SEE YOUR
DEALER OR
SEND FOR
FREE SAMPLES

**The C.L. DOWNEY
Company**

HANNIBAL, MISSOURI
World's Largest Manufacturers
of Coin Handling Supplies

Dept. W

New Computer to Automate Doane's Varied Operations

DOANE Agricultural Service, Inc., an internationally-known agricultural firm whose home office is in St. Louis, has announced plans to install a new computer which has multiple processing capabilities.

The computer, the first UNIVAC 1050 in the St. Louis area, will be used to automate subscription processing and billing for Doane's nationally-circulated farm publications; analyze complex statistical data for the firm's marketing research division, and process data for mass property appraisals, accounting chores and, ultimately, scientific farm planning for the management and appraisal division. The 1050 will also handle Doane's own 240-employee payroll and other "in-house" accounting jobs, including the accounts on hundreds of Doane-managed farms.

The announcement that the new equipment will be installed next June follows by less than a year the acquisition of a smaller computer which Doane has already outgrown due to rapid expansion, particularly in its marketing research division. This division produces comprehensive studies, often running to hundreds of pages of tables and charts, based on surveys of 4,400 farmers who constitute a scientifically selected cross-section of the U. S. farm population. These reports are prepared for some of the nation's largest manufacturers who market to farmers. Also, Doane conducts its own continuing studies on the use of insecticides, herbicides and fertilizers, for example—which are equally complex.

The UNIVAC 1050, a solid-state, magnetic tape system will eliminate the overtime that has resulted from the growing workload in marketing research. Clerical time is expected to be cut at least in half, and more detail and finer analyses will be possible in surveys and studies. Also, the 1050's printer, which operates at 600 to 750 lines per minute, will print completely survey pages directly on to reproduction masters, increasing accuracy and eliminating proof-reading.

Operations of the publications divisions will be similarly speeded. Subscription lists for **Doane's Agricultural Report**, and **Farming for Profit** will be switched from punched cards to the much faster magnetic tape. The complete subscription cycle will be automated, and billing, for example, which now requires three

days, will be handled in two hours. Address labels, which now take more than two days to print, will be run off in 1 1/2 hours on the UNIVAC printer. In addition, as a by-product of subscription processing, the 1050 will gather valuable statistics for circulation analysis.

Doane, a three-million dollar operation overall, is the oldest and largest farm management and appraisal firm in the country. It has 35 management offices virtually coast-to-coast, and operates throughout the



DISCUSSING Doane's new UNIVAC 1050 computer are **Edwin K. Pope, Jr.**, left, EDC mgr., and **Charles B. Paige**, secy.

Western Hemisphere. While the activities of the management and appraisal division, exclusive of the accounting or Doane-managed farms, will not be transferred to the computer as rapidly as those of the other divisions, Doane spokesmen believe this division ultimately offers the greatest potential of data processing applications.

For example, the computer could be applied to the virtually infinite number of variables in farm management, to scientifically plan crops, cattle, machinery usage, etc. In addition, Doane appraises entire counties for tax purposes. The ability of the new computer to handle large volumes of these figures will be invaluable.

Organized in 1919 at Poplar Bluff, Mo. by D. Howard Doane, the Doane Agricultural Service was incorporated in 1943 with D. Howard Doane as chairman of the board, a position he still holds. The firm is a closed corporation, owned entirely by its employees at all levels, who are permitted to buy stock after three years with the company.



THE CHASE MANHATTAN BANK

HEAD OFFICE: 1 Chase Manhattan Plaza, New York, New York 10015

Consolidated Statement of Condition December 31, 1964

ASSETS

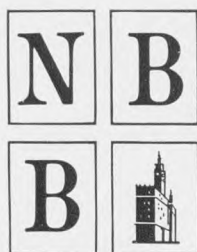
Cash and Due from Banks	\$ 3,005,406,194
U. S. Government Obligations	1,236,673,394
State, Municipal and Public Obligations	1,159,163,592
Other Securities	35,249,128
Investment in Subsidiaries not Consolidated	19,223,533
Mortgages	769,230,787
Loans	6,391,100,292
Banking Premises	148,206,173
Customers' Acceptance Liability	167,090,839
Other Assets	86,807,628
	<u>\$13,018,151,560</u>

LIABILITIES

Deposits	\$11,357,072,387
Funds Borrowed	312,033,605
Reserve for Taxes	39,048,059
Acceptances Outstanding	170,187,224
Other Liabilities	115,785,397
Reserve for Possible Loan Losses	167,480,514
Reserve for Contingencies	45,631,262
Capital Funds:	
Capital Stock (Par value \$12.50 per share)	\$261,891,637
20,951,331 shares outstanding of	
21,622,848 shares authorized	
Surplus	500,000,000
Undivided Profits	49,021,475
	810,913,112
	<u>\$13,018,151,560</u>

Of the above assets \$1,218,730,520 were pledged to secure public deposits and for other purposes, and trust and certain other deposits are preferred as provided by law. Securities with a book value of \$10,967,672 were loaned to customers against collateral.

Member Federal Deposit Insurance Corporation



National Boulevard Bank

OF CHICAGO

Wrigley Building • 400-410 N. Michigan Avenue • Telephone 467-4100

Statement of Condition as of December 31, 1964

RESOURCES

Cash and Due from Banks	\$ 28,062,927
United States Government Obligations	29,537,069
State, County, Municipal, and Other Obligations	25,714,054
Stock of Federal Reserve Bank	225,000
Commercial Loans and Discounts	\$ 34,505,958
Instalment Loans	18,475,271
Real Estate Loans	19,878,345
Total Loans	\$ 72,859,574
Accrued Interest and Other Resources	2,194,529
Total Resources	\$158,593,153

LIABILITIES

Demand Deposits	\$ 84,289,049
Time Deposits	58,394,303
Total Deposits	\$142,683,352
Dividend Payable — In January	50,000
Federal Reserve Funds Purchased	2,500,000
Reserve for Taxes, Interest, etc.	253,373
Unearned Discount	1,192,980
Total Liabilities	\$146,679,705

VALUATION RESERVES

Reserve for Possible Loan Losses, Securities, etc.	\$ 4,087,890
--	--------------

CAPITAL ACCOUNTS

Capital Stock (100,000 shares, par value \$20.00)	\$ 2,000,000
Surplus	5,500,000
Undivided Profits	325,558
Total Capital Accounts	\$ 7,825,558
Total Liabilities, Valuation Reserves, and Capital Accounts	\$158,593,153

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

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Chairman

VICTOR M. CAIN

President, Snap-On Tools Corporation

PAUL M. CORBETT

President, Johnson & Higgins

HUGH M. DRISCOLL

Vice-Chairman

JOHN W. EVERS

President, Retired
Commonwealth Edison Company

HENRY C. FORDTRAN

Executive Vice-President

ROBERT F. HALLIGAN

President, The Hallicrafters Company

MARK V. KEELER

Executive Vice-President
International Harvester Company

S. M. KENNEDY

Vice-Chairman
Consolidated Foods Corporation

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ROGER MCCORMICK

Director, Miami Corporation

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& Hartenfeld

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Kraft Foods

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President

WILLIAM WRIGLEY

President, Wm. Wrigley Jr. Company

GEORGE B. YOUNG

President
Field Enterprises, Inc.

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EARLE D. ATWATER

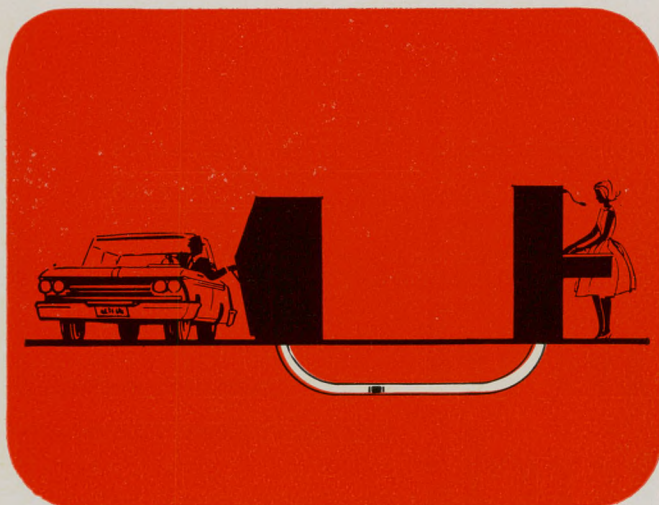
Director, Wm. Wrigley Jr. Company

OLIVER A. BLACKBURN

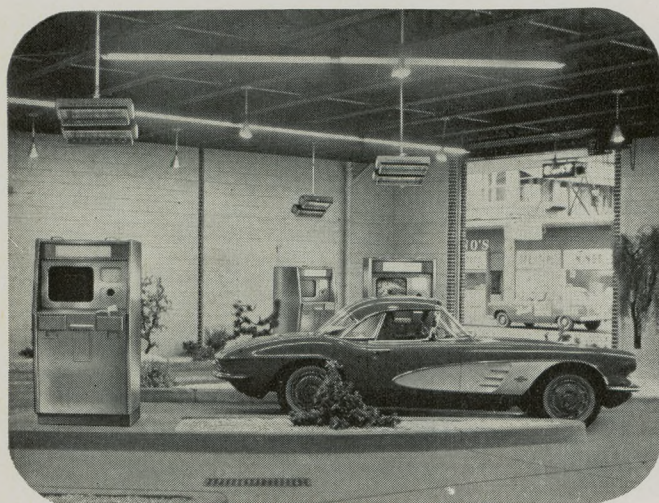
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Kraft Foods

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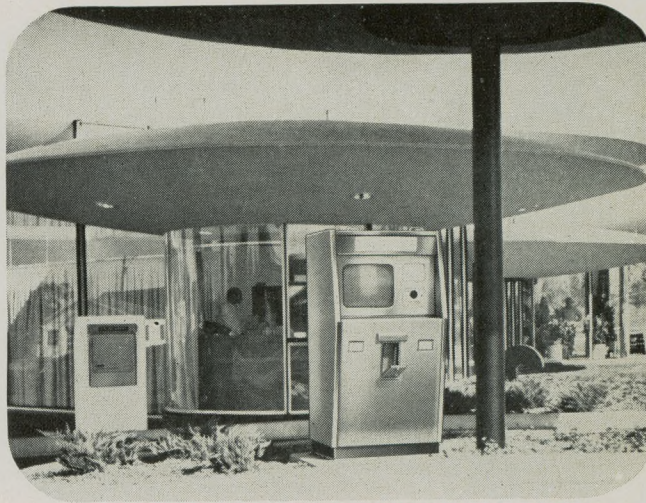
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UNION NATIONAL BANK OF CHICAGO



STATE CAPITAL BANK, OKLAHOMA CITY, OKLAHOMA

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INCORPORATED

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BANKING**

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Montreal

DIEBOLD, Incorporated
Canton 2, Ohio

Dept. B-123

Gentlemen:

Please send me complete information on Diebold Vue-Matic banking.

Name _____

Firm _____

Address _____

City _____ Zone _____ State _____

DIB-2365

Condensed Statement of Condition

At the close of business December 31, 1964

Assets

Cash and Due from Banks	\$1,258,597,186
U. S. Government Obligations	603,150,911
State, Municipal and Public Securities	867,627,688
Other Bonds and Investments	24,122,073
Loans	3,214,712,078
Banking Premises and Equipment	71,199,861
Customers' Liability on Acceptances	149,535,682
Accrued Interest and Accounts Receivable	30,623,803
Other Assets	11,675,404
TOTAL	\$6,231,244,686

Liabilities

Deposits	\$5,296,633,868
Funds Borrowed	167,940,018
Reserves for Taxes, Expenses, etc.	26,306,235
Acceptances Outstanding (Net)	152,867,604
Dividend Payable January 1, 1965	6,131,246
Other Liabilities	27,585,002
Reserve for Possible Loan Losses	43,865,471
Reserve for Contingencies	15,924,462
Capital Funds:	
Capital Stock, \$12 par (Shares Authorized, 9,300,000; Outstanding, 8,758,923)	\$105,107,076
Surplus	294,892,924
Undivided Profits	93,990,780
TOTAL	\$6,231,244,686

Assets carried at \$436,314,117 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

Chemical New York

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MAURICE T. MOORE	<i>Partner, Cravath, Swaine & Moore</i>
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HULBERT S. ALDRICH	<i>Vice Chairman</i>
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HENRY L. HILLMAN	<i>President, Pittsburgh Coke & Chemical Company, Pittsburgh, Pa.</i>
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LAMMOT DUP. COPELAND	<i>President, E. I. duPont de Nemours & Company, Wilmington, Del.</i>
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W. THOMAS RICE	<i>President, Atlantic Coast Line Railroad Company Jacksonville, Fla.</i>

Advisory Committee

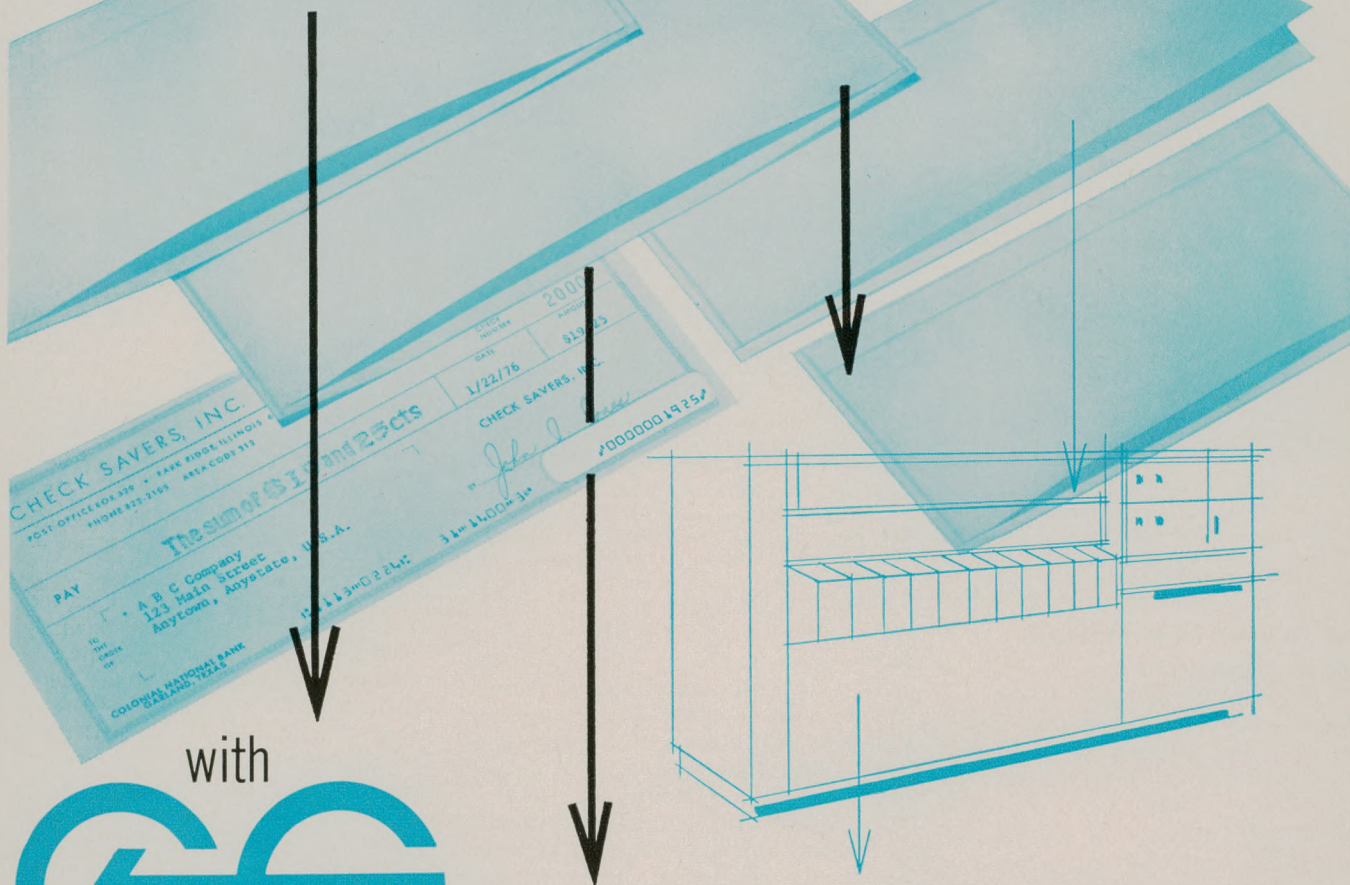
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DUNHAM B. SHERER	<i>New York</i>
JOSEPH A. BOWER	<i>Retired</i>
THOMAS R. WILLIAMS	<i>President, Ichabod T. Williams & Sons, Inc.</i>
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B. F. FEW	<i>Trustee and Vice Chairman, The Duke Endowment</i>
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GILBERT H. PERKINS	<i>Consultant to the Bank</i>
ISAAC B. GRAINGER	<i>Consultant to the Bank</i>
CHARLES H. KELLSTADT	<i>Chairman of the Board of Trustees, Profit Sharing Fund, and Director of Sears, Roebuck and Co., Chicago, Ill.</i>
C. W. NICHOLS, JR.	<i>Chairman of the Board, Nichols Engineering & Research Corporation</i>

MAIN OFFICE: 20 Pine Street, New York, N. Y. 10015

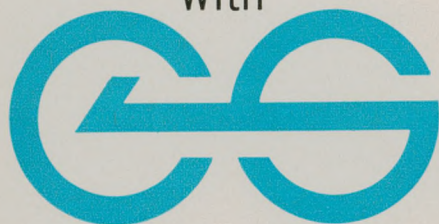
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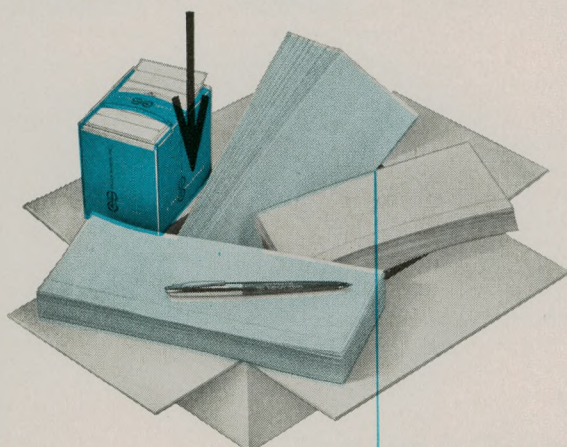
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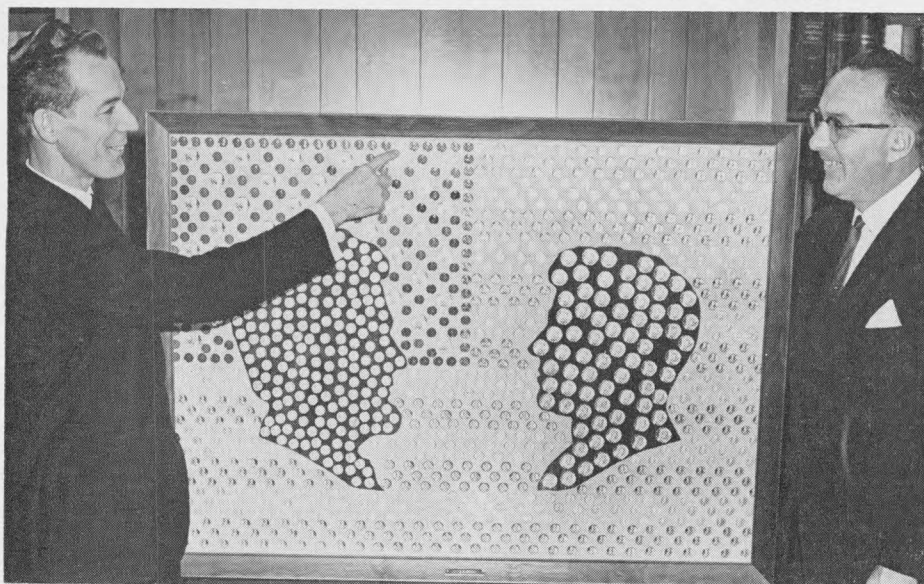
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Coins Used in New Art Form



MONETARY MASTERPIECE—Rev. Jack E. Carrier, Dearborn Heights, Mich., points to details of the silhouettes of Presidents Lincoln and Kennedy which he has superimposed on a United States flag. Donald G. Burnett, v.p., Bank of Dearborn, arranged for the work, composed of Lincoln pennies and Kennedy half-dollars, to be displayed in the bank's eight offices.

First to Use New Machine

The first Munifacts machine to be installed in a Chicago bank is now in operation in the new quarters of the investment department of National Boulevard Bank in the north section of the Wrigley Building.

Specialized information on sales, transactions, and other data on bonds — municipal and government — is transmitted directly to the bank floor. The new machine complements the diversified Dow-Jones news receiver which is also in the department.

Mosler Buys Safe Firm

The purchase of the Toepfer Safe and Lock Company of Milwaukee by The Mosler Safe Company was announced recently by John Mosler, president.

The Milwaukee firm will operate as

the Mosler-Toepfer Division of The Mosler Safe Company.

Since its founding in 1862 by Frank Toepfer, the Toepfer Safe and Lock Company has been operated by members of the Toepfer family. It is one of Wisconsin's leading suppliers of safes and security equipment to financial institutions and commercial firms. To service equipment in banks and commercial firms throughout the state, the company maintains a full safe and lock service department.

Edwin F. Toepfer, who continues with the company in an advisory capacity, is nationally known as an authority on security and serves numerous companies as a special consultant. He also lectures on security to police departments, insurance companies, and various business groups. He is a past president of the Associated Locksmiths of America.

10th Fed Appointments

Reappointments to the boards of directors of the Federal Reserve Bank of Kansas City and its three branches were announced by the Board of Governors of the Federal Reserve System in Washington, D. C. The directors began their new terms January 1.

The Board of Governors redesignated Homer A. Scott of Sheridan, Wyo., as chairman of the Kansas City board. Mr. Scott, vice president and district manager of Peter Kiewit Sons' Company, has been a director of the Kansas City Bank since 1961. Dolph Simons, editor and president of the Lawrence, Kan., *Journal-World*, was reappointed to a 3-year term on the Kansas City board and redesignated deputy chairman. The chairman and deputy chairman are appointed each year.

Three reappointments to 2-year terms on branch boards were made by the Board of Governors. Robert A. Burghart, rancher and realtor from Colorado Springs, was appointed to a third term as a Denver branch director; Otto Barby, attorney and rancher from Beaver, Okla., was reappointed to a third term on the Oklahoma City branch board, and Clifford M. Hardin, chancellor of the University of Nebraska at Lincoln, was named to a third term at the Omaha branch.

In addition to reappointments made by the Federal Reserve Board of Governors, directors of the Federal Reserve Bank of Kansas City renamed the chairmen of the three branch boards. The branch chairmen are Robert T. Person, president of the Public Service Company of Colorado in Denver, Denver branch board; James E. Allison, consultant for Warren Petroleum Corporation in Tulsa, Okla., Oklahoma City branch board, and Chancellor Hardin, Omaha branch board.



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A Report on Money at Work

In today's world-wide banking, money moves freely across most national borders—and our International Division is one of the prime movers. At 1964 yearend, well over \$1 billion of our \$6.9 billion in resources was devoted exclusively to international banking.

To our customers this means the facilities and experts to perform a variety of functions... help-

ing U. S. manufacturers locate and finance overseas outlets for goods and services... finding new sources of supply for American importers... completing the day-to-day trade and travel transactions that span international frontiers.

Putting money to work in this fashion is one of the ways Manufacturers Hanover Trust helps strengthen international trade and finance.

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THOMAS M. BANCROFT

President, Mount Vernon Mills, Inc.

WILLIAM S. BEINECKE

President, The Sperry and Hutchinson Company

ALVIN G. BRUSH

Chairman of the Board, American Home Products Corporation

JOHN B. CLARK

Honorary Chairman, Coats & Clark Inc.

JOHN A. COLEMAN

Partner, Adler, Coleman & Company

LOU R. CRANDALL

Chairman of the Board, George A. Fuller Company

RICHARD G. CROFT

Chairman of the Board, Great Northern Paper Company

HORACE C. FLANIGAN

Consultant

WILLIAM S. GRAY

New York

GABRIEL HAUGE

President

J. VICTOR HERD

Chairman of the Boards, The Continental Insurance Companies

JOHN E. HEYKE, JR.

President, The Brooklyn Union Gas Company

BARRY T. LEITHEAD

President, Cluett, Peabody & Co., Inc.

JOHN T. MADDEN

Chairman of the Board, Emigrant Industrial Savings Bank

BIRNY MASON, JR.

President, Union Carbide Corporation

EUGENE J. McNEELY

Director, American Telephone and Telegraph Company

R. E. McNEILL, JR.

Chairman of the Board

EUGENE S. NORTHROP

Vice Chairman of the Board

ROBERT G. PAGE

President, Phelps Dodge Corporation

RICHARD S. REYNOLDS, JR.

Chairman of the Board, Reynolds Metals Company

CHARLES J. STEWART

New York

GEORGE G. WALKER

President, Electric Bond and Share Company

J. HUBER WETENHALL

President, National Dairy Products Corporation

Consolidated Statement of Condition, December 31, 1964

ASSETS

Cash and Due from Banks	\$1,549,655,033
U. S. Government Obligations	818,505,459
State, Municipal and Public Securities	760,513,136
Other Securities	45,598,104
Loans (After deducting Reserve for Possible Loan Losses—\$133,637,565)	3,446,982,569
Banking Premises and Equipment	71,660,096
Customers' Liability on Acceptances	231,404,476
Accrued Interest and Other Assets	46,201,248
Total Assets	\$6,970,520,121

LIABILITIES

Deposits	\$6,039,651,144
Mortgages Payable	11,433,873
Borrowed Funds	130,261,768
Acceptances	235,951,803
Accrued Taxes and Other Expenses	18,038,380
Dividend Payable January 1, 1965.	5,859,333
Other Liabilities	8,442,700
Unearned Income	24,790,278
Total Liabilities	\$6,474,429,279

CAPITAL ACCOUNTS

Capital Stock (\$15 Par)	\$ 175,780,005
Surplus	200,000,000
Undivided Profits	115,310,837
Reserve for Contingencies	5,000,000
Total Capital Accounts	\$ 496,090,842
Total Liabilities and Capital Accounts	\$6,970,520,121

U. S. Government obligations and other securities carried at \$378,642,615 were pledged for various purposes as required or permitted by law.

LONDON BRANCHES:

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TRUST COMPANY

New York

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ACROSS the DESK from the Publisher

Dear Lee Stenehjem:

*President, Independent Bankers Association;
Executive Vice President, First International
Bank of Watford City, North Dakota.*

Independent bankers in the midwestern states will once again have a fight on their hands as proposals for branch banking head the list of bank legislation in such states as Illinois, Wisconsin and Colorado.

Even though branch banking measures in Illinois have been defeated by large majorities in the 1959, 1961 and 1963 sessions of the legislature, proponents of branching seem more optimistic this year than in the past. They feel that there might be a 50-50 chance for legislative approval of a referendum on branching.

Our readers and members of the Independent Bankers Association are, of course, familiar with the fact that only one state, has submitted the question of branch banking to the public. The referendum there was defeated by a large majority.

In Wisconsin, the situation is much the same as in Illinois. The great majority of banks, represented by the Wisconsin Bankers Association, are opposed to branching. It has been prohibited in the state since 1947.

A separate group, known as the Budget State Bankers Association with some 72 members, is actively seeking a return to branch banking, and here again, they feel that their chances are favorable. The group is scheduling a statewide tour for legislators and newspapermen to impress its guests with the idea that branch banking would fill the need for services in those communities which could not support an independent bank.

In Colorado, legislation designed to alter the state's banking laws and to permit some type of branch banking is expected. Members of the Colorado Bankers Association voted against a branch banking bill by a vote of 125 to 45 in December, 1962. The state has gained some 43 new banks since that date, and proponents of branching say that this fact in itself has been enough to change the thinking of many who formerly opposed branch banking.

Legislative proposals in all three instances are expected to favor only limited branching permis-

sion, respecting predetermined distances for existing banking facilities. "Limited" branching may sound good at the start, but experience has proved that where any move like this gets started, it expands. The detached teller facility law in Iowa has earmarks in this direction, with suburban banks obtaining facilities in the immediate vicinity of metropolitan banks and vice versa.

Branch banking proponents may have reason for optimism, but before they get too confident we feel that they should appreciate the fact that the members of the Independent Bankers Association will be taking an aggressive stand against them, just as they have done in the past.

Dear Paul Douglas:

*United States Senator from Illinois,
Washington, D. C.*

"The present practice of keeping government tax and loan accounts in commercial banks without interest should be continued."

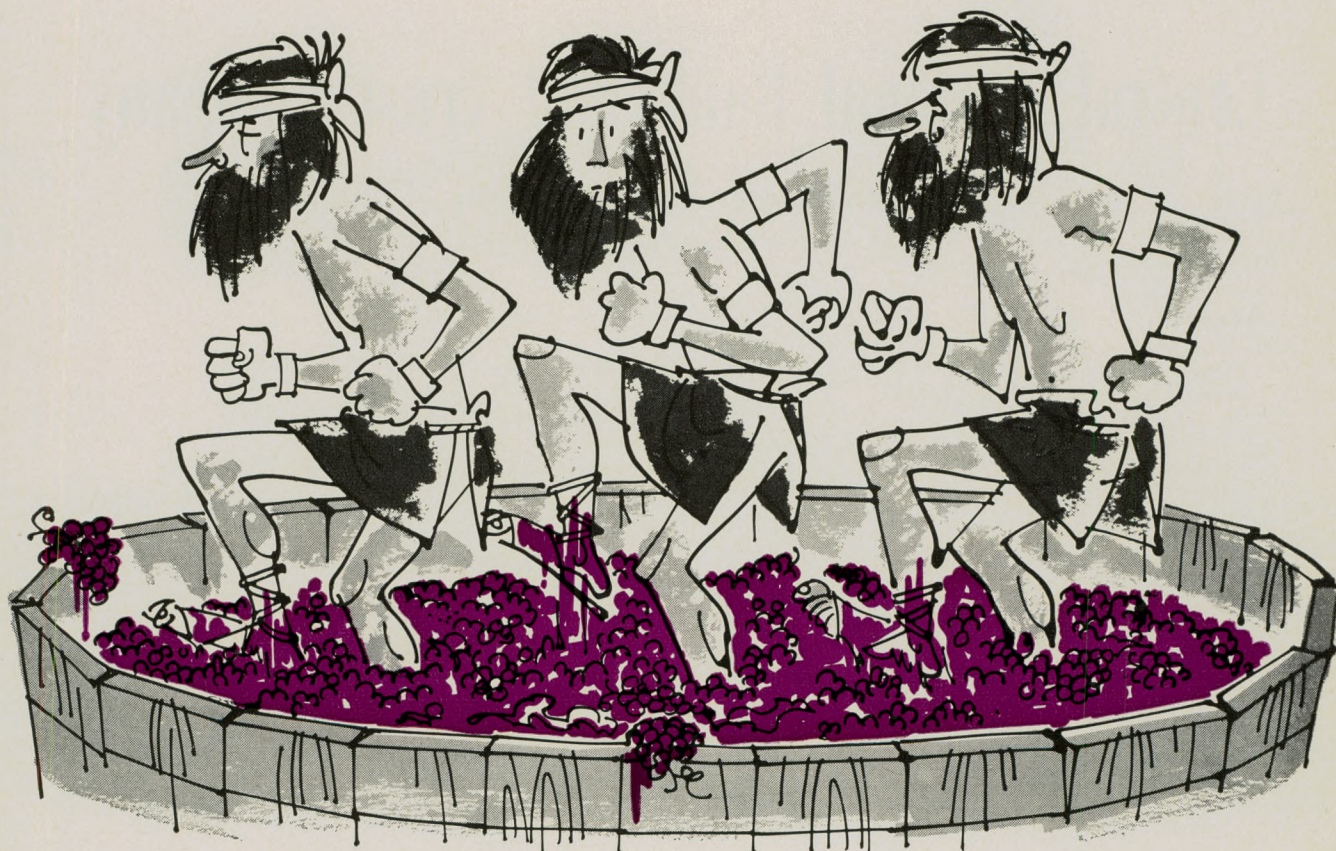
This was the report issued by the Treasury to Congress last month, following a request of the Senate Finance Committee. The report stressed that "misunderstanding" of the Treasury's system of maintaining interest-free demand deposits in over 11,000 commercial banks have led to proposals that the system be revised.

Much of the "misunderstanding" came from you and from Representative Wright Patman, chairman of the House Banking and Currency Committee. You contended that the banking system is profiting at the expense of the Treasury by having large amounts of free funds to invest at a profit.

The Treasury said that services performed for the government in 1958 cost the banks about \$57.8 million, while the value of the deposits to the banks was estimated at \$52.5 million. A later study in 1963 confirmed the 1958 study.

Judging from the way in which you and Mr. Patman like to spend the taxpayers' money, we feel that you should obtain a better understanding of how the government relies upon commercial banks for help in financing the billions of dollars of securities annually upon short notice and within brief periods of time.

Know a man ready to step into something better?



Someone who's soured on the old routine? Someone who's tired of being one of the bunch? Someone who should jump at a new opportunity?

Right now, Gamble-Skogmo is looking for intelligent, ambitious men to join its successful 2,300 store organization. The opportunities have never been better. The future never more promising. The man who qualifies makes a modest investment (maybe with your help). Gamble-Skogmo helps from there on in. With top-notch professional merchandising, marketing and advertising assistance. With a field staff trained and experienced in all phases of retail store operation. With a complete line of nationally known fast-moving merchandise, including appliances, hardware, paint,

housewares, automotive parts and sporting goods.

Here's an excellent opportunity for both the man we're talking about and you. For him: a successful business of his own. For you: a new commercial customer in your bank. Know the kind of man we're talking about? Show him this ad, or write to: Mr. Rolly Fischer, Manager of Dealer Development, at the address below.



America's Hometown Stores

Gamble-Skogmo, Inc., 15 N. 8th St., Dept. 58NB-2, Minneapolis 3, Minn.



Central National Bank and Trust Company

STATEMENT OF CONDITION

at Close of Business December 31, 1964

Assets

Cash and Due from Federal Reserve and Other Banks	\$ 72,675,249.32
U. S. Government Securities	19,017,123.54
Obligations of U. S. Government Agencies	3,483,061.97
	\$ 95,175,434.83
Municipal Securities	13,555,554.14
Market Bonds	48,250.00
Other Investments	1.00
Loans and Discounts	54,450,917.96
Federal Reserve Funds Sold	2,500,000.00
Overdrafts	2,474.58
Stock in Federal Reserve Bank	315,000.00
Income Earned, but not Collected	861,999.71
Furniture, Fixtures and Equipment	364,095.48
Other Assets	360.95
TOTAL	\$167,274,088.65

Liabilities

Capital	\$5,250,000.00
Surplus	5,250,000.00
Undivided Profits and Reserves	545,958.09
	\$ 11,045,958.09
Reserve for Taxes, Interest and Other Expense	241,816.55
Income Collected, but not Earned	691,190.14
Deposits	155,216,373.87
Other Liabilities	78,750.00
TOTAL	\$167,274,088.65

Board of Directors

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Chairman, Board of Directors

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ROSS J. CLEMENS
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GEORGE S. PEAK
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CENTRAL NATIONAL BANK AND TRUST COMPANY, DES MOINES, IOWA

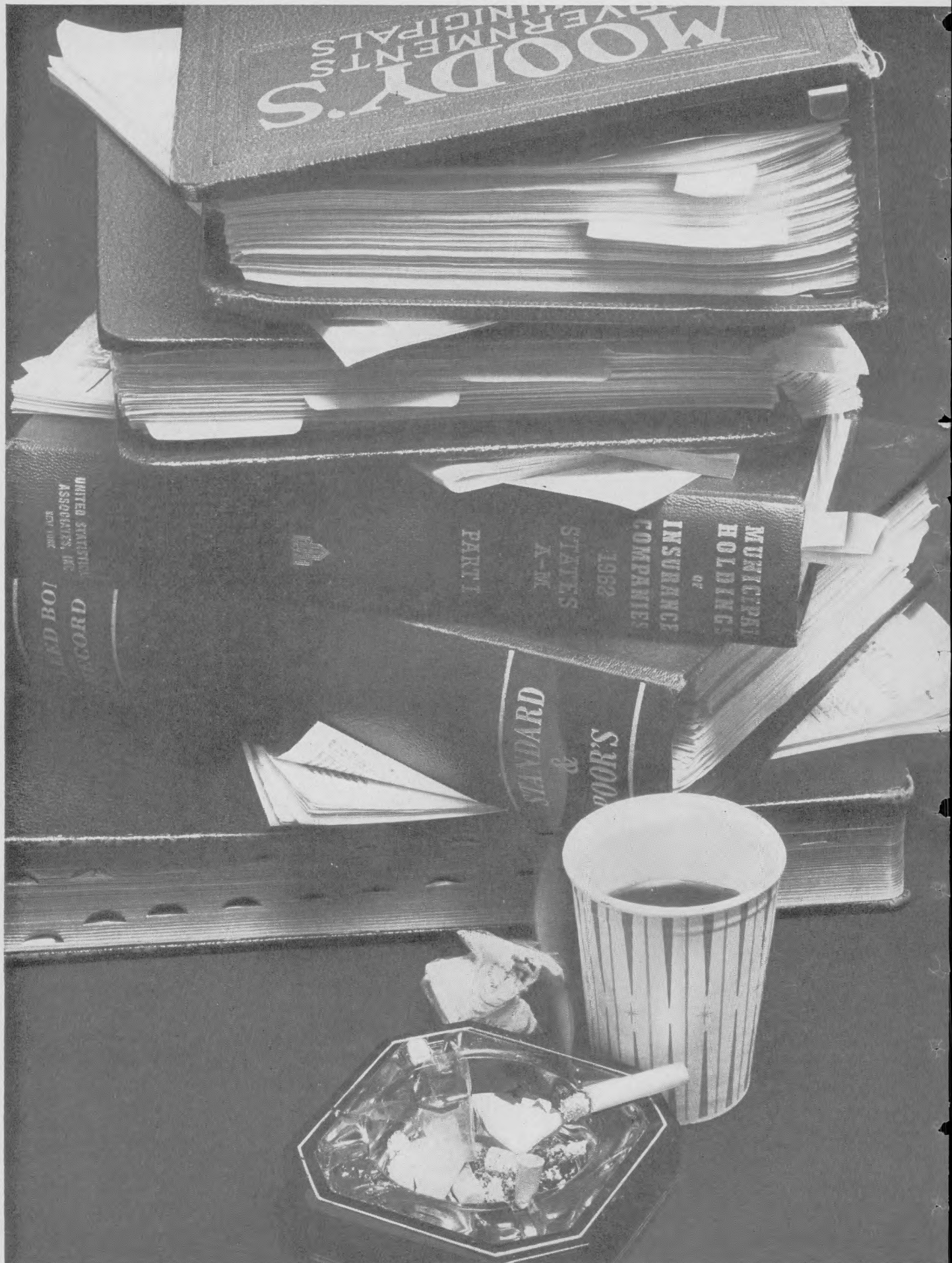
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Northwestern Banker, February, 1935



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Northwestern Banker, February, 1965

CHECKS Anonymous

Nebraska Penitentiary inmates organize to rid themselves of the habit of writing bad checks and "to make a man's shoulders a little lighter . . ."

By GORDON YOUNG

BARS on a prison window—unlike bad checks—are not made of rubber.

That fact was slammed home for each of some 300 inmates of the Nebraska penitentiary the day the green front gate clanged shut and he began serving a sentence for a no account, insufficient funds or forged check.

He reached for a pen . . . and found the penitentiary.

"We're at the bottom now," said one inmate recently. "We can't go anywhere but up."

To help inmates go up, the Nebraska Penitentiary has pioneered a unique organization whose members take an acute interest in fiscal responsibility.

Dubbed the New Life Group of the Society of Checks Anonymous (CA), the organization ultimately may ease the pocketbook pinch of Nebraska taxpayers who shell out \$5.65 daily to confine a man in the penitentiary.

Patterned After AA

Patterned after Alcoholics Anonymous, CA was organized in April, 1963 by Associate Warden R. E. Raynard. At least five other state penitentiaries are now forming their own groups, according to Spencer R. Miller, institutional parole officer who sponsors the group.

Approximately 40 active members, two-and-a-half times more than founded the group, strive for the three R's

of rehabilitation, recovery and restitution at Saturday morning meetings in a dull brown classroom.

They meet, according to their constitution, ". . . in order that we may fulfill our responsibility to society, and to promote honesty, decency and integrity through amending the errors we have committed."

Parole Officer Miller described CA as "a layman's therapeutic effort to make a man's shoulders a little lighter." A member said the group is "an assembly of men who are trying to pick up the ends of wasted lives and start anew in a different area they never knew before."

How does CA work?

First Step

The first step, according to Mr. Miller, is for an inmate to admit to himself that he has lied and cheated.

CHECKS ANONYMOUS . . .

(Turn to page 136, please)

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ABOUT THE AUTHOR

Gordon Young is a junior in the University of Nebraska School of Journalism at Lincoln, Nebraska. His wife is an instructor. Prior to serving a three-year tour of duty in the U. S. Army, during which time he was assigned to an Army Information Office, Mr. Young was area editor of the North Platte, Nebraska, *Telegraph-Bulletin*. Prior to joining the North Platte newspaper, he was a general assignment reporter for the Lincoln, Nebraska, *Journal*.

His parents, Mr. and Mrs. William E. Young, are president and vice president, respectively, of the Cozad State Bank, Cozad, Nebraska. His brother, Cliff, is employed by The Center Bank, Omaha, Nebraska.

Mosler's new TV Auto-Banker makes all the others look like the late, late show.

Mosler first introduced the TV Auto-Banker in 1957. Now, over a million transactions later, we've developed a completely new model that makes all other systems obsolete.

If you're interested in TV banking, here are just a few of the reasons why you should buy Mosler's TV Auto-Banker.

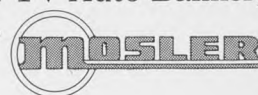
It's the only TV Auto-Banker with full-size, 17" vertical screen on both units. Customers get a complete view of teller handling the transaction. It's the only one to give tellers a

complete view of customers in high as well as low vehicles.

Compact teller's unit has smaller overall dimensions than any other model—saving valuable floor space.

Only three buttons on the teller's unit control all operations.

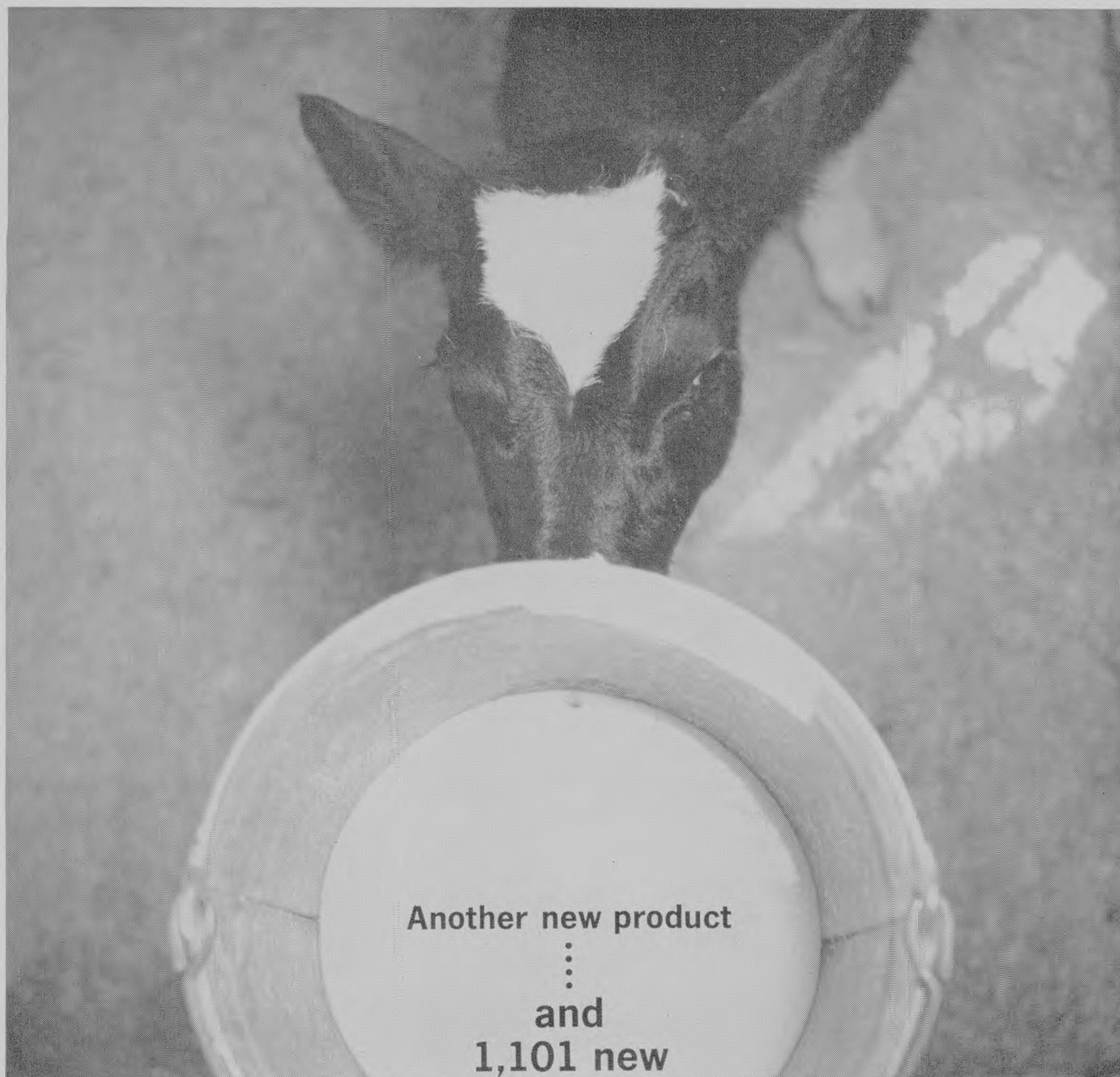
These are just a few of the reasons. To get the complete picture, write: TV Auto-Banker, The Mosler Safe Company, Hamilton, Ohio.



Teller's Unit



Customer's Unit



Purina dealers this year

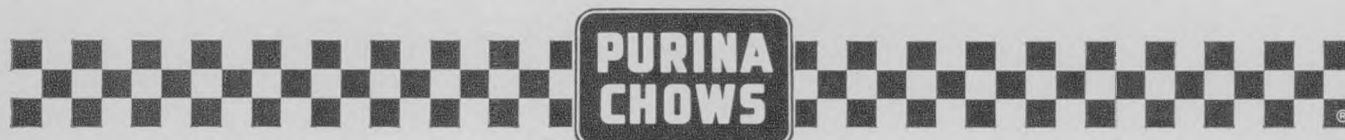
Another new product from Purina Research—improved Purina Nursing Chow. It's a milk replacer. It mixes fast, won't settle out, and calves go for it.

More than that, the new product is in Purina dealers' hands—NOW. It follows close on the heels of a whole string of new products that have gone to dealers in the past 12 months: A new line of LCP (least-cost performance) poultry Chows; a new line of pig

starting Chows; and four brand new "Built-to-Fit" Steer Fatenas—special supplements that are built, balanced and tested to fit any grain and roughages in any kind of cattle feeding operation.

Now this new Nursing Chow. Another in a long string of reasons why 1101 new Purina dealerships have opened up this year. Another reason why more and more bankers are taking part in their growth.

Ralston Purina Company • Checkerboard Square • St. Louis, Missouri



**Again at
MERCANTILE**
*an all-time high
in year-end
deposits*

**HIGHLIGHTS OF 1964 ANNUAL REPORT—
DECEMBER 31, 1964
MERCANTILE TRUST COMPANY**

FOR THE YEAR

	Mercantile Trust Company	Mercantile- Commerce National Bank in St. Louis
Operating Income.....	\$ 34,786,793	\$ 1,763,229
Operating Expenses, including Taxes..	26,838,849	1,329,132
Net Operating Earnings.....	7,947,944	434,097
Net Operating Earnings Per Share....	\$4.37	\$0.23
Dividends Declared Per Share.....	\$2.50	None

AT THE YEAR END

	Mercantile Trust Company	Mercantile- Commerce National Bank in St. Louis
Total Resources.....	\$982,657,282	\$48,937,043
Investments.....	230,854,717	21,023,942
Loans.....	490,165,113	20,696,891
Deposits.....	837,508,860	42,093,449
Capital Accounts.....	99,742,424*	5,020,960
Unallocated Reserves.....	12,263,640	800,563
Book Value Per Share.....	\$41.09	\$2.76

*Mercantile Capital Accounts include Capital Notes of \$25,000,000 on December 31, 1964, and \$20,250,000 on December 31, 1963.

Mercantile-Commerce National Bank in St. Louis is beneficially owned by Mercantile Trust Company stockholders.

STATEMENT OF CONDITION

December 31, 1964

RESOURCES

CASH AND DUE FROM BANKS..... \$238,565,821

Investments

U. S. Government Securities.....	120,611,237*
Municipal and State Bonds.....	99,492,564*
Federal Reserve Bank Stock.....	1,806,200
Other Securities.....	8,944,716

Loans

Loans Guaranteed or Insured by the U. S. Government or its Agencies.....	11,694,454
Other Loans.....	478,470,659

Fixed Assets

Bank Buildings.....	2,561,973
Other Real Estate.....	685

Other Resources

Customers' Liability on Acceptances and Letters of Credit.....	14,144,032
Accrued Earnings Receivable and Other Resources.....	6,364,941

TOTAL RESOURCES..... \$982,657,282

LIABILITIES

To Depositors

Demand Deposits.....	\$588,951,257
Time Deposits.....	248,557,603

TOTAL DEPOSITS..... \$837,508,860

To Others

Dividend Declared, Payable January 2, 1965.....	1,273,253
Borrowed Funds.....	5,000,000
Interest Collected, Not Earned.....	3,985,758
Reserve for Taxes, Interest, etc.....	7,948,923
Acceptances and Letters of Credit.....	14,260,309
Other Liabilities.....	674,115

TOTAL LIABILITIES..... \$870,651,218

Unallocated Reserves

Reserve for Possible Loan Losses.....	\$ 8,135,744
Reserve for Possible Security Losses.....	4,127,896

TOTAL UNALLOCATED RESERVES..... 12,263,640

CAPITAL ACCOUNTS

Capital Notes.....	25,000,000
Stockholders' Equity	
Capital Stock.....	\$ 22,736,663
Surplus.....	37,469,941
Undivided Profits.....	14,535,820
	74,742,424

TOTAL CAPITAL ACCOUNTS..... \$ 99,742,424

TOTAL LIABILITIES, UNALLOCATED RESERVES

AND CAPITAL ACCOUNTS..... \$982,657,282

*\$66,165,701 U. S. Government Securities and \$43,356,272 Municipal and State Bonds are pledged to secure Public Deposits and for other purposes.

MERCANTILE
SAINT LOUIS, MISSOURI **TRUST**
COMPANY MEMBER
F.D.I.C.

LARGEST BANK IN MISSOURI

Bank of America

NATIONAL TRUST AND SAVINGS ASSOCIATION

Condensed Statement of Condition December 31, 1964

(Figures of Overseas Branches are as of December 24, 1964)

RESOURCES

Cash and Due from Banks	\$ 2,437,864,771.47
United States Government Securities and Securities Guaranteed by the Government	2,021,914,391.95
Federal Agency Securities	101,094,059.44
State, County, and Municipal Securities	951,494,769.64
Other Securities	123,445,307.90
Loans Guaranteed or Insured by the United States Government or its Agencies	1,333,157,352.71
Other Loans and Discounts	7,887,925,757.98
Direct Lease Financing	42,325,399.52
Customers' Liability for Acceptances	249,093,262.41
Bank Premises, Fixtures, etc.	237,158,342.05
Accrued Interest and Other Resources	113,418,593.37
TOTAL RESOURCES	\$15,498,892,008.44

LIABILITIES

Capital	\$178,000,000.00
Surplus	482,000,000.00
Undivided Profits and Reserves	199,788,886.95
TOTAL CAPITAL FUNDS	\$ 859,788,886.95
Reserve for Possible Loan Losses	161,734,653.25
DEPOSITS { Demand \$5,950,118,573.55 } { Savings and Time \$8,050,004,273.82 }	14,000,122,847.37
Funds Borrowed	5,403,192.20
Liability on Acceptances	250,280,202.46
Reserve for Interest, Taxes, etc.	221,562,226.21
TOTAL LIABILITIES	\$15,498,892,008.44

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Branches throughout California—world-wide coverage
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Member Federal Deposit Insurance Corporation • Member Federal Reserve System

Bank of America — New York

(International)

A wholly-owned subsidiary

Condensed Statement of Condition December 31, 1964

RESOURCES

Cash and Due from Banks	\$168,041,408.93
United States Government Obligations	5,000,000.00
Other Securities	7,559,227.61
Loans and Discounts	192,789,111.83
Customers' Liability for Acceptances and Endorsed Bills	55,579,715.13
Bank Premises, Furniture and Fixtures	3,561,873.98
Accrued Interest and Other Resources	2,266,010.85
TOTAL RESOURCES	\$434,797,348.33

LIABILITIES

Capital	\$34,000,000.00
Surplus	6,800,000.00
Undivided Profits	5,434,288.62
TOTAL CAPITAL FUNDS	\$ 46,234,288.62
Reserve for Possible Loan Losses	4,970,608.45
Deposits	321,791,706.02
Funds Borrowed	3,000,000.00
Liability on Acceptances	52,779,671.15
Liability on Endorsed Bills	4,516,849.92
Reserve for Interest, Taxes, etc.	1,504,224.17
TOTAL LIABILITIES	\$434,797,348.33



MAN-ON-THE-SPOT SERVICE THROUGHOUT CALIFORNIA ... ACROSS THE NATION ... AROUND THE WORLD

Minnesota Bankers Report—

Future Bright for Taconite

A NORTHWESTERN BANKER Survey

THE voters' overwhelming approval of Minnesota's Taconite Amendment in November's general election has made the "future bright for taconite"—and for all of Minnesota—according to comments solicited recently by NORTHWESTERN BANKER.

The amendment, which assured the taconite industry that its taxes would be increased no more than those of any other industry in the upcoming 25 years, was approved by a seven-to-one margin state-wide. It was okayed by a twenty-to-one mark in Duluth, in the area of the state most directly affected by the amendment.

Results of the approval of the amendment, which assures the industry of equitable treatment in the future, were not long in coming. Within 24 hours, United States Steel Corporation announced that construction would begin as soon as possible on a \$100 million commercial taconite plant at Mountain Iron.

Comments offered by Minnesota bankers reflect an upturn in optimism and a corresponding upturn in sales and economic strength throughout the area. Some specific comments follow:

Emmons W. Collins, President
First American National Bank
Duluth, Minnesota

The passage of this amendment has created a new surge of confidence in this whole area. Immediately thereupon announcements were made of the projected construction of several

large taconite installations and it now becomes apparent that there will be more jobs and more construction than any of us had previously expected.

I feel it should be the beginning of a new upward cycle for this area and for all of Minnesota.

R. H. Willenbring, President
State Bank of Virginia
Virginia, Minnesota

There is no doubt that the passage of the Taconite Amendment will affect the economy of this area very greatly. Already the effects are being felt in that there will be hardly any layoffs in the mining industry this winter and it is expected that by the first of April there will be approximately 2,500 construction workers employed in the United States Steel plant.

After the construction boom, which is expected to last approximately five years, there will still be a continued expansion of the taconite development and we feel the economy in this area will be much more stabilized than it has ever been in the past because of year-around, rather than seasonal work.

C. E. Taylor, President
First National Bank of Hibbing
Hibbing, Minnesota

Our area is cautiously optimistic concerning the taconite industry. We will have no plants in our immediate area, but at least two in our trade area.

Initial impact will come from construction and should be felt in the

spring of 1965. It should last for several years.

However, some of the mining companies have already called back some men who were previously laid off. This is unusual for this time of year. Our greatest benefit to date has been an uplift of community spirit and optimism.

Roger O. DeBoer, President
Silver Bay State Bank
Silver Bay, Minnesota

The passage of the Taconite Amendment will not affect us as much as some areas because we have a large processing plant in operation at present. The amendment will, however, have a decided effect on the decisions to be made in the future concerning the expansion of the existing plant. This, of course, will stimulate our local economy through increased payrolls and services.

The economy of the entire state of Minnesota has been enhanced by the amendment. We will attract more investment dollars for the construction of new taconite plants on the iron range which will result in operating and maintenance expenditures in the state for many years to come.

Larry E. Doyle, President
First National Bank of Eveleth
Eveleth, Minnesota

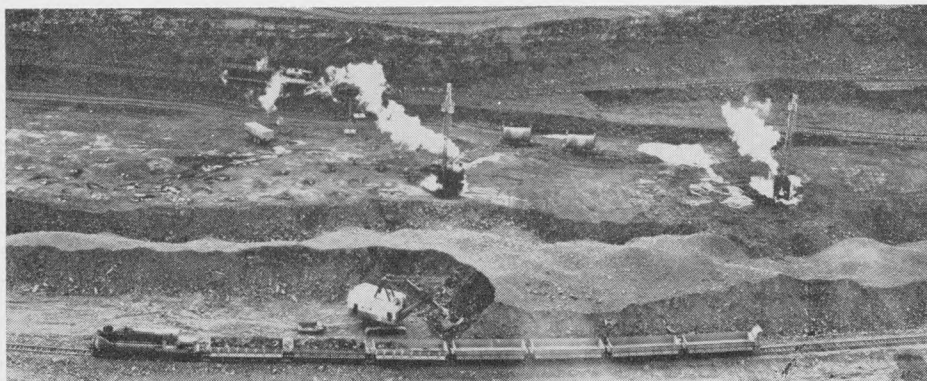
Passage of the Taconite Amendment by Minnesota voters on November 3, 1964, I believe, is viewed by most Minnesotans as a tremendous stride toward betterment of the economy of all of Minnesota. Although it may appear to some as a benefit only to the iron range and northeastern Minnesota, every section of our state will realize a reward in some measure from the development and expansion of the taconite industry. What may appear to be solid rock with no value whatsoever is actually "gold in them thar hills" to Minnesota.

The Ford Motor Company-Oglebay Norton, operating as Eveleth Taconite Company, will possibly complete their new plant in the fall of 1965 and will produce 1.6 million tons of pellets annually and will employ 400 persons on

FUTURE BRIGHT . . .

(Turn to page 76, please)

Northwestern Banker, February, 1965



TONS OF TACONITE—Over 22½ million tons of taconite rock containing 20-30 per cent iron are mined from taconite pits at Erie Mining Company to produce 7½ million tons of iron ore pellets containing about 63 per cent iron. The taconite mines and plant operate year-round.

Determining Net Yields

IN EACH bank there is a point at which the amount and length of a given loan at a specified rate will produce an amount of income exactly equivalent to the cost of handling that loan. To put it simply, there are breakeven points which vary with the amount and terms of the loans you are making.

There are, basically, five steps involved in determining unit costs under the approach offered for your consideration:

Step One: Prepare a statement of income and expense for the installment loan department for the most recent fiscal year.

Step Two: Ascertain the amount of each expense of the department which relates to the acquisition of loans and the amount which relates to the maintenance of loans.

Step Three: Compute the acquisition cost per loan by dividing total acquisition expenses by the number of loans made during the most recent fiscal year. Compute the maintenance cost per payment by dividing total maintenance expenses by total payments processed during the most recent fiscal year.

Step Four: Compute those costs which vary with the amount of each loan; namely, a loss experience factor and a "cost of funds employed" factor.

Step Five: Compute the cost of a loan by adding the acquisition, maintenance, loss and cost of money factors. Total cost can then be related to the total discount charged to arrive at the net income or loss for a particular loan.

Now let me say at the outset that any procedure for determining costs entails some degree of time and effort. You can devote a matter of weeks to such a project, but the degree of accuracy attained, I believe, will not be proportionally greater than the accuracy attained in a project involving, say, a matter of days.

Let's review some of the details involved in each of the five basic steps.

Step One:

Exhibit I represents a typical statement of income and expense for an imaginary installment loan department handling approximately 5,000 loans. I want to emphasize that this is an imaginary installment loan department in an imaginary bank. Don't make the mistake of considering these and other figures you are about to see as yardsticks to be applied to your bank.

How do you obtain a departmental statement of income and expense?

In most small banks, . . . that is, banks not exceeding \$12 million in total resources and which represent almost 13,000 of the 15,000 banks in the country . . . the preparation of a departmental statement of income and expense requires imagination, patience, ingenuity and above all, common sense.

Starting Point

The starting point is the bank's over-all statement of income and expense for the year. With this start, your objective is simply to identify all expenses with each of the major functions found in the typical bank. Thus, the expenses of handling savings deposits, demand deposits, installment loans, all other loans and the safe deposit operation must be ascertained.

Expenses such as salaries, depreciation, advertising, stationery and supplies, are direct expenses incurred by each of the functions mentioned and can usually be identified with each

*From an address prepared
By J. T. ARENBERG
Certified Public Accountant
Arthur Andersen & Co.
Chicago, Ill.*

function on a reasonably accurate basis.

General and administrative expenses, including institutional advertising, accounting, and compensation of directors and officers and employees not specifically associated with a particular function are indirect in nature and accordingly can be likened to the overhead incurred in the operation of any business.

EXHIBIT I

INSTALLMENT LOAN DEPARTMENT

STATEMENT OF INCOME AND EXPENSE

YEAR ENDED DECEMBER 31, 19__

INCOME:			
Earned discount	\$ 260,000		
Service charges	10,000	\$270,000	
EXPENSES:			
Direct—			
Salaries	\$ 56,000		
Depreciation and maintenance	12,000		
Advertising	4,500		
Telephone and postage	4,000		
Stationery and supplies	3,500		
Payroll taxes	1,100		
Legal and audit	1,000		
Insurance	900		
	\$ 83,000		
Indirect—			
Allocable portion of overhead	31,000		
PROVISION FOR AVERAGE LOAN LOSSES	15,000	129,000	
Net income before Federal income taxes and before cost of funds used			\$141,000
COST OF FUNDS USED			75,000
Net income before Federal income taxes			\$ 66,000
Average amount of loans outstanding	\$3,000,000		
Average NET yield			2.2%

on Installment Loans

These expenses must be gathered together for ultimate distribution as a single item of expense to each of the major functions enumerated in order to finally determine the total expenses of each function. It is only because of overhead that you must, in effect, determine the expenses of each department in order to arrive at your own. The fact of the matter is that you don't know how much overhead there is until you succeed in first identifying the direct costs of each department.

When you complete the determination of expenses by functions you are ready to prepare a statement such as is shown in Exhibit 1. A few specific comments concerning each of the items shown on this exhibit may be in order.

EXHIBIT II

DETERMINATION OF ACQUISITION AND MAINTENANCE COSTS

YEAR ENDED DECEMBER 31, 19__

	Amount Relating to	
	Total	Acquisition Maintenance
INSTALLMENT LOAN DEPARTMENT EXPENSE:		
Direct—		
Salaries	\$ 56,000	\$30,000 \$26,000
Depreciation and maintenance	12,000	6,500 5,500
Advertising	4,500	4,500 —
Telephone and postage	4,000	300 3,700
Stationery and supplies	3,500	500 3,000
Payroll taxes	1,100	600 500
Legal and audit	1,000	— 1,000
Insurance	900	400 500
	\$ 83,000	\$42,800 \$40,200
Indirect	31,000	16,700 14,300
Total direct and indirect expenses	\$114,000	\$59,500 \$54,500
Less— Service charges	10,000	3,500 6,500
Net direct and indirect expenses	\$104,000	\$56,000 \$48,000
ACQUISITION COST PER LOAN based on 5,000 loans made in 19		
	\$11.20	\$ —
MAINTENANCE COST PER LOAN PAYMENT based on 60,000 payments processed during 19		
	—	.80

Items in Exhibit I

The first item appearing on the statement should be obtainable right from the general ledger. While it is not a factor affecting cost determination, it is a figure which should be readily available if only for the purpose of periodically evaluating the over-all results of the department. I have seen banks which bury this amount along with all other loan interest in a single income account. These banks are operating with only a vague notion of loan yields by class of loan and are overlooking a valuable piece of information which could easily be made available through the simple expedient of creating a few extra general ledger accounts. It follows, of course, that the related loans should also be carried in separate general ledger control accounts.

Service charges can be obtained by analysis of the income account which is credited with such charges, analysis of general book tickets, or simply through an estimate based on, say, the total charges during what can be considered to be a typical month. Actually, these should be considered as a recovery of cost and, as such, as a reduction of expense as we shall see shortly.

Salary expense should represent the total salaries of all officers and employees who devote all of their time to the installment loan department, plus a proration of the salaries of any individuals who are directly concerned with installment loan functions on a part-time basis.

(Other installment loan department expenses likewise are determined on the basis of direct expense to the department or as an allocation of general overhead.)

Allocated Overhead

We now come to the point at which all known direct expenses for the installment loan department have been ascertained. At this point direct expenses will also have been determined for handling savings deposits, demand

deposits, other loans and the safe deposit operation. The remaining unidentified expenses representing overhead, should then be allocated to each of these functions so that total expenses for the year are completely accounted for. Since overhead usually varies in direct proportion to salary costs, it may be allocated in proportion to the direct salary costs for each function.

Finally, one of the costs to be considered in connection with the operation of an installment loan department is the amount of average loan losses. This amount can be based on actual installment loan loss experience and should be recognized as being as much of a cost of doing business as any other expense.

Examine Net Income

The net income of the department, before considering the cost of the funds used, can be related to the average amount of funds invested in order to determine an over-all yield. This can be compared with the yield on other types of loans or on the bond portfolio in order to evaluate the relative profitability of the choices of investment available to the bank.

Let's assume that such a comparison would show that we made 4.7 per cent on our installment loans, 4.5 per cent on real estate loans, 3.5 per cent on commercial loans and, say, 3 per cent on the bond portfolio. This would account for all of the major income-producing functions in the bank.

The remaining functions, namely, the handling of savings and demand deposits will, of course, show an excess of expenses over income represented by service charges. For our purposes here, the net expenses of these departments represent what it cost the bank to receive, process, and account for savings and demand deposits. In short, they represent the cost of the funds employed in making loans and investing in bonds. There's nothing theoretical about this fact. You may say that it doesn't cost you anything to accept the deposits carried by your bank except for the interest paid on savings deposits. This may be true, but once the deposits have been accepted, you cannot escape the fact that it costs money to process and account for them while they remain in your care.

Cost of Funds

The cost of funds used, then, can be stated in terms of the ratio of the net expenses of the savings and demand deposit function to the total of such deposits invested in the various income-producing categories. In this

case, the total cost of the savings and deposit functions was equivalent to 2½ per cent of the funds invested in income-producing assets. When applied to the average amount of loans outstanding, the cost of funds used in the installment loan operation is ascertained and the net yield on installment loans can be determined.

It becomes apparent that net yield is substantially less than the yield we mentally computed by doubling the discount rate. If we keep in mind that this is an average net yield, it becomes apparent that some of your loans must produce more than the average, and more important, some of your loans must be less than the average. Knowing how much more and how much less would obviously influence your loaning practices. This brings us to the remaining four steps previously outlined.

Step Two:

We see on Exhibit I that the installment loan department in this instance incurred a total of \$114,000 of direct and indirect expenses. The allocation of these expenses to the two basic functions of acquiring and maintaining loans is shown on Exhibit II.

Salary costs are split on the basis of an analysis of the functions performed by the individuals whose salaries are charged to the department.

(Other expenses listed in Exhibit II likewise are allocated between acquisition or maintenance costs, based on analysis of these expenses.)

Indirect expenses or overhead had been allocated to the installment loan department on the basis of salaries in each of the major operating departments. The allocation between acqui-

EXHIBIT III
DETERMINATION OF NET INCOME ON A SPECIFIC LOAN

Loan proceeds	\$1,000	
Terms	12 months, 6% added	
Gross income (gross yield 11.1%)		\$60.00
Cost of loan -		
Acquisition	\$11.20	
Maintenance 12 @ \$.80	9.60	
Loss provision @ 1/2% of \$1,000	5.00	
Cost of funds @ \$1.35 per \$100	13.50	39.30
Net income on loan		\$20.70
Net yield		3.8%

sition and maintenance, therefore, was made on the basis of salaries chargeable to each of these functions.

Expenses Identified

Total direct and indirect expenses have now been identified for each of the two major functions involved in the operation of the installment loan department. These can be said to be partially recovered through service charges. Accordingly, service charge income relating to minimum charges, if any, made at the time of acquisition to cover acquisition costs can be allocated to reduce gross acquisition costs. By the same token, late charges or penalty charges, if any, for prepayment can be allocated as a reduction of maintenance costs. The division might be based on an analysis of one month's service charges.

We have now determined those expenses which are incurred at the time any installment loan is acquired, and we have ascertained those expenses which tend to vary with the life of a loan. It remains to determine the acquisition and maintenance cost per loan.

EXHIBIT IV

TABLE OF NET INCOME (LOSS) AND NET YIELDS
PER LOAN DISCOUNTED AT 6%

Loan Amount	12 Months		24 Months		36 Months	
	Net Income (Loss)	Net Yield %	Net Income (Loss)	Net Yield %	Net Income (Loss)	Net Yield %
\$ 100	\$(16.25)	Loss	\$(21.60)	Loss	\$(26.35)	Loss
200	(12.50)	Loss	(12.80)	Loss	(12.70)	Loss
300	(8.35)	Loss	(4.00)	Loss	.95	*
400	(4.20)	Loss	4.80	1.2%*	14.60	2.4%
500	(.05)	*	13.60	2.6	28.25	3.7
600	4.10	1.3%	22.40	3.6	41.90	4.5
700	8.25	2.2	31.20	4.3	55.55	5.1
800	12.40	2.9	40.00	4.8	69.20	5.6
1,000	20.70	3.8	57.60	5.5	96.50	6.3
1,200	29.00	4.5	75.20	6.0	123.80	6.7
1,500	41.45	5.1	101.60	6.5	164.75	7.1
2,000	62.20	5.7	145.60	7.0	233.00	7.6

* Approximate break-even point.

Step Three:

The total acquisition expense incurred in the previous year involved the making of 5,000 new loans. For this purpose we will assume that this represented a normal year of activity for the bank. Volume may drop to 4,000 new loans or it may increase to 6,000 new loans without immediately affecting total acquisition expenses.

The total acquisition cost per loan in our example, then, is computed by dividing total acquisition expenses by the number of new loans made. In this instance, it cost \$11.20 to acquire each new loan made.

Maintenance expenses vary in direct proportion to the number of times payments must be received and recorded. Hence, a loan for 24 months involves twice as much maintenance cost as a loan for 12 months. The common denominator for measuring maintenance cost for all loans is the number of payments which will be processed. Since \$48,000 was incurred in processing 60,000 loan payments, the cost per payment can be determined to be \$.80 in our example. We are now in a position to determine the cost of acquiring a loan and the cost of maintaining a loan for any period of time. But what of those costs which vary with the amount of a loan?

Step Four:

We stated previously that one of the expenses of the installment loan department should be represented by a provision for average loan losses based on actual experience. For purposes of this example, we have assumed that losses have averaged ½ of 1 per cent of the amount of new loans written.

Cost of funds employed which was charged to the installment loan department was equivalent to 2½ per cent of the average outstandings, as we determined previously. Since this cost is based on the funds actually in use, the 2½ per cent factor must be applied to the average amount to be outstanding on each loan. For a \$100, 12-month loan, the average outstanding, computed by multiplying by the familiar ratio $\frac{N+1}{2N}$ (where N is equal to the number of months the loan will run) or .5417, is \$54.17, and the cost of this amount is \$1.35. The cost of funds employed for an \$800 loan would be 8 times the \$1.35 factor.

We can now determine the net in-

NET YIELDS . . .

(Turn to page 48, please)

Expert Suggests Revaluation Of U.S. Monetary Policy



DR. MARCUS NADLER
Professor
Graduate School of Business Administration
New York University

BECAUSE of changes in the role and effectiveness of "traditional monetary tools"—especially Regulation Q—there exists a need for a thorough revaluation of monetary policy in the United States. So concludes the latest bulletin, entitled "New Tools for Credit Control," published by the C. J. Devine Institute of Finance at New York University's Graduate School of Business Administration.

The author of the bulletin, Dr. Marcus Nadler, professor of finance at the school and research director of the institute, explains that these changes have been effected by:

- the international balance of payments problem;
- the new experiment in fiscal policy of cutting taxes to stimulate an already strong economy;
- development of negotiable time certificates of deposit;
- borrowing by banks through the sale of unsecured promissory notes and debentures.

Selective Controls

Thus, Dr. Nadler suggests, "If the burden on monetary policy is not kept down, selective credit controls on the sources of bank funds—rather than on their uses—should be seriously considered. On the other hand," he states, "perhaps selective

fiscal controls such as the Interest Equalization Tax (which substitutes a fiscal for a monetary means of influencing interest rates) and flexible general fiscal measures will suffice."

Dr. Nadler states, however, that before such action is taken several questions must be answered. These are:

- Will the rapid growth of time and savings deposits lead to a ruthless competition for such deposits and a corollary deterioration in the quality of bank assets?
- Will banks confronted with strong loan demands draw funds away from those with weaker loan demands by (1) raising their rates on time and savings deposits to the highest level permitted and (2) paying extremely attractive rates for funds borrowed through promissory notes?
- Is a conflict in the offing if the large banks draw funds away from the smaller ones? Thus, should the smaller bank be provided with some source of funds comparable to the pulling power of time certificates of deposit and notes—which apparently only larger banks can issue? Should small bank debentures be encouraged or even subsidized? Too, is the bank merger problem likely

to be pressed as a solution to the small bank's fund raising difficulties?

—What impact will there be on the credit policies of the Federal Reserve authorities if it becomes evident that a policy of restraint, although affecting the banking system as a whole, does not affect those banks capable of paying the highest interest rates on promissory notes and time and savings deposits?

—In that large corporations have started to rely more on internal funds and open market borrowing, will not Federal Reserve credit restraint be felt primarily by small and medium sized companies?

If these developments lessen the effectiveness of Federal Reserve policy or discriminate against certain borrowers and banks, Dr. Nadler asserts that the Federal Reserve should lower reserve requirements for country banks and raise requirements in districts where the greatest demand for credit is taking place.

Outlived Purpose

He notes that, since Regulation Q applies only to banks and not to other thrift institutions, it would seem that it has outlived its purpose of preventing "ruthless competition" for time and savings deposits. He proposes that Regulation Q should either be put on a standby basis or that it should be made applicable to institutions not now subject to Federal Reserve rules and regulations.

He points out that large non-financial companies are suppliers of funds both through their purchases of open market securities and through their financing of their customers' inventory requirements in many instances. He states, therefore, that there is again a question of restraining these large non-financial corporations in the role they have developed as financiers through a "second banking system."

Undermine Regulation

To further demonstrate that there is a need for creating some new offsetting tool, Dr. Nadler emphasizes that the new promissory notes sold by banks will undermine the value of Regulation Q to a considerable degree.

In any event, he concludes that there is an obvious need for fundamental rethinking of present monetary analysis and policy.—**End.**



Correspondent

"The correspondent banking system is one which constantly deserves comment and one which repeatedly comes under scrutiny. In the following article, NORTHWESTERN BANKER presents the comments of three bank officers as they address themselves to the subject of "Correspondent Bank Relationships" . . .

"Correspondent Bank Relationships"
Excerpts from a talk by

L. W. HENDERSON, JR., SENIOR VICE
PRESIDENT

North Carolina National Bank
Charlotte, North Carolina

CORRESPONDENT banking, as we know it today, is a rapidly changing scene with even closer cooperation between local banks and city correspondents in filling their customers' needs. Yet the basic principles upon which this unique system has developed and improved over the years is going through a refinement rather than a change of philosophy. The bedrock upon which it is built can be described as cooperation on a mutually-profitable basis for the common good of all—local bank, city bank and customer.

As the need for additional services becomes evident, the city bank is not only expected to develop ways and means of meeting these challenges, but also to be sure its local correspondents know that these facilities are available to them. The city correspondent bank today is well-equipped to perform a wide range of services, but all too often we have not explained these effectively to our friends so that they will call on us when the need arises. This is particularly true in those highly-technical areas of service that are not of daily application. On the other hand, city banks are training and equipping their call officers as never before. The day of specialization is most certainly not behind us, yet we are going to great lengths in training well-rounded bankers to handle other banker's business. This teamwork of the line officers being supported by the entire city bank's staff of specialists make available to the local bank the complete facilities and know-how of the city correspondent.

The further growth, development and strengthening of the correspondent banking system has been in the past, and will continue in the future to be, built in an atmosphere of mutual respect and confidence. The suc-

cessful city correspondent will offer complete quality services at reasonable prices and its management will be mindful that correspondent banking is truly a two-way street.

"Correspondent Bank Relationships"
Excerpts from a talk by

LAWRENCE KELLER, JR., PRESIDENT
Alton Banking & Trust Company
Alton, Illinois

I RECENTLY read a magazine article in which a vice president of a large metropolitan bank was quoted as having made the following statement:

"In their quest for higher earnings, many bank cashiers have allowed their correspondent balances to drop to a point where the account is no longer profitable to a city correspondent; and when that sudden need for correspondent bank assistance emerges, the value of the relationship will have a greater influence on the speed and quality of the service given."

In the same article, this correspondent vice president urged others not to keep too much on deposit. How much is too much and since when does the amount of deposit govern the *speed* and *quality* of the service?

Regardless of the balance, when a country bank in good faith requires a service of his city correspondent, it has every right to expect *quality service*—this cannot be compromised.

Correspondent banking is a partnership—one bank a branch of the other in which a close relationship of mutual trust and confidence is created—each assisting the other in the solution of banking problems and working closely together for one purpose—PROFIT.

City correspondents have specialists in the field of marketing, programming, investments, administration and many other types of banking research available to a country bank for the asking, and rewarding to those who use it. If a country bank will select one of its cor-

Bank Relations



... A fourth officer speaks concerning "Financing Economic Needs for an Era" and, in so doing, stresses the importance of the correspondent banking system in meeting current financing needs. The remarks of the four officers were made at the 18th Annual Conference of Bank Correspondents sponsored recently by the First National Bank in St. Louis, Mo.

respondent banks as its principal correspondent—confide in it, get acquainted with its officers and make it its partner, the country bank will benefit—the correspondent bank will benefit and banking will benefit.

"Correspondent Bank Relationships"
Excerpts from a talk by
HARTLEY G. BANKS, PRESIDENT
Columbia Savings Bank
Columbia, Missouri

IN MY opinion, the correspondent banking system that has been developed in this country is the backbone of our banking system. It is unique and greatly superior to the state-controlled systems developed in other countries. Through correspondent banking, the fast collection of both cash and non-cash items has been made possible, regardless of whether the individual bank be a Federal Reserve member or a non-member.

Through participation arrangements, surplus funds in one area may be channeled into an area where there is a shortage of lendable funds.

Since World War II, banking has become more complex each year. Small banks are called on to render services that a few years ago were only requested of our biggest banks. Cooperation between country banks and city correspondents makes it possible for a small bank to render almost any service available to a customer of a large city bank.

During the past decade, banking has undergone radical changes. In my opinion, the next decade will see even greater changes. Constantly rising costs, the increase in savings and time money as a percentage of total deposits, automation, demands for new services and the competition of other types of financial institutions will present problems and challenges to every bank, large or small.

The answers to these problems can be best met through the continued and accelerated cooperation of banks within the framework of our correspondent bank system. The degree to which we accumulate and ex-

change information and know-how will determine how well banks will be able to grow and prosper in the highly-competitive financial climate in which we are operating.

To be fully effective, the correspondent relationship must be a two-way street. In the past, it seems that too often it has been a one-way street. The country bank must recognize that it must keep adequate balances or pay service charges for services received. The city correspondent bank must realize that more than the mere established clearing and collection of checks is necessary to justify the relationship. Both banks can render many services to each other that will be of help and benefit. Such cooperation will establish correspondent banking as the most important facet of our banking system.

"Financing Economic Needs of an Era"
Excerpts from a talk by
JOHN M. SHONSEY, EXECUTIVE VICE PRESIDENT
Omaha National Bank
Omaha, Nebraska

THE co-operation of city correspondents and country banks in making credit available in local communities is of paramount importance today. The increasing credit requirements are being assumed by other financing agencies when the banks are not active.

Large size farms, concentration of feeding operations, increased needs of suppliers who advance credit for fertilizer, protein and machinery and the development of industry in smaller communities all are causing the local banks to make more credit available in larger amounts than ever before.

In order to be able to properly service the *local area* demands, the local bank is looking more and more at its correspondent for co-operation in handling the part of the loan that may be over its legal limit and in many cases is looking for assistance in helping analyze these

BANK RELATIONS . . .

(Turn to page 50, please)

Northwestern Banker, February, 1965



E. V. SLIFE

A Banker's Answer To PCC Farm Loans

Earle V. Slife, president of the Farmers State Bank of Hawarden, Iowa, was instrumental in the formation of an Agricultural Credit Corporation designed to discount paper with the Federal Intermediate Credit Bank in Omaha and thereby meet the competition provided by the Production Credit Corporation.

In the following article, Mr. Slife explains the recently-formed corporation and its advantages to the banker. The article is based upon an address made before the recent Iowa Bankers Convention in Des Moines but also includes additional statements made by Mr. Slife since that time.

IN OUR case, the corporation was formed for two reasons: (1) to better serve our farmer customers and (2) as a safety valve in case of a drop in deposits or loanable funds.

I would say that the Production Credit Corporation is one of the chief competitors of banks in financing their agricultural programs. This organization is not very active in the west end of Sioux county because the banks at Hawarden and Ireton have done a pretty good job of taking care of the needs of the farmer.

It is my belief that the banking institutions should make every effort to take care of the legitimate needs of the good operators. This is especially true with young farmers getting started. We have had good success in this line.

By forming the Agricultural Credit Corporation, we feel that we are in a better position to take care of agricultural needs.

We all know the capital requirements of the farming industry are much larger than they used to be and, as the new machines are put on the market, the demand gets heavier.

Time, of course, is a factor in bank loans as we are loaning the depositors' money. Time makes no difference whatever to the Federal Intermediate Credit Banks as they get their funds on the open market.

Two-Way Street

As has been pointed out many times,

it takes a great deal more money to handle the farm loans, cattle loans and other loans than it used to, and, as we are in a heavy cattle feeding area, we have a heavy demand for money and our cattle loans and farmers' loans run between \$2½ and \$3 million, depending on the price of replacement cattle.

With deposits of \$3½ to \$4 million we have this heavy demand, and we have been able to sell up to \$1½ million of our cattle paper to our correspondent Sioux City banks at various times and they have been generous and we do appreciate their service.

We like to think it is a two-way street, as we carry balances of \$100,000 or more in these banks at all times and, in addition, we sell them some fine paper. We feel that the time might arise when there might be another tight money situation, as there was in 1959 when, as you remember, most country banks had to curtail their cattle feeding loans. The one exception was the Federal Intermediate Credit Bank at Omaha (or any of the banks throughout the United States who get their funds from the sale of debentures) and, of course, deposits do not affect their lending ability.

The Beginning

We formed this corporation one afternoon in our directors' meeting, all of the stock being sold to the officers and directors. This alleviated getting any approval of the Securities Ex-

change Commission, as all of our organizers signed the application for the charter. Our attorney had previously checked into the matter and we were ready to go.

We are incorporated under Iowa laws for \$500,000. We have paid up capital of \$100,000. We first cleared the matter with the banking department, explaining that we thought we needed the new organization to meet the heavy demand for funds.

Our officers and directors of the bank were elected as officers and directors of the new corporation. We hold our meeting immediately following the bank meeting and the directors are paid a fee set each year by the stockholders.

The FICB

The Federal Intermediate Credit bank in Omaha was formed in 1923 to meet the needs of agriculture when loans were not available in banking institutions. The FICB, as it is called, serves four states—Iowa, Nebraska, South Dakota and Wyoming. Its original capital came from the government, but the banks are repaying this capital out of earnings. The banks are located throughout the United States to serve agriculture. Their funds are obtained by the sale of debentures to the public and the discount rate on their loans is determined by the amount of interest they pay for funds. The current rate is 4¾ per cent.

What Bank Statements Show

(Last three figures omitted)

	December 31, 1964		December 31, 1963			December 31, 1964		December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Chicago					Franklin Natl. ..	1,269,745	765,124	1,079,062	618,315
American Natl...\$	591,365	\$ 282,057	\$ 539,086	\$ 247,459	First Natl. City...	10,806,051	6,777,515	10,424,900	6,119,300
Central Natl.	240,281	123,095	176,699	95,276	Irving Trust	2,781,315	1,472,534	2,383,188	1,238,384
Cont. Illinois	4,300,102	2,906,687	3,877,865	2,382,283	Manuf.-Han. Tr.	6,039,651	3,446,983	5,578,301	3,106,263
Drovers Natl.	149,155	63,196	143,276	51,666	Morgan Guar.	4,788,346	3,148,306	4,492,832	2,879,668
First National ..	3,612,996	2,196,149	3,461,851	2,090,641	Phoenix				
Harris Trust	1,258,391	724,714	1,223,257	621,797	First National ..	486,050	332,173	477,056	299,576
LaSalle Natl.	276,934	139,484	248,465	119,397	Valley Natl.	927,055	638,092	809,882	576,647
Live Stock Natl.	57,199	16,928	46,990	17,529	St. Joseph				
Natl. Blvd. Bk...	142,683	72,859	123,393	58,876	American Natl...	75,129	39,025	73,717	33,142
Northern Trust..	1,010,915	544,468	949,692	490,105	First Natl.	50,182	19,585	41,072	19,639
Detroit					First Stock Yds.	12,118	4,199	11,925	4,461
Natl. Bank of Detroit	2,507,803	1,175,083	2,304,302	999,245	St. Louis				
Kansas City					Bk. of St. Louis	147,710	89,696	135,731	85,556
City National ..	269,217	142,347	257,657	130,724	Boatmen's Natl.	245,777	120,208	231,713	108,086
Commerce Trust	489,972	247,839	486,236	216,660	First Natl.	705,063	367,756	667,290	371,666
First National ..	331,957	169,700	343,937	174,255	Mercantile Tr....	837,509	490,165	754,101	432,780
Los Angeles					San Francisco				
Security First	4,236,414	2,415,341	4,129,621	2,097,169	Bank of America	14,000,123	9,221,083	13,242,506	8,365,413
Milwaukee					Bank of Calif. ..	1,061,104	669,131	886,003	522,415
First Wisc. Natl.	843,955	493,614	818,084	426,931	Crocker-Citz.	3,216,457	2,124,653	2,982,431	1,790,709
New York					Wells Fargo	3,312,129	2,224,447	3,132,634	1,981,282
Bankers Trust....	3,900,370	2,208,921	3,783,335	2,046,654	Seattle				
Bank of N. Y.....	681,656	372,969	675,938	370,432	Seattle 1st Natl.	1,203,398	710,444	1,125,422	669,247
Chase Manhat. ..	11,357,072	6,391,100	10,696,086	5,890,876	Tulsa				
Chem.-N. Y.	5,296,634	3,214,712	5,023,581	2,921,456	1st Natl. B & T	397,012	200,622	376,406	179,079
					Natl. of Tulsa ..	272,231	154,345	264,184	120,713

The Production Credit Corporations, who are direct competitors of banks, also get their funds from the FICB. There are only 19 banks in this area with a corporation such as ours that can discount with the FICB, and it is interesting to note that four are in northwest Iowa—Melvin, Ireton, Rock Rapids and ours at Hawarden. The total loans discounted by these 19 banks as of September 24, 1964, was \$6,200,000. Of this total, we had a little over 10 per cent. Their total loans as of this date are about \$187,000,000.

Charter Approval

Our bylaws and charter had to be approved by the FICB in Omaha and, after it was approved, we purchased 75 per cent of our capital in bonds which are held with the FICB as collateral for all loans we discount with them. After these bonds are approved, we are ready for business. Each corporation can discount six times its capital which, in our case, was \$600,000 and is now \$620,000. They will take a little more than \$600,000 from time to time if we give them a statement that certain loans will be liquidated within a few days. We have been up to \$675,000 a time or two. However, they like to maintain the six-to-one ratio as a general policy.

Our board adopted a resolution authorizing us to borrow up to our legal

limit of \$40,000 at any time, which gives us \$65,000 to handle excess loans and other lines of credit. The FICB will discount several kinds of paper, but it must be agricultural paper with a definite due date to be paid or liquidated out of sales of livestock, grain, milk or other agricultural products. They carry some stock cow loans and some milk cow loans and they will run those for three years, but prefer shorter maturities. They will accept machinery loans up to seven years, to be liquidated yearly. This is their maximum maturity date. Their literature states that they will also consider second mortgages as collateral for agricultural loans if there is good equity. We do not have any of these loans.

No Real Estate

They do not make real estate loans. Our limit is \$50,000 for each individual, and the amount increases as you build a surplus. All individual lines totaling \$50,000 must be applied for in writing with supporting papers. These papers are mailed to Washington and, if approved, a wire comes back, usually within three days.

When the approved advance is used up and more funds are needed, approval must be made in Washington for every advance above your legal limit. All loans submitted must be accompanied by application, property

statement, method of repayment and all loans with a chattel mortgage must have a current chattel mortgage abstract accompanying them.

They have another type of loan, for which they accept applications in advance and, after approval, use a special form of note. The loans are then made against this commitment from time to time as funds are desired until the total commitment is used up. The interest starts when the loan is made. Interest is paid monthly on your lines with them. They bill you monthly and you have 60 days in which to pay the current billing. This gives you a little time in which to collect interest before it is remitted to them.

Most Important

Here is the most important part of this operation so far as I am concerned. When the news item appeared in the paper regarding our new corporation, many farmers asked me why they could not buy stock. I know I could sell another \$200,000 of capital stock in this institution in a day's time and, with this added to the \$100,000 we already have, it would make us eligible to discount \$1,800,000 of notes in Omaha, and this is important for if we have a drop in deposits, or a

A BANKER'S ANSWER . . .

(Turn to page 135, please)

Commerce Trust Promotions

THE promotion of one officer to vice president and cashier, three officers to vice president and two officers to assistant vice presidents were announced last month by Commerce Trust Company, Kansas City. In addition, three staff members were



A. B. HANIS



B. CLARKE



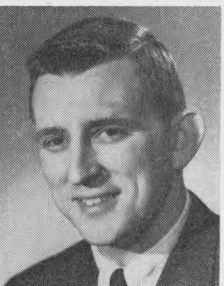
J. T. FOWLER



K. BOOMHOWER



R. STEWART



D. H. ECHTERMAYER

elected vice presidents, nine were elected assistant cashiers and five promotions were made in the trust department.

Named vice president and cashier was Alex B. Hanis, who joined Commerce Trust in 1917 and since 1956 has served as assistant vice president, with the added title of cashier in 1959.

Named vice presidents were Bryson Clarke, manager of the electronic data processing department; John T. Fowler, correspondent bank division, and William O. Vassar, manager of the real estate loan department.

New assistant vice presidents are Michael Braude, appointed manager of the bank's new Family Banking Center located in the new Commerce Tower; Don H. Echtermeyer, manager of the credit department and formerly in the correspondent bank department; Roy F. Lee, head of the bank's

heavy equipment loan activities; Germain Morgan, in the property management office, and Warren Weidemann, manager of the transit department.

Among the nine men advanced to assistant cashiers are Kenneth Boomhower and Robert Stewart of the correspondent bank department. Mr. Boomhower travels in Missouri and Kansas. Mr. Stewart travels in Iowa and Nebraska.

Other new assistant cashiers are Bernard Brown, Frampton Rowland and Thomas Tracy, installment loans; David Bryan, personnel; Donald Flott, deposit accounting; Joseph Johannes, credit department, and Gerald Ward, bond department.

Morgan Guaranty Trust

David L. Hopkins, Jr., S. Phelps Montgomery, William R. Putnam, II, Charles E. Blackford, III, John A. Snyder, Robert G. Engel, and William E. Ellson have been elected vice presidents of Morgan Guaranty Trust Company of New York.

Bank of America V. P.

Joseph S. Young has been named a vice president of Bank of America, Jesse W. Tapp, chairman of the board announced today.

Young handles major accounts with corporations and banks for Bank of America in New York, New Jersey, Pennsylvania and Washington, D.C.

Bankers Trust, New York

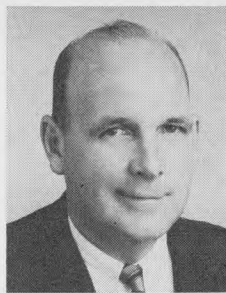
Alfred Brittain III has been elected senior vice president of Bankers Trust Company, N. Y., to head the international banking department, effective January 15, succeeding George T. Davies, senior vice president, who is retiring from active business, according to William H. Moore, chairman of the board.

Mr. Brittain was previously first vice president in charge of the Southwestern division. He started his career with Bankers Trust in 1947 as a credit investigator in the credit department.

Sidney Mathews has been elected a vice president of Bankers Trust. He is assigned to the investment advisory division.

Two New Senior V.P.'s At First National City Bank

Hulbert W. Tripp, former financial vice president of the University of Rochester, has been named a senior



H. W. TRIPP

vice president of First National City Bank, N. Y. and deputy to Robert L. Hoquet, Jr., executive vice president in charge of the banks' trust and investment division.

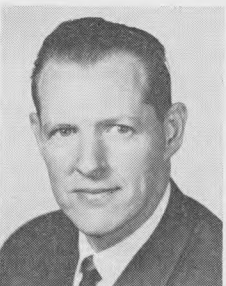
Mr. Tripp has been a member of the trust board of First National City Bank since 1963 and has also served as investment consultant to the trust and investment division.

Julien-Pierre Koszul, former director general of foreign services of the Bank of France, also has been named a senior vice president of First National City Bank.

Mr. Koszul will be the bank's senior policy officer in Europe for all seven of First National City's branches on the Continent and will also advise corporate customers on business and financial problems concerned with the Common Market.

Joins Mercatile Trust

Kenton R. Cravens, board chairman of Mercatile Trust Company, St. Louis, has announced the appointment of James J.



J. J. REEDY

Reedy as assistant vice president. As a member of the banks and bankers department, Mr. Reedy will represent Mercatile in the states of Illinois, Indiana and Iowa.

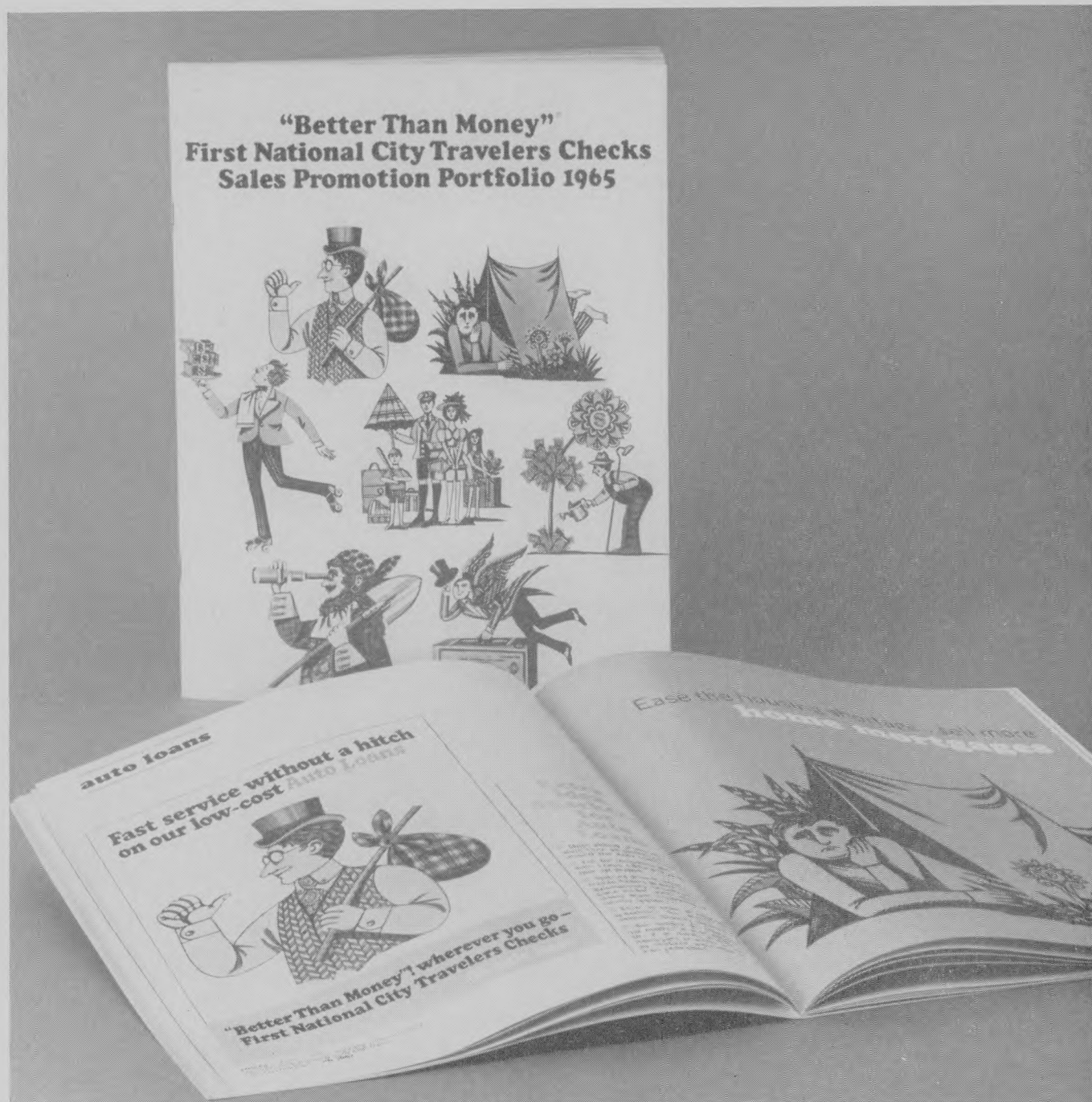
Previously controller for L. S. Heath & Sons, Inc., Mr. Reedy is also formerly cashier of Crawford County State Bank, Robinson, Ill.

A graduate of the University of Illinois, where he majored in marketing administration and sales, Mr. Reedy has also attended the University of Wisconsin School of Banking. In 1958 he was named outstanding Jaycee Young Man of the Year.

Mr. Cravens also announced the election of John A. Barrett, vice president of the western region of the Norfolk and Western Railway, as a member of the board of directors.

Will Serve Studley, Shupert Members in Midwest States

William H. Shupert, president of Studley, Shupert & Co., Inc., of Philadelphia, has announced that George



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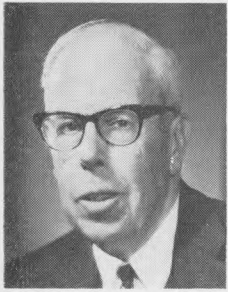
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Northwestern Banker, February, 1965



G. R. McKay

Mr. McKay has been named the firm's midwestern representative. Mr. McKay's activities primarily will be devoted to serving as liaison between numerous central states member banks of the Studley, Shupert Trust Investment Council and the Council staff at headquarters in Philadelphia.

Mr. McKay was vice president of State Bank and Trust Company, Evanston, Ill., until his retirement on January 15. He is a graduate of Northwestern University, receiving a bachelor of science degree in business, and his career embraces all phases of security work. Since 1943, he has been manager of State Bank and Trust Company's investment department with the bank's portfolio and its trust portfolios among his responsibilities. He was a member of the trust investment committee, Illinois Bankers Association, 1961-63, and chairman of the committee, 1963-64. His Association activities included chairmanship of a convention panel

and a convention workshop. He also chaired investment programs and workshop discussions for the Cook County Corporate Fiduciaries Association.

The Studley, Shupert Trust Investment Council, founded in 1948, provides an investment research center and corollary advisory services for community bank trust officers who find it economically infeasible to maintain their own individual staffs of financial analysts and equip them with the necessary investigative facilities. Council membership now is comprised of more than 200 banks from coast to coast with a substantial number situated in the central states area.

Chemical Bank, New York

Directors of Chemical Bank New York Trust Company have promoted two vice presidents to the rank of senior vice president, chairman Harold B. Helm has announced. They are: George W. Cox, Jr. and Daniel A. Finlayson, Jr., both members of the bank's national division.

In his new capacity, Mr. Cox will supervise the bank's business in New England, New York, New Jersey and six midwestern states.

In his new post, Mr. Finlayson is in charge of an area from the Atlantic Seaboard to the Texas Panhandle across the southern part of the U. S.

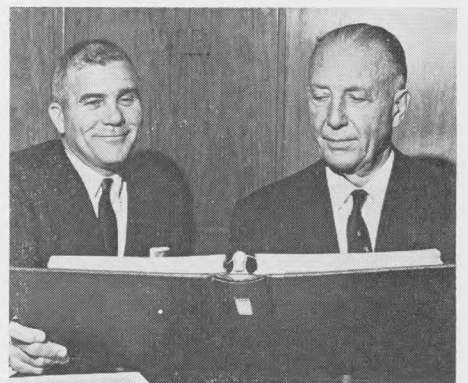
Three trust officers of Chemical Bank have been elected vice presidents. They are: W. Perry Neff of the bank's personal trust department at 277 Park Avenue, and John H. Baile and Robert A. Miller of the corporate trust department.

City National, Kansas City

Charles G. Young, Jr. has been elected president of City National

Bank and Trust Company in Kansas City. He succeeds R. C. Kemper in the presidency of the \$300 million financial institution. Mr. Kemper will remain as chairman of the board and chief executive officer, while Mr. Young assumes the duties of chief administrative officer and will continue his top executive responsibilities for the bank's fiduciary departments. Mr. Young moves into the presidency from the position of executive vice president and senior trust officer.

Mr. Young joined City National in February, 1950 as vice president and trust officer. At that time the bank's trust department had revenues of only \$49,000 annually, a staff of 10 officers and employees and assets held of less than \$100 million. Since that time and under Mr. Young's guidance, City National has moved to the forefront in Kansas City trust activities. During 1964, for example, the bank had trust revenues in excess of \$2,100,000, the trust department staff had increased to over 200 officers and employees and the assets entrusted to its care amounted to well over \$1 billion.



NEW TOP MANAGEMENT TEAM at City National of Kansas City is **Charles G. Young, Jr.**, left, pres., and **R. C. Kemper**, right, chmn. of the bd.

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Federal Home Loan Bank of Des Moines

DES MOINES, IOWA

Statement of Condition, December 31, 1964

ASSETS

Cash	\$ 21,101,279
Investments	116,342,521
Advances Outstanding	320,624,808
Accrued Interest Receivable	775,464
Deferred Charges	187,871
Other Assets	1,170

Total Assets \$459,033,113

LIABILITIES AND CAPITAL

Deposits	\$139,488,594
Accrued Interest Payable	3,624,052
Accounts Payable	175
*Consolidated FHLB Obligations	236,000,000
Unamortized Premium on Consolidated Obligations	14,560
Capital Stock—Members	72,877,500
Surplus Earned	7,028,232

Total Liabilities and Capital \$459,033,113

*Consolidated Federal Home Loan Bank Obligations now outstanding, in the amount of \$4,369,000,000, are the joint and several obligations of all Federal Home Loan Banks.



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111 WEST MONROE STREET—CHICAGO 60690



STATEMENT OF CONDITION

December 31, 1964

Resources

Cash and Due from Banks	\$ 243,989,848
U.S. Government Securities	\$ 241,949,886
State and Municipal Securities	124,645,722
Other Securities	304,660
Less Bond Valuation Reserve	—6,907,957
Total Securities	\$ 359,992,311
Federal Reserve Funds Loaned and Day Loans to U.S. Government Dealers	\$ 117,600,000
Loans	\$ 724,713,858
Less Loan Valuation Reserve	—16,489,946
Total Loans	\$ 708,223,912
Federal Reserve Bank Stock	\$ 2,250,000
Customers Liability on Acceptances	387,040
Accrued Interest and Other Resources	5,241,491
Bank Premises	16,537,500
Total Resources	<u>\$1,454,222,102</u>

Liabilities and Capital

Demand Deposits	\$ 836,572,601
Savings Deposits	269,015,482
Other Time Deposits	152,802,968
Total Deposits	\$1,258,391,051
Federal Reserve and Other Funds Borrowed	\$ 92,450,000
Dividend Payable	800,000
Acceptances	387,040
Reserve for Taxes, Interest, etc.	13,337,144
Total Liabilities	\$1,365,365,235
Capital Funds:	
Capital	\$ 32,000,000
Surplus	43,000,000
Undivided Profits	13,856,867
Total Capital Funds	\$ 88,856,867
Total Liabilities and Capital	<u>\$1,454,222,102</u>

United States Government Obligations and Other Assets carried at \$202,223,686 are pledged to secure Public and Trust Deposits and for other purposes as required or permitted by law.

BOARD OF DIRECTORS

HAROLD H. ANDERSON President, Publishers Newspaper Syndicate	JOSEPH B. LANTERMAN President, Amsted Industries Incorporated
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HARRY O. BERCHER President International Harvester Company	PAUL L. MORRISON Chairman Executive Committee General Finance Corporation
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WESLEY M. DIXON Director Container Corporation of America	WILLIAM A. PATTERSON Chairman of the Board United Air Lines, Inc.
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RALPH F. HUCK Chapman and Cutler	FRANK H. WOODS President, Sahara Coal Company, Inc.
WAYNE A. JOHNSTON President Illinois Central Railroad	KENNETH V. ZWIENER Chairman of the Board

Mr. Young has had an outstanding record in legal and banking activities. He has been a member of two prominent Kansas City law firms, had early banking experience in his native Kirksville, Mo. and was general counsel for the Federal Reserve Bank in St. Louis prior to the time he joined City National in 1950.

In other City National Bank officer changes:



J. W. O'CONNOR

C. E. RICKETTS

John W. O'Connor was promoted to vice president. He joined City National in 1954 in the livestock loan department and currently is associated with the bank's real estate loan division.

In the bank's trust department, Cyrus E. Ricketts was elevated to assistant vice president and corporate trust officer.

Four men at City National were

promoted to full officer status for the first time. Moving up to assistant cashiers were James D. Lewis, Roger W. Engelbart, William L. Hayse and Jerry Harkins, Jr.

First National Bank, Chicago

Stockholders of The First National Bank of Chicago at their annual meeting elected as a director Ben W. Heineman, chairman and chief executive officer of the Chicago and North-western Railway Company.

Homer J. Livingston, chairman of the board of The First National announced the re-election of John S. Gleason, Jr. as vice president of the bank effective December 31.

Mr. Gleason, who has completed four years of service as Administrator of Veterans Affairs, tendered his resignation to President Johnson and its acceptance was announced by the White House in late December. He will head a newly-created division in the bank's commercial loaning department, Division "L", which will handle the accounts of educational and religious institutions, governmental bodies, labor unions, medical services, doctors, dentists, accountants, management consultants and non-profit organizations. The other officers in this division will be John S. Dean,

vice president; Gabriel Ditore and John K. Tull, assistant vice presidents, and Charles M. Haugan, assistant cashier.

Prior to accepting his appointment as Administrator of Veterans Affairs, Mr. Gleason had been employed by the bank since 1937, where he served in various departments and loaning divisions.

Three officers whose combined experience in banking totals more than 105 years, retired December 31 under First National's pension plan. They are James U. Snyder, senior vice president in charge of commercial loaning Division E (food, chemicals and drugs); John Ray Mitchell, vice president in the real estate loan department, and Lawrence J. Berry, assistant vice president in correspondent bank department.

Joins Omaha Insurance Firm

The appointment of Attorney John L. Swyers of Yates Center, Kan., as a member of the legal staff of the Central National Insurance Group of Omaha has been announced by Maurice E. Smith, executive vice president and secretary of Central National.

Mr. Swyers is a former chief attorney for the insurance department of Kansas.

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INDIANA:

Community Credit Corporation Anderson
Community Credit Corporation of Lafayette Lafayette

NORTH DAKOTA:

Phoenix Finance Co. Grafton

ILLINOIS:

Community Loan Corporation.....Dubuque, Ia.
Joliet Community Loan Corporation.....Joliet
Bloomington Community Loan Corporation.....Bloomington
Peoria Community Loan Corporation.....Peoria
Rock Island Community Loan Corporation.....Rock Island
Champaign CLC Loans, Inc.....Champaign
Kankakee CLC Loans, Inc.....Kankakee

MINNESOTA:

Bemidji Loan Company.....Bemidji
Citizens Loan & Finance Company.....Marshall
Citizens Loan and Investment Company St. Cloud
Phoenix Budget Loans, Inc.....Minneapolis

IOWA:

Dubuque FDC Loans, Inc.....Dubuque
Thrift Loan Company.....Des Moines
Thrift Plan, Inc.....Des Moines
Thrift Plan, Inc.....Waterloo
Thrift Plan, Inc. of Iowa City.....Iowa City
FDC Loans, Inc.....Clinton
Thrift Plan, Inc. of Council Bluffs.....Council Bluffs
Thrift Plan, Inc. of Cedar Rapids.....Cedar Rapids
Thrift Plan, Inc. of Oelwein.....Oelwein
Life of Mid-America Insurance Company.....Dubuque

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Vice President

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Vice President

J. H. CALLAHAN
Vice President

ADOIS M. HOFFMANN
Vice President

J. P. HALLENBECK
Vice President

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Northwestern Banker, February, 1965

6 St. Louis Banks, 21 S&L's To Share On-Line Computer

The Bank of St. Louis, five other banks, and 21 savings and loan associations will share a sophisticated computer-communications system for on-line processing of some 250,000 savings and 50,000 mortgage loan accounts.

Initially, 60 direct-access window teller consoles will be linked via telephone lines with a Burroughs Corporation B273 computer equipped with 57 million digits of random access disk file memory. The computer will be located at the Bank of St. Louis, a downtown \$150-million institution. Another B273 that is already installed and handling demand deposit processing for 50,000 accounts will also provide "back-up" support for the random access equipment.

The Burroughs on-line system is believed to be the first in the nation planned to process both savings and mortgage loans "on-line." It will be in operation about January 1, 1966, according to Jack W. Minton, executive vice president, Bank of St. Louis. Simply by adding disk files, the sys-

tem could be expanded to handle more than one million accounts, more than 200 banks and savings and loan associations and more than 1000 tellers consoles.

The computer system will locate, post, and reply to a teller console in one-fourth second. For example, when a savings deposit is made at any of the tellers' windows, the B273 will instantly update the customer's account records stored in the disk memory files. Simultaneously, the customer's savings passbook will be updated by Burroughs on-line teller console with the amount of the deposit. Any previously unposted dividends or no-book entries will automatically be posted by the teller console.

Participating banks and savings and loan associations will be able to continue using their present loan coupons, bills, passbooks, etc. The Burroughs window equipment validates them all with equal facility. Thus savers, borrowers, and tellers will follow the same procedures they always have. It is anticipated, however, that ledger cards will be eliminated

at most of the participating institutions, although this is not mandatory. Account information will always be available simply by inquiry to the disk files via the teller consoles. These machines, incidentally, will also be used off-line for other bookkeeping functions such as general ledger posting and loans in process.

Joins Blyth & Co.

David L. Grove, formerly a vice president with the Federal Reserve Bank of San Francisco, has become associated with the New York office of the nationwide investment banking firm of Blyth & Co., Inc. as vice president and economist.



D. L. GROVE

Mr. Grove had been with the Federal Reserve Bank of San Francisco since 1963. His duties involved serving as economic advisor to the president of the bank, providing general supervision of the bank's research activities, and acting as associate economist of the Federal Open Market Committee.

Director, Bank of California

Samuel F. Bowlby, west coast petroleum industry leader for the past 18 years, became a member of the board of directors of The Bank of California and a consultant to the bank effective January 1 upon his retirement from Shell Oil Company.

A graduate of Wisconsin Institute of Technology and the University of Oklahoma, he joined Shell in 1926 and in 1946 was named vice president in charge of the company's exploration and production activities and its senior representative west of the Continental Divide.

Financial General Promotions

Phillip L. Green has been advanced from assistant treasurer to treasurer, and John J. Sirras, manager of tax services division, was appointed assistant vice president of Financial General Corporation and International Bank of Washington, D. C., Maj. Gen. George Olmstead, U. S. A. R. (Ret'd), president of both organizations, announced in Washington, D. C., last month.

Mr. Green succeeds Ridgway B. Espy, Jr., who was named president of Intermediate Credit Corporation, a Financial General subsidiary.

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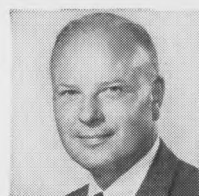


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Northwestern Banker, February, 1965

Determining Net Yields On Installment Loans

(Continued from page 34)

come or loss for any loan, of any amount, for any length of time.

Step Five:

Exhibit III shows the computation of net income realized on a \$1,000 loan made for 12 months with interest added at 6 per cent.

The cost of funds employed, at the rate of \$1.35 per \$100 loaned would be	\$13.50
The total cost of this loan would be	\$39.30
Gross amount charged bor- rower	60.00
Net income	\$20.70
Net yield on average out- standing	3.8%
Gross yield on average outstanding	11.1%

The net income or loss for a variety of loans can be computed in a similar manner to produce a table which will show the relative amounts and lengths of loans for which the bank will break even.

Exhibit IV

Thus, Exhibit IV shows that our imaginary bank will about break even on a \$500 12-month loan; a \$400 2-year loan or a 3-year loan for \$300. We can also determine from the table that if the department realized an average net yield of 2.2 per cent, the average 1-year loan would have had to be just over \$700 ($\$700 \times .5417 \times .022 = \8.34) since the net income on a \$700 loan for one year was \$8.25.

A table such as this can be an eye opener. Once prepared, it would tend to remain useful long enough to permit a substantial lapse of time between revisions. Some banks prepare this type of an analysis annually while others wait as long as two years between studies. My own feeling is that such an analysis would be most useful if prepared on an annual basis, since it facilitates an evaluation of efficiency in a way that would permit corrective action on a more timely basis. Further, once having prepared such a study, subsequent studies are more readily made since many of the allocation percentages between departments do not fluctuate significantly from one year to the next.

We have seen that there are five basic steps involved in determining unit costs under an approach which can be undertaken without creating a monstrous cost system. This approach can be followed by officers or employees who are competent to make such a study or professional help can be availed of for specific projects such as this. Whether or not you are willing to attempt the approach I have outlined is not important. If I have only convinced you that you must find a way to determine net yields I will have satisfied my objective.—End.

First National, Kansas City

Bill E. Blanchard was promoted to the position of comptroller and Robert H. West was elected an assistant cashier of First National Bank of Kansas City, Mo., at the January meeting of the bank's board of directors. Barret S. Heddens, Jr., president, announced the appointments effective January 13th.



W. E. BLANCHARD

R. H. WEST

Mr. Blanchard moves up as comptroller after acting as assistant comptroller since June 15, 1964. He joined First National after seven years as treasurer of the Anchor Serum Division of Philips Roxanne, Inc., in St. Joseph, Mo.

Robert H. West is a grandson of Clarence Sigler, a retired vice president of First National Bank. As an assistant cashier, he has been assigned to the commercial division.

Takes Republican Post

Miss Bess Stinson, assistant vice president, First National Bank of Arizona, has received an appointment from the National Federation of Republican Women. She will serve as vice chairman of the public relations committee, under the chairmanship of Miss Lahoma Dennis of Topeka, Kan.

Miss Stinson who has long maintained an active interest in the obligations of citizenship, will assist the group in the selection and assembling of materials to be distributed to Republican Women's Clubs throughout the country.

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and Subsidiaries
NEW YORK

CONSOLIDATED STATEMENT OF CONDITION, DECEMBER 31, 1964

ASSETS

Cash and Due from Banks	\$ 767,557,255
Securities:	
U. S. Government Securities	432,871,800
Securities Issued or Underwritten by U. S. Government Agencies	59,035,412
Other Securities	177,635,236
	669,542,448
Less: Reserve for Securities	5,300,000
	664,242,448
Loans:	
Loans Guaranteed or Insured by U. S. Government or its Agencies	65,415,072
Loans Secured by U. S. Government Securities	107,629,495
Other Loans	1,472,534,471
	1,645,579,038
Less: Reserve for Loans	19,687,481
	1,625,891,557
Bank Premises and Equipment	49,594,722
Customers' Liability for Acceptances	90,936,695
Accrued Interest and Other Assets	22,691,213
Total Assets	\$3,220,913,890

LIABILITIES AND CAPITAL ACCOUNTS

Deposits	\$2,781,315,439
Bills Payable	90,000,000
Taxes and Other Expenses	20,451,175
Dividend Payable	2,297,372
Acceptances: Less Amount in Portfolio	95,351,346
Other Liabilities	23,299,396
	3,012,714,728
Long-term Notes Payable	30,000,000
Capital Accounts	
Capital Stock (5,743,431 shares—\$10 par)	57,434,310
Surplus	76,682,448
Undivided Profits	44,082,404
	178,199,162
Total Liabilities and Capital Accounts	\$3,220,913,890

Securities pledged to secure deposits and for
other purposes amounted to \$187,665,259.

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WILLIAM E. PETERSEN
President

ARTHUR G. BOARDMAN, JR.
Executive Vice President

THOMAS C. FOGARTY
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F. W. Woolworth Co.

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Chairman of the Executive Committee

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New York, N. Y.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Correspondent Bank Relations . . .

(Continued from page 37)

larger concentrations. Today, most local bankers have loans to certain individuals that are of a continuous nature; no longer do they clean up one or two times a year. Unless the local banker makes available his services, these loans move to larger banks in another area or wind up in other financing agencies.

During the past 10 years, the city correspondent has developed good agriculture men who are familiar with the farmer's needs. He has an excellent credit review department to analyze complicated statements of commercial customers. In other words, he has the tools to make up his part of the team.

The city correspondent in turn looks to the country bank for a balance relationship in keeping with the amount of credit required in the local area. After all, a big percentage of funds available to city banks today is costing from 3 to 4 per cent. So, a compensating balance is most essential. The need to carry these balances with correspondents who are working with the banks in carrying their excess loans means, in many cases, the closing of accounts with banks who do not have this service available.

Today, less and less emphasis is placed by the local banker on servicing fees for excess loans. His main purpose is to be able to take care of his local area requirements.

It is essential that the local bank participate in the loans. The local banker is the contact. He knows the customer and the territory. He knows when things go wrong. Without the local bank in the picture, all is lost.

Why? . . . (1) A city correspondent would usually have loans in many states and could not possibly service them properly. (2) The city bank needs the balance relationship with the local bank. Otherwise, in tight money periods, he withdraws.

When a good relationship is established between the two banks, each has available its part of the partnership required to make a good team. Today and in the future the financing of agricultural and local commercial needs can and will be performed by banks at a reasonable cost to the borrowing customer. The local banker can take care of his local demand and will be performing his function to his community. No loan is too large for this team to handle, if deserving of credits.

LaSalle National, Chicago

Under authority granted by the shareholders, directors of La Salle National Bank, Chicago, at their meeting last month appointed William G. Karnes, president and chief executive officer of Beatrice Foods Co., a director of the bank. Beatrice Foods Co.

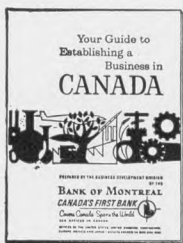
is a Chicago based leader in the food industry with international operations and a net worth of \$141,900,000. In the past ten years under Mr. Karnes' leadership the company's sales have increased 120% to \$600,000,000 while net profits increased 205% to \$14,700,000.

La Salle's directors also named Philip L. Butler a senior vice president of the bank. Mr. Butler, who joined La Salle in 1949 and has been president since 1955, will continue to head the bank's national division.

Studley, Shupert Promotions

William H. Shupert, president of Studley, Shupert & Co., Inc., of Philadelphia, has announced the election of Stephen Beiter, Joseph G. Bent, Jr. and Edward F. Ripley as vice presidents. All three are actively en-

Want to know the facts on forming a company in Canada?



If you want to help clients expand into the fast-moving Canadian market (nearly 20 million people and growing steadily), you'll want the Bank of Montreal's informative booklet *Your Guide to Establishing a Business in Canada*. It discusses company formation, taxes, labor and many other vital facets of business operations north of the border. It's yours for the asking.

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BEITER

BENT

RIPLEY

gaged in the work of the Studley, Shupert Trust Investment Council. Mr. Shupert also said that Edward J. Gribbin has joined the organization as a senior security analyst and that a major portion of his time would be devoted to Council activities.

35th Anniversary

Wayne Hummer & Co., Chicago based bond firm that specializes in serving banks and their customers, is observing its 35th anniversary in 1965. The firm was organized in 1930 and is a member of the New York Stock Exchange. Headquarters are at 105 West Adams Street in downtown Chicago.

Morgan Guaranty Trust Company

OF NEW YORK

Consolidated Statement of Condition

December 31, 1964

Assets

Cash and due from banks	\$1,460,880,342
U. S. government obligations	491,106,918
Obligations of states and political subdivisions	545,235,957
Other securities	57,907,353
Loans	3,148,305,692
Customers' acceptance liability	83,214,445
Stock of Federal Reserve Bank	13,315,500
Investment in subsidiaries not consolidated	2,776,193
Bank premises and equipment	78,881,401
Other assets	227,391,441
	<u>\$6,109,015,242</u>

Liabilities

Deposits	\$4,788,346,000
Funds borrowed	323,718,690
Accrued taxes and expenses	46,600,180
Liability on acceptances	84,487,918
Dividend payable January 15, 1965	8,294,000
Mortgage payable	19,978,625
Other liabilities	206,749,059
Capital — 8,294,000 shares	
— \$25 par	\$207,350,000
Surplus	236,500,000
Undivided profits	186,990,770
Total capital funds	630,840,770
	<u>\$6,109,015,242</u>

The above statement includes the company's principal wholly owned subsidiaries, Morgan Guaranty International Banking Corporation and Morgan Guaranty International Finance Corporation.

Assets carried at \$614,130,356 on December 31, 1964 were pledged to qualify for fiduciary powers, to secure public monies as required by law, and for other purposes.

Member, Federal Reserve System, Federal Deposit Insurance Corporation.

Main Office: 23 Wall Street

Midtown Offices: Fifth Avenue at 44th Street
Madison Avenue at 60th Street
40 Rockefeller Plaza

Offices Abroad: London, Paris, Brussels
*Frankfurt, Rome, Tokyo

*Representative Offices

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Chairman of the Board

THOMAS S. GATES
President

J. PAUL AUSTIN
President, The Coca-Cola Company

STEPHEN D. BECHTEL
Chairman of the Board
Bechtel Corporation

WILLIAM C. BOLENIUS
Retired Vice Chairman of the Board
American Telephone and
Telegraph Company

R. MANNING BROWN, JR.
Executive Vice President
New York Life Insurance Company

CARTER L. BURGESS
Chairman of the Board
American Machine & Foundry Company

PAUL C. CABOT
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State Street Investment Corporation

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Vice Chairman of the Board

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President, J. P. Stevens & Co., Inc.

JAMES M. SYMES
Chairman, Executive Committee
The Pennsylvania Railroad Company

HENRY S. WINGATE
Chairman of the Board
The International Nickel Company
of Canada, Limited

GEORGE S. YOUNG
Chairman, Executive Committee
The Columbia Gas System, Inc.

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.

AN AUTOMATED teller, complete with a photographic mind, has been introduced by American Sign and Indicator Corporation of Spokane, Wash.

The new Speed Depositor is a fully automatic self contained unit that accepts deposits of checks, paper money, and coins in any combination and returns a validated numbered deposit slip. The entire process takes less than one half minute. The machine



also takes a micro-film photo of every deposit to give the financial institutions and their customers photographic proof in case of any deposit slip or depositing errors.

Designed for simple foolproof operation the Speed Depositor saves tell-

ers' time and customers' patience, by increasing the number of customers served and reducing customer deposit time. It also provides better peak load service, as well as an after hour depository that gives the customers a receipt.

To make a deposit, the customer inserts duplicate deposit slips into the proper slots and pushes a button. Currency, checks and coins are inserted and the button is pushed once more and a validated numbered copy of the deposit slip returned to the customer.

American Sign and Indicator has started marketing the new product through their national sales force. Information is available by writing American Sign and Indicator Corporation, 173 West Madison, Chicago, Ill.

THE Allen Hollander Company has developed a simple approach to personal identification at group meetings or conventions, through the use of labels or "lapel badges."

More than a dozen stock designs attractively printed in two colors on luxury satin cloth, with pressure-sensitive backing, are available for immediate delivery. All badges are processed with a new quality of adhesive that will hold securely to all types of apparel, and can readily be

removed with no damaging effects to the garment.

Some of the additional advantages of Able-Stik lapel badges are highlighted in a very interesting four page brochure. For example, they are being used extensively at the point of sale, at all retail and service levels for added sales impact!

For attractive brochure, plus an assortment of samples, please call or write: Allen Hollander Company, Inc., 385 Gerard Avenue, Bronx, N. Y. 10451.

LEFEBURE Corporation has announced the availability of a new brochure on Computer Support Equipment. This brochure contains drawings and specifications for item transportation equipment and memory storage equipment.

Copies are available from LeFebure Corporation, Cedar Rapids, Iowa, 52406.

CCHECKKEEPER, a merchandising package designed to promote checking account business and build customer good will, is being offered to banks as a new service of the Bank Business Development Division of R. L. Polk & Company.

The Checkkeeper, itself, is a file to accommodate a year's accumulation of cancelled checks. The Polk service includes a supply of these as customer giveaways plus a detailed plan for merchandising the service.

Polk imprints the Checkkeepers with the subscribing bank's name, address and advertising message. The service also includes complete copy for newspaper ads, news releases and radio and television commercials.

As part of the merchandising kit, Polk has prepared a manual of suggestions on how to introduce Checkkeeper in the community, how to acquaint members of the bank's staff with the service, how to display Checkkeepers in the bank and how to build lobby traffic with the new service.

Details on the Checkkeeper service may be obtained from the Bank Business Development Division, R. L. Polk & Company, 130 Fifth Avenue North, Nashville, Tenn. 37219.

A NEW booklet that offers help for the harassed, cluttered-desk executive is now available from Pitney-Bowes, Inc. In their booklet, the makers of postage meters and business machines suggest eight ways in which to clean up that desk and have a more productive day.

Among the suggestions, which are accompanied by candid photographs

Auction Sale Clerks

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

- Receipts for Each Buyer
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- No Posting of Accounts
- Combats Skip Buyers
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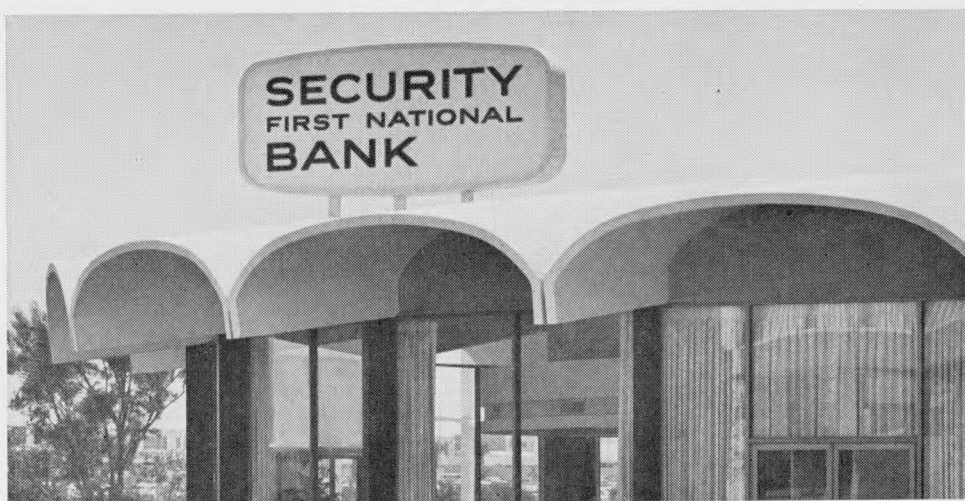
Absolutely the only outfit on the market combining all these features—sold on a money back guarantee.

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FULLERTON, NEBRASKA

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SECURITY FIRST NATIONAL BANK

315 BANKING LOCATIONS
SERVING SOUTHERN CALIFORNIA

STATEMENT OF CONDITION, DECEMBER 31, 1964

RESOURCES

Cash and Due from Banks . . .	\$ 778,589,474.66	
U.S. Government Securities . . .	\$817,112,597.87	
State and Municipal Securities . . .	470,198,761.45	
Other Bonds and Securities . . .	27,668,349.77	1,314,979,709.09
Loans (less reserves)	2,415,340,879.77	
Earned Interest Receivable . . .	21,093,664.72	
Customers' Liability under Acceptances and L/C	27,754,522.80	
Bank Premises and Equipment . . .	67,917,078.92	
Other Assets	9,735,261.44	
TOTAL	\$4,635,410,591.40	

LIABILITIES

Capital	\$ 95,000,000.00	
Surplus	115,000,000.00	
Undivided Profits	101,255,845.65	\$ 311,255,845.65
Reserves for Interest, Taxes, etc.		24,027,404.46
Interest Collected—Unearned . . .		29,787,292.10
Acceptances and Letters of Credit Liability		27,754,522.80
Other Liabilities		6,171,043.04
Deposits		
—Time	\$2,054,426,939.90	
—Demand	2,181,987,543.45	4,236,414,483.35
TOTAL	\$4,635,410,591.40	

DIRECTORS

Lloyd L. Austin
Chairman of the Board

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President, Beckman Instruments, Inc.

J. G. Boswell II
President
J. G. Boswell Company

Philip L. Boyd
Property Development and Management

Walter W. Candy, Jr.
Chairman of the Board
Bullock's-Magnin Co.

Norman Chandler
Chairman & President
Times-Mirror Co.

*Advisory Director

Peter Colefax
Chairman of the Board
American Potash & Chemical Corp.

*Edwin H. Corbin
Executive
Vice President

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President, California Hardware Co.

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Gabriel C. Duque
Attorney

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Chairman of the Board
Essick Manufacturing Co.

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President
Ryan Aeronautical Co.

Frederick G. Larkin, Jr.
President

*Oscar Lawler
Attorney
Lawler, Felix & Hall

John O'Melveny
Attorney
O'Melveny & Myers

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Rohr Corporation

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Senior Vice President
Asst. to the Chairman of the Board

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Chairman of the Board, Robinson Building Co.

HEAD OFFICE • LOS ANGELES, CALIFORNIA

MEMBER FEDERAL RESERVE SYSTEM • MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Bankers Learn About Poultry Financing



IN RESPONSE to a special invitation issued by **Hy-Line Poultry Farms** of Des Moines, bankers had the opportunity to learn about egg contracting and poultry financing at a clinic sponsored by the American Poultry and Hatchery Federation. Pictured at **LEFT**: **Clayton Arnold**, Hy-Line, Des Moines; **Gene Hagen**, a.e., Security National, Sioux City, and **Don Turnbull**,



secy., American Poultry & Hatchery Federation, Kansas City. At **RIGHT** are some men about to tour Hy-Line facilities: **Russell Wells**, Hy-Line, Des Moines; **Wayne O'Neal**, exec. v.p.; First National, Gibson City, Illinois, and **Dave Wright**, exec. v.p., Northwest Des Moines National.

of a harassed executive and his helpless secretary, are how to plan the day, first thing in the morning; how to "divide and conquer" the In box; how to let the wind out of a long-winded visitor; how to take immediate action, as well as how to postpone purposely, and how to trim the nightly take-home work.

It's free. Called "How to Do Away with Desktop Disorder," the booklet is available from any Pitney-Bowes office, or from Pitney-Bowes, Inc., 295 Crosby Street, Stamford, Conn., 06904.

MICHAEL BRAUDE, appointed last month as manager of the new Family Banking Center at Commerce Trust Company, Kansas City, is author of a children's book scheduled for release February 6. Titled, "Shelby Goes to Wall Street," it ex-

plains in sub-teen language the work of a stockbroker.

The 32-page story centers around a youngster named Shelby who finds himself hard-pressed to explain to his friends what his father does as a stockbroker. Upon being questioned, the father takes young Shelby with him when he visits his investment firm's headquarters on Wall Street in New York. The story of this trip explains such terms as stock certificates, proxy voting, prospectus, directors, annual report and commissions.

"Shelby Goes to Wall Street" is a hard cover book with profuse illustrations, all in full color, and sells for \$2.75 per copy. The publisher is T. S. Denison & Company, Inc., 321 Fifth Avenue S., Minneapolis 15, Minn.

The following booklets are available:

**A Survey of Personnel Policies and Practices, Volume II.* Price is \$2 and NABAC member banks receive a 50 per cent discount. NABAC, 205 W. Touhy Avenue, Park Ridge, Ill.

**Automation and the Small Bank.* \$1.50 per copy to ABA member banks. American Bankers Association, 90 Park Avenue, New York, N. Y. 10016.

**Installment Credit Fundamentals.* American Bankers Association, 90 Park Avenue, New York, N. Y. 10016.

To Represent Foundation

Victor S. Dixon has been appointed a representative of the Foundation for Commercial Banks.

Mr. Dixon recently retired as vice president of the Continental Illinois National Bank and Trust Company of Chicago.

"Mr. Dixon is well-known and high-

ly regarded in banking circles, especially in the middle western states," according to the announcement. "He will concentrate his efforts for us in liaison work with commercial banks in that area."

Promoted By Diebold, Inc.

Diebold Incorporated has announced the appointment of Earl Wearstler as assistant general sales manager, bank division.

In this new post, Mr. Wearstler will report directly to A. W. Jackson, vice president in charge of the bank equipment division of Diebold Incorporated.

Mr. Wearstler has been with Diebold for 17 years. Prior to his new appointment, he served as Southeastern regional manager for Diebold. In this post he supervised bank equipment sales activities in Arkansas, Louisiana, Mississippi, Alabama, Tennessee, North and South Carolina, Georgia and Florida.

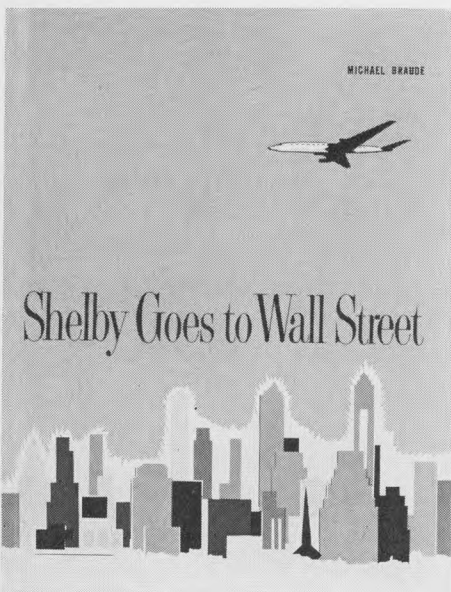
Mr. Wearstler joined Diebold in 1947 as a service representative and was located in Cincinnati, Ohio and New York City. In 1951, he was assigned to the company's bank equipment division office in Atlanta as sales representative and later as branch manager.

Under his direction the Atlanta branch office established yearly sales increases and became one of the company's largest sales producers.

In his new post, Mr. Wearstler will make his headquarters in the company's Canton, Ohio main office.



E. WEARSTLER



CORRESPONDENT BANKING

...A TWO-WAY STREET

A Panel Discussion

18th Annual Conference
of Bank Correspondents
November 5, 1964

Hartley G. Banks, *Columbia Missouri
Savings Bank*; L. W. Henderson, Jr.,
North Carolina National Bank; Lawrence
Keller, Jr., *Alton Illinois Banking &
Trust Company*; John M. Shousey, *Omaha
National Bank*; Wilhelm R. Mesenbrink,
Senior Vice President; Carroll F. Burton,
Vice President.



WHAT'S AHEAD IN AGRICULTURE

A Panel Discussion

18th Annual Conference
of Bank Correspondents
November 5, 1964

Dr. Harold G. Halcrow, *University of Illinois*
Dr. Elmer R. Kiehl, *University of Missouri*
Dr. Henry J. Meenen, *University of Arkansas*
Wilhelm R. Mesenbrink, *Senior Vice President*
John R. King, *Assistant Vice President*



These important booklets are a must for every modern banker. They are yours free from First National.

At the 18th Annual Conference of Bank Correspondents, sponsored by First National Bank in St. Louis, these topics were analyzed in depth by panels of experts in the fields of banking and agriculture. Frank and down-to-earth, these discussions

generated so much interest and enthusiasm among those attending that we want to make them available to all.

Our two booklets, "Correspondent Banking: A Two-Way Street" and "What's Ahead in Agriculture?" contain the texts of these topical discussions. Add them to your banking library. Write to First National Bank in St. Louis for your free copies.

STATEMENT OF CONDITION, DECEMBER 31, 1964

RESOURCES

Cash and Due from Banks	\$220,697,718.44
(a) U. S. Government Securities	75,691,084.22
State and Municipal Securities	63,609,946.84
Stock in Federal Reserve Bank	1,500,000.00
Other Securities	1,545,003.89
(b) Loans and Discounts	367,756,541.87
Loans Wholly or Partially Guaranteed by U. S. Government	30,276,913.96
Federal Funds Sold	35,900,000.00
Banking House	5,612,524.48
Furniture and Fixtures	587,391.57
Customers' Liability on Acceptances	64,078.56
Income Earned but Not Collected	2,751,957.47
Other Resources	203,862.13
Total Resources	\$806,197,023.43

LIABILITIES AND CAPITAL ACCOUNTS

Demand Deposits	\$530,583,589.73
Time Deposits	174,479,479.11
Total Deposits	\$705,063,068.84
Federal Funds Purchased	30,630,631.37
Reserve for Taxes and Expenses	5,460,727.13
Income Collected but Not Earned	3,975,848.55
Acceptances	66,632.70
Other Liabilities	247,324.96
Total Liabilities	\$745,444,233.55
Capital Stock	\$ 16,940,000.00
Surplus	33,060,000.00
Undivided Profits	10,752,789.88
Total Capital Accounts	\$ 60,752,789.88
Total Liabilities and Capital Accounts	\$806,197,023.43

(a) Net after deducting Securities Reserve \$ 2,380,150.23
(b) Net after deducting Loan Reserve \$ 3,254,341.88



FIRST NATIONAL BANK IN ST. LOUIS . . .

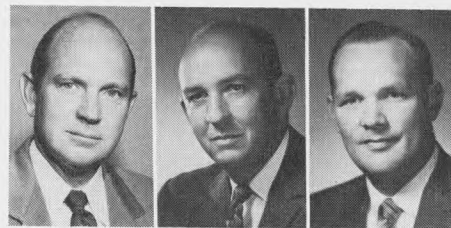
Northwestern Banker, February, 1965

CONVENTIONS

- February 7-9—ABA 1st National Installment Credit School, University of Chicago Center for Continuing Education, Chicago.
- February 8-10—ABA 46th Annual Midwinter Conference, Waldorf-Astoria Hotel, New York.
- February 11-12—North Dakota Bankers Association annual Bankers Educational Conference, University Center, University of N. D., Grand Forks.
- February 12—Iowa Bankers Group 1 Meeting, Sioux City.
- February 14-17—Colorado Bankers Association, Installment Credit Workshop, Broadmoor Hotel, Colorado Springs.
- February 22—Iowa Bankers Group 11 Meeting, Burlington.
- March 8-10—ABA National Automation Conference, San Francisco.
- March 21-23—Colorado Bankers Association, Agricultural Credit Conference, Broadmoor Hotel, Colorado Springs.
- March 24-25—Agricultural Conference for Farm Lenders, Memorial Union, Iowa State University, Ames.
- March 29-30—ABA National Installment Credit Conference, Conrad Hilton, Chicago.
- April 4-6—Association for Reserve City Bankers 54th Annual Meeting, Boca Raton Hotel, Boca Raton, Florida.
- April 5—Financial Public Relations Association Regional Convention, Sheraton-Ritz, Minneapolis.
- April 8-10—Independent Bankers Association 31st Annual Convention, Diplomat Hotel, Hollywood, Florida.
- April 21—Minnesota Bankers Association 4th Annual Installment Credit Conference, Radisson Hotel, Minneapolis.
- April 26-28—ABA 62nd Annual National Savings Conference, Hotel Roosevelt, New York City.
- May 3-4—Nebraska Bankers Association 68th Annual Convention, Sheraton-Fontanelle, Omaha.
- May 4-7—First Week, Iowa Group Meetings.
- May 6-8—North Dakota Bankers Association 80th Annual Convention, Clarence Parker Hotel, Minot.
- May 10-12—NABAC Northern Regional Convention, Claypool Hotel, Indianapolis.
- May 13-15—South Dakota Bankers Association 73rd Annual Convention, Sheraton Cataract, Sioux Falls.
- May 18-21—Second Week Iowa Group Meetings.
- May 20-23—Colorado Bankers Association 64th Annual Convention, Broadmoor Hotel, Colorado Springs.
- May 23-26—ABA 5th Annual National Mortgage Conference, Denver Hilton, Denver.
- May 31-June 4—American Institute of Banking, 63rd Annual Convention, Roosevelt Hotel, New Orleans.
- June 2-4—American Safe Deposit Association 34th Annual Convention, Hotel Muehlebach, Kansas City.
- June 7-18—Agricultural Credit School, Memorial Union, Iowa State University, Ames.
- June 8-11—Nebraska Bankers Association Bank Management Conference, Doane College, Crete.
- June 10-12—Wyoming Bankers Association 57th Annual Convention, Jackson Lake Lodge, Moran.
- June 14-16—Minnesota Bankers Association 75th Annual Convention, Hotel St. Paul, St. Paul.
- June 14-25—Stonier Graduate School of Banking, 31st Annual Session, Rutgers University, New Brunswick, N. J.
- June 24-26—Montana Bankers Association 62nd Annual Convention, Jackson Lake Lodge, Moran, Wyoming.
- July 4-17—Financial Public Relations Association School of Financial Public Relations, Northwestern University, Chicago Campus.
- July 7-9—Upper Midwest Agricultural Credit Council 11th Annual Convention, Dell View Hotel, Lake Delton, Wisconsin.
- July 18-30—National Installment Banking School, University of Colorado, Boulder.
- August 1-14—NABAC School for Bank Audit and Control, 13th Annual Session, University of Wisconsin, Madison.
- August 9-27—ABA National Trust School 5th Annual Session, Northwestern University, Evanston, Illinois.
- September 28-October 1—National Association of State Banks, 64th Annual Meeting, Pick-Fort Shelby Hotel, Detroit.
- October 3-6—American Bankers Association 91st Annual Convention, Chicago.
- October 17-20—Iowa Bankers Association 79th Annual Convention, Fort Des Moines, Des Moines.
- October 17-21—National Association of Bank Women 43rd Annual Convention, Hotel Mayo, Tulsa, Oklahoma.
- October 24-28—Financial Public Relations Association 50th Annual Convention, New York Hilton, New York.
- October 25-28—NABAC 41st Annual Convention, Chase Park-Plaza, St. Louis.
- November 14-16—ABA 14th National Agricultural Credit Conference, Hilton Hotel, Denver.
- November 14-17—Robert Morris Associates 52nd Annual Convention, Greenbrier, White Sulphur Springs, West Virginia.

First National of Arizona

Top administrative promotions have been announced at First National Bank of Arizona by Sherman Hazeltine, board chairman. R. D. Williams is advanced to executive vice president, C. E. Wilson to senior vice president and E. M. Carson to administrative vice president retaining his title of manager of the bank's main office, (Phoenix).



WILLIAMS WILSON CARSON

Mr. Williams, formerly administrative vice president, has overall responsibility for the bank's statewide branches, now 80 in number.

Mr. Wilson will retain the responsibility for planning and special projects.

First National, St. Louis

J. W. McAfee, president, Union Electric Company, was elected to membership on the board of directors of First National Bank in St. Louis today, according to James P. Hickok, chairman.

William H. Harrison, vice president, has been elected senior vice president. Harrison, who is in charge of the bank's real estate department, joined First National in 1960 after heading his own commercial and industrial real estate brokerage and management firm for 14 years. He is a Major in the United States Army Reserve and chairman of the St. Louis City Plan Commission.

Five assistant vice presidents were elected vice presidents of the bank concurrent with Mr. Harrison's advancement. They are Clarence C. Barksdale, Lansden McCandless, Jr., Walter D. Schmitz and Richard S. McNeill of the commercial banking department, and Frank K. Spinner, bond department.

Three members of the staff were named assistant vice presidents. They are Robert L. Cowee and Edward H. Nesbitt, bond department, and Paul M. Ross, assistant cashier in the correspondent bank division.

Five staff members were elected assistant cashiers: Eugene P. Bach, installment loan; Elmer C. Gleis, discount; Hord Hardin II and Robert D. Mudd, Jr., special assignments, and Edward B. Walters, commercial banking.



The First National Bank of Chicago

Board of Directors

JOSEPH L. BLOCK
Chairman,
Inland Steel Company

AUSTIN T. CUSHMAN
Chairman of the Board,
Sears, Roebuck and Co.

HARMON S. EBERHARD
Chairman of the Board,
Caterpillar Tractor Co.

MARSHALL FIELD
President and Publisher,
Chicago Sun-Times
Chicago Daily News

JAMES B. FORGAN
Honorary Chairman of the Board

GAYLORD A. FREEMAN, JR.
Vice Chairman of the Board

ROBERT P. GWINN
President,
Sunbeam Corporation

WALTER M. HEYMANN
Banker

ROBERT S. INGERSOLL
Chairman of the Board,
Borg-Warner Corporation

HENRY P. ISHAM
Chairman of the Board,
Clearing Industrial District, Inc.

HOMER J. LIVINGSTON
Chairman of the Board

HUGHSTON M. MCBAIN
Director,
Marshall Field & Company

BROOKS McCORMICK
Executive Vice President,
International Harvester Company

REMICK McDOWELL
Chairman, The Peoples Gas Light
and Coke Company

HARRY C. MURPHY
President, Chicago, Burlington
& Quincy Railroad Company

JAMES F. OATES, JR.
Chairman of the Board,
The Equitable Life Assurance
Society of the United States

WILLIAM WOOD PRINCE
Chairman of the Board,
Armour & Company

HERBERT V. PROCHNOW
President

GILBERT H. SCRIBNER
Chairman,
Scribner & Co.

GERALD A. SIVAGE
President,
Marshall Field & Company

HAROLD A. SMITH
Winston, Strawn,
Smith & Patterson

ROBERT D. STUART, JR.
President,
The Quaker Oats Company

JOHN E. SWEARINGEN
President, Standard Oil
Company (Indiana)

LOUIS WARE
Mining Engineer

Statement of Condition

December 31, 1964

ASSETS

Cash and Due from Banks	\$ 716,964,977
United States Government Obligations	630,870,300
Other Bonds and Securities	516,148,792
Loans and Discounts	2,196,198,692
Direct Lease Equipment	2,064,774
Investment in Realty Affiliate	8,000,000
Bank Premises and Equipment	12,541,455
Federal Reserve Bank Stock	10,800,000
Customers' Liability Account of Acceptances	4,915,454
Interest Earned, but not Collected	16,469,958
Other Assets	2,842,837
	<u>\$4,117,817,239</u>

LIABILITIES

Deposits	\$3,612,995,812
Short-Term Notes Payable	16,000,000
Bills Payable	58,500,000
Liability Account of Acceptances	4,915,704
Dividends Declared, but Unpaid.	3,500,000
Discount Collected, but not Earned	9,235,073
Reserves for Taxes, etc.	34,616,534
Other Liabilities	2,965,877
Capital Stock	175,000,000
Surplus	185,000,000
Undivided Profits	15,088,239
	<u>\$4,117,817,239</u>

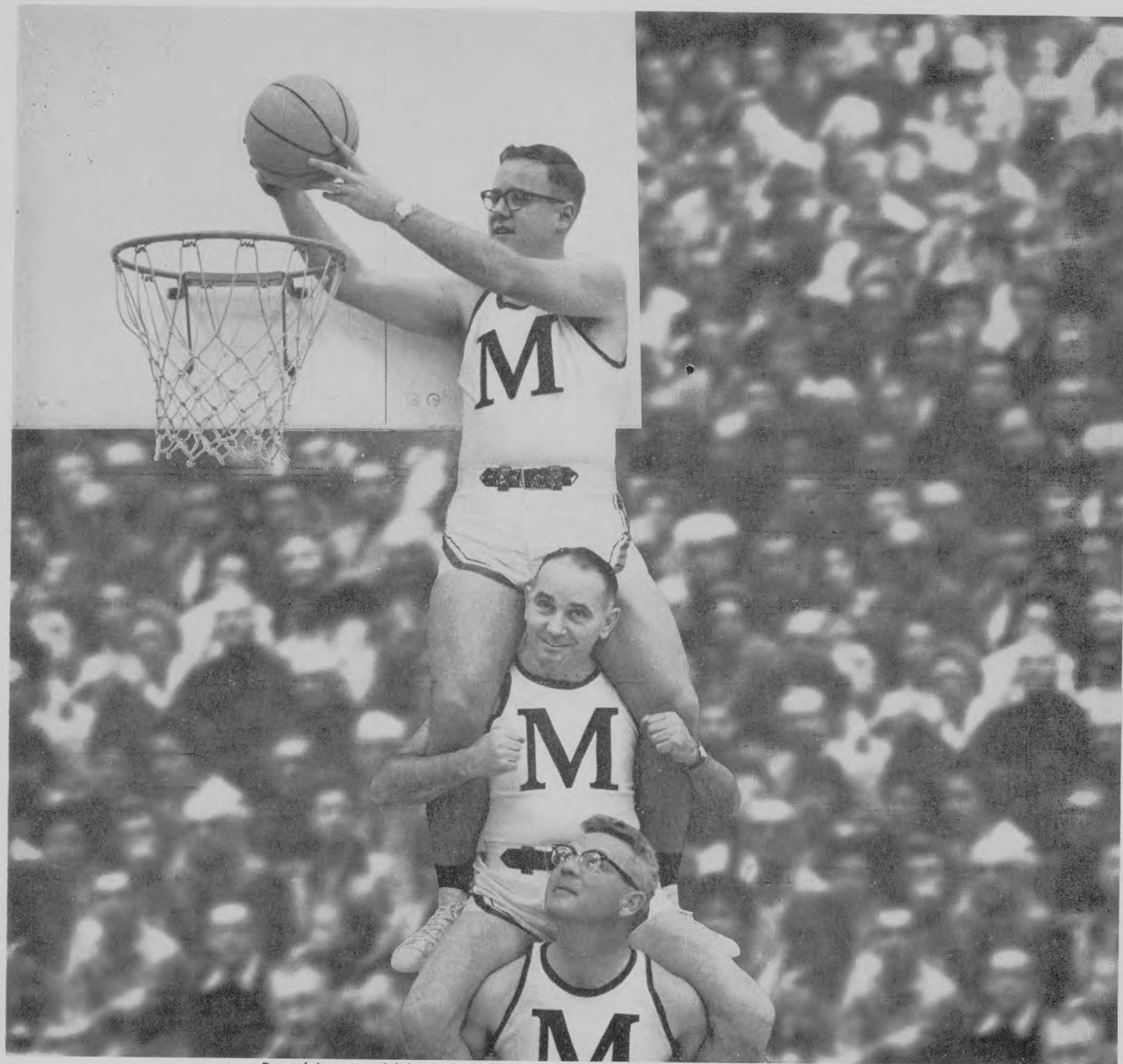
Of the above assets \$447,694,591 were pledged to secure United States Government and other public deposits, trust deposits, and for other purposes as required or permitted by law.

London—38 Walbrook

Tokyo
629 Chiyoda Building
Marunouchi 2-chome

First Chicago International Banking Corporation
1290 Avenue of the Americas, New York, N. Y.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Doug Johnson and John Ordos, with new teammate Jack Weber, score on lofty problem.

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.

THE BANK WITH THE BIG WELCOME

Midland National Bank

FEderal 2-0511 • 401 Second Ave. So. • Minneapolis, Minn. 55440

Member Federal Deposit Insurance Corporation

Minnesota NEWS

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



Albany

The controlling interest in the Stearns County State Bank has been sold to Norman C. Skalicky, former assistant cashier. Mr. Skalicky was elected president of the institution at the annual stockholders meeting last month. Ray H. Silvers was named vice president and cashier and Theresa Gasperin was named assistant cashier. B. H. Buening, former vice president and cashier, is semi-retired after 55 years in the banking business but will remain as an adviser.

Alexandria

Officers of the First Farmers National Bank, advanced at the recent stockholders meeting, are Mayo E. Johnson, vice president and cashier; J. K. LeRoy, vice president, and Robert A. Brodin, assistant cashier.

Appleton

At the annual meeting of stockholders, Leonard E. Massee and Roger K. Stehn were advanced from assistant cashier to assistant vice president of the Farmers & Merchants State Bank.

Austin

R. F. Lichty, president of the First National Bank, recently announced the promotion of three of the bank's staff.

Assistant Vice Presidents J. R. Pollock and R. L. Duholm were advanced to vice presidencies and O. H. Haggen was promoted from assistant cashier to assistant vice president.

Bemidji

Mrs. Jane Swanson Challman, assistant cashier and an employee of the Northern National Bank for more than 38 years, retired recently.

Carl A. Olson was promoted to cashier and Jerry Dent was elected assistant cashier.

Big Lake

Dr. V. C. Johnston, Elvin J. Person and Robert K. Knowlton recently announced that they had purchased the Citizens State Bank from E. H. Anderson of Monticello and V. F. Roman of Big Lake. Melvin C. Enger, a stockholder, will retain his interest and will continue as a director of the bank.

derson of Monticello and V. F. Roman of Big Lake. Melvin C. Enger, a stockholder, will retain his interest and will continue as a director of the bank.

Carlton

Sylvester E. Isaacson, grocery store operator, and Harold E. Martin, cashier of the bank, have been elected directors of First National Bank. Directors elected Miss Hilda R. Larson, who retired as cashier two years ago, as vice president. Kenneth G. Olson was promoted to assistant cashier.

Cloquet

Two new staff appointments in the First National Bank were announced recently by A. M. Castle, president.

Theodore E. Micke was promoted from assistant cashier to assistant vice president and Morris P. Danielson, a native of St. John, N. D., was named assistant cashier.

Conger

H. N. Rye has retired from the board of directors of the State Bank of Conger. Dr. W. M. Lawson, veterinary, replaced Mr. Rye on the board.

Coon Rapids

J. J. Green, president of the First State Bank, announced several promotions following the annual stockholders meeting.

Donald E. Stein was promoted from cashier to vice president, Newell L. Chester was advanced from assistant cashier to vice president and C. William Magnuson was promoted from assistant cashier to cashier.

In addition, Mrs. William R. Pieper was promoted from loan officer to assistant vice president and Dennis T. Hovet was elected an assistant cashier.

Crookston

Gene H. Sipe was advanced from cashier to vice president of the First National Bank at last month's annual meeting. Arnold Johnson was named cashier to succeed Mr. Sipe. Martin Hillesheim was named assistant cashier.

Duluth

John C. Buckley, a vice president of Northern City National Bank, retired recently following 39 years of service with the institution.

Rutherford N. McGiffert, vice president of Hallett Construction Company, and Raymond E. Chabot, vice president and trust officer at Northern City, were appointed to the board; Roy A. Nygaard and William E. LeNeau were elected to the position of assistant cashier. Others advanced in title include: E. E. Michel, assistant vice president to the position of vice president; Sigfred J. Nelson, cashier, to the position of vice president and cashier; J. J. Nowak and Harry L. Olson, both assistant cashiers, were named assistant vice presidents. In the bank's trust department, the titles of Folke V. Young and Joe H. Sauntry changed from assistant secretary to assistant trust officer.

Edina

The Edina State Bank opened January 18, according to Clark T. Arnott, executive vice president, with a capital structure totaling \$500,000. M. R. Kloster is president of the bank. Directors, in addition to Mr. Arnott and Mr. Kloster, are Dr. Richard W. Giere, Minneapolis; James F. Mullin and Newell O. Gaasedalen, Edina; and H. J. Soderberg, Minneapolis. Mr. Kloster is also president of banks in Worthington and Butterfield.

Fairmont



H. J. SORESEN

Harris J. Sorensen, president of the First State Bank of Minnesota for the past four years, became vice president and director of the First National Bank of Fremont effective January 15.

Donald Venue, Miles City, Mont., replaced Mr. Sorensen at the Minneota bank.

Hibbing

Charles E. Taylor, president of the First National Bank of Hibbing, recently announced the promotion of two officers of the bank. Henry Nosek was promoted from assistant vice president to vice president and Arnold Kotchevar was promoted from assistant cashier to assistant vice president.

Twin City News



FREDERICK L. DEMING, 52, president of the Federal Reserve Bank of Minneapolis, has been appointed by President **Lyndon Johnson** as Under-



F. L. DEMING

Secretary of the Treasury for Monetary Affairs. **Robert V. Roosa** recently resigned from the position after having held it since **John Kennedy** took office as president. Mr. Roosa is now with the investment firm of Brown Brothers, Harriman and Company, New York.

Mr. Deming's appointment required Senate confirmation which was expected. He was to go to Washington, D. C. approximately January 25. The board of directors of the Minneapolis Federal is to choose his successor, subject to approval by the Federal Reserve Board in Washington.

Maurice H. Strothman, Jr., first vice president at the bank, becomes acting president under the rules of the bank.

Julian Baird, former chairman of the First National Bank of St. Paul, was Undersecretary of the Treasury for Monetary Affairs, prior to Mr. Roosa's appointment, in the Eisenhower administration.

* * *

C. Herbert Cornell, president of Fidelity Bank and Trust Company, Minneapolis, recently announced the promotion of **David Gilman**, 25, to assistant vice president; **Michael L. Lillehaugen**, 31, to cashier; **Frederick E. Rafferty**, 28, to trust officer; and **Rodney Fruechte**, 28, to the post of installment loan officer.

Mr. Cornell reported that the average age of all Fidelity officers is 43 and, excluding himself, three vice presidents and an officer at retirement age, the average is 34.8 years.

Mr. Cornell also announced the election, by Fidelity Securities and Investment Company, of **Walter Tiffin** to the

office of executive vice president. Mr. Tiffin is a licensed C.P.A. formerly with Touche, Ross, Baily and Smart. Fidelity Securities, a diversified investment company, holds approximately 65 per cent of the common stock of Fidelity Bank and Trust, among other assets.

* * *

Eugene M. Booker, president of Thermotech Industries, Inc., has been named a member of the advisory board of the Lake Street Office of Northwestern National Bank of Minneapolis, according to **John A. Moorhead**, president of the bank.

* * *

Carl R. Pohl, president of the Marquette National Bank, Minneapolis, recently announced the appointment of **Howard L. Bauder**, president and director of the Boulder National Bank, Boulder, Colorado, to the position of vice president and cashier.



H. L. BAUDER



R. W. CROULEY

At the same time, it was announced that **R. W. (Bill) Crouley** vice president, will move from the bank's commercial division to a position in the banks and bankers department where he will assist **Otto Preus**, head of the department. Mr. Crouley began with the Marquette bank in 1950 and has served the bank in several roles since that time.

Two additional changes in administrative assignments were to take place immediately. **George Coonrod**, formerly vice president in charge of bank operations, was transferred to

the department of banks and bankers where he heads the department's division of electronic data processing sales.

Elliott L. Kulander, who has held the title of cashier, was assigned new duties in the customer relations department.

* * *

William R. Chapman, president of Midland National Bank, last month announced the election of **Ernest C. Pierson** as assistant vice president and **John O. Anderson, Jr.**, as assistant cashier.



E. C. PIERSON



J. O. ANDERSON

Mr. Pierson will assume responsibilities in commercial lending. Mr. Anderson will assume duties in the commercial banking department.

* * *

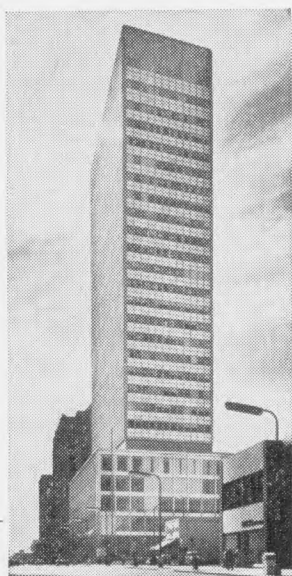
Kenneth T. Martin, a registered representative in the investment field, has joined the staff of John G. Kinard and Company, Inc., investment securities firm, as manager of the corporate services division.

Mr. Martin was with the First National Bank of Minneapolis for 35 years and, upon his early retirement, was vice president of the correspondent bank division.

* * *

Hymond Applebaum, president of Applebaum's Food Markets, and **Elmer A. Vigard**, president of the H. B. Fuller Company, were recently elected to the board of directors of the American National Bank of St. Paul.

At a meeting of the bank's board of



FIRST NATIONAL BANK OF MINNEAPOLIS

STATEMENT OF CONDITION December 31, 1964

RESOURCES

Cash and Due from Banks.....	\$175,091,248.38
United States Government Securities and Securities Guaranteed by the Government.....	91,356,981.47
Other Securities.....	49,323,938.95
Loans and Discounts.....	339,497,871.88
Interest Earned but Not Collected.....	2,131,610.91
Customers' Acceptance Liability.....	30,754,214.16
Bank Premises and Furniture and Equipment.....	8,616,445.10
Other Resources.....	2,060,350.92
Total Resources.....	\$698,832,661.77

LIABILITIES

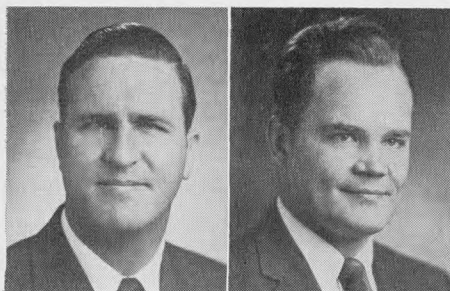
Capital Stock.....	\$ 15,000,000.00	
Surplus.....	25,000,000.00	
Undivided Profits.....	11,977,276.92	\$ 51,977,276.92
Reserve for Interest, Expenses, Taxes, etc.....		4,375,951.71
Interest Collected not Earned.....		6,392,733.43
Acceptances and Letters of Credit.....		30,754,214.16
Other Liabilities.....		2,840,342.12
Demand Deposits.....	\$426,975,931.65	
Time Deposits.....	175,516,211.78	602,492,143.43
Total Liabilities.....		\$698,832,661.77

Member Federal Deposit Insurance Corporation

DIRECTORS

Theodore W. Bennett *Mining Engineer*
 Conley Brooks *President,*
Brooks-Scanlon, Inc.
 Joseph H. Colman *Retired*
 Granger Costikyan *President,*
First Bank Stock Corporation
 John Cowles *President,*
Minneapolis Star and Tribune Co.
 Bruce B. Dayton *Executive Vice President,*
The Dayton Company
 Rufus W. Hanson *Executive Vice President*
 John H. Hauschild *Director,*
Charles W. Sexton Company
 Totton P. Heffelfinger *President,*
Peavey Company
 Erwin E. Kelm *President,*
Cargill, Incorporated
 David M. Lilly *President,*
Toro Manufacturing Corporation
 James P. McFarland *Executive Vice President*
and Director, General Mills, Inc.

Gordon Murray *President*
 Leonard H. Murray *President,*
Soo Line Railroad Company
 Jay Phillips *Chairman of the Board,*
Ed. Phillips & Sons Co.
 Charles F. Pierson *President,*
Daffin Corporation
 Philip W. Pillsbury *Chairman of the Board,*
The Pillsbury Co.
 Alexander Query *Senior Vice President,*
The Prudential Insurance Company of America
 G. Slade Schuster *Chairman,*
Mayo Association, Rochester, Minn.
 Don A. Stevens *Retired*
 Charles J. Winton, Jr. *Co-Chairman of the*
Board, The Winton Co.
 Paul B. Wishart *Chairman of the Board,*
Honeywell Inc.
 Robert C. Wood *President,*
Minneapolis Electric Steel Castings Co.
 James T. Wyman *President,*
Super-Valu Stores, Inc.



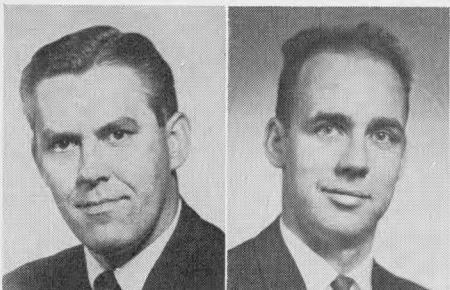
W. T. PRICE

R. D. NICHOLS



J. T. SAMPLE, JR.

G. O. OLSON



W. L. BRUMMUND

G. E. KAPHING

directors, immediately following last month's annual shareholders meeting, five officers were promoted and a new executive was elected to the bank's official staff.

Promoted were: **William T. Price**, vice president, to vice president in charge of the special services division; **Robert D. Nichols**, comptroller, to vice president and comptroller; **William L. Brummund**, assistant vice president, to vice president—operations; **Gerald E. Kaphing**, assistant cashier, to assistant vice president; and **J. T. Sample, Jr.**, advertising and personnel director, to assistant vice president—marketing. **Glen O. Olson** was elected to the newly-created position of director of employee relations and advertising.

* * *

Monroe M. Isenberg, prominent Twin City Businessman, has been named to the board of directors of Fifth Northwestern National Bank, Minneapolis, according to **Carl F. Wieseke**, president.

* * *

R. Lloyd Smith, president of the Stock Yards National Bank of South St. Paul, retired recently after approximately a half century in the banking profession.

Mr. Smith had been president of the institution since January, 1943.

* * *

Gladys I. Johnson has been appointed an assistant cashier of the Third Northwestern National Bank of Minneapolis, according to an announcement made by **E. A. Patch**, bank president.

* * *

The board of directors of Northwest Bancorporation recently promoted

Baird Hawley to vice president and elected **Vincent L. deMoya** assistant chief examiner of the corporation.

* * *

Gordon Murray, president of the First National Bank of Minneapolis, last month announced the election of two new vice presidents and the promotions of 20 others to the bank's official staff.



R. W. BEAUPRE

R. D. SULLIVAN

Named vice presidents were **Robert W. Beaupre**, in the correspondent bank department, and **Roland D. Sullivan**, in the operating department.



M. V. ROSHOLT

Correspondent Bank Department—**Martell V. Rosholt** to assistant cashier.

Installment Banking Department—**Frank J. Brennan** to assistant vice president and **Wallace V. Blomquist** and **Richard W. Thompson** to assistant cashier.

Operating Department—**Richard P. Lowry** and **Kenneth W. Royer** to assistant vice president.

Trust Department—**Frank A. Richards** to secretary, **John P. Northcott** and **Jerome S. Yugend** to assistant vice president and **Ralph W. Jarvis**, **Philip P. Kelley** and **Charles M. Webster** to assistant secretary.

Thomas G. Trygg has been elected president of the Roseville State Bank, St. Paul. He joined the bank at its organization in May, 1962, as cashier. He was elevated to executive vice president and was elected a director in December, 1963.

Stanley J. Gove, cashier, was promoted to vice president and cashier at the same time.

* * *

The City of Fargo, North Dakota, last month sold a \$250,000 bond issue on which five bids from various bond syndicates were received. The interest on the bond issue will cost the city \$74,460 and a difference of just \$32.50 was reported between the first and the fourth bid and only \$5 difference was reported between the first and second bid. The issue was won by the **American National Bank** of St. Paul.

* * *

Charles R. Pyle, head teller for the National City Bank, has been elected an assistant cashier, according to **Roberts K. Hudson**, bank president.

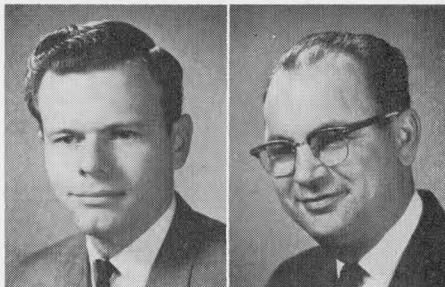
* * *

Barton W. Galle, assistant cashier, was promoted to assistant vice president at the annual meeting of the board of directors of the First State Bank of St. Paul last month.

In addition, **Henry B. Olson, Jr.**, was named assistant cashier and **Earl F. Anderson** was named assistant cashier-auditor.

* * *

L. M. Broom, president of the Stock Yards National Bank of South St. Paul, announced the election of **G.**



G. J. HILLSTROM

W. SIRBASKU

Jack Hillstrom, assistant cashier, and **William Sirbasku**, auditor, effective January 12.

* * *

First Bank Stock Corporation, Minneapolis, recently named **Clifford E. Myers** of Boston president of its data processing affiliate, First Computer Corporation.

Headquartered in the Twin Cities, First Computer Corporation will serve the data processing needs of the parent corporation's 87 affiliated banks.

Mr. Myers has been president of the Baystate Computer Center, Inc., a sub-

sidiary of Baystate Corporation, Massachusetts. He had previously been associated with the General Electric computer department. From 1954 to 1959 he was with the Valley National Bank in Phoenix, Arizona, holding the position of deputy comptroller at the time of his resignation.

First Bank Stock Corporation also announced the election of four department heads to officer positions recently. Named assistant secretary of First Service Corporation were **Russell A. Alm**, manager of the buildings department; **William T. Conners**, manager of the advertising department; **Carroll W. Holden**, manager of the credit department; and **Malcolm O'Malley**, manager of the purchasing department.

* * *

Eugene R. Locke, a veteran of 34 years in the banking business in Minneapolis, was elected executive vice



E. R. LOCKE

president of the First Minnehaha National Bank last month.

Mr. Locke joined the bank as a clerk in 1942. His career in banking began in 1928 with First National Bank of Minneapolis. From 1940 to 1942

he was associated with the credit department of First Service Corporation.

* * *

First Bloomington Lake National Bank has announced plans to expand its present customer parking facilities. The bank has purchased the East Lake Theatre Building, adjacent to its present parking lot, and will demolish the structure to provide the additional space.

Gordon Olson, president of the bank, indicated that the space was needed to handle rising customer traffic resulting from increased deposit and loan activity.

* * *

Promotion of **Howard Larson** from assistant vice president to vice president in charge of commercial and real estate loans is reported by **R. G. Lexvold**, executive vice president of Metropolitan Airport State Bank.

Hopkins

B. W. Watson, cashier, was named vice president, W. F. Maser, assistant cashier, was moved to cashier and M. M. Lelgemoe was named assistant cashier at the annual meeting of the First National Bank last month.

Morrey L. Salkin, Russell Zakaria-sen and George Levine were named new directors of the bank.

Gibbon

Bernard H. Gulden was named an assistant cashier of the State Bank of Gibbon effective early last month.

Hopkins

First National

Bruce W. Watson, cashier, has been elected a vice president, according to S. H. Severson, president. Mr. Severson also announced the promotion of William F. Maser from assistant cashier to cashier. Merlin M. Helgemoe,

an administrative assistant, was elected an assistant cashier.

Northwestern National

Charles F. Kersten has been named manager of the installment loan department of the bank, according to a recent announcement made by John J. Tarasar, bank president.

International Falls

Directors of the International State Bank, at their annual meeting, elected B. B. Kotilinek chairman of the board and named Eugene S. Blair, former vice president and cashier of the Rock County Bank, Luverne, to succeed Mr. Kotilinek as bank president.

STATEMENT OF CONDITION

December 31, 1964

RESOURCES

Cash and Due from Banks	\$ 6,396,028.96
U. S. Government Obligations	7,179,082.13
Municipal Obligations	3,851,121.93
Other Bonds and Securities	360,338.52
Total Cash, Due from Banks and Investments	\$17,786,571.54
Loans and Discounts	12,244,974.18
Interest Earned Not Collected	219,310.94
Vaults and Fixtures	15,000.00
Leasehold Improvements	50,000.00
Customers Liability on Guarantees and Letters of Credit	45,000.00
Total Resources	\$30,360,856.66

LIABILITIES

Capital	\$ 1,000,000.00
Surplus	1,000,000.00
Undivided Profits and Reserves	712,767.09
Reserved for Interest, Expenses and Taxes	159,250.80
Interest Collected not Earned	127,131.62
Letters of Credit and Guarantees Issued	45,000.00
Deposits	27,316,707.15
Total Liabilities	\$30,360,856.66

DIRECTORS

M. E. BARNES Gen. Mgr., Armour & Co., South St. Paul	K. W. McKEE President, K. W. McKee, Inc.
L. M. BROOM President	A. L. OLSON Retired
DAVID L. GRANNIS, JR. Grannis & Grannis, Attorneys-at-Law	E. R. RIKESS President, Southview Chevrolet Co.
H. D. KLEIN Director of Public Relations—The Farmer	R. L. SMITH Retired
HOYT W. LATHEN Vice President	HENRY WERTHEIMER, JR. Vice Pres., Wertheimer Cattle Co., Inc.
R. B. McCREIGHT President, St. Paul Union Stockyards Co.	J. RAYMOND YOUNG President, Young Motors, Inc.

STOCK YARDS NATIONAL BANK

South Saint Paul, Minnesota

AFFILIATED WITH NORTHWEST BANCORPORATION
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

AMERICAN NATIONAL



BANK OF SAINT PAUL

STATEMENT OF CONDITION

as at December 31, 1964

ASSETS

	<i>December 31, 1964</i>
Cash and Due from Banks	\$ 39,384,028.22
U. S. Government Securities	21,077,504.90
Obligations of U. S. Government Agencies	865,956.57
State, County and Municipal Bonds	19,999,200.87
Other Bonds	1,227,142.67
Total Loans	\$62,808,618.65
Less Reserve for Loan Losses <u>1,798,380.56</u>	61,010,238.09
Federal Reserve Bank Stock	300,000.00
Accrued Interest Receivable	755,315.37
Investment in Real Estate and Equipment	1,178,678.17
Other Assets	388,073.64
TOTAL ASSETS	<u>\$146,186,138.50</u>

LIABILITIES AND CAPITAL

Deposits	\$134,096,177.75
Unearned Discount	673,134.94
Accrued Taxes, Interest and Expenses	886,066.89
Other Liabilities	19,305.19
TOTAL LIABILITIES	<u>135,674,684.77</u>
CAPITAL:	
Common Stock	3,000,000.00
Surplus	7,000,000.00
Retained Earnings	511,453.73
TOTAL CAPITAL	<u>10,511,453.73</u>
TOTAL LIABILITIES AND CAPITAL	<u>\$146,186,138.50</u>

Minnesota's Great Independent Bank

At MBA Mid-Winter Conference

Vote to Eliminate Savings Interest Rate Ceiling

By DAVID LENDT
Associate Editor

ALTHOUGH the weather outside was windy and freezing, approximately 600 Minnesota bankers found themselves in the midst of a warm and spirited discussion of interest rate ceilings at last month's one-day Mid-Winter Conference of the Minnesota Bankers Association at St. Paul's Prom Center.

Following an entire half-day discussion of both sides of the issue, the voting delegates decided to support the action taken by State Banking Commissioner John D. Chisholm in introducing a bill before the Minnesota legislature calling for elimination of the state ceiling. The vote was 247 in favor and 206 opposed.

The crux of the difficulty was the state-imposed ceiling of 4 per cent on any type of savings which, since the upward revision last November of Regulation Q, has caused concern among some state-chartered banks regarding future efforts to compete with their nationally-chartered counterparts.

On the opposite side of the financial fence stood bankers—primarily those from smaller banks and smaller communities—who felt that elimination of the state ceiling would only serve to aid an inflationary trend.

Chisholm Explains

Mr. Chisholm, who was on hand to explain his actions to the divided audience, said that he realized that many country bankers would not be happy with his introduction of the ceiling-elimination bill. He also noted that many of the state's smaller banks could not justifiably pay more than 4 per cent on CD's and should not do so even in the absence of a ceiling.

Members of the Minnesota legislature's financial and commerce committees were also represented at the meeting, at the invitation of the MBA.

The Commissioner was first to take the platform in defense of the commission-introduced bill. He noted that the metropolitan banks in Minnesota had obtained an opinion whereby it seemed assured that the nationally-chartered institutions, in a competitive situation, could legally pay a higher rate than 4 per cent on negotiated CD's.

In effect, he said, Minnesota's state banks would find themselves in a position whereby they would lack the



M.B.A. PRESIDENT Glenn A. Uggan, Pres., Peoples State Bank, Wells, left, confers with **John D. Chisholm**, Minnesota commissioner of banks, following the vote January 26 regarding the state interest rate ceiling. Mr. Chisholm had spoken in favor of removing the state ceiling of 4 per cent and Mr. Uggan supported his position.

tools with which to compete on an even basis with the national banks.

Answers Criticism

In answering comments to the effect that his commission-sponsored bill should not have been introduced prior to the mid-winter meeting, he said that his department, so long as he headed it, would not regulate by polling those subject to regulation.

He also noted that, in view of the six-to-one ratio of charter conversions from state to national within Minnesota, "we can't have the state banks going national."

As an example of the unfair situation which may result under the existing state law, Mr. Chisholm noted that, in a recent bid for municipal funds, a state-chartered bank lost the deposit of the funds for one year to a nationally-chartered bank because the national bank's bid offered a return in excess of 4 per cent.

Examination of year-end statements, he said, showed that some small banks should not pay 4½ per cent. Interestingly, he reported, those banks with the greatest net earnings were those which never went to the 4 per cent limit.

Uggan Comments

Glenn A. Uggan, president of the MBA and president of the Peoples

State Bank, Wells, took the platform following Mr. Chisholm.

He said that Minnesota is one of three states in the United States which has such a state-imposed interest ceiling. The others, he said, are Tennessee and Arkansas. Arkansas, he said, is presently attempting to alter its law through legislative efforts of its Bankers Association.

He claimed that, without the immediate action taken by the Commissioner of Banks, the state banks could be strapped with the state ceiling until the next legislative session which will not convene until January, 1967.

Delegates Differ

Following his remarks, Mr. Uggan, who presided over the morning session, opened the meeting to discussion from the floor. W. A. Garrett, president, Farmers and Merchants State Bank, Preston, immediately stepped to a floor microphone to move that the delegates support elimination of the 4 per cent state ceiling and substitution by the ceiling set by the Federal Reserve Board and the FDIC.

P. J. Canton, executive vice president, American State Bank, Moorhead, seconded the motion and the two-hour discussion was underway.

Richard H. Hogan, vice president, Kerrick State Bank, Kerrick, stated that he did not want the ceiling re-

moved. The small banks, he said, would be hurt by the removal of the state limit. He suggested that the general public would also be hurt.

George A. H. Olson, president, First State Bank, Braham, suggested that Minnesota's bordering states, with no state-imposed 4 per cent ceilings, could make trouble for Minnesota bankers if immediate action is not taken to lift the ceiling.

Norman J. Sampson, assistant vice president, State Bank of Virginia, Virginia, stated that the state banks "should have the flexibility to compete" and will otherwise "have a hard time holding large deposits."

Marvin R. Campbell, president, First National Bank, Crookston, delivered what was probably the best received argument in opposition to the removal of the ceiling.

March to the Sea

A member of the MBA's Council of Administration, Mr. Campbell noted that he was not present at the time the council met and agreed to back the commission-sponsored bill in favor of eliminating the interest roadblock.

He likened the nation-wide approval of higher interest rates to the periodic march of the lemmings to watery death in the sea. "Older bankers are in a position," he said, "to see that 'moral suasion' is whistling in the dark."

In recent years, he claimed, bankers, in order to retain business in the face of competition, have experienced a deterioration in the quality of their loans.

If the large banks correct the outflow of money for CD's by negotiating CD's, he said, "we shouldn't criticize ourselves if we abstain."

C. J. Gislason, president, Farmers State Bank, Lyle, said that his bank could not raise its interest rate and get the cost back. He brought a chuckle from the audience when he said, "I believe in freedom of enterprise. If the larger banks compete with us for deposit dollars, we can change correspondents."

Depression's Cause

C. H. Cornell, president, Fidelity Bank and Trust Company, Minneapolis, stated that the depression was not caused by high interest rates but by deterioration of bank assets. President of the state's largest state-chartered commercial bank, Mr. Cornell said that his bank presently pays 3 per cent and will continue to do so unless higher rates are forced upon it. He said that his bank had seriously considered applying for a national charter "if we get hamstrung" by the state interest ceiling.



LEGISLATION affecting the banking community was discussed at the Minnesota Bankers Association Mid-Winter Conference by **Jack T. Conn**, chairman of the American Bankers Association federal legislation committee, left, and **George B. Phillips**, chairman of the M.B.A. state legislation committee and v.p., Wright County State Bank, Monticello.

Robert V. Leiseth, executive vice president and cashier, First National Bank, Detroit Lakes, called for the question after suggesting that the matter had been fully discussed.

Afternoon Session

The afternoon session, presided over by G. Jerome Kircher, chairman of the MBA bank management and operations committee and vice president of the Citizens State Bank, Olivia, featured three speakers.

Jack T. Conn, chairman of the American Bankers Association federal legislative committee and chairman of the board of the Fidelity National Bank & Trust Company, Oklahoma City, Okla., spoke concerning the "Federal Legislative Scene in 1965."

Legislative Outlook

He said that this year bankers do not have the protection afforded them by presidential and congressional elections. In addition, he said, "the mutuals haven't abandoned the field."

Among a bevy of others, he noted, a bill will be introduced the purpose of which will be to allow federal charters for mutual savings banks. This bill, he said, would force upon 32 states a type of banking system which they do not desire. "And I would point out," he said, "that if the states can be pre-empted in this matter, they can be pre-empted in other areas as well."

Regarding Rep. Wright Patman's suggestion that the board of governors of the Federal Reserve Bank be made wholly responsible to Congress, Mr. Conn said that, while the board of governors was not always 100 per cent correct, in comparison with Rep.

Patman's suggestion, "the answer is crystal clear."

"Bank Auditing by Outside C.P.A.'s" was discussed by Bruce Hoover, partner of Peat, Marwick, Mitchell & Company, Chicago.

The advisability of such audits was discussed in an article in last month's *NORTHWESTERN BANKER*. The article, "Are Directors' Examinations Effective or Ineffective?" was prepared by Edward S. Wolff and John Switch, also associated with Peat, Marwick, Mitchell and Company. (See page 36, *NORTHWESTERN BANKER*, January, 1965.)

Final speaker on the program was Howard J. Stoddard, chairman of the board, Michigan National Bank, Lansing, Mich., who discussed "A Sound Mortgage Lending Program for Commercial Banks."

Mr. Stoddard suggested that commercial banks must increase their mortgage loan portfolios and thereby "adjust" to the situation as it will be in the future.

George B. Phillips, chairman of the MBA state legislative committee and vice president of the Wright County State Bank, Monticello, wound up the conference with a brief discussion of the state legislative scene.

Among others, he said, the MBA favors adoption of the Uniform Commercial Code, already adopted by several states, and also favors backing Mr. Chisholm's efforts to strengthen his department.

He also said that the committee had "worked hard and has reason to be more optimistic" concerning the approval of a law requiring the recording of liens on all automobile certificates of title.—**End.**

LeRoy

F. Stuart Hale, president of the First National Bank, was named chairman of the board at the annual meeting of the bank's stockholders. H. S. Larson, vice president and cashier, was advanced to president of the institution and Arthur Flikki, assistant cashier, was promoted to cashier.

Lewiston

Capital was recently increased to \$75,000 by stock dividend in the Security State Bank.

Madelia

J. F. Fox, cashier, was appointed a vice president of the bank at the annual meeting of stockholders. Philip Gunderson is president of the bank.

Mankato

An application for the creation of a national bank in the Hilltop shopping center was disapproved recently by the office of the Comptroller of the Currency. Among the seven Mankato residents to apply for the charter were two of three board members of the Farmers State Bank of Rapidan—Albert C. Norland and Quentin Beadell, president of the bank.

Mr. Norland and his brother, James, purchased controlling interest in that bank last spring and, with Mr. Beadell, a former American State Bank executive, were named to the board last April.

American State

Announcement was made recently of the election of Joseph N. Culhane, president of three local business firms, as a new director of the bank. President E. F. Kurth said that Mr. Culhane fills the board post vacated by the move of Quentin L. Beadell to the presidency of the Farmers State Bank of Rapidan last year.

National Citizens

Maynard Lawrence, assistant vice president of the State Bank of New Ulm, resigned that post to accept a similar position with the National Citizens Bank late last month.

Marshall

During the recent annual meeting, stockholders of the First National Bank toured the bank's new building, currently under construction. The new quarters, representing an investment of approximately \$500,000, is expected to be ready for occupancy May 1, according to F. J. Luedtke, assistant vice president.

Maynard

W. F. Moen was advanced to executive vice president from assistant cashier and Eugenie Moen, vice president, was named a director at the annual meeting of the stockholders of Security State Bank.

Melrose

Henry W. Berns has joined the staff of the Melrose State Bank, according to a recent announcement made by bank officials.

Mr. Berns has been employed in public accounting. He also was engaged in banking for approximately five years.

Moorhead**American State Bank**

Kenneth C. Benson was promoted from assistant cashier to cashier, Gary Kolsrud, from agricultural representative to assistant cashier and agricultural representative and Howard O. Jacobson, from installment loan officer to assistant cashier in the installment loan department recently.

First National Bank

Oscar B. Rusness retired recently as a director of the bank, ending a career which began in 1908 when he took a job as a bank bookkeeper. J. D. Heckert, general manager of Fairmont Foods Company in Moorhead was elected to succeed Mr. Rusness.

Mrs. Eleanor Tungseth was named auditor and Kenneth W. Just, agricultural representative, was elected assistant cashier.

New Prague

A. G. Sirek, formerly executive vice president, has been elected president of the State Bank of New Prague following action taken at the annual meeting of the board of directors of the bank.



A. G. SIREK

A past president of the Minnesota Bankers Association, Mr. Sirek has been associated with the bank since 1919. He is also a former member of the Advisory Committee to the Commissioner of Banks.

Oslo

A charter was issued, effective January 12, for the Valley State Bank of Oslo. The bank was to open for business January 18 with capital of

\$100,000, surplus of \$50,000 and undivided profits of \$50,000.

Peter P. Gerszewski is president of the bank, Leon J. Pribula is vice president and Robert K. Bork is vice president and cashier.

Owatonna

Clifford C. Sommer, president of the Security Bank and Trust Company, announced the promotion of two of the bank's staff members and the appointment of two new members of the bank's board of directors recently.

Eugene J. Brandt, assistant cashier, was promoted to cashier and Kenneth E. Wilcox, assistant cashier, was promoted to assistant vice president.

Earl Marion and George A. M. Anderson were named new directors.

Park Rapids

Herman Hoffman, assistant cashier at the Citizens National Bank, retired recently after having been associated with the bank for 38 years.

Princeton

C. J. Erickson was promoted from vice president to executive vice president of the Princeton State Bank recently at the bank's annual board of directors meeting.

John W. Barton, president of the institution, hosted the annual meeting at his home where he was confined following a recent illness.

C. E. Paulson, a resident of Princeton, was elected vice president to replace Russell Rogde whose resignation was effective December 31, 1964.

Red Wing**First National**

The appointment of Michael G. Schrantz as assistant cashier has been announced by William S. Solberg, bank president.

Raymond P. Hayes, 54, a prominent Red Wing resident and past president of the First National Bank, died there recently.

Goodhue County National

E. A. Nordly, cashier, retired January 1 after more than 47 years in the banking business here.

Sebeka

L. D. Croswell and E. D. Lyman have sold all of their stock in the Security State Bank to Earl E. Keskey. T. L. Croswell sold a sufficient quantity of his stock to give Mr. Keskey controlling interest.

Mr. Lyman was president of the bank from 1930 to 1961. Prior to that time, he was president of the Big Falls bank.

Minnesota Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		*December 31, 1963			December 31, 1964		*December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Aitkin, First National	\$ 7,750	\$ 3,743	\$ 7,267	\$ 3,462	Milaca, First National	5,504	2,212	5,094	2,096
Appleton, Northwestern State	2,795	1,405	2,720	1,234	Minneapolis				
Barnesville, First National	3,370	917	3,087	860	Farmers & Mechanics	438,740	358,687	401,582	319,881
Baudette, First National	3,877	1,311	3,624	1,302	Fidelity Bank & Trust	30,039	19,639	26,183	17,653
Belle Plaine, State Bank of	4,691	2,244	4,185	2,314	First National	602,492	339,498	592,243	312,629
Belview State	1,806	859	1,523	794	Marquette National	104,856	49,428	96,135	42,105
Bemidji, First National	8,715	4,366	7,756	4,051	Midland National	83,268	51,168	80,465	52,208
Benson, First State	4,659	1,966	4,409	2,011	National City Bank	18,123	12,365	(new bank in 1964)	
Swift County	7,181	4,372	6,653	4,068	Northeast State	6,858	3,999	5,790	3,367
Bird Island, State Bank of	4,504	1,590	4,058	1,689	Northwestern National	653,903	361,407	655,649	346,478
Bovey, First National	2,462	1,190	2,431	1,023	Montevideo, Northwestern State	5,778	3,477	5,115	3,553
Braham, First State	5,934	3,110	5,502	2,840	Moorhead, American State	14,353	7,925	12,987	7,772
Brainerd, Citizens State	9,760	4,694	8,824	3,693	First National	18,437	12,897	15,818	10,649
Brandon, Citizens State	2,640	1,118	2,297	1,115	Morgan, State Bank of	3,923	1,657	3,476	1,704
Brewster, First National	2,318	812	2,217	821	Northfield, First National	5,379	2,819	5,103	2,845
Buffalo, Oakley National	5,415	2,353	4,536	1,984	Odin State	937	435	790	450
Cambridge, Peoples State	5,963	3,482	5,489	3,452	Ormsby State	1,395	793	1,310	803
Canby, National Citizens	4,687	1,738	4,397	1,842	Owatonna, Security Bk. & Tr.	18,384	8,984	16,638	8,650
Carlton, First National	3,117	2,355	3,175	1,800	Pierz, Farmers & Merch. State	2,538	1,541	2,528	1,425
Conger, State Bank of	1,289	686	1,208	728	Pipestone National	4,549	2,481	4,270	2,295
Crookston National	3,604	1,813	3,011	1,738	Red Wing, First National	8,903	4,910	8,797	4,879
Crosby, First National	5,750	1,997	5,532	1,833	Redwood Falls, State Bank	2,881	1,118	2,806	1,122
Dawson, Northwestern State	4,971	2,016	4,804	2,004	Robbinsdale				
Detroit Lakes, First National	8,548	4,475	8,526	4,127	First Robbinsdale State	14,016	6,709	13,574	6,431
Duluth National	14,223	7,740	12,428	7,498	Rochester, First National	38,273	16,937	31,755	16,118
First American National	89,515	47,258	81,716	42,312	Olmsted County Bk. & Tr.	27,075	16,469	26,356	15,535
Northern City National	80,529	34,978	73,495	34,606	Ruthon, Farmers & Merch. St.	1,862	813	1,776	766
Northwestern Bank of Comm.	13,474	7,378	14,572	7,003	St. Cloud, Northwestern B. & T.	9,466	5,241	7,481	4,321
Western National	7,055	3,239	7,143	2,890	Zapp National	14,249	6,650	12,832	5,796
Ellsworth State	1,709	865	1,673	799	St. Paul, American National			125,345	51,110
Ely, First National	6,685	2,594	6,433	2,410	Commercial State	21,928	9,370	20,821	8,998
Eveleth, First National	6,786	3,558	6,381	3,424	Drovers State	16,070	9,303	15,784	8,754
Fairmont National	8,351	3,239	8,300	2,805	Falcon Heights State	6,373	2,937	7,247	3,062
Faribault, Sec. Natl. Bk. & Tr.	16,285	10,198	15,475	9,755	First National	461,706	276,705	423,186	257,571
Fergus Falls Natl. Bk. & Tr.	12,697	6,120	11,661	5,568	Northwestern National	69,471	39,719	67,005	42,683
First National	8,686	3,608	8,142	2,954	St. Anthony Park State	5,578	2,753	5,852	2,518
Fulda, Citizens State	5,021	2,815	4,915	2,893	Stock Yards National	27,317	12,245	25,520	13,795
Glencoe, Security State	5,897	2,738	5,716	2,616	Western State	8,580	3,071	8,404	3,139
Graceville, First State	1,707	611	1,684	729	Sauk Rapids, Northwestern State	4,075	1,846	3,719	1,735
Grand Rapids, First National	11,509	6,179	10,228	5,239	Sebek, Security State	1,683	654	1,497	570
Grand Rapids State	7,082	3,941	6,823	3,624	Slayton, Murray County State	5,740	3,336	5,226	3,211
Greenbush State	2,298	1,139	2,070	1,081	Springfield, State Bank of	4,379	1,991	4,161	2,013
Hallock, Northwestern State	7,151	3,636	6,914	3,422	Stephen, Farmers State	4,229	1,906	4,141	2,119
Harmony State	3,206	1,592	3,227	1,565	Stillwater, Farmers & Merch. St.	4,113	2,123	3,989	1,980
Heron Lake State	2,586	1,231	2,481	1,342	First National	16,473	8,006	14,597	7,467
Hibbing, Security State	9,269	2,691	8,493	2,588	Storden, First State	1,726	962	1,653	972
Hopkins, First National	16,545	8,347	14,477	7,047	Thief River Falls, Northern St.	6,481	2,982	6,541	2,732
Houston State	1,871	554	1,796	578	Union State	9,384	5,295	8,939	5,052
International Falls, First Natl.	8,711	2,769	8,002	2,677	Tracy, Farmers & Merch. State	7,162	3,877	6,539	4,055
Jackson, First National	7,319	3,952	6,813	3,725	Truman, Peoples State	3,974	1,407	3,600	1,638
Jackson State	1,031	325	973	346	Virginia, First National	15,989	8,205	14,644	7,437
Jeffers, State Bank of	2,227	939	2,055	1,071	State Bank	17,794	10,301	16,933	9,268
Jordan, Northwestern State	2,773	1,408	2,474	1,308	Wanda State	3,475	1,748	3,377	1,955
Le Sueur, Valley National	4,819	2,926	4,668	2,415	Waseca, Farmers National	6,430	3,263	5,866	3,115
Lewiston, Security State	2,567	1,208	2,298	1,285	Wayzata State	11,734	6,363	10,866	5,683
Litchfield, Northwestern Natl.	7,049	3,683	6,865	3,488	Wells, Peoples State	3,156	1,632	2,927	1,693
Little Falls, American Natl.	8,451	4,160	7,154	3,511	Wheaton, First State	3,253	1,872	2,837	1,752
First National	5,490	2,982	5,105	2,393	Willmar, Bank of	13,151	5,984	12,568	5,355
Luverne, First National	6,434	3,680	6,213	3,635	First National	9,069	5,608	7,960	5,241
Rock County	6,252	3,840	5,887	3,819	Wilmont, First National	1,638	733	1,571	844
Mankato, First National	22,412	11,435	19,390	9,183	Windom, First National	6,892	3,062	5,931	2,923
National Bank of Commerce	16,618	7,909	14,261	7,363	Winnebago, First National	4,394	2,339	4,013	2,057
National Citizens	24,005	11,884	22,197	11,734	Winona, First National	20,838	13,048	18,550	11,027
Marshall, First National	13,927	9,176	12,990	8,240	Merchants National	25,817	13,673	23,854	12,030
Maynard, Security State	1,099	408	1,049	468	Winona Natl. & Savings	20,303	11,196	18,428	9,488
					Wood Lake, State Bank of	1,673	946	1,618	958

*Some figures are as of December 20, 1963.

Springfield

G. M. Pieschel, vice president of the Farmers and Merchants State Bank, announced several changes in staff and directors following the bank's recent annual meeting.

M. E. Wood has been promoted from assistant cashier to cashier, C. K. Pederson has been promoted to assistant cashier and agricultural representative and Dr. Francis J. Boyle and M. E. Wood have been elected to the board of directors.

Staples

At the annual meeting of the directors of the Staples State Bank, Henry Sather was promoted from cashier to vice president and James D. Randgaard was promoted from assistant cashier to cashier.

Stillwater

Arthur Edstrom was promoted from vice president and cashier to full vice president and Lawrence Solarz was named cashier of the Cosmopolitan State Bank at the recent meeting of the bank's board of directors, according to Gordon C. Welshons, chairman of the board.

Tracy

The Farmers and Merchants State Bank celebrated its 60th anniversary early last month with an open house. Special gifts were awarded to persons whose birthday fell on the same date as the open house and to couples celebrating their 60th wedding anniversary during 1965. Six cash prizes were also awarded.

Ulen

Northwestern State Bank will celebrate its 50th anniversary July 1, 1965, according to Arthur J. Andersen, Jr., executive vice president of the institution.

Vernon Center

Sale of the controlling interest in the State Bank of Vernon Center was announced recently by Clarence M. Banks, president. He said that the purchaser of the bank and insurance agency was Ed E. Popp, Hartley, Iowa. The transaction was effective January 2.

Mr. Popp had been associated with the Security State Bank of Hartley for 23 years and held the office of cashier at the time he purchased the Vernon Center bank.



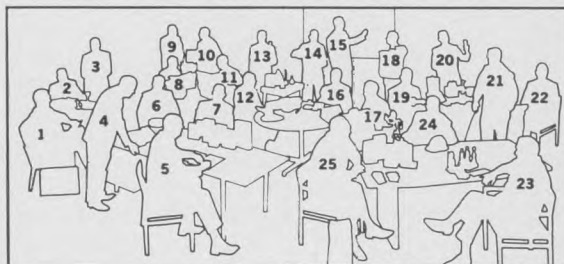
Meet 25 men contributing to the and Northwestern

We think you'll agree that one good measure of any bank is in the experience and scope of its "Board." That's why we asked our 25 Directors to pose for a picture with products or symbols of their individual organizations.

You'll find some familiar names among our Board Members. We also think you'll discover why our bank maintains a position of leadership . . . why it is well suited to serve your needs in the dynamic Upper Midwest.

Note: We believe our Directors also reflect the tremendous resources and energy of the area we serve . . . good reason to think about the Upper Midwest for future expansion and growth.

These are the 25 Directors of Northwestern National Bank as they appear in the picture above:



1. John S. Pillsbury, Jr., President, Northwestern National Life Insurance Company; 2. Samuel H. Rogers, Senior Vice President and Executive Trust Officer, Northwestern National Bank; 3. Stephen P. Duffy, President, Our Own Hardware Company; 4. Benton J. Case, Director, The Crosby Company; 5. John A. Moorhead, President, Northwestern National Bank; 6. Harold H. Tearse, President, Searle Grain Company; 7. Charles H. Bell, Chairman of the Board, General Mills, Inc.; 8. Robert Faegre, President, Minnesota & Ontario Paper Company; 9. George B. Clifford, Jr.; 10. O. Meredith Wilson, Educator; 11. Lucian S. Strong, Chairman of the Board, The Strong Scott Mfg. Company; 12. Albert G. Egermayer, Senior Vice President, Cargill, Inc.; 13. John H. Daniels, President, Archer Daniels Midland Company; 14. Thomas L. Daniels, Chairman of the Board, Archer Daniels Midland Company; 15. Goodrich Lowry, President, Federal Reserve Bank of St. Louis

Northwest Bancorporation; 16. Alfred M. Wilson, Executive Vice President, Honeywell Inc.; 17. Frank P. Leslie, President, The John Leslie Paper Company; 18. Donald C. Dayton, President, The Dayton Company; 19. B. C. Gamble, Chairman of the Board, Gamble-Skogmo, Inc.; 20. De Walt H. Ankeny, Vice President, Theo. Hamm Brewing Company; 21. James A. Watson, President, Red Owl Stores, Inc.; 22. F. Peavey Hefelfinger, Chairman of the Board, Peavey Company; 23. Henry T. Rutledge, Executive Vice President, Northwestern National Bank; 24. Allen S. King, Chairman of the Board and Chief Executive Officer, Northern States Power Company; 25. Paul S. Gerot, President, The Pillsbury Company.



growth of both the Upper Midwest National Bank

Statement of Condition, December 31, 1964

RESOURCES

Cash and Due from Banks.....	\$202,235,861.20
U.S. Government Obligations..	96,102,206.94
Other Bonds & Securities.....	48,623,482.91
Loans & Discounts.....	361,407,267.31
Customers' Liability on Acceptances.....	11,430,479.74
Income Earned but not Collected	2,377,334.70
Bank Premises, Furniture & Fixtures.....	11,172,742.33
Other Resources.....	1,553,886.77
Total Resources.....	\$734,903,261.90

LIABILITIES

Capital Stock	\$ 15,000,000.00
Surplus.....	25,000,000.00
Undivided Profits	13,937,286.72
Reserve for Possible Future Loan Losses.....	6,541,082.88
Reserve for Interest, Taxes, etc.	4,814,039.00
Income Collected but not Earned.....	4,837,532.21
Letters of Credit and Acceptances	11,430,479.74
Deposits.....	653,342,841.35
Total Liabilities.....	\$734,903,261.90

May we help you today?

Northwestern National Bank of Minneapolis



Member Federal Deposit Insurance Corporation

Wanda

Nick W. Jenniges, vice president and cashier, reports that the Wanda State Bank held an open house for customers following the annual meeting of stockholders last month.

Warren

William Duffy, 54, a director of Peoples State Bank, died at a Grand Forks hospital recently. Mr. Duffy was a resident of Oslo.

White Bear

Directors of the First State Bank have promoted two to the position of assistant vice president and have

elected two new assistant cashiers.

Richard B. Nadeau, cashier of the bank since May, 1962, has been named assistant vice president as has Harold K. Johnson, who had been assistant cashier.

Richard W. Wicklund and Raymond J. Fanum were elected assistant cashiers.

Willmar

The First National Bank recently completed the framing and installation of a 15-foot mural, reflecting Willmar's growth and progress, painted in oils by Geneva Molenaar, a local artist.

Windom

Two officer promotions were announced following last month's meeting of the board of directors of the Windom State Bank. H. F. Jeske was advanced from cashier to vice president and G. J. Molitor was advanced from assistant cashier to cashier.

Winona

The Merchants National Bank of Winona has announced plans for installing an electronic data processing system.

Worthington

Five appointments were announced recently at the First National Bank by Harry N. Dirks, president.

Donald Jensen was advanced from assistant vice president to vice president; James Whiteley, assistant manager of the time-pay department, was advanced to manager; Clair Gerber was named assistant manager in the time-pay department; Marvin Stoecker was promoted to auditor; and Eugene Ormberg was named agricultural representative.

Virginia

Norman J. Sampson was elevated from assistant vice president to vice president of the State Bank of Virginia at the bank's annual meeting recently. William S. Jones, cashier, was elected vice president and cashier and Donald Westfield, assistant cashier and controller, was named assistant vice president.

Talk of the Town

SUSPENDED on the wall behind the desk of A. A. Zimmer, pres. of First National Bank of Lake Park, Minn., are two unusual firearms. One, nearly a century old, was the gift of an uncle. The other is an "over and under" rifle-shotgun combination. "They're excellent conversation pieces," Mr. Zimmer reports.

Welcome
to
SIOUX CITY
and
Iowa Group 1 Meeting
February 12



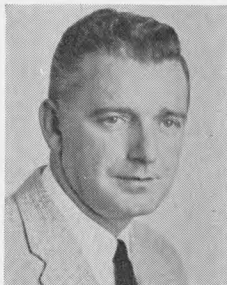
CLIFF ADAMS



STANLEY EVANS



ED. NEWELL



JIM MCGILL

The Live Stock National Bank
SIOUX CITY, IOWA

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

South Dakota NEWS

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

Aberdeen

At the annual meeting of the Farmers & Merchants Bank, Martin Haar, cashier, was also elected a vice president and director to replace L. G. Grosz, who has been named executive vice president of the Security Bank at Webster. Mr. Haar has been with the bank since 1957 as cashier, after 15 years of bank experience at Freeman, S. D. He is a graduate of the School of Banking at Madison, Wis.

G. L. Hill, executive vice president, also announced the promotion of Al-



vin Haas from assistant cashier to assistant vice president and manager of the installment loan department. He joined the bank in 1957.

Elmer O. Agena, who joined the bank last October after bank experience in Iowa and Colorado, was named auditor.

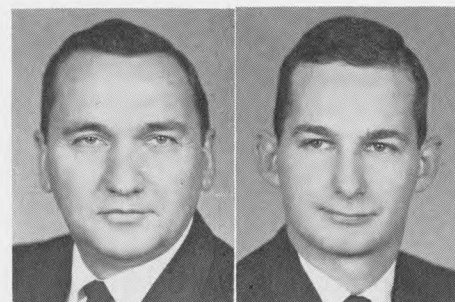
Gerald L. Iseman, who joined the bank late in 1964, was named an assistant vice president in commercial loans.

Roger D. Schipke, manager of the insurance department, and Betty



M. HAAR

A. HAAS



E. O. AGENA

G. L. ISEMAN



R. D. SCHIPKE

B. BZOSKI

Bzowski were named assistant cashiers.

Mr. Hill reported deposits of more than \$7,000,000 as the bank nears its 10th anniversary.

Brandon

Oscar Pearson, cashier of Brandon Savings Bank, died after arriving at a farm near Corson to assist in fighting a barn fire recently.

Mr. Pearson, 54, collapsed and was dead on arrival at a Sioux Falls hospital.

Clark

Keith A. Warren recently began his new duties as president of the First National Bank. Mr. Warren, associated with the First National Bank of Miller for seven years, replaces Glenn Pommer, who left to accept a position as vice president of the First National Bank at Miles City, Mont. Mr. Pommer had been associated with the Clark bank since 1940.

Huron

Leland Steele, executive vice president of the Farmers and Merchants Bank, has been appointed to the executive council of the South Dakota Bankers Association, according to A. S. Gullickson, executive secretary.

Mr. Steele was appointed to represent Group III, succeeding the late George W. Goodell, vice president and manager of the National Bank of South Dakota, Huron.

National Bank of South Dakota

Lloyd A. Johnson, Sioux Falls, has been designated vice president and managing officer of the bank, succeeding the late George W. Goodell who died suddenly early in December.

Mr. Johnson had been a vice president of the National Bank of South Dakota at Sioux Falls with responsibility for coordinating branch operations.

Lemmon

At the annual meeting of the board of directors last month, James Howard was elected vice president of the First National Bank. Mr. Howard was formerly assistant vice president.

Rapid City

Miss Frances Vincent has been elected vice president of the American National Bank and Trust Company, according to A. E. Dahl, chairman of the board.

Named assistant vice presidents by

South Dakota Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		December 31, 1963			December 31, 1964		December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Aberdeen, First National	\$ 54,678	\$32,661	\$50,924	\$24,444	Menno State	2,829	1,260	3,009	1,266
Armour, First State	2,813	1,261	2,679	1,080	Mitchell, Commercial Trust	13,652	6,487	13,677	5,943
Belle Fourche, Bank of	9,250	5,651	9,049	4,267	Mitchell National	12,174	6,061	12,547	5,777
Beresford, First National	5,563	2,706	5,109	2,725	Mobridge, Citizens Bank of	4,192	2,785	*3,881	2,311
Centerville, Bank of	3,534	1,132	3,315	1,104	Okaton State	1,681	1,086	1,666	1,073
Clark, First National	3,228	1,125	2,848	1,240	Pierre National	12,865	9,131	12,936	8,531
Elk Point, Bk. of Union Co.	4,089	1,912	3,521	1,976	Rapid City, American National..	54,444	21,940	51,636	29,335
Estelline, Farmers State	1,888	1,131	1,799	1,029	First National	76,462	46,409	70,422	43,407
Geddes, Security State	1,832	649	1,756	668	Rushmore State	6,464	4,281	6,723	4,567
Gettysburg, First Potter County ..	6,197	4,070	6,074	3,413	Sioux Falls, First National	40,002	18,120	39,237	18,237
Hartford, Community Bank	4,681	2,718	4,277	2,375	National Bank of S. D.	56,324	33,686	53,048	32,115
Hayti, Community State	2,014	1,025	1,974	1,382	Northwestern National	84,525	45,514	78,400	42,111
Herreid, Campbell County	2,594	1,271	2,354	1,384	Union Bank & Trust	13,595	9,365	13,052	8,103
Highmore, First State	4,729	2,490	4,477	2,227	Western State	6,897	3,998	5,985	3,476
Huron, Farmers & Merchants	16,727	8,222	14,904	7,951	Tripp, Dakota State	2,207	785	2,128	847
Irene, Farmers State	1,872	811	1,696	760	Vivian State	882	463	826	482
Lake Andes, Andes State	1,671	860	1,619	652	Watertown, Farmers & Merch..	12,937	5,729	11,275	6,087
Lemmon, Bank of	6,026	2,614	5,962	2,257	First Citizens Natl.	15,855	8,800	15,218	8,387
Lennox, Exchange Bank of	3,875	1,733	3,484	1,637	Webster, Security Bank	3,927	1,562	3,920	1,402
Mellette, Farmers State	1,123	118	1,100	211					

*1963 Figures as of December 20.

the board of directors were Lewis Rohrer and James E. Bertelsen.

Roscoe

Mrs. Catherine Meier and John Beyers were elected assistant cashiers at the annual meeting of the board of directors of the First State Bank.

Rapid City

Hugh Caton has been promoted from assistant cashier to assistant

vice president in the commercial loan department of the Rushmore State Bank.

Sioux Falls

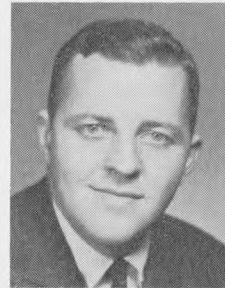
National Bank of South Dakota

James T. Brick, vice president and trust officer, was named "Citizen of the Week" early last month by the Sioux Falls Argus-Leader and was featured in an article describing his accomplishments. Mr. Brick is the

new president of the Traffic Bureau of Sioux Falls.

Northwestern National

Richard O. Wold, formerly assistant vice president in the Sioux Falls main office of Northwestern National



R. O. WOLD

Bank, has been named vice president and manager of the bank's new Colonial Branch at 26th Street and Minneapolis Avenue.

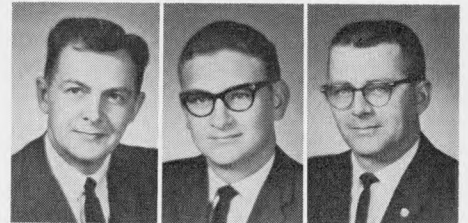
Curtis H. Alberry, assistant cashier, was elevated to assistant vice president, Daniel C. Lamke was named assistant trust officer and Eldon D. Hasche was named assistant cashier.

The recently-approved Colonial Branch at 26th Street and Minnesota Avenue was to be opened approximately February 1. The facility is Northwestern National's second Sioux Falls branch. Its Stock Yards branch was opened June 22, 1960.

Arnold E. Amundson has accepted a position with the bank wherein he assumed management of the farm machinery finance section in the farm loan department February 1, according to C. A. Lovre, president.

Western State Bank

Verlyn C. Schmidt, cashier, was elevated to the post of vice president, Roger H. Payne, assistant cashier, was named assistant vice president and Duane R. Albers, assistant cashier,



SCHMIDT

ALBERS

PAYNE

was elected cashier at the annual meeting of the board of directors last month.

Richard E. Buehler was elected assistant cashier.

Watertown

B. C. Solum, assistant vice president and agricultural representative, was promoted to vice president and R. D. Bonfoey, assistant vice president, was named agricultural representative at the annual meeting of the board of directors of the First Citizens National Bank.

Charles E. Pahl, vice president of the J. H. Larson Electric Company, was elected to the board of directors of the bank.

Statement of Condition

December 31, 1964

(Opened for Business, April 30, 1955)

RESOURCES		LIABILITIES	
Loans and Discounts	\$5,072,479.77	Capital	\$ 200,000.00
Overdrafts	3,450.08	Surplus	160,000.00
Furniture and Fixtures	125,404.68	Undivided Profits	81,378.93
Other Assets	36.67	Reserve for Bad Debts	156,975.67
Federal Reserve Bank Stock	10,800.00	Unearned Discount	58,139.59
Cash Resources:		DEPOSITS	7,428,812.47
U. S. Government Bonds	1,557,555.50		
Municipal Bonds	227,870.62		
Other Bonds	75,000.00		
Cash and Due from Banks	1,012,709.34		
	\$8,085,306.66		\$8,085,306.66

FARMERS & MERCHANTS BANK

ABERDEEN, SOUTH DAKOTA

G. L. HILL, Executive Vice President
L. G. GROSZ, Vice President
STANLEY M. PETERSEN, Asst. Vice Pres.
MARTIN HAAR, Cashier
JOHN L. SANDERS, Assistant Cashier
ALVIN HAAS, Assistant Cashier
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
MEMBER FEDERAL RESERVE SYSTEM

Statement of Condition

December 31, 1964

RESOURCES		LIABILITIES	
Loans and Discounts	\$2,785,980.34	Capital	\$ 100,000.00
Overdrafts	2,417.58	Surplus	100,000.00
Furniture and Fixtures	13,935.15	Undivided Profits	62,761.96
Other Assets	419.29	Reserve for Bad Debts	85,068.60
Federal Reserve Bank Stock	6,000.00	Unearned Discount	38,160.33
Cash Resources:		DEPOSITS	4,192,278.22
U. S. Government Bonds	1,024,140.69		
Municipal Bonds	126,500.00		
Other Bonds	90,000.00		
Cash and Due from Banks	528,876.06		
	\$4,578,269.11		\$4,578,269.11

CITIZENS BANK OF MOBRIDGE

MOBRIDGE, SOUTH DAKOTA

G. L. HILL, President
J. P. BZOSKI, Executive Vice President
WILLIAM H. MATEER, Asst. Vice President
J. D. LESHAR, Cashier
KEN ZANDSTRA, Assistant Cashier
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
MEMBER FEDERAL RESERVE SYSTEM

Statement of Condition

December 31, 1964

RESOURCES		LIABILITIES	
Loans and Discounts	\$1,562,132.38	Capital	\$ 120,000.00
Warrants	500.00	Surplus	65,000.00
Overdrafts	1,386.12	Undivided Profits	112,637.77
Furniture and Fixtures	8,207.37	Reserves	16,830.15
Federal Reserve Bank Stock	5,550.00	Unearned Discount	38,693.50
Cash Resources:		DEPOSITS	3,927,656.09
U. S. Bonds	1,424,736.75		
Municipal Bonds	487,157.11		
Cash and Due from Banks	791,147.78		
	\$4,280,817.51		\$4,280,817.51

SECURITY BANK

WEBSTER, SOUTH DAKOTA

THOS. E. PORTER, President
G. L. HILL, Vice President
E. H. PETERS, Vice President
K. M. BAUKOL, Cashier
H. E. ROTH, Assistant Cashier
NILA GANNON, Assistant Cashier
H. J. BAILEY, JR., Assistant Cashier
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
MEMBER FEDERAL RESERVE SYSTEM

75 YEARS

*of Progressive Banking
serving South Dakota*

Financial Statement

DECEMBER 31, 1964

RESOURCES:

Cash on Hand and in Bank . . .	\$11,440,998.09
U. S. Government Obligations . .	24,745,764.10
State, County & Municipal Bonds.	6,722,858.65
Other Bonds & Securities	500,226.17

	\$43,409,847.01
Stock in Federal Reserve Bank	120,000.00
Loans and Discounts	45,514,895.53
Bank Premises and Equipment	1,951,828.94
Other Assets	698,477.30

TOTAL \$91,695,048.78

LIABILITIES:

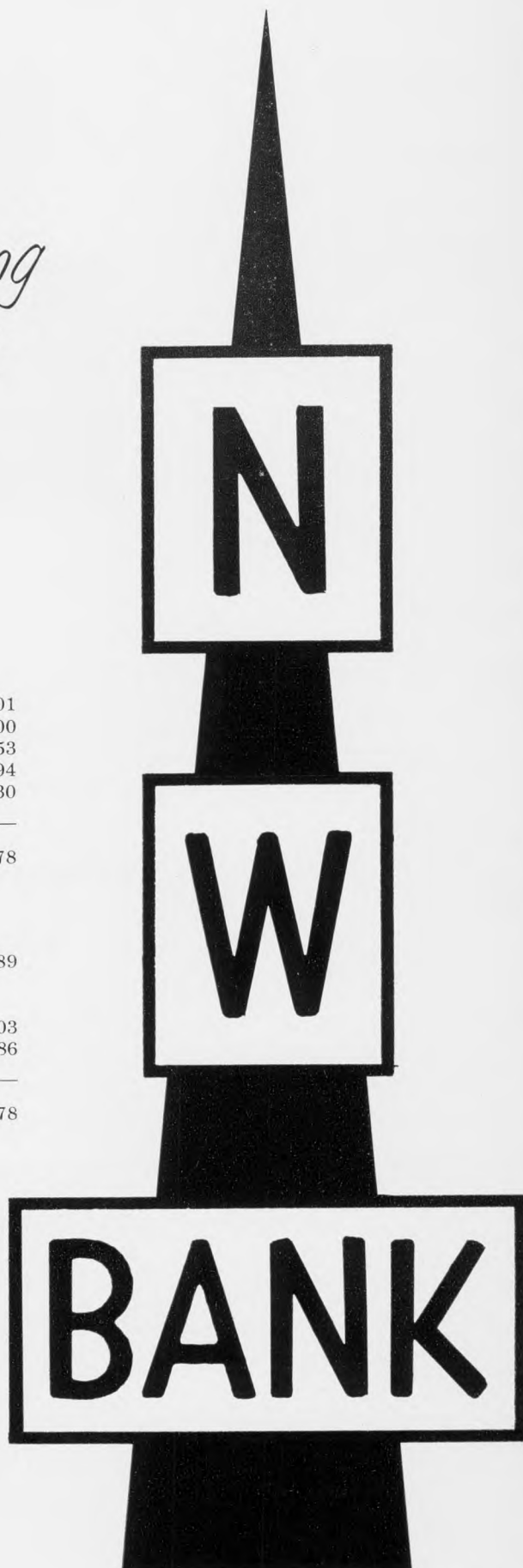
Deposits	\$84,525,619.89
Capital Stock - Common	\$ 2,000,000.00
Surplus	2,000,000.00
Undivided Profits	1,551,775.03
Other Liabilities	1,617,653.86

TOTAL \$91,695,048.78

NORTHWESTERN

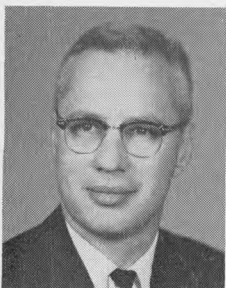
NATIONAL BANK

Sioux Falls, Brookings, Chamberlain, Dell Rapids,
Gregory, Huron, Madison, S. F. Stockyards, and
S. F. Colonial



Webster

Thomas E. Porter, president of the Security Bank of Webster since 1942, announced his resignation at the annual meeting of the stockholders last month. He was elected a director by the stockholders and was elected chairman of the board following the stockholders meeting.

**L. G. GROSZ**

G. L. Hill, vice president of the bank since July, 1964, when he and his associates purchased the Porter interest in the bank, was named president.

L. G. Grosz, Aberdeen, was elected executive vice president and will be the executive head of the bank. He has been a director and vice president of the Farmers and Merchants Bank in Aberdeen since its organization in 1955.

Yankton

James M. Lloyd, following a banking career which began with the 20th century, has retired from the presidency of the American State Bank.

Mr. Lloyd's 63-year career in Yankton was the subject of a special bulletin issued last month by A. S. Gullickson, executive secretary of the South Dakota Bankers Association, in which he stated that the banker "has contributed much to the successful growth of commercial banking as well as to the general economic and cultural development of South Dakota."

Mr. Lloyd, a past president of the South Dakota Bankers Association, is a former member of the South Dakota legislature and of the Senate banking and insurance committee.

**J. M. LLOYD****J. I. DEAM**

In other actions, J. I. Deam was named president of the bank, succeeding Mr. Lloyd. Mr. Deam had been executive vice president. R. B. Knudsen, cashier, was promoted to vice president; L. L. Plank, assistant cashier, was named cashier; and J. K. Hendricks, manager of the installment loan department, was named an assistant cashier.

FUTURE BRIGHT . . .

(Continued from page 31)

Taconite Story—Minnesota News Section—guide

a year-around basis with an annual payroll of approximately \$3 million. Further plans call for doubling the capacity of the plant. Other companies, including United States Steel, M. A. Hanna Company and Jones & Laughlin Company, have already disclosed their plans for new taconite facilities.

Optimism runs high in the state of Minnesota for the taconite industry which will vitally affect the economy of the state as a whole.

C. Glenn Rye, President
Northern City National Bank
Duluth, Minnesota

The adoption of the Taconite Amendment by the Minnesota electorate has resulted in positive commitments on the iron range by the steel companies which will result in substantially increased employment and the assurance of greater business activity at the Head of the Lakes. An important by-product of the passage of the amendment is the improved psychology of the business community. There is a new optimism and merchants report increases in volume and the resulting increased employees already, which in turn results in greater buy-

Statement of Condition

DECEMBER 31, 1964

ASSETS

Cash and Due from Banks	\$ 8,389,635.69
U. S. Government Obligations	12,483,105.24
Other Bonds and Securities	5,881,853.52
Loans and Discounts	33,686,142.96
Bank Houses and Furniture and Fixtures	905,547.75
Investments and Other Assets Indirectly Representing Bank Premises	621,831.49
Interest Accrued	453,676.47
Customers Acceptance Liability	67,276.20
Other Assets	120,727.52

TOTAL ASSETS\$62,609,796.84

LIABILITIES

Capital	\$ 2,000,000.00
Surplus	2,000,000.00
Undivided Profits	574,909.33
Total Capital Accounts	\$ 4,574,909.33
Accrued Expenses, Taxes & Interest	662,800.38
Income Collected but Not Earned	850,517.65
Acceptances and Letters of Credit ..	67,276.20
Other Liabilities	129,700.68
Demand Deposits ....\$31,884,922.88	
Time Deposits	24,439,669.72

Total Deposits 56,324,592.60

TOTAL LIABILITIES\$62,609,796.84

The National Bank
OF SOUTH DAKOTA

Member of Federal Deposit Insurance Corporation

CORSICA
HURON
PLATTE
PRESHO
VERMILLION

Affiliated with **FIRST BANK STOCK CORPORATION**

WESSINGTON SPRINGS

SIOUX FALLS

Phillips at 9th
S. Minnesota at 33rd
E. 10th at Omaha

ing power in Duluth.

The fact that the amendment was adopted by an overwhelming majority of the voters is an indication that the people of the state are conscious of the problems which confronted the area, and that we are determined to create an equitable tax climate for industry. Companies throughout the country are impressed with our action and I am hopeful that the knowledge of our attempts to create tax equality will crystallize action on their part. The general outlook in the months ahead is more favorable to our area than in many years.

Bank deposits in Duluth Clearing House banks are up over 11 per cent from a year ago, and loans have increased almost 8 per cent in the same period—both percentage figures being indicative of increased business volume in the area. I would expect that these percentage figures a year hence will reflect even more favorably when compared with the figures as of the last call.

Bank of Montreal Appointee

The Royal Bank of Canada announced in Montreal the appointment of R. M. Mitchell as supervisor of foreign exchange departments, succeeding E. A. Robson who retired on December 31.

Opens London Branch

Homer J. Livingston, chairman of the board of The First National Bank of Chicago, announced that the London branch of the bank was opened January 18 in enlarged quarters at 38 Walbrook, London, E. C. 4. For several years prior to the establishment of the branch this location was the headquarters for the bank's European representative in London.

The London branch will be headed by Richard L. Thomas, vice president, assisted by Albert T. Garwood, vice president, formerly associated with the Midland Bank, London, in its foreign banking department, and R. Emmett Bailey, assistant vice president, who was transferred from Chicago to London on May 1, 1963.

Messrs. Homer J. Livingston, chairman, Gaylord A. Freeman, Jr., vice chairman, Herbert V. Prochnow, president, and Bentley G. McCloud, Jr., senior vice president in charge of the international banking department of the bank, were in London for this occasion.

United California Bank

Shareholders of United California Bank, Los Angeles, in their annual meeting approved a proposal to issue and sell \$35 million of 25-year capital

STATEMENT OF CONDITION

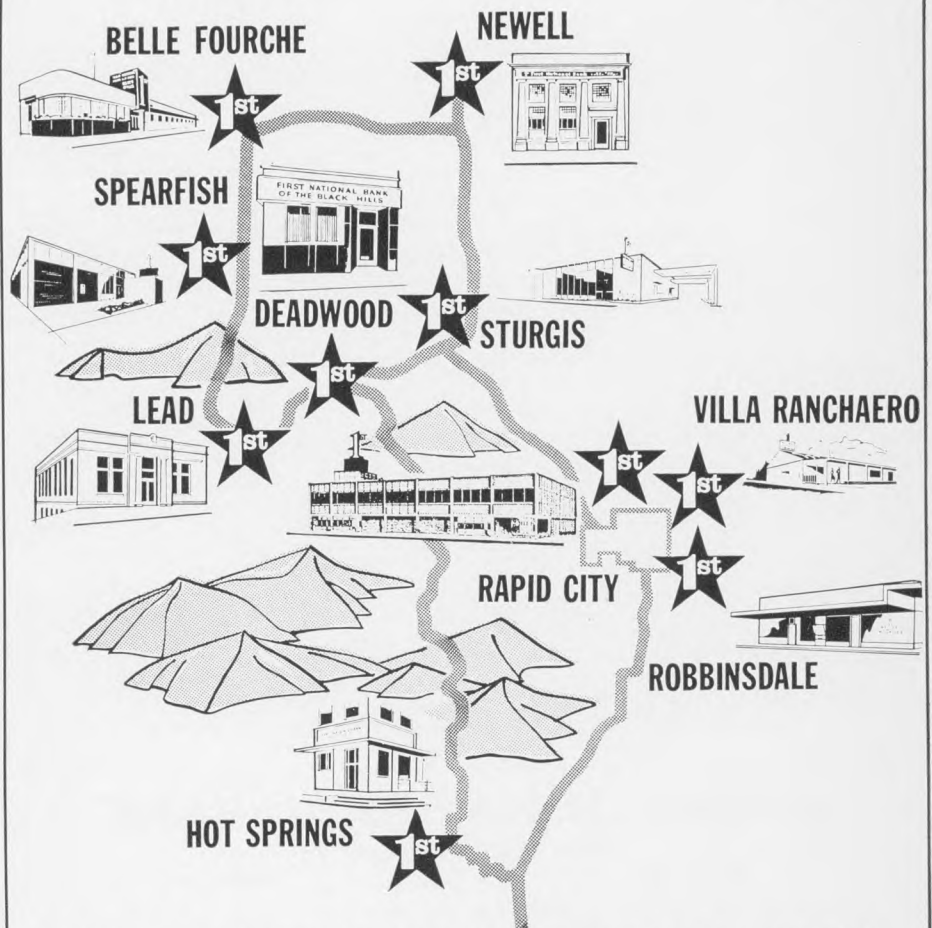
December 31, 1964

RESOURCES

Cash on hand, in Federal Reserve Bank and due from banks	\$ 7,852,729.40	
U. S. Government Obligations	20,119,390.52	
State and Municipal Bonds	5,482,533.68	
Other Bonds and Securities	2,952,796.72	36,407,450.32
Stock in Federal Reserve Bank in Minneapolis		120,000.00
Loans and Discounts		46,409,333.57
Banking Houses—Including Banking Houses at Rapid City, Deadwood, Belle Fourche, Newell, Spearfish and Sturgis, all clear of encumbrances.		1,613,510.20
Furniture and Fixtures		475,031.40
Interest earned but not collected		638,833.11
Other Assets		108,695.85
TOTAL RESOURCES		\$85,772,854.45

LIABILITIES

Capital Stock, Common	\$2,000,000.00	
Surplus	2,000,000.00	
Undivided Profits	1,502,293.12	
Reserve for possible future losses on loans	1,623,646.38	7,125,939.50
Reserve for Interest, Taxes and other expenses		596,508.65
Interest collected but not earned		775,448.80
Other Liabilities		812,817.82
Deposits		76,462,139.68
TOTAL LIABILITIES		\$85,772,854.45



NO MATTER WHERE YOU DO BUSINESS IN THE BLACK HILLS OF SOUTH DAKOTA YOU ARE ALWAYS CLOSE TO ONE OF OUR CONVENIENT OFFICES.

FIRST NATIONAL BANK OF THE BLACK HILLS

RAPID CITY—Main Office—Robbinston Office • DEADWOOD • BELLE FOURCHE • LEAD • SPEARFISH • HOT SPRINGS • STURGIS • NEWELL • VILLA RANCHARO

Affiliated with Northwest Bancorporation

Member Federal Deposit Insurance Corp.



notes. The new issue is in addition to existing \$35 million capital notes sold in September, 1963, bringing total capital notes outstanding to \$70 million.

Equity capital as of December 31 totaled \$198.3 million consisting of \$70.6 million common capital stock, \$88.3 million surplus and \$40.4 million undivided profits.

At their annual meeting, directors elected W. Wayne Glover an executive vice president and elevated Victor R. Rose and Paul E. Uhl to senior vice presidents of the bank.

Widely known in investment banking circles, Mr. Glover has headed the bank's bond department since 1938, and since 1959 has been a senior vice president in charge of the bank's investment account.

Victor R. Rose joined United California Bank in 1959 as vice president and manager of the international division following 30 years experience in international banking and foreign

trade, principally in Latin America.

Mr. Uhl has been in the investment banking business since 1936. In 1954, he joined the staff of United California Bank. He manages the bank's bond department and is responsible for its U. S. Government, Federal agency, and municipal dealer operations.

Security First Stock Split

Directors of Security First National Bank, Los Angeles, have voted a 5-for-4-split of the common stock, to be accomplished by a reduction of its par value to \$10 a share from the present \$12.50 a share, and has also voted a 20% stock dividend. The action is subject to approval of the Comptroller of the Currency as well as shareholders and will be submitted to the annual meeting to be held March 9, 1965.

The total outstanding shares after the split and the stock dividend would be increased to 11,400,000 from the present 7,600,000.

As a part of this change, \$19,000,000 would be transferred from undivided profits to capital and an additional \$1,000,000 would be transferred to surplus. This would mean that capital funds of the bank which aggregated \$311,255,000 at year-end would consist of \$114,000,000 capital, \$116,000,00 of surplus, and undivided profits of \$81,255,000.

A.B.A. Offers Personnel Course

Two sessions of the course in "The Fundamentals of Bank Personnel Administration" will be sponsored by the Personnel Administration and Management Development Committee of The American Bankers Association during 1965, it was announced by Alfred E. Langenbach, chairman of the A. B. A. committee and vice president, The First National Bank of Chicago, Ill.

The first will be held at the Marott Hotel in Indianapolis, Ind., March 7-12, and the second at the Denver-Hilton Hotel in Denver, Colo., March 21-26.

This is a one-week school-type program directed toward individuals who are relatively new in personnel work, specialists in one area of personnel who desire a foundation in other areas, branch officers having personnel responsibilities, and others who feel they would profit with further study of the subject and wider contact with personnel people from other banks and branches who have similar interests.

Because of the classroom teaching techniques used (including extensive student participation), attendance is limited to 50, and registrations are accepted on a first-come-first-served basis.

Both sessions will open on Sunday afternoon and run through Friday noon. The morning and afternoon periods in each day will be devoted to lectures, discussion periods, cases and quizzes. During the evening hours students will work on cases and other material scheduled for discussion in class the following day.

Ashwell Moves Office

Ashwell & Company, Chicago-based investment firm dealing exclusively in commercial paper and other short term investments, has announced the move of its Chicago offices to newer and larger quarters at 208 South La Salle Street.

Ashwell & Company, which also maintains offices in New York, is a leader in the field of handling high grade commercial paper investments for country banks.

The First Citizens National Bank

Watertown, South Dakota
Statement of Condition as of December 31, 1964

RESOURCES		
Cash on Hand & Due from Banks	.....	\$2,725,153.43
United States Government Securities	.....	3,673,095.03
Municipal Securities	.....	1,345,882.77
Other Securities	.....	150,043.88
Loans and Discounts	.....	8,800,657.92
Federal Reserve Bank Stock	.....	24,000.00
Bank Premises and Equipment	.....	440,533.51
Other Assets	.....	139,003.13
TOTAL RESOURCES	.....	\$17,298,369.67
LIABILITIES		
Capital Stock	.....	\$ 400,000.00
Surplus	.....	400,000.00
Undivided Profits	.....	370,989.57
TOTAL CAPITAL ACCOUNTS	.....	\$ 1,170,989.57
Reserve for interest, taxes, etc.	.....	271,752.38
Deposits:		
Demand	.....	\$8,846,472.14
Time	.....	7,009,155.58
TOTAL DEPOSITS	.....	\$15,855,627.72
TOTAL LIABILITIES	.....	\$17,298,369.67
OFFICERS		
R. H. Walrath, President		
J. S. Holen, Jr. Vice President		
R. F. Nugent, Vice President		
W. O. Leech, Vice President		
B. C. Solum, Vice President		
E. W. Swenson, Cashier		
R. D. Bonfoey, Asst. Vice President—Agricultural Rep.		
K. H. Johnson, Asst. Vice President—Mgr. Installment Loan Department		
E. C. Fritz, Asst. Cashier		
Jerry A. Miller, Asst. Trust Officer		

AMERICAN NATIONAL BANK

AND TRUST COMPANY

RAPID CITY HOT SPRINGS STURGIS

December 31, 1964

RESOURCES		
Cash in Banks and on Hand	.....	\$10,259,377.18
United States Bonds	.....	15,710,391.91
Municipal Bonds	.....	4,184,955.35
Federal Reserve Bank Stock	.....	96,000.00
FHA and First Mortgage Loans	.....	6,177,308.60
Loans and Discounts	.....	21,940,138.03
Bank Buildings and Equipment	.....	841,177.42
Interest Accrued Receivable, etc.	.....	426,497.28
Total	.....	\$59,635,845.77
LIABILITIES		
Deposits	.....	\$54,444,590.32
Capital Stock	.....	1,600,000.00
Surplus Fund	.....	1,600,000.00
Undivided Profits	.....	765,772.56
Dividends Declared	.....	72,000.00
Reserves for Taxes, Interest, etc.	.....	1,153,482.89
Total	.....	\$59,635,845.77

A. E. DAHL, Chairman of Board
Member Federal Deposit Insurance Corporation



WELLS FARGO BANK

FORMERLY WELLS FARGO BANK AMERICAN TRUST COMPANY/HEADQUARTERS: SAN FRANCISCO, CALIFORNIA

Statement of Condition, December 31, 1964

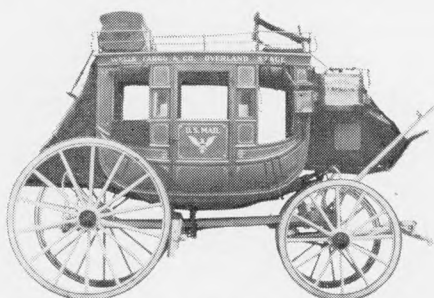
ASSETS

Cash on Hand and in Banks	\$ 506,908,873
U.S. Government Securities	639,079,603
State, County and Municipal Bonds	273,987,775
Other Bonds and Securities	3,124,712
Stock in Federal Reserve Bank	5,400,000
Federal Funds Sold	15,500,000
Loans and Discounts	2,224,447,497
Bank Premises and Equipment	27,470,447
Investment in Subsidiary Building Companies	19,417,631
Other Real Estate	1
Customers' Liability under Letters of Credit and Acceptances	37,431,322
Accrued Interest Receivable	19,406,037
Other Assets	12,159,833
Total Assets	\$3,784,333,731

LIABILITIES

Deposits:	
Demand Deposits	\$1,441,320,962
Time Deposits	1,870,808,393
Total Deposits	\$3,312,129,355
Letters of Credit and Acceptances	37,568,704
Reserve for Unearned Discount	24,728,543
Reserve for Interest, Taxes, etc.	21,362,386
Federal Funds Purchased	9,200,000
Bills Payable	6,252,994
Other Liabilities	60,258,140
Capital Funds:	
Capital Notes, 4½ % due 1989	50,000,000
Convertible Notes, 3¼ % due 1989	25,347,300
Capital Stock (\$10.00 Par)	88,715,670
Surplus	91,284,330
Undivided Profits	57,486,309
Total Capital Funds	\$ 312,833,609
Total Liabilities	\$3,784,333,731

United States Government and other securities carried at \$553,349,407 are pledged to secure U.S. Government Deposits, other public funds, trust deposits, and for other purposes as required or permitted by law.



190 BANKING OFFICES THROUGHOUT NORTHERN CALIFORNIA/MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

DIRECTORS

WAKEFIELD BAKER
Chairman of the Board,
Baker & Hamilton

KENNETH K. BECHTEL
Chairman of the Board,
Industrial Indemnity Company

PAUL A. BISSINGER
Vice President, Bissinger & Co.

WILLIAM R. BREUNER
President and General Manager,
John Breuner Company

H. STEPHEN CHASE
President

*COLBERT COLDWELL
Coldwell, Banker & Company

PETER COOK, JR.
General Farming, Sacramento
Valley of California

RANSOM M. COOK
Chairman of the Board

PAUL L. DAVIES
Chairman of the Board,
FMC Corporation

JAMES FLOOD
Trustee, Flood Estate

J. A. FOLGER
Vice Chairman of the Board,
The Folger Coffee Company

W. P. FULLER III
Director, Western Glass Sales,
Pittsburgh Plate Glass Company

*B. R. FUNSTEN
Chairman of the Board,
B. R. Funsten & Co.

*RUSSELL GIFFEN
General Farming, San Joaquin
Valley of California

F. J. HELLMAN
Vice Chairman of the Board

I. W. HELLMAN
President, Wells Fargo Bank,
1943-60; Chairman, 1960-64

*JOSEPH R. KNOWLAND
Publisher, The Tribune
Publishing Co.

DANIEL E. KOSHLAND
Chairman of the Executive
Committee, Levi Strauss &
Company

EDMUND W. LITTLEFIELD
President and General Manager,
Utah Construction & Mining Co.

*JAMES K. LOCHEAD
President, American Trust
Company, 1938-56; Chairman,
1956-57

DONALD MACLEAN
President, California and Hawaiian
Sugar Refining Corporation

J. W. MAILLIARD III
President, Mailliard & Schmiedell

*DONALD H. McLAUGHLIN
Chairman of the Board,
Homestake Mining Company

WILSON MEYER
Chairman of the Board,
Wilson & Geo. Meyer & Co.

ROBERT W. MILLER
Chairman of the Board,
Pacific Lighting Corporation

GEORGE G. MONTGOMERY
Chairman of the Board,
Kern County Land Company

ROBERT S. ODELL
President, Allied Properties

HERMAN PHLEGER
Brobeck, Phleger & Harrison,
Attorneys at Law

WILLIAM E. ROBERTS
President, Ampex Corporation

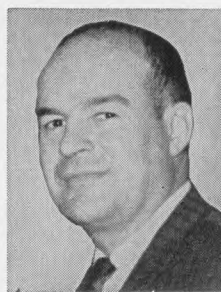
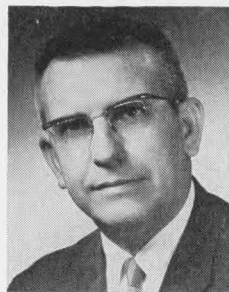
PETER T. SINCLAIR
President,
Crown Zellerbach Corporation

ALLAN SPROUL
Economist; President, Federal
Reserve Bank of N.Y., 1941-56

*Advisory Directors

North Dakota NEWS

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



Plan Educational Conference

THE new University Center on the campus of the University of North Dakota at Grand Forks will be the site of the annual Bankers Educational Conference sponsored by the North Dakota Bankers Association. The dates will be February 11 and 12. Co-chairmen for the event are Donald C. Miller, president of the Community National Bank, and John F. Cook, assistant cashier of the Valley Bank, both of Grand Forks.

The complete program follows:

Thursday, February 11

A.M.
8:30 Registration at University Center.
9:00 Call to Order—D. C. Miller, president, Community National Bank, Grand Forks.
Remarks — Dr. George W. Starcher, president, University of North Dakota.
9:30 "Bank Statements of Condition" — Walter Hinck, assistant controller, Northwestern National Bank, Minneapolis.
10:30 Coffee break.
11:00 "Banking Education" — Vern Waldo, vice president, American Institute of Banking, First National Bank of Nevada, Reno, Nev.
12:00 Noon Luncheon — University Center.
P.M.
1:30 "Bank Examinations" — Douglas T. Bushman, Regional Comptroller of the Currency,

Minneapolis, Minn.

2:30 Coffee break.
3:00 "Loan Panel" — Moderator: E. A. Schaeffer, assistant vice president, Union National Bank, Minot.
Panel Members: Wayne Stroup, president, Garrison State Bank, Garrison; Leonard Jorgenson, vice president and cashier, State Bank of Kenmare; K. H. Hermanson, assistant vice president, Merchants National Bank, Fargo, and Harold Refling, executive vice president, First National Bank, Bottineau.
8:30 Social Hour—Riviera Ballroom, Grand Forks.

Friday, February 12

A.M.
9:15 Call to Order—J. F. Cook, assistant cashier, Valley Bank, Grand Forks.
9:30 "Public Relations and Business Development" — Robert L. Stuebing, assistant vice president, First National Bank, Minneapolis.
10:30 Coffee break.
11:00 "Canadian Banking" — W. D. James, manager, Business Development Department Bank of Montreal, Winnipeg, Manitoba.
12:00 Noon Luncheon — University Center.
P.M.
1:30 "Safety Deposit Boxes"—Thomas Kelly, assistant manager, St. Anthony Falls Office, First Na-

tional Bank, Minneapolis.

2:30 "Estate Planning" — John M. Riley, trust officer, Merchants National Bank & Trust Company, Fargo.
6:00 Annual Banquet—Dacotah Hotel, C. S. Youlden, Jr., assistant cashier, First National Bank, Grand Forks; Ralph Page, assistant vice president, Red River National Bank, Grand Forks.
8:00 Hockey Game—University of North Dakota Sioux vs. University of Minnesota Duluth Branch.—End.

Bismarck

Herman Emil Klaudt, 56, long associated with the banking business, died recently in a Bismarck hospital. In 1961, Mr. Klaudt had become associated with State Acceptance Corporation, but had resigned his position to incorporate the State Bank of Oslo, Minn. He was to have managed the new bank and, in the weeks prior to his death, had been organizing the institution for its opening.

First National Bank

Grand opening of the new Motor Bank, located in the 100 block on Third Street, was held January 11 through January 22. The opening featured "Lucky License Number" drawings, held daily and weekly. Prizes included free car washes, certificates for 10 gallons of gasoline and free rents for one year for safe deposit boxes. Weekly prizes were four whitewall passenger car tires and the grand prize was a color television set.

Crosby

Contracts have been awarded and construction of the new Farmers State Bank building will commence in the spring. The three low construction bids totaled \$243,090. The general construction contract went to Morgan and Oswood of Glasgow, Mont., for \$177,940.

North Dakota Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		December 31, 1963			December 31, 1964		December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Bismarck, Bank of North Dak.	\$98,636	\$17,887	\$98,316	\$18,499	Lankin, Citizens State	3,996	778	3,667	1,582
Dakota National	22,208	14,051	21,702	12,505	Lidgerwood, First National	2,916	1,304	2,849	1,383
First National	30,074	16,036	28,234	14,302	Lisbon, Farmers State	6,289	3,569	5,692	3,412
Devils Lake, Ramsey National	11,188	4,117	9,911	3,948	Mandan, First National	12,975	6,279	12,937	5,479
Dickinson, Liberty National	11,017	5,849	10,526	5,602	Mayville, Goose River	5,557	1,341	5,201	2,152
Fargo, Dakota National	29,293	11,785	26,252	10,619	Minnewaukan, Farmers State	4,217	1,632	3,673	1,343
Fargo National	20,218	11,375	18,000	10,082	Minot, American State	17,579	11,548	18,549	10,243
First National Bk. & Tr.	40,899	25,496	39,606	20,632	First National	28,173	19,332	27,245	15,820
Merchants National	30,724	18,903	27,085	15,980	Union National	14,734	8,499	15,327	7,611
Grafton National	11,372	5,602	10,321	5,466	Park River, First State	4,638	1,741	4,317	1,367
Grand Forks, First National	33,462	17,933	28,941	15,021	Portland, First and Farmers	2,050	613	1,977	911
Red River National	19,941	11,098	17,948	9,439	Powers Lake, Liberty State	1,578	531	1,567	542
Hankinson, Lincoln State	3,601	1,287	3,390	1,742	Rugby, Citizens State	3,953	846	3,790	689
Hillsboro, Northwestern State	4,212	1,754	3,946	1,877	Valley City, American National	8,859	4,248	8,765	4,291
Hope, First State	4,386	1,633	4,051	2,768	Wahpeton National	7,449	3,788	6,895	3,363

Fargo

First National Bank

Prentiss H. Cole, president of the Fargo Paper Company, has been elected a director of the bank. Mrs. Mary S. Fike was advanced from assistant secretary to secretary and Conrad J. Greicar was named assistant trust officer.

Homer W. Ludwick, vice president of the bank, was recently elected to the school board in Fargo. He replaces Adrian McClellan, former president of Merchants National Bank and Trust in Fargo, in the position. Mr. McClellan will become president of the First National Bank in Great Falls, Mont.

Merchants National Bank

The board of directors of the Merchants National Bank and Trust Company recently elected Al K. Simpson president of the bank to succeed Adrian O. McLellan who has resigned to become president of the First National Bank of Great Falls, Mont.



A. K. SIMPSON

Mr. Simpson is a native of Frazee, Minn., and a 1942 graduate of the University of North Dakota. He came to the Merchants National Bank in January, 1957, as vice president.

Grand Forks

First National Bank

Peter W. Nielsen, Fargo, has been elected vice president and trust officer of the bank. He has been with the First National Bank and Trust Company, Fargo, since 1950.

Lester R. Pinks, assistant trust officer at the bank since 1959, has been elected to serve as trust officer for the National Bank of Melbourne and Trust Company, Melbourne, Fla.

The Downtown Motor Bank of the First National Bank opened for business recently at the corner of Fifth Street and DeMers avenue. The facility features two drive-up windows and one walk-up window. One building houses the walk-up, one drive-up and the 24-hour depository. A second building houses the other drive-up and a third building will be employed for further expansion.

Red River National

Herbert J. Wogeland and James R. Winter were recently named assistant cashiers of the bank. Both had been serving the bank as loan officers in the budget loan and time-pay departments.

125 Attend Management Clinic

By LARRY NOTHWEHR
Associate Editor

Unseasonably cold weather (even for North Dakota) greeted the more than 125 bankers who traveled to Fargo January 15 and 16 to attend the North Dakota Bankers Association's Bank Management Clinic. With the temperature hovering around 20 below, those attending did not tarry in moving from their hotels to the Elks Club where the meeting was held.

The Bank Management Committee, headed by chairman Bob Harkison, senior vice president of the First National Bank & Trust Company in Fargo, prepared an excellent program for the visiting bankers. Subjects ranging from real estate lending to legislative action to psychiatry were discussed during the day and a half meeting.

Virg Hegeholz, president of the NDBA and president of the Peoples and Enderlin State Bank of Enderlin, opened the meeting by welcoming all in attendance on behalf of the Association. He noted particularly that North Dakota banks had just com-

pleted an excellent year showing a \$59 million gain in deposits. However, he went on to point out that the 13 savings and loan associations in North Dakota grew about \$24 million . . . nearly half the gain shown by all the banks.

Highlighting the program were panel discussions on Installment Credit and Real Estate Lending. The Installment Credit panel spent most of one morning answering questions previously submitted by bankers. Active discussion from the floor and a rather complete presentation on the subject resulted.

A banker, a representative from FHA and a realtor collaborated to discuss the subject of Real Estate Lending.

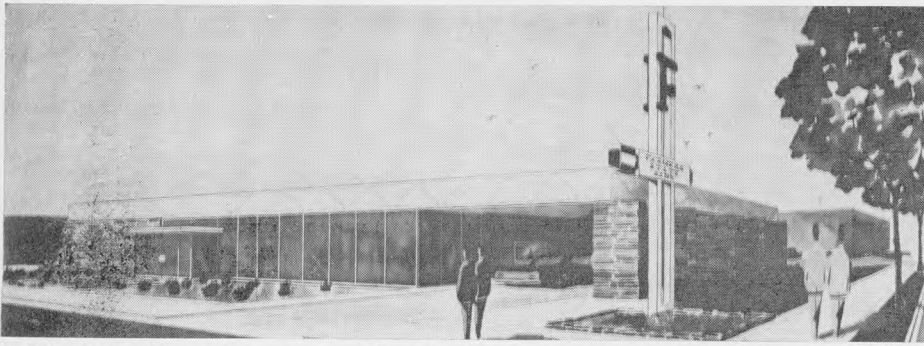
Bill Daner, Secretary of the North Dakota Bankers Association who was able to attend only a part of the meeting due to legislative work in Bismarck, presented a summary of the Association's efforts in the current legislature plus his expectations of legislation which will be enacted.



HIGHLIGHTING THE BANK MANAGEMENT CLINIC were these two panels. **LEFT:** Installment Credit Panel—Back row: William Amundson, v.p., First National, Fargo; B. P. McDermott, v.p., First National, Grand Forks. Front: R. L. Hansen, a.c., State Bank of Burleigh County, Bismarck; M. J. Whelan, v.p., First National, Dickinson, and Alvin Rudolph, a.v.p., First James River National, Jamestown. **RIGHT:** Real Estate Lending Panel—S. A. Stapher, v.p., Dakota National, Fargo; Fred Hoesley, FHA, Fargo, and Curtis H. Nelson, v.p., Warner & Co., Fargo.



SEEN AT THE BANK MANAGEMENT CLINIC. From left: Phillip MacMillan, pres., McVillage State, McVillage, and v.chm. of Bank Management Committee; Virg Hegeholz, pres., Peoples and Enderlin State, Enderlin, and pres., North Dakota Bankers Assn.; Gordon Weber, pres., Farmers State, Lisbon, and v.p., NDBA; R. D. Harkison, sr. v.p., First National, Fargo, and chm., Bank Management Committee; Gale Hill, cash., First State, Arthur, and R. G. Olson, a.v.p., Fargo National.



ARCHITECT'S sketch of new building for Farmers State, Crosby, N. D.

OUR 75th YEAR Statement of Condition December 31, 1964

ASSETS	
Cash and Due from Banks	\$ 4,917,801.26
U. S. Government Obligations	6,428,261.16
Other Bonds and Securities	2,641,781.35
Loans and Discounts	18,903,894.57
Federal Reserve Bank Stock	60,000.00
Other Resources	1,466,794.90
TOTAL ASSETS	\$34,418,533.24
LIABILITIES	
Capital Stock	\$ 1,000,000.00
Surplus	1,000,000.00
Undivided Profits	366,095.11
Total Capital Accounts	\$ 2,366,095.11
Valuation Reserves	114,845.91
Other Liabilities	1,213,144.12
Deposits	30,724,448.10
TOTAL LIABILITIES	\$34,418,533.24

The Merchants National Bank & Trust Co. of Fargo

FARGO, NORTH DAKOTA

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Statement of Condition DECEMBER 31, 1964 RESOURCES

RESOURCES		
Cash and due from Banks	\$ 9,540,129.75	
U. S. Government Bonds	12,606,511.70	
Other Bonds and Warrants	1,276,281.26	\$23,422,922.71
C.C.C. Loans	472,815.67	
FHA Title II R. E. Loans	2,419,318.22	
GI Real Estate Loans	422,007.28	
Other Loans and Discounts	36,048,962.32	
Total Loans and Discounts		39,363,103.49
Stock in Federal Reserve Bank		105,000.00
Furniture and Fixtures		13,500.00
Other Resources		1,536.75
TOTAL RESOURCES		\$62,906,062.95
LIABILITIES		
DEPOSITS—		
Demand	\$36,186,298.50	
Time	21,525,145.34	
Total Deposits		\$57,711,443.84
Capital Stock (Common)	\$ 1,500,000.00	
Surplus	2,000,000.00	
Undivided Profits	944,909.99	
Reserves	212,378.30	
Total Capital Accounts		4,657,288.29
Other Liabilities		537,330.82
TOTAL LIABILITIES		\$62,906,062.95



SECURITY

TRUST & SAVINGS

BANK

BILLINGS, MONTANA

...Your Friendly Bank

Member of Federal Deposit Insurance Corporation

Member of Federal Reserve System

Harvey

The new National Bank of Harvey opened on schedule early last month despite the loss of the bank's top officers shortly prior to the opening.

Donald Miller, Harvey, who had been named president of the institution, died unexpectedly December 17 and, 10 days later, Richard Jordahl, who had assumed managerial responsibility, was killed in a moving accident in Bismarck. Mr. Jordahl had been in the process of moving from Bismarck, where he had resigned as auditor of the Bank of North Dakota, when one of five firearms he was carrying fell, discharged and fatally wounded him.

Fred J. Kwako, Detroit Lakes, Minn., is now president of the bank and Stanley Kwako, president of the Farmers State Bank of Heaton, is executive vice president and cashier. Henry Polkinghorn of Pelican Rapids, Minn., is vice president.

Jamestown

Two officers were recently promoted by the Jamestown National Bank. Gilbert T. Urban, assistant vice president, was named vice president of the institution and Darwin Ronngren, auditor, was promoted to assistant cashier and auditor.

Jamestown

The new Stutsman County State Bank has been approved for membership in the Federal Reserve System and organizers are planning to open the bank for business March 1. The bank was approved for a total capitalization of \$360,000. President of the new bank is Roland Meidinger, Jamestown. Wilbur Summers is executive vice president and R. Dean Hegeholz is cashier.

Langdon

James Hausauer, cashier, was promoted to vice president and Ray Marchell, assistant cashier, was promoted to assistant vice president of the First Bank of Langdon recently.

Minot

Union National

Three members of the staff of the Union National Bank have been promoted to assistant cashiers, according to W. D. Johnson, bank president.

The new officers are Joe R. Lyman, Orlin D. Pankratz and Gene Rupp.

First National

M. J. Frueh, assistant cashier, and H. Z. Barke, assistant cashier, were recently promoted to assistant vice president.

Wallace G. Garbe and Mrs. Rita G. Warke were elected assistant cashiers.

Montana NEWS

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



transferred to Miles City from Midland National Bank, Billings, Mont.

All banks involved are affiliates of the First Bank Stock Corporation.

Granite Falls

Despite snowy weather, the Yellow Medicine County Bank hosted visitors recently at an open house commemorating the bank's 77th anniversary in Granite Falls.

Great Falls

First National

Six promotions and election of a new president marked the annual meeting of the board of directors.



A. O. McLELLAN

Adrian E. McLellan, Fargo, N. D., was named president, director and trust officer of the bank, to succeed F. M. (Mike) Ganey, president of the bank since 1957 who resigned to accept the presidency of a west

coast bank. Mr. McLellan had been president of the Merchants National Bank in Fargo for the past 11 years.

Scott B. Stratton, assistant vice president, was named vice president.

N. C. Bolstad, B. D. Collier and J. C. Wells were named assistant vice presidents and Malcolm Adams and R. D. Humble were named assistant cashiers.

Montana Bank

J. George Graham, a director of the bank since 1939, was presented a 25-year diamond service pin recently. Mrs. Doris McPherson was honored for her 10 years of service.

Hamilton

Citizens State Bank will observe its 60th anniversary in May, 1965, according to V. C. Hollingsworth, president.

Billings

Fred Marble, Jr., president of the First National Bank, has announced the appointment of Leslie L. Lyons and Lew Lehman as assistant cashiers. Albert F. Winegardner, Jr., vice president and associated with the bank since 1953, was named a director.

Bozeman

Promotions at Security Bank and Trust Company include E. J. Hines, from assistant vice president to vice president; Robert Orton Smith, from cashier to vice president and cashier; and T. W. Witzel, from assistant cashier to assistant vice president.

J. Stanley Milesnick was elected a new member of the board of directors.

Butte

Election of two new officers and resignation of another were announced recently by the board of directors of Metals Bank and Trust Company.

Elected assistant cashiers were John T. O'Connor and Neil J. Trengove.

Jere B. Davis, former assistant vice president, resigned to become president of the First State Bank of Forsyth, an affiliate of the Metals Bank and Trust within the First Bank Stock Corporation. He had joined the bank in 1957.

Conrad

Adolph Erickson, president and managing officer of the new Pondera

Bank of Montana, scheduled to open recently, said that the opening had been delayed due to unforeseen events.

Deer Lodge

Henry J. Hukill, president of the Deer Lodge Bank and Trust Company, has announced that Neil Spieker, rancher in the Helmville area, has been elected as a new member of the bank's board of directors. Mr. Spieker fills a vacancy created by the death of Thomas Geary.

Forsyth

P. E. Anderson, president of the First State Bank of Forsyth, retired recently and Jere F. Davis, former assistant vice president of the Metals Bank and Trust Company, Butte, was selected to succeed Mr. Anderson as bank president.

Mr. Anderson had been president of the bank for approximately 16 years.

Miles City

Several changes have been reported at the First National Bank.

D. J. Venne, vice president, resigned in December and transferred to the First State Bank, Minneota, Minn., as president. G. L. Bickle, assistant vice president, resigned and transferred to the First National Bank, Bismarck, N. D., as assistant vice president.

Glenn S. Pommer, vice president, transferred to Miles City from the First National Bank, Clark, S. D., and Paul E. Mottram, assistant cashier,

Montana Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		December 31, 1963			December 31, 1964		December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Anaconda, Daly Bank & Trust...	\$ 10,717	\$ 4,961	\$10,182	\$ 4,991	Montana Bank			26,842	14,897
Billings, First National	27,709	15,551	25,363	13,089	Great Falls National	38,200	24,047	37,548	23,602
Midland National	48,277	32,183	44,993	30,522	Hamilton, Citizens State	5,825	3,049	5,097	2,706
Security Trust & Savings	57,711	39,350	53,439	34,675	Havre, First National	10,441	5,450	10,617	4,978
Bozeman, Galatin Trust & Sav.	4,658	2,042	4,551	2,101	Helena, First Natl. Bk. & Tr.	37,187	18,492	34,207	17,962
Security Bank & Trust	15,571	9,054	13,467	8,035	Union Bank & Trust	34,063	16,923	31,919	15,035
Butte, First National	19,139	4,078	18,325	4,452	Laurel, Yellowstone Banks	6,758	3,578	6,401	3,347
Metals Bank & Trust	38,470	23,926	37,542	21,041	Lewiston, Northwestern	11,940	5,717	11,143	5,578
Cascade, Stockmens Bank	1,281	521	1,257	514	Libby First National	6,382	2,112	6,338	1,967
Cut Bank, Bank of Glacier Co.	7,026	4,233	6,602	3,822	Missoula, West. Montana Natl.	24,316	15,284	22,792	13,219
Dillon, First National	6,536	3,261	6,254	2,655	Ronan State	4,513	2,221	4,549	2,094
Forsyth, First National	6,056	2,103	6,229	1,943	Shelby, First State	8,490	2,695	7,326	2,458
Glendive, First National	8,587	5,086	8,577	5,039	Stanford, Basin State	4,435	868	4,462	905
Great Falls, First National	51,777	31,200	51,595	29,006	Townsend, State Bank of	3,553	719	3,711	569
					Whitefish, First National	5,386	1,841	4,961	1,476

Northwestern Banker, February, 1965

Helena



R. K. SMITH

quist, president.

Union Bank & Trust

Robert H. Ziegler, former assistant vice president, was named vice president of the Union Bank and Trust Company at the bank's annual meeting last month and Fredrick C. Moors was named an assistant cashier.

Lewiston

The December meeting for the Glacier Conference of NABAC was held

at the Yogo Inn in Lewistown.

R. D. Humble, budget loan manager, First National Bank, Great Falls, spoke on the "Silver Problem—What Its Causes Are and What We Can Do About It."

Robert M. Pancich, assistant cashier, First Westside National Bank, Great Falls, gave a talk on "Preparing a Small Bank for Automation."

Woody Laughnan, publisher, Lewistown Daily News, presented a very interesting luncheon speech. Following the luncheon, Roger Sherman of the IBM Corporation showed a film and gave a talk on "How a Bank Punch Card System Operates." A technical session, which lasted 1½ hours, was held following Mr. Sherman's speech.

Libby

Libby's second bank, the Lincoln Security Bank, recently opened according to Paul Robert, Butte, president of the new bank. Mr. Robert was executive vice president of the Secur-

ity Bank in Butte. Administrative officer for the new bank is Lew Vanover, formerly of Roundup, Kalispell and Great Falls. Paris Robert is the bank's vice president.

Miles City

Don Venne, vice president of the First National Bank, recently resigned his position to assume the presidency of the First State Bank in Minneota, Minn., according to A. G. Miller, president of the Miles City bank.

Mr. Venne had been associated with the First National since 1957.

The addition of two new officials was later announced: Paul Mottrom has joined the bank as assistant cashier and Glenn S. Pommer will be a vice president.

Ronan

Harold E. Olsson, director of the Ronan State Bank, recently reported the promotion of two bank officers. Donald E. Olsson, executive vice president, was elected president and Gerold W. Leighton, cashier, was elected vice president and cashier.

Thompson Falls

Glenn H. Larson, president of the First State Bank, has been appointed a director of the Helena Branch of the Federal Reserve Bank of Minneapolis.

He succeeds Harald E. Olsson, Ronan banker, on the board of directors.

Gamble-Skogmo Buys Aldens

The merger of Aldens, Inc. into Gamble-Skogmo, Inc. became effective December 31, 1964, according to Carl C. Raugust, Gamble-Skogmo president. The merger plan, previously approved by stockholders of both companies in special meetings, received a favorable tax ruling from the Internal Revenue Service.

The new Gamble-Skogmo cumulative convertible \$1.60 preferred stock will be issued in exchange for Aldens shares. The new preferred stock has been listed on the New York Stock Exchange.

Reflecting the addition of the Aldens stores, Gamble-Skogmo now consists of 468 company-owned stores, 67 low-margin retail units, also company-owned, and 1,994 authorized dealers for a total of 2,529 units.

Sales for the twelve months of 1964, including leased departments, were \$474,031,247 against sales of \$419,717,437 for 1963, or an increase of 12.9 (twelve and nine tenths) per cent for Gamble-Skogmo and Aldens combined.

UNION BANK and TRUST COMPANY

HELENA, MONTANA

Statement of Condition, December 31, 1964

RESOURCES

Loans and Discounts	\$16,923,459.70
U. S. Treasury Bills, U. S. Government, Municipal and Listed Bonds	10,387,138.13
Stock in Federal Reserve Bank	60,000.00
Bank Premises Owned, Furniture and Fixtures	1,015,233.63
Interest Earned not Collected	242,461.03
Other Assets	78,556.51
Cash and Due from Banks	9,063,122.45
	\$37,769,971.45

LIABILITIES

Capital Stock	\$ 1,000,000.00
Surplus	1,000,000.00
Undivided Profits	221,080.58
Reserve for Loan Losses	762,998.43
Other Liabilities	722,107.84
Deposits	34,063,784.60
	\$37,769,971.45

OFFICERS

John Carlson, President	W. E. Trerise, Assistant Cashier
F. M. Gannon, Vice President	C. I. Lanning, Assistant Cashier
R. L. Samson, Vice President	R. J. Hess, Auditor
W. E. Andrews, Vice President	
C. E. Sullivan, Jr., Vice Pres.	
Robert H. Ziegler, Vice Pres. and Cash.	
Francis Mortieau, Assistant Cashier	
Paul E. Paulsen, Assistant Cashier	
Fred C. Moors, Assistant Cashier	

TRUST DEPARTMENT

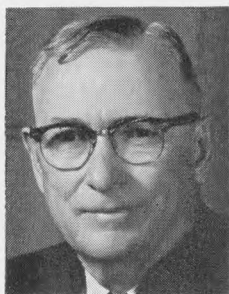
J. H. Dion, Vice Pres. & Senior Trust Officer
Daniel Dykstra, Trust Officer
M. A. Mathews, Jr., Trust Invest. Officer
Herman P. Mayer, Asst. Trust Officer
Edwin H. Jasmin, Asst. Trust Officer

DIRECTORS

John Carlson	President
J. H. Dion	Vice President and Senior Trust Officer
M. E. Donovan	Executive Director, Montana Physicians Service
F. M. Gannon	Vice President
A. T. Hibbard	Chairman, Trust Committee
H. S. Hibbard	Sieben Livestock Company
H. J. Luxan	General Counsel
J. E. O'Connell	Chairman, Eddy Bakeries
S. Clark Pyfer	Partner, Galusha, Higgins and Galusha
George I. Redhair	V. P. and Gen. Mgr., Mountain States Telephone & Telegraph Co.
T. D. Tobin	President, McCuin, Tobin and Smith

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Colorado-Wyoming News



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



R. E. BRYANS
Casper
President
Wyoming Bankers Assn.

Aurora

A suit seeking to block the opening of the proposed Guaranty Bank of Stapleton Airfield has been filed in Denver District Court on behalf of the Peoples Bank of Aurora. The suit was filed by Anthony F. Zarlengo, Denver attorney and president of the Arvada State Bank, a director of the North Denver Bank and secretary of the newly-opened Metropolitan National Bank of Denver.

The suit asks the court to direct the defendants—Colorado Bank Board, Colorado Bank Commissioner and Guaranty and Trust Company—to show cause, within 20 days after service of notice of the suit, why the charter for the airfield bank should not be vacated.

Mr. Zarlengo said the suit challenges the Colorado Bank Board's authority to grant a charter for an affiliated bank which the suit claims is in violation of Colorado's branch banking laws.

Although the suit was filed on behalf of the Peoples Bank, Mr. Zarlengo said that James W. Fennell, president of the Colfax National Bank, had indicated his bank would also join the suit.

No date has been announced for the opening of the proposed bank.

Denver

Kelly and Morey, Inc., a firm specializing in mutual funds and insur-

ance, has opened offices at 1190 South Colorado Boulevard. Principals in the firm are F. Joseph Kelly and W. F. Morey, veterans in investment sales and sales management. The firm now has 35 representatives headquartered in Denver, Los Angeles, Oakland, Salt Lake City and Pocatello.

American National Bank

J. E. Montague, president, has announced the promotion of two bank officers and the appointment of two staff members to officer status.

William C. Allen was promoted from assistant vice president in the commercial loan department to vice president. Edward Boehm was promoted from assistant cashier in the installment loan department to assistant vice president.

Harold S. Carroll, Jr., and Donald G. Maley were elected assistant cashiers.

Boulevard National Bank

A three-day open house was held recently at the new quarters of the bank at 730 Colorado boulevard. The bank, in operation for 18 months, had been conducting business in temporary quarters pending completion of the \$100,000 remodeling program for its new building.

Central Bank & Trust

Llewellyn V. Toyne, executive vice president of the Colorado Farm Bureau, was elected to the board of di-

rectors of Central Bank & Trust at their annual meeting.

Cherry Creek National

R. Carson Perkins, a Denver banker for 56 years, was honored recently at a dinner marking his retirement as vice president of the bank, according to Weldon B. Hamilton, bank president.

First National of Bear Valley

Edward B. Close, Jr. has been elected a director of the bank, replacing Montgomery Dorsey, who resigned. The bank is an affiliate of First National of Denver of which Mr. Dorsey is chairman.

Both men are members of the law firm of Hughes and Dorsey.

Denver U. S. National

Nine new officers have been elected, according to President Neil F. Roberts.



R. W. STEWART

Robert W. Stewart was named assistant vice president in the marketing and planning division. Joseph R. Crimmins and Alton C. Ekstrom were named assistant cashiers in banking services and William H. Edens,

J. Robert Rosebaum and Robert A. Wolff were made assistant cashiers in commercial banking. A. Dean Lund was appointed assistant cashier in personnel management and Elaine G. Silburn was named assistant trust officer.

Mr. Stewart joined the bank in 1963 as manager of advertising and public relations. Prior to joining the bank, he was director of public relations for the Mile High United Fund, assistant manager of the Odessa, Texas Cham-

Colorado Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		December 31, 1963			December 31, 1964		December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Arvada State	\$ 4,476	\$ 2,989	\$ 2,971	\$ 2,157	Guaranty Bk. & Tr.	36,395	18,119	30,929	18,359
First National	8,520	3,386	8,029	3,105	Mountain States	20,952	12,668	20,326	12,320
Aurora National	4,216	2,019	1,603	1,328	National City Bank	19,615	9,755	18,955	8,829
Peoples Bank	9,831	5,640	9,541	5,211	North Denver Bank	23,186	15,346	23,087	13,700
First Bank	9,046	3,644	7,946	3,224	Southwest State	5,522	3,959	5,368	4,195
Colorado Springs, Exchange Natl.	39,799	19,810	36,905	18,293	Union National	20,529	7,345	19,620	7,599
First National	75,369	38,702	69,031	34,301	University Hills	12,664	5,730	10,495	4,266
Delta, Colorado, Colo. Bk. & Tr.	7,853	4,048	7,894	3,509	Englewood State	18,415	11,864	16,978	77,036
Denver, American National	90,921	50,849	83,495	47,778	First National	40,475	21,390	35,606	18,381
Bank of Denver	19,755	10,351	16,360	9,359	Lakeside National	8,597	5,097	6,723	3,802
Central Bk. & Tr.	163,244	96,342	155,264	92,888	Lakewood, Jefferson County	31,734	18,588	29,629	17,733
Cherry Creek National	22,732	15,663	20,387	12,417	First Westland Natl.	3,742	3,386	2,400	1,794
Citizens Savings	7,767	9,476	8,427	9,967	Littleton, Arapahoe County	6,118	4,043	6,156	3,970
Colfax National	3,625	3,092	3,865	3,187	Littleton National	12,425	4,110	11,805	3,988
Colorado National	209,714	123,281	191,544	116,646	Valley National	2,138	1,520	707	561
Colorado State	22,644	16,362	19,182	10,701	North Glenn, First National	2,064	1,521	641	470
Denver U. S. National	349,152	224,010	348,237	218,520	Pueblo, Minnequa Bank	19,882	9,202	18,273	9,155
First National	404,406	224,067	374,563	220,643	Thornton, North Valley State....	2,288	1,475	1,741	1,029

Northwestern Banker, February, 1965



ELECTED v.p.'s at 1st National of Denver were: (Front row) **J. Rodney Uhrich** and **George E. McClelland**. (Back row) **John W. Schweigert**, **Arnold C. Kimmel** and **Thomas W. Hanlon**.

ber of Commerce and public relations director of the U. S. Junior Chamber of Commerce.

George D. Schweigert, a vice president, has been appointed an adviser and consultant in the consumer credit division where he will work on development of new business.

First National of Denver

Promotion of eight officers and the election of nine additional employees to officer status were announced recently by the bank's board of directors.



R. W. JOHNSON

Heading the list of promotions was that of William R. Alexander from vice president and trust officer to senior vice president and trust officer. Five officers were promoted from assistant vice president to vice president. They are Thomas W. Hanlon, Arnold C. Kimmel, George McClelland, John W. Schweigert and J. Rodney Uhrich.

John R. Liggett was promoted from assistant trust officer to trust officer and Donald T. Carney, Jr. was moved from assistant cashier to assistant vice president.

New assistant cashiers are Ross M. Bolt, Donald E. Frazier, Robert W. Johnson, Donald E. Martin, John R. McNeil, Jr. and Mrs. Betty L. Schrader. Elected trust officers were Richard G. Freeman, Robert M. Phares and Harry Thom.

Mr. Johnson is in the correspondent bank department.

First Westland National

The bank has promoted four officers, according to Robert Reisher, president.

W. H. Walter, first cashier, has been named vice president; L. Ashby Williams, in charge of business development, has been promoted to assistant vice president; Ben H. Cockcroft, assistant cashier, has been moved to cashier; and Lyndle E. Campbell, who joined the bank in August, 1964, has been advanced to assistant vice president.

Jefferson County Bank

Ground was broken last month for a \$250,000 addition — the third expansion in a 20-year history — to the Jefferson County Bank at West Colfax avenue and Wadsworth boulevard. Fred E. Kirschke, president of the bank and president of the East Jefferson County Chamber of Commerce, said the new addition will house the bank's 2,500-square-foot installment loan department presently located on the second floor of the existing building.

Guaranty Bank and Trust

William Kostka and Associates, Inc. was named recently to handle public relations and advertising programs for the bank. Gerald Stokes, Kostka advertising department manager, and Gordon Tompkins, executive editor, will be the account executives.

National City Bank

W. Leslie Thompson, a Denver banker for 48 years, has retired as vice president, according to Robert K. Hudson, president. Mr. Thompson had been associated with five down-

town Denver banks before joining the National City in February, 1930. He had been a vice president since 1956.

Security National Bank

Election of Lawrence E. Shumaker, president of the Eversman Manufacturing Company, Denver, to the board of directors of the bank was announced recently by President Don Carney.

Englewood

Englewood State Bank

President Wendell H. Martin reports that Mrs. Doris Nazarenus has been advanced to vice president — one of the few women vice presidents in the nation's banking complex.

John Klaus was also promoted to vice president and Paul Wachholz to assistant vice president.

Republic National Bank

The Republic National, third commercial bank in Englewood, was to open approximately February 1 in temporary quarters at 3459 South Acoma street, according to President Robert H. Currier.

Greeley

Thomas E. Fitzgerald, well-known northeast Colorado banker, has joined Greeley's First National Bank as assistant vice president in charge of business development and public relations. He had been employed since 1954 by Farmers State Bank, Yuma, as executive vice president.

Lakewood

Promotion of two staff members of the Rocky Mountain Bank was announced recently by Delmar E. Cooper, president.

J. P. (Jerry) McCrimmon, Jr., was named vice president and cashier. He was formerly an officer of the Southwest State Bank, Denver.

Allen R. Hurt, a director of the bank and a member of its loan, discount and investment committee, was named vice president and loan officer.

Littleton

Arapahoe County Bank has launched a \$100,000 expansion program, according to President W. G. Johnsen. The facilities will include a 2,000-square-foot addition to the present building and three new drive-up windows and a new parking area.

North Glenn

Harold C. Stillman, president of Western Paving Construction Company, Denver, has been elected a director of First National Bank of North



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

THE ROLL-YOUR-OWN APPROACH

to solving service problems is old-fashioned when you can get
custom-made answers from our staff of specialists here at Denver U. S.

And these men—Kent Olin, Don Ferrel, and George Alf—
will see that you receive the personal attention of the right people.

Telephone 244-8811.

"that's the bank for my money!"



DENVER U.S.
N A T I O N A L B A N K

DENVER U. S. CENTER Denver 17, Colorado

Glenn, an affiliate of First National of Denver. Mr. Stillman also is a director of Broderick and Gibbons, Inc., Pueblo, and A & W Finance Company, Ogden, Utah.

Walsenburg

Ray A. Babcock, Littleton, a Colorado and Nebraska banker for 51 years, has sold his controlling interest in the First National Bank of Walsenburg.

Purchasing Mr. Babcock's stock was the Plain State Financial Corporation of Omaha. No purchase price was announced. All officers and employees of the bank were to be retained.

Mr. Babcock reported that he intends to keep his controlling interests in the First National Bank of Center and the Citizens State Bank of Keenesburg.



PROMOTED at 1st Natl. Casper, were (left to right): Front row—Leroy R. Perkins, v.p.; Curtis Breikjern, v.p. & cash., and Henry A. Hitch. Back row—Wm. E. Matz, a.v.p.; L. F. Hoppman, Wm. R. James and Robert Jourgensen, a.e.'s, and Wm. H. Brown, a.v.p. Also elected an a.v.p. was Ernest Mayfield, not pictured.

Wyoming News

Casper

Western National Bank

The Western National held a grand opening in its new quarters recently. The bank, Casper's first suburban bank, opened April 13, 1964, in temporary quarters in front of the permanent structure. The bank was capitalized at \$500,000.

First National Bank

Promotion of eight officers of the bank were announced recently by Jackson F. King, president of the bank, following the annual meeting of the board of directors.

Curtis C. Breikjern was elected vice president and cashier. He had been cashier of the bank for the past seven years.

Henry A. Hitch was elected vice president. He had been assistant vice president. Leroy R. Perkins, manager of the installment loan department, was elected vice president; William H. Brown, assistant cashier, was named assistant vice president; William E. Matz, assistant vice president; Ernest E. Mayfield, assistant vice president; William James, assistant

cashier; C. Robert Jourgensen, assistant cashier; and Larry Hoppmann, assistant cashier.

Mr. King reported recently that the bank had issued \$1,000,000 capital notes in order to provide a broader base for deposits and to permit expanded lending activities.

Cheyenne

An application for a new national bank for Cheyenne, the second to be filed in less than a month, was received by the regional chief national bank examiner's office in Denver early last month.

Nine local business and professional men filed the application for the bank which, if approved, would be known as the Central National Bank of Cheyenne. The other bank application, filed December 22, is for the North Cheyenne National Bank. Proposed capitalization for the latter bank is \$230,000—for the former, \$500,000.

American National

Employees at the bank honored Dorsey T. Morris, 68, senior vice president and auditor, at a retirement dinner at the bank recently. Mr. Morris was one of the original seven employees of the bank when he began his career there in 1919.

Chugwater

Frank Carlin, Ericson, Neb., has been named cashier of the Chugwater Valley Bank, succeeding Fred Cashner, who retired January 1.

Mr. Carlin had been employed as vice president and cashier of the Ericson State Bank.

Gillette

Congressman-elect Teno Roncalio has sold his controlling interest in the First National Bank of Gillette to a group of Gillette area businessmen.

Mr. Roncalio will remain as a director of the bank, but resigned his other positions as president and first chairman of the board. He sold his interest to Raymond Saunders and Don Saunders of Gillette and to Raymond Young of Belle Fourche, S. D. Mr. Young is a former resident of Gillette.

Lusk

Lusk State Bank

Capital stock in the Lusk State Bank was recently increased from \$25,000 to \$40,000 and surplus was increased from \$150,000 to \$220,000 for a total change of \$85,000 in capital structure.

Wyoming Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		December 31, 1963			December 31, 1964		December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Basin, Security State	\$ 4,031	\$1,690	\$3,757	\$1,827	Greybull, First National	3,617	1,485	3,023	1,434
Buffalo, First National	4,855	2,051	4,743	1,917	Jackson, Jackson State	6,812	2,663	6,044	2,287
Casper, First National	53,279	33,285	50,518	29,965	Kemmerer, First National	9,347	2,990	8,414	2,390
Wyoming National	56,740	31,052	57,186	30,809	Laramie, First National	22,202	13,407	20,826	11,884
Cheyenne, American National	30,561	12,269	33,598	9,521	Lusk State	3,256	1,776	3,364	2,107
Cheyenne National	12,897	8,863	10,835	8,439	Powell, First National	9,179	5,694	8,236	6,393
First National	40,803	17,358	33,552	13,950	Rock Springs National	13,930	6,796	13,984	6,267
Cody, First State	5,958	3,056	4,856	2,551	Sheridan, Bank of Commerce	15,453	10,638	14,954	8,882
Shoshone-First National	13,008	5,844	12,578	5,485	Sundance State	6,970	3,609	6,409	3,301
Gillette, Stockmens	12,564	9,101	12,453	8,792	Worland, Stockgrowers State	7,306	3,685	6,773	3,376



Seattle-First National Bank

114 BANKING OFFICES THROUGHOUT WASHINGTON STATE

STATEMENT OF CONDITION AT THE CLOSE OF BUSINESS

RESOURCES

	Dec. 31, 1964	Dec. 31, 1963
Cash and Due from Banks	\$ 240,784,011	\$ 211,143,266
United States Government Securities	216,022,719	234,274,990
State and Municipal Securities	119,494,106	101,687,844
Other Bonds and Securities	16,003,439	8,852,578
Sub-Total	\$ 592,304,276	\$ 555,958,679
Loans and Discounts	710,443,596	669,247,082
Federal Reserve Bank Stock	2,250,000	1,950,000
Bank Buildings, Vaults, Furniture and Fixtures, etc.	19,555,487	18,313,263
Interest Earned Not Received, etc.	6,737,115	6,696,341
Customers' Liability under Letters of Credit and Acceptances	17,960,533	14,658,725
TOTAL	\$1,349,251,009	\$1,266,824,093

LIABILITIES

Capital Stock	\$ 30,000,000	\$ 27,400,000
Surplus	45,000,000	37,600,000
Undivided Profits	32,140,021	36,587,898
Sub-Total	\$ 107,140,021	\$ 101,587,898
Federal Funds Purchased	—	7,000,000
Reserve for Interest, Taxes, etc.	9,921,186	8,520,771
Discount Collected Not Earned	10,831,331	9,635,051
Letters of Credit and Acceptances	17,960,533	14,658,725
Deposits	1,203,397,935	1,125,421,646
TOTAL	\$1,349,251,009	\$1,266,824,093

DIRECTORS

LAWRENCE M. ARNOLD
Honorary Chairman

ROBERT S. BEAUPRE
President

HENRY BRODERICK
President,
Henry Broderick, Inc.

FRANK H. BROWNELL, JR.
Seattle

EDWARD E. CARLSON
President,
Western International Hotels

NORTON CLAPP
President,
Weyerhaeuser Company

JOHN M. DAVIS
Partner,
Howe, Davis, Riese & Jones

O. D. FISHER
Chairman,
Fisher Flouring Mills Co.

CHAPIN HENRY
President,
H. C. Henry Investment Co.

WILLIAM M. JENKINS
Chairman

FRANK E. JEROME
Vice Chairman

RICHARD E. LANG
Chairman, Lang & Co.

JOHN MCGREGOR
President,
McGregor Land and
Livestock Company

ANSON B. MOODY
Everett

JOHN W. MURPHY
President, Central
Premix Concrete Co.

CHARLES M. PIGOTT
Executive Vice President,
Pacific Car and Foundry Co.

W. G. REED
Chairman,
Simpson Timber Co.

VOLNEY RICHMOND, JR.
President,
Northern Commercial Co.

CHARLES D. SAUNDERS
Chairman,
Executive Committee

ALFRED SHEMANSKI
President,
Eastern Outfitting Co.

WALTER W. STRALEY
President,
Pacific Northwest Bell
Telephone Company

WILLIAM S. STREET
Chairman, United Pacific Corp.

GEORGE VAN WATERS
Honorary Chairman,
Van Waters & Rogers, Inc.

J. A. SWALWELL
Director Emeritus



Seattle-First National Bank

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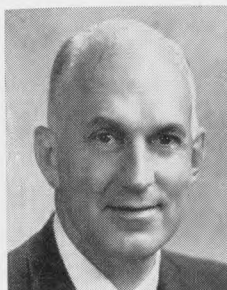
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Nebraska NEWS

N. T. TIEMANN President **Wausa**
HARRIS V. OSTERBERG Exec. V.P. **Omaha**



Alliance

C. J. Kuncel has been promoted from assistant cashier to cashier of the Alliance National Bank and Ruth M. Knight has been elected a director to fill the vacancy caused by the death of Florence McKean Knight.

E. M. Knight, president, reports that construction will begin soon on the bank's new building.

Ansley

Arleigh L. Sintek was elected an assistant cashier at the annual meeting of the board of directors of the Security State Bank. In December, capital was increased from \$25,000 to \$50,000 by stock dividend.

Arapahoe

The new addition, being constructed adjacent to the existing Citizens State Bank, is nearing completion. All construction work on the glazed brick and glass structure is being done by Arapahoe contractors.

Auburn

John T. Zacharias, following a 60-year banking career, retired as executive vice president of the Carson National Bank at the annual stockholders meeting. He will remain, however, in an advisory capacity.

Mrs. Lois Becker, a cashier at the bank for 25 years, retired January 1.

Beatrice

Application was filed January 15 with Henry E. Ley, director of banking, for a bank charter in Beatrice. Proposed capitalization totals \$232,500. Listed as applicants were W. W. Cook, Sr. and associates. The bank, which would be known as the Beatrice State Bank, would be located at 1902 Court street in Beatrice.

Belden

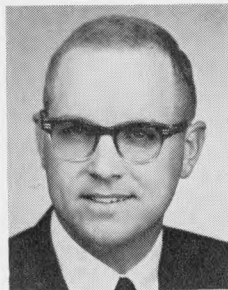
The year 1965 will mark the 75th anniversary of the First National Bank. G. E. (Earl) Barks, president, reports that special commemorative events will be announced at a later date.

Blair

Rufus Buffaloe has been advanced from assistant vice president to vice president of the Washington County Bank.

Gibbon

Ronald E. Bycroft, Gibbon, and Henry G. Bycroft, Brooks, Iowa, officially announced January 14 that they had purchased the Exchange Bank in Gibbon from Charles E. Moyer, Wood River.



R. E. BYCROFT

Henry Bycroft will be chairman of the board and will continue to reside on his farm in Iowa. Ronald Bycroft, who will be president of the bank, has announced the following changes among personnel:

Wallace E. Rose, Jr., executive vice president, has resigned; Jean Schnase, cashier, was promoted to vice president and cashier; and Wilma Skala has been appointed assistant cashier.

The new board of directors includes Henry Bycroft, chairman; Ronald Bycroft; Lavern Franssen; Jean Schnase; and Richard A. Dier, Kearney.

Carroll

John R. Berquist, who joined Farmers State Bank last August, has been named an assistant cashier at the bank.

Columbus

At First National Bank and Trust Company, George Prochaska has been advanced from cashier to vice president and cashier. Charles Athey has been promoted to assistant vice president and farm representative. He formerly held the latter title. Roger E. Jones was elected assistant cashier.

Fairbury

R. E. Burkley was advanced from

vice president to executive vice president at the annual meeting of the board of directors of the First National Bank last month.

W. A. Sugden was advanced from assistant vice president to vice president.

Charles R. Moon has retired from the bank's board of directors due to ill health.

Genoa

At the annual meeting of stockholders of the Genoa National Bank, G. W. Grosch, president of Grosch Irrigation Company, Silver Creek, was named a director.

Gering

The Gering National Bank was recently granted trust powers. Proposed trust officer is J. G. Elliott, president, with Roy Yaley, vice president, Joe Buckfeldt, vice president, and Melvin Mathis, cashier, as assistant trust officers.

Grand Island

At the annual meeting of the board of directors of the Overland National Bank, Richard C. Armstrong was promoted from assistant vice president to vice president and Dean Erickson, cashier, was promoted to vice president and cashier.

Martin Roy, assistant cashier, was advanced to assistant vice president and A. E. Anderson and Ray G. Block were named assistant cashiers. Henry C. Bach was named auditor.

Commercial National

W. W. Marshall, Jr., has been advanced from executive vice president to president of the Commercial National Bank, succeeding Edward Huwaldt, who becomes chairman of the board. Floyd Hursh was named assistant vice president.

Hastings

Joseph Bauer, cashier, was elected assistant vice president of the First National Bank at the annual meeting last month. Robert Zaback was named an assistant cashier.

Hebron

J. R. Kenner, who retired recently as president of the Thayer County Bank, has been named president of the new First National Bank of Estes Park, Colorado.

The bank was organized by more than 100 stockholder-residents of Estes Park together with a group of Lincoln businessmen.

Omaha News



The Center Bank

A PLAN for acquisition of the assets and assumption of liabilities of **The Center Bank** by **The South Omaha Bank** was announced last month by **W. B. Hargleroad, Jr.**, president of The Center Bank.

The South Omaha Bank would acquire all assets and liabilities of the other bank, would change its name to The Center Bank and would have its only location at 4131 Center Street in The Center, Forty-Second and Center Streets.

The present officers and directors of The Center Bank would become officers and directors of the new bank and continue its operation. All personnel of The Center Bank will be retained in present positions, Mr. Hargleroad said.

A plan for merging the assets of The South Omaha Bank into the Stock Yards National Bank was announced in December, with present officers, di-

rectors and employees of The South Omaha Bank to be absorbed by Stock Yards National. Both South Omaha and Stock Yards National are owned by Northwest Bancorporation of Minneapolis, which has 78 banks in five states.

The transaction is subject to approval by the Federal Deposit Insurance Corporation, the Nebraska Department of Banking and other governmental authorities. The South Omaha-Stock Yards National merger is subject to approval by the U. S. Comptroller of the Currency.

The Center Bank was opened April 2, 1956, with nine officers and employees and had 3,475 square feet of space at The Center. Deposits on December 31, 1956, were \$2,863,830.

The bank now has 80 officers and employees and occupies approximately 12,000 square feet. The Center Bank is the largest state chartered bank in Nebraska, with deposits as

of December 31, 1964, of over \$17,400,000.

Center Bank directors are **M. S. Livingston**, chairman of the board, **Mr. Hargleroad**, and **Ray E. Stanley**, **David E. Beber** and **Charles W. Durham**. In addition to President Hargleroad, other executive officers are Executive Vice President **Ray E. Stanley** and Vice President **Milton B. Coffey**.

At the annual meeting in January, **Gene L. Burgen**, who has been acting as comptroller and auditor, was elected comptroller.

* * *

Douglas County Bank

Duane C. Chunka has been elected comptroller of the Douglas County Bank of Omaha, it was announced by

Kenneth G. Harvey, president and chairman of the board.



D. C. CHUNKA

Mr. Chunka is a graduate of the University of Nebraska and served previously as CPA with a large Omaha accounting firm. Since joining Douglas County Bank some time ago, He has been active in the bank's auditing department.

* * *

The Omaha National Bank

The promotion of eight officers was announced by **Morris F. Miller**, president, following conclusion of the January board of directors meeting.

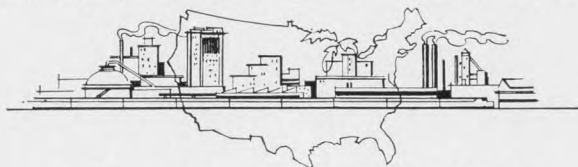
Fred H. Douglas was named vice president. A native of Fremont, Mr. Douglas has been with The Omaha National for 15 years and is well known in midwestern states as a member of the correspondent bank department. He is a graduate of the School of Banking at the University of Wisconsin in Madison.

Named assistant vice presidents were **Eugene C. Kidder**, **Edward A. Kohout** and **M. Bruce Martin**.

Mr. Kidder also has been with the bank for 15 years. He is a graduate of the NABAC School at the University of Wisconsin and presently is in charge of the data processing department and the systems and procedures department.

Mr. Kohout is a commercial loan officer with 16 years' experience at The Omaha National. He is a gradu-

MUNICIPAL AND CORPORATE BONDS
LISTED STOCKS
UNLISTED AND LOCAL STOCKS



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CHILES & COMPANY

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CHADRON, NEBRASKA

YOUR STATE BANKERS ASSOCIATION
OFFICIAL SAFE, VAULT AND
TIMELOCK EXPERTS
F. E. DAVENPORT & CO.
OMAHA

DIRECTORS AND ADVISORY COUNCIL

CLIFTON B. BATCHELDER
President
United States Check Book Co.

E. JOHN BRANDEIS
President
J. L. Brandeis & Sons, Inc.

***W. DALE CLARK**
Chairman of the Board
World Publishing Co.

EDWARD CUDAHY
Chairman and President
The Cudahy Packing Co.

ERHART D. EDQUIST
Chairman of the Board
Fairmont Foods Co.

***A. W. GORDON**
Chairman of the Board
Omaha Loan & Building
Association

JAMES S. HERBERT
Works Manager
Omaha Works
Western Electric Co.

KENNETH C. HOLLAND
Vice President
Champion Papers, Inc.

W. D. HOSFORD, JR.
Vice Pres. & General Mgr.
John Deere Company
Omaha

JOHN R. JIRDON
Livestock and Grain
Morrill, Nebraska

***HENRY C. KARPE**
Chairman of the Board
The First National Bank
Morrill, Nebraska

PETER KIEWIT
President and Treasurer
Peter Kiewit Sons, Inc.

CLARENCE L. LANDEN
Chairman of the Board
Central National Insurance
Group
Director
Associates Investment Company

***WILLIAM D. LANE**
Omaha, Nebraska

J. ALLAN MACTIER
President
Nebraska Consolidated Mills
Company

JOHN R. MAENNER
President
T. H. Maenner Co.

WILLIAM H. MARTIN
President
Woodmen of the World
Life Insurance Society

***LLOYD H. MATTSON**
Chairman and President
Industrial Chemical
Laboratories, Inc.

W. B. MILLARD, JR.
Chairman of the Board

MORRIS F. MILLER
President

DANIEL J. MONEN
Senior Vice President

C. M. NEWMAN
President
Hinky Dinky Stores

J. GORDON ROBERTS
Chairman and President
Roberts Dairy Co.

JOHN M. SHONSEY
Executive Vice President
and Chairman
of the Executive Committee

***JAMES R. SIMS**
Chairman of the Board
Woodmen of the World
Life Insurance Society

V. J. SKUTT
Chairman of the Board
Mutual of Omaha Ins. Co.
United Benefit Life Ins. Co.

A. V. SORENSEN
Chairman of the Board
Midwest Equipment Co.

A. E. TODDARD
President
Union Pacific Railroad Co.

W. A. STRAUSS
President
Northern Natural Gas Co.

GILBERT C. SWANSON
President
Swanson Enterprises

***PAUL B. THOMPSON**
Director
The Cudahy Packing Co.

***J. LeROY WELSH**
President
Butler-Welsh Grain Co.

***Advisory Council Member**



The Omaha National Bank

Member Federal Deposit
Insurance Corporation

STATEMENT OF CONDITION

December 31, 1964

RESOURCES

Cash and Due from Banks	\$ 96,238,638
Securities	
Bonds of United States and	
Government Agencies	\$44,741,311
State and Municipal Bonds....	29,643,487
Other Bonds	70,001 74,454,799
Stock in Federal Reserve Bank	660,000
Loans and Discounts	154,005,385
Bank Building and Fixtures	640,000
Other Real Estate	1
Customers Liability Account of	
Letters of Credit	20,668
Other Resources	1,934,137
TOTAL	\$327,953,628

LIABILITIES

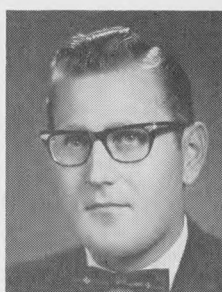
Unearned Interest Collected	\$ 1,014,818
Bills Payable	14,000,000
Our Liability Account of	
Letters of Credit Issued	20,668
Accrued and Other Liabilities	1,843,912
Deposits	281,662,553
Dividends Declared and Unpaid	160,000
Capital Funds	
Capital Stock (1,000,000	
Shares Par Value \$10)....	\$10,000,000
Surplus	12,000,000
Undivided Profits	7,251,677 29,251,677
TOTAL	\$327,953,628



F. H. DOUGLAS



E. G. KIDDER



E. A. KOHOUT



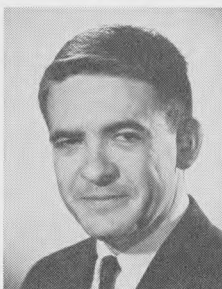
M. B. MARTIN



L. P. MARR



R. M. BREMERS



B. A. JOHNSON



W. H. KEEFFE

ate of the School of Banking at Madison.

Mr. Martin, a native of Lincoln, is the son of Bennett Martin, well-known former Mayor of Lincoln. He joined the bank seven years ago and is a member of the operations department.

The four new assistant cashiers are **Roland M. Bremers, Bruce A. Johnson, William H. Keeffe** and **L. Peter Marr, Jr.**

Mr. Bremers has been with the bank 16 years and is in the systems and procedures department. He is currently attending the University of Omaha.

Mr. Johnson joined the bank two years ago and is in charge of the international department.

Mr. Keeffe has been with The Omaha National five years and is as-

signed to the business development department.

Mr. Marr joined The Omaha National six years ago and also is a graduate of the School of Banking at Madison. He is in charge of the bank's advertising department.

* * *

The Livestock Foundation of Omaha reports that for the 10th straight year the Omaha market was top-ranking in the nation. Total receipts of cattle, hogs and sheep ran well above the six million mark.

* * *

Application for a state bank to be located in the vicinity of the intersection of U. S. Highways 73-75 and Camp Brewster Road in Sarpy County just south of Omaha, and near Bellevue, was submitted to state banking

director **Henry E. Ley** on January 15. Applicants are **Donald C. Hosford** and associates. Proposed capitalization is \$500,000 and the name of the bank would be Sarpy County State Bank.

* * *

John M. Shonsey, executive vice president of The Omaha National Bank, was elected vice president and chairman of the Omaha Chamber of Commerce at a recent meeting of that group.

Theodore Spaustat, assistant vice president of The Omaha National, was elected president of the Good Fellowship Club of the Omaha Chamber.

Also elected to a three-year term as a director was **Wm. B. Hargleroad, Jr.**, president of The Center Bank.

* * *

Packers National

Directors voted the following change in officers at their annual meetings:

A. L. Coad, from president to chairman of the board;

C. A. Jeffrey, from senior vice president to vice chairman, and **T. J. Spencer**, from vice president and cashier to president.

Other officer promotions were as follows: **L. J. Kozeny**, from vice

president to first vice president; **Donald E. Dworak**, from vice president and auditor to vice president and cashier, and **Albert J. Janousek, Jr., Walter F. Kunold, Jr., and Joseph S. Stuczynski**, from assistant cashier to assistant vice president.

John B. Foley has resigned as vice

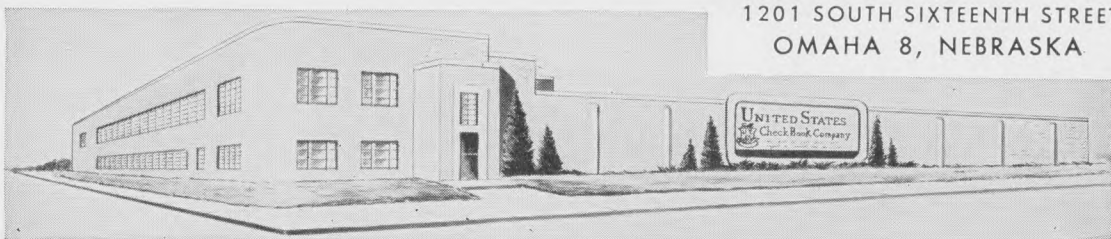


T. J. SPENCER

THE 95 CENT BARGAIN OFFER PLAN

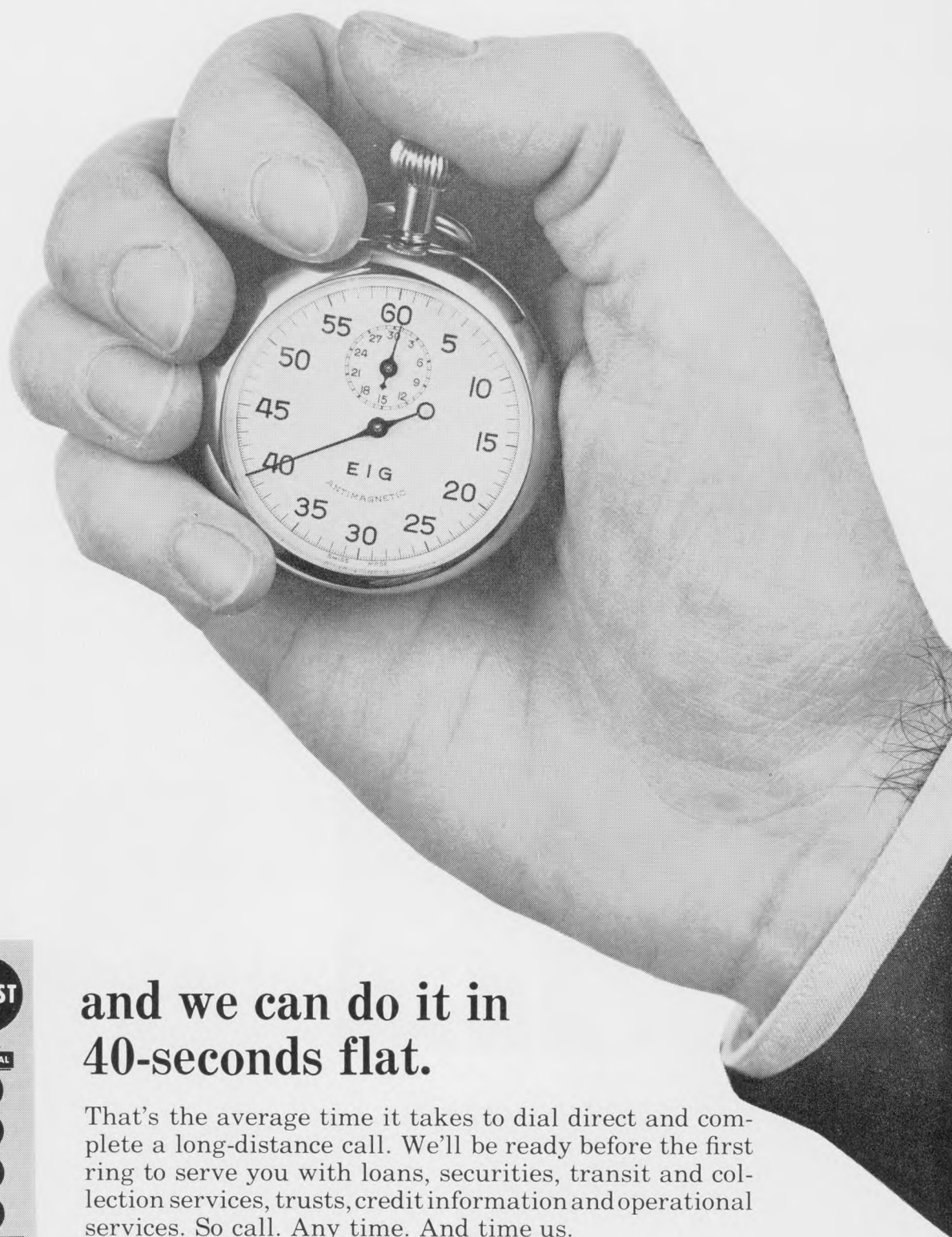
Makes it much easier for you to convert your accounts into buying their own checks
Ask our salesman about this plan.

United States Check Book Company



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OMAHA 8, NEBRASKA

Always the First to serve you



and we can do it in 40-seconds flat.

That's the average time it takes to dial direct and complete a long-distance call. We'll be ready before the first ring to serve you with loans, securities, transit and collection services, trusts, credit information and operational services. So call. Any time. And time us.

First National Bank of Omaha

Member Federal Deposit Insurance Corporation

president effective February 10. Mr. Foley's future plans will be announced at a later date.

* * *

United States National Bank

Edward W. Lyman, president, has announced the election of **Jay Cherniack** and **Fred H. Hawkins** to the bank's board of directors. Mr. Cherniack is president of American Acceptance Corporation. Mr. Hawkins is president of Hawkins Construction Company.



J. CHERNIACK

F. H. HAWKINS

Mr. Cherniack joined American Acceptance in 1919. The company, then a partnership, had been founded in 1909 by his father, Louis Cherniack. Jay Cherniack assumed the presidency of the American Acceptance Corporation of Omaha upon its incorporation in 1924. The firm now operates 65 offices in eight midwestern states.

Mr. Cherniack is a director of the American Industrial Banking Conference, Inc., a director of the Iowa Consumer Finance Association and a member of the executive committee of Nebraska Consumer Credit. He was recipient of the 1964 "Man of the Year

in Finance" award in Iowa.

Mr. Hawkins, 37, was named president in 1960 of the Hawkins Construction Company. In addition, he holds offices in three affiliated companies. They are: president—Security Development Company; treasurer—Hawkins Equipment Company, and treasurer—Building Real Estate Development Company.

* * *

New officers of the Omaha Bankers Association, elected at their meeting last month, are:

President—**James A. Irving**, president, First West Side Bank.

First Vice President—**Edward W. Lyman**, president, The United States National Bank.

Second Vice President—**Ray E. Stanley**, executive vice president, The Center Bank.

Secretary-Treasurer—**Harris V. Osterberg**, executive vice president, Nebraska Bankers Association.

* * *

Robert E. Schweser Company was the successful bidder last month for \$700,000 of City of Blair electric and water department revenue bonds. The bonds will carry an average annual interest rate of 3.123 per cent. Four bidders representing a dozen bond houses participated in the auction.

* * *

Hearings on two state bank charter applications in Omaha were held by State Director of Banking **Henry E. Ley** in Lincoln last month. The first was held January 25 on the application of **Marvin G. Schmid** and

associates for the Rockbrook Bank of Omaha that would be located at 108th and Center Streets.

The second hearing was scheduled for February 5 on the application of **James J. Fitzgerald, Jr.**, and associates for the Bank of Nebraska that would be located at 67th and L Streets. Proposed capital for this bank is \$675,000 total.

It normally takes at least a month following a hearing for the director's decision to be made public.

Hooper

William C. Hargens has been promoted from executive vice president to president of the First National Bank. **Donald Shaffer** has been elected to the bank's board of directors.

Holdrege

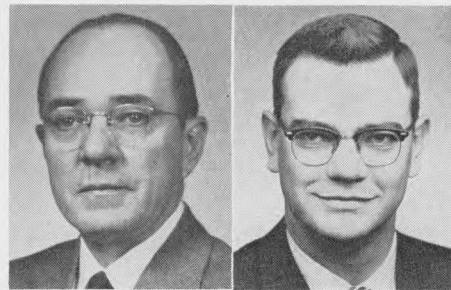
W. M. Pritchard, Lincoln, was named vice president of the First Security Bank and **William F. Nelson**, Kearney, was named assistant cashier at the bank's annual meeting.

Mr. Pritchard has been associated with the Public Finance Corporation and Mr. Nelson has been assistant cashier with the Platte Valley State Bank, Kearney.

Mrs. **Martha Lindstrom** was also named an assistant cashier.

Ralph Misko, bank president, announced that remodeling of the bank was to begin early this month. Included in the plans are drive-in and walk-up windows and new equipment and fixtures.

Kearney



H. OLDFATHER

A. OLDFATHER

Harold Oldfather, president of the First National Bank, was advanced to chairman of the board at the annual meeting last month and **Alan M. Oldfather** was named to succeed him as president.

Platte Valley State

Robert L. Walker and associates and **Wayne R. McKinney** have purchased controlling stock in the bank from **Joe W. DeBord** and family. The change in ownership was announced at the annual stockholders meeting. At the directors meeting, Mr. Walker was elected president and director to succeed Dr. DeBord. Mr. McKinney

**We'll
see you . . .**



Michael Van Horne

Jack Nellson

at the IOWA GROUP MEETINGS!

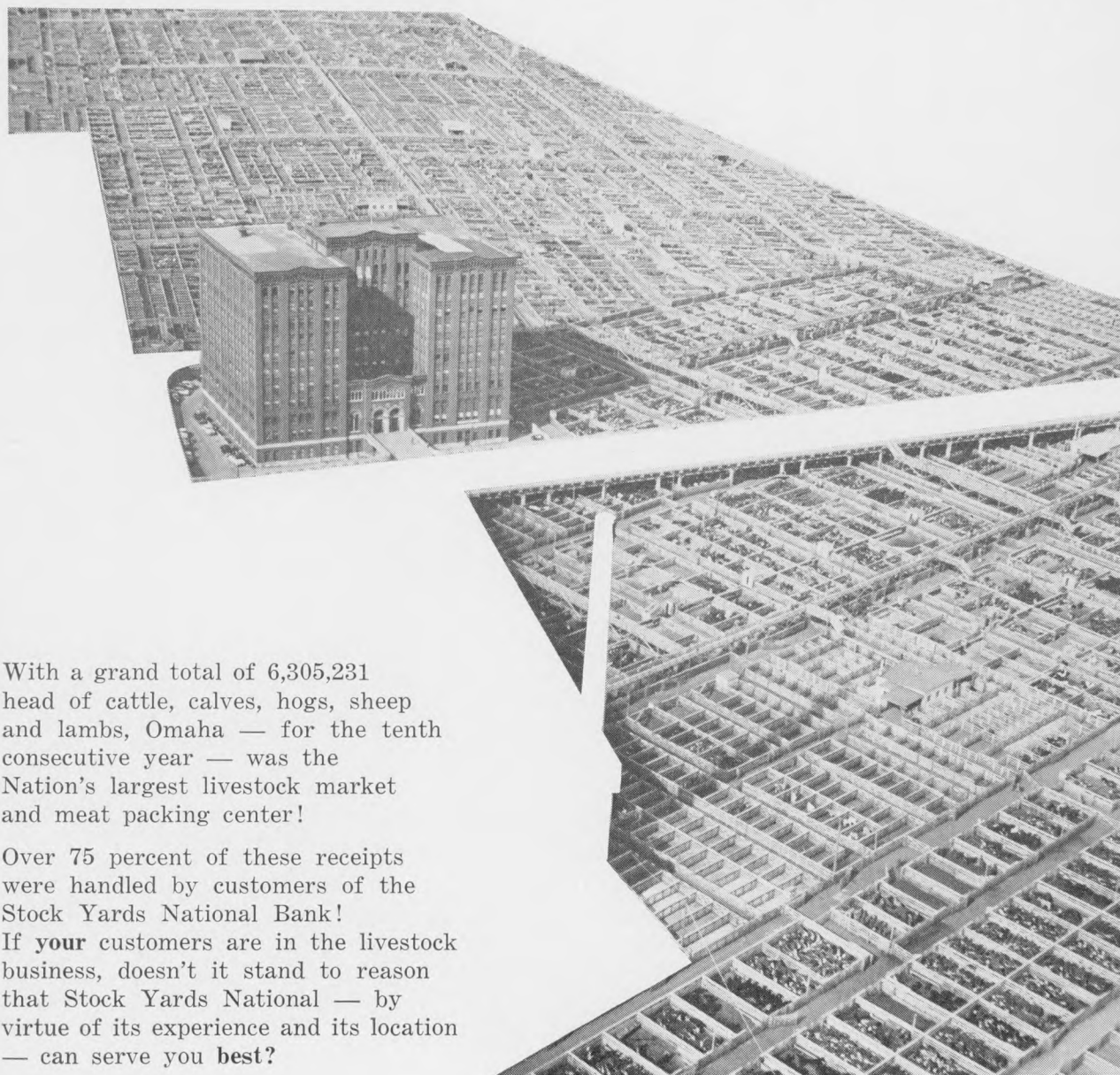
Van Horne

Investments, Inc.

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Over a Half-Century of Bankers Conventions
and Group Meetings

Only One Bank in the World Does Business from the Heart of the World's Largest Livestock Market



With a grand total of 6,305,231 head of cattle, calves, hogs, sheep and lambs, Omaha — for the tenth consecutive year — was the Nation's largest livestock market and meat packing center!

Over 75 percent of these receipts were handled by customers of the Stock Yards National Bank!

If **your** customers are in the livestock business, doesn't it stand to reason that Stock Yards National — by virtue of its experience and its location — can serve you **best**?

STOCK YARDS NATIONAL BANK
THE ONLY BANK IN OMAHA'S UNION STOCK YARDS
OMAHA, NEBRASKA

Member of Federal Deposit Insurance Corporation

Northwestern Banker, February, 1965

Nebraska Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		*December 31, 1963			December 31, 1964		*December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Ainsworth, Commercial Natl.	\$ 4,015	\$ 1,999	\$ 3,574	\$ 1,950	Lincoln, Citizens State	6,144	2,774	5,567	2,488
Alliance National	7,302	1,738	6,836	1,494	City National	1,931	1,193	(new bank in 1964)	
Guardian State	16,332	8,647	15,834	9,410	Cornhusker Bank	1,767	987	1,593	953
Ansley, Security State	1,189	581	1,235	631	First National Bk. & Tr.	145,465	81,773	121,767	73,696
Auburn State	2,968	1,153	2,977	1,015	Gateway Bank	4,516	2,570	3,499	2,165
Aurora, Farmers State	4,417	2,954	4,439	2,486	Havelock National	4,709	2,062	4,467	2,096
Bancroft, First National	1,486	1,162	1,333	1,040	Natl. Bank of Commerce	87,972	50,560	77,709	47,110
Beatrice National	17,060	10,822	14,727	8,639	Union Bank & Trust	8,550	5,084	7,302	4,586
First National Bk. & Tr.	11,466	6,489	10,290	5,891	Loup City, First National	3,000	1,149	3,049	1,016
Blue Hill, Commercial Bank	4,063	2,596	3,666	2,192	McCook, First National	10,473	5,227	8,378	4,427
Broken Bow, Security State	1,183	235	1,227	209	Milligan, Farmers & Merchants	983	250	1,031	255
Bruning State	2,676	1,120	2,572	1,217	Morrill, First National	2,810	1,711	2,733	1,706
Burwell, Bank of	4,042	2,101	4,152	1,968	Nebraska City, Otoe Co. Natl....	6,109	2,119	6,180	1,634
Chester, State Bank of	857	380	865	550	Norfolk, National Bank of	9,332	4,366	7,823	4,076
Columbus, First Natl. Bk. & Tr.	19,991	8,895	18,091	9,538	North Bend, Platte Valley	3,301	2,109	3,105	2,021
Columbus Bank	6,207	3,583	5,666	3,526	North Platte, First National	15,989	8,367	15,277	6,771
Crawford State	2,185	1,073	2,064	878	McDonald State	9,853	3,360	9,244	3,091
Creighton, American National....	4,291	2,341	3,758	2,251	Oakland, Farmers & Mer. Natl....	3,858	1,841	3,526	2,111
Crete, City National	3,905	1,893	3,631	1,562	Omaha, Center Bank	17,401	8,977	13,756	8,778
Daykin, Jefferson County	1,435	1,038	1,402	947	Douglas County	16,575	8,210	14,798	7,988
Dorchester, Citizens State	1,180	722	1,170	563	First National	130,994	83,456	112,307	74,824
Elgin, Bank of	2,715	1,312	2,624	1,178	First West Side	14,135	9,656	12,305	8,418
Emerson, First National	1,894	991	1,880	1,032	North Side	16,146	11,595	15,427	10,213
Fairbury, First National	11,566	5,822	11,152	5,639	Omaha National	281,683	154,005	267,008	158,894
Fairfield State	1,186	489	1,169	555	Packers National	17,005	5,177	16,649	4,780
Falls City, First National	9,008	4,299	8,121	4,345	Security National	2,397	1,709	(new bank in 1964)	
Fremont, First National	16,547	8,767	25,855	8,287	South Omaha	9,074	5,260	8,779	4,814
Fremont National	15,596	6,601	14,759	6,875	Southwest Bank	6,732	4,314	4,855	3,165
Geneva State	7,655	4,426	6,819	4,648	Stock Yards National	32,658	15,726	27,690	15,906
Gordon, First National	5,606	3,593	5,239	2,848	United States National	131,500	74,408	126,081	73,404
Gothenburg, First State	4,432	2,440	3,591	2,387	West Omaha National	347	638	(new bank in 1964)	
Grand Island, Commercial Natl.	13,902	6,735	12,952	5,912	O'Neill National	4,540	1,655	4,643	1,692
First National	24,304	14,522	22,827	12,835	Schuyler, Farmers & Merchants	5,314	1,604	4,479	1,604
Overland National	11,940	6,773	11,512	6,432	Schuyler State	3,602	636	3,417	658
Harvard State	1,613	812	1,676	829	Scottsbluff, First State	8,406	3,157	8,273	3,885
Hastings City National	17,786	8,268	16,177	7,693	Scottsbluff National	18,534	7,017	16,280	7,487
Hastings State	1,828	1,331	(new bank in 1964)		Stanton National	2,487	804	2,420	1,031
Hebron, Thayer County	4,915	2,614	4,459	2,588	Stuart, Tri-County Bank	1,877	881	1,851	793
Hemingford, Bank of	2,644	1,146	2,540	1,361	Superior, Farmers State	2,912	1,862	2,581	1,885
Holdrege, First National	13,143	8,292	12,271	7,610	Security National	3,809	2,020	3,452	1,987
Hooper, First National	3,835	2,142	3,572	2,190	Tekamah, First National	6,278	4,203	5,448	4,030
Hubbell Bank	600	229	606	297	Valentine, First National	6,981	3,891	4,075	2,611
Kearney, First National	13,046	7,787	12,434	6,876	Wahoo, First National	7,233	2,435	6,348	1,994
Platte Valley State	8,591	5,708	7,730	5,177	Wauneta, Wauneta Falls Bank ..	1,710	1,040	1,844	1,023
Kilgore, Farmers State	1,562	380	1,288	333	Wausa, Commercial State	3,123	2,538	2,687	2,352
Lexington, Farmers State	4,466	2,461	4,095	2,441	Wayne, First National	4,475	2,360	4,281	2,910
Lexington State	6,481	3,424	6,489	3,229	State National	7,233	4,728	6,518	4,712
					York, First National	11,192	6,293	10,368	6,625
					York State	9,196	6,707	7,689	5,632

*Some figures are as of December 20, 1963.

continues as executive vice president.

All other officers and directors were reelected. In addition, Mrs. Lela B. Heisey and Eldon G. Grove were elected directors.

Mr. Walker plans to move soon to Kearney from Geneva, where he has been practicing law. His family has been in banking since 1890 and he is presently associated with the Farmers and Merchants Bank of Comstock and the Citizens State Bank of Carleton. He is vice president of the latter bank. Mrs. Heisey is president of the Carleton bank.

Lyons

Peter Heintzelman has been added to the staff of the First National Bank in the capacity of cashier. He was formerly with the Citizens National Bank of Wisner.

Minatare

Dorothe M. Fox, bookkeeper and teller, has been promoted to assistant cashier of the Minatare State Bank. Lena A. Golden, assistant cashier, retired February 1.

McCook

Dennis R. Utter, agricultural rep-

resentative, was named vice president and agricultural representative recently. He joined the bank staff last May after having been associated with the First National Bank and Trust Company, Lincoln.

Officials hoped to complete an extensive remodeling—resulting in doubled floor space—last month.

Norfolk

Burchard E. Adams, 76, a member of the board of directors of the Osmond State Bank, died recently. He was a former president of the Battle Creek State Bank and the Farmers State Bank, Carthage, South Dakota.

North Platte

Charles W. Baskins, attorney, was elected to the board of directors of the McDonald State Bank at the bank's annual meeting last month. Mr. Baskins was elected to fill the vacancy created by C. B. Novak, who resigned to become executive vice president of the South Denver National Bank.

Oshkosh

Jack Scott, former Oshkosh businessman and a resident of Ogallala in recent years, has been named agri-

cultural representative for the Keith County Bank.

Plainview

Keith Redinbaugh, formerly of Creighton, has been named the new assistant vice president and farm representative for the Plainview National Bank.

Rushville

J. W. Hanks, 82, former president of the Stockman's National Bank, died recently.

Pickrell

A majority of the stock of the Pickrell State Bank has been sold to a group headed by W. W. Cook, Sr., president of the Beatrice National Bank. The bank will remain in Pickrell, and Floyd Schneider will continue as cashier.

Saint Edward

J. A. Indra, president of the Bank of St. Edward, recently became chairman of the board and Frank L. Fonda, cashier of the bank for approximately 25 years, was named president to succeed him. Clara E. Fonda and Frances Matzen will serve as vice presidents and directors.

Your Capital City Correspondent

OFFICERS

Glenn Yaussi	President
Myron Weil	Executive Vice President
Herman A. Brockmeier	Senior Vice President
Gene C. Eaton	Senior Vice President
Robert A. Wekesser	Senior Vice President
Douglas Alford	Vice President
L. E. Alford	Vice President
Wilbur H. Baack	Vice President
Winton Buckley	Vice President
A. F. Jorgensen	Vice President
Clifford H. Jorgensen	Vice President
Rex Miller	Vice President
James F. Nissen	Vice President
Ted Thompson	Vice President
Dan Van Buskirk	Vice President
Thomas J. Waldo	Vice President
Paul Bogott	Vice President and Cashier
Chester Nielsen	Controller
Paul R. Scott	Auditor
Jess Carbaugh	Assistant Vice President
L. Paul Fowler	Assistant Vice President
A. B. Goodwin	Assistant Vice President
A. C. Holmquist III	Assistant Vice President
John Shipferling	Assistant Vice President
George W. Shrewsbury	Assistant Vice President
R. P. Vandeberg	Assistant Vice President
Don Wright	Assistant Vice President
Loren Anderson	Assistant Cashier
Robert L. Hans	Assistant Cashier
Fred Hollingsworth	Assistant Cashier
Faye Van Landingham	Assistant Cashier

TRUST DEPARTMENT

John C. Whitten	Sr. Vice Pres. and Tr. Officer
Oscar L. Clarke, Jr.	Vice Pres. and Tr. Officer
Vincent T. Goeres	Vice Pres. and Tr. Officer
Robert S. Hinds	Vice Pres. and Tr. Officer
D. J. Kroger	Vice Pres. and Tr. Officer
Norma Ver Maas	Vice Pres. and Tr. Officer
Charles H. Hinds	Trust Officer
Ross E. Hecht	Trust Officer
Floyd B. Chapman	Assistant Cashier
Keith Cowden	Assistant Trust Officer
Richard Dasenbrock	Assistant Trust Officer

Statement of Condition

December 31, 1964

ASSETS

Cash and Due from Banks	\$19,851,413.75
U. S. Government and Other Securities	12,276,652.74
Municipal Bonds and Warrants	10,070,512.82
Federal Reserve Bank Stock	168,000.00
Loans and Discounts	50,559,814.27
Banking House	1,537,653.22
Furniture and Fixtures	660,322.13
Other Assets	405,167.79
TOTAL ASSETS	\$95,529,536.72

LIABILITIES

Capital Stock	\$2,600,000.00
Surplus	3,000,000.00
Undivided Profits	1,094,339.95
Total Capital Account	\$ 6,694,339.95
Reserve for Dividends	52,000.00
Other Liabilities	810,989.55
Total Deposits	87,972,207.22
TOTAL LIABILITIES AND CAPITAL	\$95,529,536.72



NATIONAL
BANK OF COMMERCE
TRUST & SAVINGS
 LINCOLN, NEBRASKA

MEMBER: F. D. I. C.

Nebraska Bankers Instructors For Spring Economics Course

THE Department of Economics, Municipal University of Omaha, under the direction of Dr. E. J. Steele, will inaugurate a new concept in economic education with its spring semester. The course, "Economics of Commercial Banking," will be offered to students of economics and the college of business administration.

The Nebraska Bankers Association, working with Dr. Steele, is providing the instructors for the course. They will be bankers who have exceptional abilities in their respective areas through both educational and practical backgrounds.

The Nebraska Bankers Association feels this is one of the first steps forward in explaining and helping students, on the university level, to become fully acquainted with the concepts and principles of the banking industry.

Instructors, in addition to Dr. Steele, include Donald J. Murphy, executive vice president, Stock Yards National Bank; Dean Vogel, executive vice president, The United States National Bank; F. Phillips Giltner, executive vice president, First National Bank; George C. Rankin, vice president; Federal Reserve Bank; Morris F. Miller, president, The Omaha National Bank; Albert R. Stelling, vice president, The Omaha National Bank.

Henry R. Roose, vice president, The United States National Bank; Leon F. Hesser, agricultural economist, Federal Reserve Bank of Kansas City; E. Stanton Miller, II, vice president, The Omaha National Bank; Victor D.

Smith, vice president, The Omaha National Bank; R. E. Johnson, Jr., trust officer, First National Bank; Dan S. Spencer, Jr., assistant cashier, Federal Reserve Bank of Omaha; Kermit Hansen, vice president, The United States National Bank; Paul L. Ross, regional comptroller of the currency, Kansas City, and Fred M. Struble, Federal Reserve Bank of Kansas City. All are from Omaha except Mr. Hesser, Mr. Ross and Mr. Struble.—End.

Springfield

Glenn M. Adair has been promoted from assistant cashier to cashier of the Springfield State Bank and has been elected a director of the institution.



G. M. ADAIR

Robert D. Iske, who has served as president and cashier, was named president.

Mr. Iske reported that \$15,000 had been transferred to surplus to raise

that account to \$70,000.

Scottsbluff

J. L. Witters, senior vice president of Scottsbluff National Bank, has retired after more than 50 years of service with the bank.

H. D. Kosman, president of the bank, reports that plans for the bank's new building will probably be finalized in the near future.

Schuyler

Farmers and Merchants Bank

Harold Qualsett, executive vice president and cashier, has been named president of the bank, succeeding James Zoubek.

Mr. Qualsett will also continue to serve as executive vice president of the Clarkson Bank in Clarkson. He is ABA vice president in Nebraska and vice president of Group II. Mr. Zoubek will continue with the Schuyler bank as vice president and cashier.

Schuyler State Bank

Joseph M. Rogers, vice president, retired recently after having been engaged in the banking profession for more than 51 years. Named cashier of the bank in 1945, he was promoted to vice president in June, 1964. He was honored by the Nebraska Bankers Association at the bank's open house last October, marking the bank's 90th year of service.

At the bank's annual meeting, E. J. Krejci was named president and L. F. Otradovsky, vice president, was named chairman of the board. Ronald J. Krejci was named executive vice president and cashier and James L. Hampl, assistant cashier, was advanced to vice president.

Scribner

R. H. Freudenburg was advanced from president to chairman of the board of the Scribner Bank at the annual meeting last month. Eldon C. Freudenburg moved from vice president to president.

Delwin Rumery was advanced to cashier from assistant cashier and H. E. Vackiner, executive vice president, was named managing officer.

Shelby

Jan Grossnicklaus was promoted to assistant cashier by the board of directors of the First National Bank at the board's annual meeting last month.

Syracuse

Rolland W. Johnson was advanced from cashier to executive vice president of the First National Bank last month. Succeeding him as cashier is Lawrence E. Wulf, formerly assistant cashier.

Weeping Water

Walter A. Roberts, 64, cashier at the Nebraska State Bank, died there recently. Mr. Roberts, formerly of Iowa Falls and Cedar Rapids, Iowa, had resided in Weeping Water for 19 years.

THE DOUGLAS COUNTY BANK OF OMAHA

Statement of Condition December 31, 1964

RESOURCES

Cash and Due from Banks		\$ 2,272,001
Securities:		
U. S. Government and Agency Bonds	\$6,682,655	
State, Municipal and Other Bonds	1,363,733	8,046,388
Loans and Discounts		8,210,476
Banking House Furniture and Fixtures		439,950
Interest Earned But Not Collected		152,767
Other Assets		22,219
Overdrafts		183
TOTAL		\$19,143,989

LIABILITIES

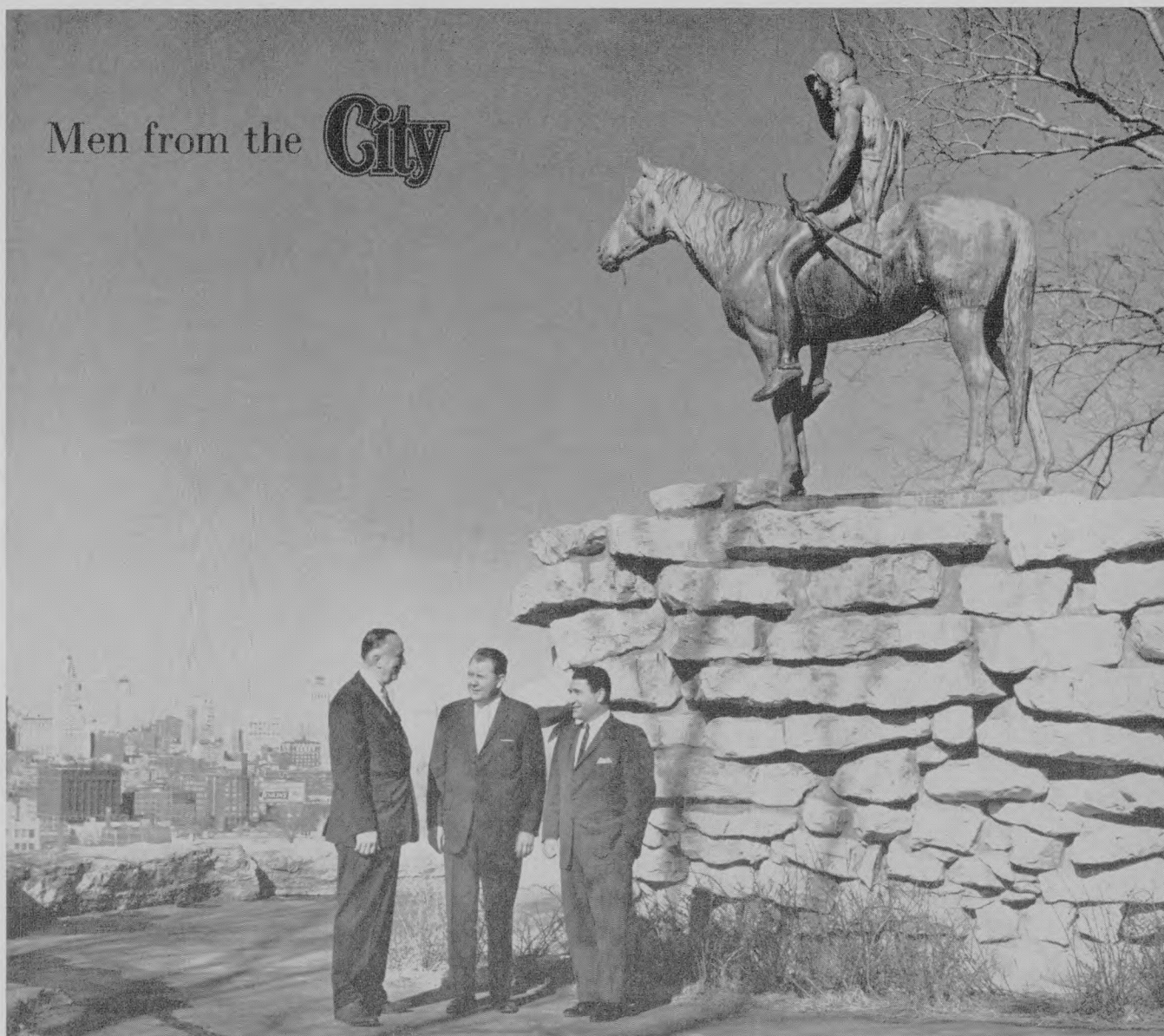
Capital Accounts		
Capital	\$ 700,000	
Surplus	800,000	
Undivided Profits	208,156	
Total Capital Accounts	\$1,708,156	
Reserves	360,954	
Total Capital Accounts and Reserves		\$ 2,069,110
Bills Payable		500,000
Deposits		16,574,879
TOTAL		\$19,143,989

OFFICERS

KENNETH G. HARVEY, President	LEONARD J. HRUSKA, Vice President
HERBERT H. MEILE, Sr. Vice President	LLOYD L. WARNER, Vice President
WALTER W. CLARK, Sr. Vice President	REGINA NAGLE, Assistant Vice President
CHARLES J. WRIGHT, 1st Vice Pres. and Cashier	HARLAN O. FALK, Assistant Cashier
WARREN T. RUSHING, 1st Vice President	JACK K. HARVEY, Assistant Cashier
CARL A. BRADY, Vice President	MIKE HOOD, Assistant Cashier
DUANE C. CHUNKA, Comptroller	RICHARD O. LINES, Assistant Cashier

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**National Bank
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MEMBER F.D.I.C.

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Northwestern Banker, February, 1965

Lincoln News



C. WHEATON BATTEY has retired as chairman of the board of the First National Bank & Trust Company in accordance with the retirement plan of the bank.

Burnham Yates, president, paid tribute to Mr. Battey's significant contribution to the growth and development of First National Bank & Trust Company and noted that he was pleased to announce Mr. Battey will remain active in the conduct of bank affairs as a member of the board of directors and the executive committee.



C. W. BATTEY

Mr. Battey entered the banking business in Lincoln in 1917 with the Nebraska State Bank. Subsequently he served with successor banks, the Connecticut State Bank and Continental National Bank & Trust Company of Lincoln.

He became president of Continental National Bank in 1951 and occupied that position until he became chairman of First Continental National Bank & Trust Company, when Continental National Bank and First National Bank were consolidated in 1960.

Long active in financial and civic affairs, Mr. Battey has served in many offices of associations within the banking business as well as an officer or director of numerous civic, social and charitable organizations in Lincoln and Nebraska. His banking affiliations outside First National Bank and Trust have included the following: director of Omaha branch, Federal Reserve Bank of Kansas City, 1957-63; member of Nebraska Bankers Association executive council, and member of the A.B.A. installment credit commission, 1953-55.

In his report to shareholders at

their annual meeting, Mr. Yates said occupancy of the new building completed by the bank during 1964 is now running 95 per cent of available rental space.

Mr. Yates reported year-end deposit totals of \$145,000,000 and loan totals of \$81,000,000, with net operating earnings, including the building corporation, of \$1,089,000. After payment of dividends and transfers to loan reserve, \$453,000 was added to capital accounts, which totaled \$12,433,000 at year-end.

Paul Schorr, Jr., executive vice president of Commonwealth Electric Company, was elected a director of the bank.

At their meeting later, directors elected **Wilbur E. Carley**, **Lawrence L. Cook** and **Van C. Duling** as vice presidents in the travel division. This is a new division organized earlier in January following acquisition by First National of Lincoln Tour and Travel Agency, Inc. Tour and travel services will continue to be offered at locations formerly occupied by the travel agency, at 214 South 13th Street and 27 Lincoln Gateway in the Gateway Shopping Center. Mr. Yates noted that many banks throughout the country now operate travel agencies.

Henry E. Ley was appointed to a full term as director of banking in Nebraska last month by **Governor Frank Morrison**. The 61-year old veteran banker was appointed last February to fill out the unexpired term of **Ralph Misko** when the latter resigned to join a Lincoln bank.

Mr. Ley's salary as set by state law is \$10,500 a year. He is president of the State National Bank at Wayne.

Two new members were elected to the advisory board to the board of directors of National Bank of Commerce T&S last month. They are

Harry P. Seward, Jr., administrative vice president of Bankers Life Nebraska, and **James Stuart**, president of Stuart Investment Company. Re-elected to the advisory board were **R. E. Campbell**, chairman of the board of Miller and Paine department store, and **Byron Dunn**, former chairman of the board of the bank.

President **Glenn Yaussi** reported a banner year for the bank at the 62nd annual stockholders meeting. He said that "Net operating earnings after tax were \$602,691 or \$4.64 a share for the highest in the bank's history. Deposits at year end were \$87,972,207, the highest ever and an increase of \$10,263,441."

All officers and directors were re-elected.

* * *

Melvin H. Andelt, cashier, and **James R. Krieger** have been elected assistant treasurer and controller, respectively, of First Nebraska Securities, Inc. and its wholly owned subsidiary First Nebraska Securities Corporation.

The Nebraska domiciled investment companies have offices in Lincoln, Omaha, Grand Island and Hastings. First Nebraska Securities, Inc., is the only member of the New York Stock Exchange with home office in Nebraska.

* * *

Ralph E. Misko, chairman of the board, City National Bank of Lincoln, has announced the election of **Dale E. Fahrnbruch** to the board of directors. Mr. Fahrnbruch is a partner in the law firm of Beynon, Hecht & Fahrnbruch.

Mr. Misko also announced the election of two vice presidents. They are **Clyde F. Card** and **Alfred H. Adams**. Named assistant vice president was **James W. Olson**, manager of the bank's installment loan department.

* * *

The Lincoln board of education has revised its policy governing deposit of school district money in Lincoln banks. Previously, the money was deposited on a split basis of days between **First National Bank and Trust Company** and **National Bank of Commerce**.

The board has voted to clear all payroll warrants through National Bank of Commerce and all claim warrants through First National. **City Na-**



ANNUAL STATEMENT OF CONDITION

at the close of business December 31, 1964

RESOURCES

Cash and Due from Banks	\$ 32,538,059
United States Government Securities	22,271,696
Municipal Bonds and Warrants	15,643,436
Other Bonds and Securities	251,029
Loans and Discounts	81,898,278
Stock in Federal Reserve Bank	285,000
Furniture and Fixtures	1,383,411
Investment in Bank Premises	3,983,942
Accrued Interest Receivable	997,231
Other Assets	90,017

Total Resources.....\$159,342,099

LIABILITIES

Capital Stock	\$ 4,750,000
Surplus	4,750,000
Undivided Profits	2,933,369

Total Capital Funds.....\$ 12,433,369

Interest Collected Not Earned	876,663
Reserved for Taxes, Interest and Expenses	566,981
Deposits	145,465,086

Total Liabilities.....\$159,342,099



**FIRST NATIONAL BANK
& Trust Company of Lincoln**

12th and N Street
LINCOLN, NEBRASKA

tional, which had asked to be included as a depository, was excluded. At the same time, the board authorized a considerable amount of school funds formerly deposited to be placed in short-term investments. This will have the effect of reducing the average account from \$500,000 to about \$150,000 according to a school authority, who said estimated interest earned would mean between \$15,000 and \$30,000 for the school district over a year's time.

* * *

Cornhusker Bank

Kenneth H. Niedan, who has been assistant vice president of the Western State Bank of Sioux Falls, S. D., for the past five years, has been elected vice president, cashier and a member of the board of directors of the Cornhusker Bank. All other officers and directors of the bank were re-elected.



K. NIEDAN

President
George A. Frampton

and Mrs. Frampton left Lincoln January 28 for a six weeks vacation in Hawaii.

Prior to entering the employ of the Western State Bank in September, 1959, Mr. Niedan was an installment loan officer in the office of the Commercial Credit Corporation at Rapid City, S. D., where he was employed for four years.

Mr. Niedan is a brother of **Dean Niedan**, formerly assistant cashier of the Rock County Bank of Luverne, Minn., who entered the employ of the McDonald State Bank of North Platte, Neb., in September, 1964, as assistant vice president. Both men obtained their positions through Bankers Service Company, Des Moines.

School Begins March 7

Applications for the Basic School of Banking, to begin at the Center for Continuing Education, Lincoln, March 7, are being received by William H. Osterberg, registrar, The School of Basic Banking, 420 Farnam Building, Omaha, Neb. 68102.

Mr. Osterberg is also executive secretary of the Nebraska Bankers Association which, with the Kansas and Missouri Bankers Association, is co-sponsoring the school, as was reported in last month's **NORTHWESTERN BANKER**.

Both men and women are eligible to attend the school which is organized on a one-year basis with attendance on the campus required for one week.

Formal classes will meet for approximately 7½ hours each day for a total of five sessions; three evening programs devoted to banking associations, other financial institutions and electro-data processing will complete the curriculum.

Applications for the one-week session—tuition for which is \$125—may be secured from the headquarters of the Nebraska, Kansas or Missouri Bankers Associations.

Members of the school's board of trustees are Don Murphy, executive vice president, Stock Yards National Bank of South Omaha, president; A. C. (Jack) Holmquist, III, assistant vice president, National Bank of Commerce Trust and Savings Association, Lincoln; Julius H. Mietzner, cashier, The State Bank of Hildreth, Nebraska; Fred A. Dunmire, assistant vice president, Commercial National Bank, Kansas City, Kan.; Clifford W. Stone, president, Walnut Valley State Bank, Eldorado, Kan.; Dale E. Oliver, president, Security State Bank, Great Bend, Kan.; Charles F. Mehrer, III, assistant vice president, City National Bank and Trust Company, Kansas City, Mo.; Horace Dunagan, Jr., president,

First State Bank, Caruthersville, Mo.; and James Nicol, president, First National Bank, Independence, Mo.

Valentine

Willard Lynch has resigned as executive vice president of Farmers State Bank, Winner, S. D., to be executive vice president of Bank of Valentine. This was the Bank of Wood River until it was moved recently into Valentine after the Nebraska State Bank was closed.

Nebraska State Bank

Richard Davenport, 45, former president, was sentenced to a minimum of eight years in jail in a 20-minute court session in Valentine last month. Mr. Davenport, who confessed that he may have embezzled as much as \$3 million of the bank's funds, was sentenced on one count to five to 10 years and three to five years on a second count. The sentences were suspended for a period of 30 days after which time the former bank president will enter the Nebraska Penal Complex at Lincoln.

West Point

Gerald C. Hunke was promoted from assistant to vice president of the First National Bank at the recent annual meeting of the board of directors.

Wisner

Robert A. Beckman last month was named assistant cashier of the Citizens National Bank at the bank's annual meeting.

Wolbach

Dale Stine, president and executive officer of the North Loup Valley Bank, North Loup, has purchased the controlling interest in the Peoples State Bank here. Mr. Stine purchased the majority of the stock held by John Wilson, executive vice president and cashier of the Wolbach bank. Mr. Wilson had been associated with the bank for 35 years.

Elton M. Jess, formerly vice president and cashier of The Tilden Bank, has been named cashier of the bank in Wolbach.

York

First National

Directors have promoted L. V. Peterson, agricultural representative, from assistant vice president to vice president.

York State

Roger D. Sack has been advanced from vice president to executive vice president by directors at their annual meeting.

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in customer
service, and
extra profits”

Reports FRED C. HARRIS, President and Chairman
Bank of Monroe
Monroe, Nebraska



“This new ‘Worth Preserver’ Plan is a valuable addition to our banking operation—both as a customer service and as a source of extra profits. For 70 years, our bank has felt a responsibility to keep depositors up to date on important changes that can affect them financially. WE appreciate United American’s new service as much as customers do!” As creative Midwestern bankers like Fred Harris have found, United American Life’s ‘Worth Preserver’ Plan can play a vital role at *your* bank. It offers a service you probably haven’t been able to make available...one you may not have realized you needed, until customers begin thanking you! Moreover, this new plan brings new revenue to your bank without cost to you or your customers. Actually, *we pay you*—and do all the work, too. Learn more about this great participating profit opportunity from one of our experienced bank plan specialists, at your convenience. For prompt attention, write or wire Mr. W. W. Wilson, Jr., or telephone collect now: (Area Code 303) 825-1331.

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W. W. Wilson, Jr., President

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Denver, Colorado

Northwestern Banker, February, 1965



SIoux CITY
Group One
February 12



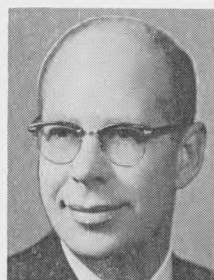
BURLINGTON
Group Eleven
February 22



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 on both Holidays
 for the
 Bankers' Group
 Meetings*



CY KIRK



HOMER JENSEN



GORDON DODGE

**BANKERS TRUST
 COMPANY**



6th Avenue and Locust Street

Des Moines, Iowa

Member: F. R. S.

Member: F. D. I. C.

Iowa NEWS

E. L. BALLOU President **Storm Lake**
FRANK WARNER Secretary **Des Moines**



Albia

Andrew Westendorf has been elected to the board of directors of the Peoples National Bank. At the annual stockholders meeting, it was voted to raise the capital from \$100,000 to \$200,000 by a stock dividend.

Algona

Ralph Miller, 74, president of the Iowa State Bank until his retirement in 1952, died recently at an Algona hospital.

Mr. Miller had been ill since November 22, when he and his wife were found in their home overcome by fumes which filled their home after a flue became plugged.

Harold Gilmore is retiring from active duty in the Iowa State Bank, but will remain as board chairman.

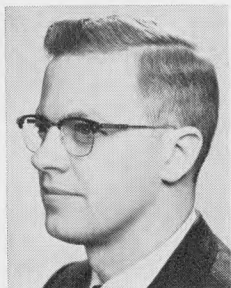
Alta Vista

Joe Menges, who has served the Alta Vista State Bank as its chief executive for more than 30 years, has sold all but qualifying shares of his stock to Victor M. Meyer, vice president of the Commercial Trust and Savings Bank Charles City, and Paul Hentges, cashier of Alta Vista State Bank. Mr. Meyer will continue with the Charles City bank. Mr. Hentges will be managing officer of the Alta Vista bank. Bankers Service Company, Des Moines, negotiated the sale.

Mr. Menges, who rose from janitor to president of the bank, was featured recently in the Waterloo Courier series of "Northeast Iowa Leaders" in which his community service record was reviewed.

Anthon

Walter F. Sterrett, Jr., has been advanced from assistant cashier to cashier and managing officer of First Trust and Savings Bank. He succeeds Len C. Lamar, who moved February 1 to Remsen where he has been elected vice president and cashier. Mr. Sterrett has been



W. F. STERRETT, JR.

with the Anthon bank since 1955 and is a senior at the School of Banking at the University of Wisconsin.

Alton

Ray Schreur has been elected an assistant cashier of the Alton Savings Bank.

Altoona

Earl Freel, who has been associated with Bankers Trust Company, Des Moines, for 17 years, has joined Altoona State Bank. C. Dean Trent, vice president of the bank, has resigned his position.

Ames

Stockholders unanimously approved "First National Bank, Ames, Iowa" as the new name for the Ames Trust and Savings Bank at the annual meeting last month. The name change becomes effective May 1. A national charter was earlier authorized for the bank.

Andrew

Thelma Karsten has resigned as a director of the Andrew Savings Bank. Her place on the board has been taken by A. B. Wissink, formerly of Austin, Texas, who will also serve as vice president.

Atlantic

D. F. Kuiken has been promoted from cashier to vice president and cashier of the Atlantic State Bank.

Bettendorf



E. P. LANTAU

R. T. KNAPP

E. P. Lantau announced at the recent annual meeting of the Bettendorf Bank and Trust Company, his semi-retirement from the bank. Allan Seitz, a prominent builder in the area, was elected a member of the board of directors at the meeting.

The stockholders also approved an increase in capital by amending the articles of incorporation. An additional \$220,000 will be raised among the stockholders in order to increase capital and surplus to \$800,000 and total capital accounts to over \$1 million.

Robert T. Knapp was elected president of the bank and Frank Henderson was elected cashier in addition to his previous title of vice president. Jack Grothusen was promoted from assistant cashier to assistant vice president. Clair Chalup and Tom Briemeyer were named assistant cashiers.

Burlington

A plan of service recognition for employees of Burlington Bank & Trust has been announced.

Nineteen employees and two retired employees presently serving on the board of directors where recently presented awards based on multiples of five years of service to the bank. Honored for 45 years of service were Roy Hentzel and Martin Granaman. Delores Laurenroth and Francis Swan were honored for their 40 years of service.

Cedar Falls

First National Bank

Marvin C. Morgan, manager of the installment loan department, was recently promoted to assistant cashier.

Midway Bank and Trust

Keith E. Loterbour was promoted from cashier to vice president and cashier at the annual meeting recently. President Philip S. Berg reported that capital stock, previously held by the Greater Iowa Corporation, had been returned to local ownership and that 22 new stockholders were acquired in the transaction.

Cedar Rapids

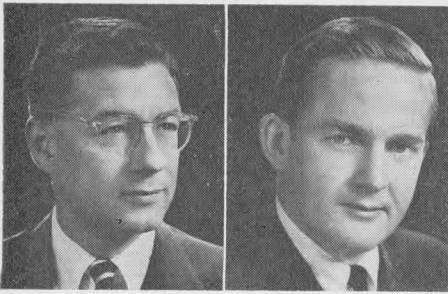
Merchants National Bank

John T. Hamilton, II, president, recently announced that James E. Coquillette, F. Forbes Olberg and Russell I. Hess had been named senior vice presidents. P. James Vandine was named vice president and former auditor Louis Hill, Jr. was named vice president and controller.



R. I. HESS

Edward Kadera was named assistant cashier and Ronald D. Neil was named auditor.



J. E. COQUILLETTE F. F. OLBERG

Mr. Coquillette, 44, will be in charge of the loaning division. An officer of the bank for 17 years, he was formerly with the Continental Illinois National Bank and Trust Company in Chicago before joining Merchants National.

Mr. Olberg, 41, will be in charge of operations and marketing. A lawyer by profession, Mr. Olberg joined the bank staff 12 years ago.

Mr. Hess, 58, also with the bank 12 years, is in charge of the trust department. He was formerly head of the federal estate tax division of the Internal Revenue Service in the Cedar Rapids district. Prior to that he was with the Federal Land Bank of Omaha and in the private practice of law.

Mr. Van Dine is in charge of Merchants National data processing center.

Guaranty Bank and Trust

The new drive-in banking facility opened for business January 18 at 321 Second Avenue, S.E., according to Van Vechten Shaffer, bank president.

Peoples Bank

Peoples Bank has advanced James S. Livingston from assistant cashier and auditor to assistant vice president and comptroller.

Charles City

Edgar Ball, a director of First Se-

curity Bank and Trust Company since January, 1955, died recently of a heart attack.

At the annual meeting of the stockholders last month, Frank J. Pryatel, plant manager of the Oliver Corporation, was elected a director of the bank.

Cherokee

Carl J. Goeb, vice president and a director for many years for Central Trust and Savings Bank, has resigned in order to spend his retirement in traveling.

John B. Keeline, II and James H. Keeline were elected new directors at the bank's annual meeting last month.

Clarinda

D. C. Davison was elected a new director of the Citizens State Bank at the annual meeting held last month.

Clarion

Robert McKee, president of the Wright County State Bank, and M. C. Schroeder, cashier of the Bank of Galt, announced last month that the Wright County State Bank has acquired the assets of the Bank of Galt and has assumed its deposits. The banking operation will be continued at its present location and will be known as the Galt Office of the Wright County State Bank. The agreement is subject to final approval of the Federal Deposit Insurance Corporation and the State Department of Banking.

Climbing Hill

Donald L. Lorenzen, Merville, has been elected to the board of directors of the Climbing Hill Savings Bank, replacing the late Ora G. Smith.

Clinton

Clinton National Bank

Clinton National Bank will mark its 100th anniversary in 1965.

Iowa State Savings

Work was expected to begin last month on the razing of property next to the bank at North Second street and Main avenue to make way for an expansion and modernization program planned by the bank.

Colfax

Howard E. Bell was elected president of the First National Bank, succeeding Paul Monroe, at the bank's annual meeting last month. Mr. Monroe, president since 1953, will continue to serve the bank as chairman of the board. Charles M. Stinson, cashier, was promoted to executive vice president and Ralph R. DeReus, assistant cashier, was named cashier.

Council Bluffs

Council Bluffs Savings

Floyd E. Hughes, Sr. has retired from the board of directors of the Council Bluffs Savings Bank and his place on the board has been taken by his son, Floyd E. Hughes, Jr.



F. E. HUGHES, SR. F. E. HUGHES, JR.

A director of the bank for 16 years, the elder Mr. Hughes is the founder of Hughes Motor Company, Council Bluffs. L. W. Barnes has been named vice president of the bank's McClelland office.

First National

President Dale Ball reported recently that Ora Moller had joined the bank's staff as manager of agricultural properties. Mr. Moller had owned and operated the Council Bluffs firm of Moller Realty for the past eight years.

State Savings Bank

Two new members were added to the board of directors. They are Calvin A. Spencer, vice president, and W. D. Cairney, partner in a Super Valu Store, Council Bluffs. E. T. Richmond, former board member, was not re-elected because of illness.

SECURITY TRUST & SAVINGS BANK

STORM LAKE, IOWA

Statement of Condition December 31, 1964

RESOURCES

Cash on hand	\$1,151,783.21
U. S. Government Securities	1,970,814.00
State, County and Municipal Bonds	529,964.85
Stock of Federal Reserve Bank	9,000.00
Loans and Discounts	2,507,017.30
Bank Premises Owned	40,897.96
Furniture and Fixtures	1.00

\$6,209,478.32

LIABILITIES

Capital Stock	\$ 150,000.00
Surplus	150,000.00
Undivided Profits	265,883.86
DEPOSITS	5,643,594.46

\$6,209,478.32

OFFICERS

L. E. BALLOU, Chairman of Board
E. L. BALLOU, President
G. B. EGINTON, Exec. Vice-President
ARNOLD L. JENSEN, Asst. Cashier

W. A. LUHMANN, Vice-President
C. C. FRITCHER, Vice-President
JOHN DUMKRIEGER, Cashier
PAUL SCHIMMER, Asst. Cashier

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BOARD OF DIRECTORS

CHRISTY F. ARMSTRONG
Vice President

FRANK H. BERTSCH
President—Flexsteel Ind., Inc.

D. B. CASSAT
President—Interstate Finance Corp.

D. W. ERNST
President

MAURICE A. FRAHER
Retired Director—
John Deere & Co.

ROY F. GLAB
First Vice-President

W. N. GLAB
President—Morrison Bros. Co.

ROBERT G. HOLSCHER
President—Holscher Apothecaries

M. L. KAPP
President—Interstate Power Co.

W. J. KLAUER
President—Klauer Mfg. Co.

J. BRUCE McDONALD
Director and Secretary
A. Y. McDonald Mfg. Co.

CHARLES J. SCHRUP
Vice-President & Trust Officer

NICHOLAS J. SCHRUP
Vice-President

A. L. VOGL
Vice-President &
Senior Trust Officer

LOUIS H. PFOHL
The Fischer Companies

H. W. WAHLERT
President—Dubuque Packing Co.

HONORARY DIRECTORS

H. T. BERTSCH
Chairman—Flexsteel Ind., Inc.

N. J. GRETEMAN
Special Consultant

OTTO F. HENKER
Retired

C. J. KLEINSCHMIDT
Special Consultant

OFFICERS

D. W. ERNST
President

ROY F. GLAB
First Vice-President
Cashier

C. F. ARMSTRONG
Vice-President

W. G. BAUMHOVER
Vice-President

LEO F. KANE
Vice-President

J. L. RILEY
Vice-President

CHARLES J. SCHRUP
Vice-President

NICHOLAS J. SCHRUP
Vice-President

TRUST DEPARTMENT

A. L. VOGL
Vice-President
Senior Trust Officer

CHARLES J. SCHRUP
Vice-President

JAMES R. BULLARD
Assistant Cashier
Trust Officer

American Trust & Savings Bank

STATEMENT OF CONDITION

December 31, 1964

Assets

Cash	\$10,356,098.04
U. S. Government Securities	9,582,345.73
U. S. Public Housing Authority Bonds	1,185,817.18
Municipal Bonds	2,894,318.07
Federal Reserve Bank Stock	90,000.00
Loans	20,264,045.38
Overdrafts	237.38
Bank Premises—(Including Furniture and Fixtures)	893,723.85
Customers' Liability on Letters of Credit..	229,376.25
Other Assets	15,613.77
	<hr/>
	\$45,511,575.65

Liabilities

Capital	\$ 500,000.00
Surplus	2,500,000.00
Undivided Profits	487,380.86
	<hr/>
	\$ 3,487,380.86
Liabilities under Letters of Credit	229,376.58
Other Liabilities	765,170.59
Deposits	41,029,647.62
	<hr/>
	\$45,511,575.65



**american trust
and savings bank**

9TH AND MAIN, DUBUQUE, IOWA

MEMBER: FDIC • FRS

Iowa Bank Statement Figures

From Reports Received by January 20, 1965

(Last three figures omitted)

	December 31, 1964		*December 31, 1963			December 31, 1964		*December 31, 1963	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
Ackley State	\$ 5,886	\$ 2,875	\$ 5,234	\$ 2,728	Hudson State	1,798	1,083	1,658	885
Adel, Dallas County State	9,684	6,103	8,704	5,032	Humboldt Trust & Savings	8,428	3,716	7,300	4,139
Akron, First National	3,076	3,076	2,654	1,331	Ida Grove, Ida Grove State	8,945	5,730	7,248	5,920
Albia, Peoples National	5,758	2,970	5,281	2,900	Independence, Farmers State	7,759	3,110	7,900	3,283
Algona, Iowa State	7,474	3,472	6,647	2,862	Indianola, Warren Co. Bk. & Tr.	2,823	1,364	2,465	1,612
Ames Trust & Savings	14,144	5,110	12,871	4,908	Iowa City, First National	28,333	13,870	25,263	10,823
Union Story Tr. & Sav.	9,879	4,504	9,433	4,155	Iowa State	25,498	14,338	23,699	12,324
Anamosa, Citizens Savings	7,188	4,470	6,651	3,470	Iowa Falls, Citizens State	7,522	4,244	6,482	5,015
Anita State	4,157	2,881	3,695	2,607	Jefferson State	9,194	4,928	8,311	5,959
Atlantic State	12,191	4,090	11,290	5,256	Kalona, Farmers Savings	3,822	1,999	3,033	3,179
Whitney Loan	10,239	3,940	10,780	4,786	Keokuk, Security State	9,382	3,033	9,014	3,179
Auburn Savings	1,751	1,107	1,582	1,093	Keystone Savings	3,268	1,104	2,990	1,229
Audubon, First State	6,787	4,762	6,105	4,562	Knoxville, Community Natl.	8,974	4,973	8,561	4,500
Avoca State	4,111	2,671	3,585	2,408	LeMars Savings	11,053	7,271	9,955	7,426
Bedford, State Savings	4,618	2,049	3,754	1,912	First National	5,969	4,074	5,618	3,731
Belle Plaine, Citizens State	5,936	2,953	5,611	2,893	Lynnville, First State	1,719	1,072	1,650	927
Bettendorf Bank & Trust	10,589	6,468	10,906	5,470	Madrid, City State	3,443	1,774	3,429	1,955
Boone State	9,885	5,083	9,464	4,413	Malvern Trust & Savings	4,248	1,538	3,783	1,700
Citizens National	10,756	5,405	10,270	4,773	Manly State	3,854	1,969	3,400	1,924
Breda Savings	1,505	870	1,366	995	Manson State	3,908	1,335	3,599	1,800
Britt, First State	5,348	2,259	5,128	3,025	Marion, Farmers State	13,750	6,641	11,318	5,423
Brunsville, First State	1,189	678	1,145	689	Marshalltown, Fidelity Savings	16,691	10,529	14,385	9,263
Burlington Bk. & Tr. Co.	18,931	10,365	17,977	9,712	Security Savings	20,663	12,764	18,560	11,210
Farmers & Merchants	15,077	8,507	13,599	7,798	Martelle, Farmers Savings	1,447	970	1,282	900
National Bank of Burlington	19,747	12,108	17,244	10,113	Mason City, First National	36,908	20,213	33,928	19,205
Cedar Falls Trust & Savings	9,339	6,460	7,828	4,275	United Home	21,337	12,689	18,860	12,277
Cedar Rapids, Merchants Natl.	119,594	54,581	112,736	48,816	Maquoketa, Jackson State Sav.	14,729	9,069	13,473	8,205
Peoples Bank & Trust	36,210	13,867	32,415	13,436	Merrill, Farmers State	2,296	1,263	2,058	1,367
Centerville, Iowa Tr. & Savings	5,474	1,991	5,118	1,941	Miles Savings	2,991	1,663	2,618	1,357
First National	4,500	1,061	4,124	1,115	Missouri Valley, First Natl.	4,678	2,361	4,505	2,112
Central City, City State	2,119	1,347	1,949	1,020	Monticello State	20,953	16,341	19,210	15,748
Chariton, Natl. Bk. & Tr.	7,250	1,709	5,656	1,497	Morning Sun, Iowa State	3,439	1,833	3,044	1,931
Charles City, Comm. Tr. & Sv.	6,671	2,960	5,792	2,549	Mount Pleasant Bank & Trust	4,032	1,645	3,179	1,668
First Security	12,296	7,233	11,044	7,370	Mount Vernon Bank & Trust	3,167	1,938	2,877	1,871
Clarinda, Citizens State	6,008	2,494	5,771	2,135	Moville, First Trust & Savings	4,300	1,769	3,873	1,955
Page County State	6,529	3,280	6,185	3,096	Muscatine Bank & Trust	22,028	11,557	20,420	10,244
Clarion, First National	7,716	3,693	6,922	4,034	Muscatine, Central State	21,403	9,864	18,527	8,343
Wright County State	3,437	1,921	2,999	1,849	New Hampton, First National	5,914	2,082	5,554	2,227
Clinton, City National	20,792	8,149	19,400	8,169	Newton, Jasper County Savings	17,639	10,427	17,806	10,470
Clinton National	15,776	5,546	15,372	5,661	Newton National	7,203	3,321	6,663	3,063
Colfax, First National	6,556	2,900	5,963	2,909	Oakland, Citizens State	4,307	2,590	4,001	2,750
Council Bluffs Savings	34,010	20,981	29,936	20,559	Oakland Savings	3,729	1,234	3,693	1,446
First National	21,710	15,720	19,626	10,139	Odebold State	3,558	1,727	3,398	1,872
State Savings	16,455	10,751	14,468	8,901	Oelwein, First National	11,043	5,285	9,665	4,859
Creston, First National	8,412	4,432	7,647	4,178	Oelwein State	6,182	3,468	5,580	3,315
Dallas Center, Brenton State	8,014	5,129	7,505	4,385	Onslow Savings	1,932	934	1,657	1,054
Davenport Bank & Trust	117,969	57,451	113,649	59,000	Osage, Home Trust & Savings	6,099	2,635	5,604	2,553
First National	2,817	1,844	1,027	772	Osage-Farmers National	5,681	2,205	5,143	2,841
First Trust	23,066	12,879	21,064	12,490	Osceola, Clarke County State	5,695	3,649	5,542	3,621
Decorah State	10,309	4,404	9,725	4,173	Oskaloosa, Iowa Trust & Sav.	1,136	2,279	4,746	2,016
Denison, First National	5,944	4,100	5,686	3,689	Mahaska State	11,224	6,266	10,431	6,374
Des Moines, Bankers Trust	48,597	48,642	80,208	48,243	Ottumwa, Union Bank & Trust	28,691	16,435	27,053	15,111
Capital City State	32,260	12,203	27,097	13,124	Paulina, First National	3,838	1,208	3,315	1,127
Central National	155,216	54,451	152,114	57,234	Pella National	9,122	4,614	9,937	4,533
First Federal State	8,522	5,085	8,017	4,295	Perry, First National	8,025	5,296	7,759	4,916
Highland Park State	10,866	6,907	10,113	5,612	Perry State	8,155	4,156	7,264	3,655
Iowa State Bank	20,033	8,968	19,522	9,311	Portsmouth, State Bank of	1,943	922	1,545	1,062
Iowa-Des Moines National	191,578	93,206	170,758	82,399	Postville, Citizens State	4,117	2,314	3,786	2,011
National Bank of Des Moines	12,278	6,841	10,196	5,907	Postville State	3,684	1,541	3,654	1,605
N.W. Des Moines National	8,756	5,268	8,244	4,737	Red Oak, Houghton State	12,845	8,177	12,476	7,645
Plaza State	5,778	2,635	5,491	2,422	Montgomery County National	8,260	4,222	6,991	2,520
South Des Moines National	4,137	2,686	3,529	2,189	Renwick Savings	1,790	994	1,570	971
Valley Bank & Trust	34,218	21,204	34,679	20,561	Rippe Savings	1,890	1,046	1,704	903
Donnellson, Citizens State	4,706	1,747	4,244	1,709	Rock Valley, Valley State	5,527	3,666	4,912	3,785
Dubuque, American Tr. & Sav.	41,030	20,264	36,045	19,503	Saint Ansgar, Citizens State	4,795	2,122	4,205	2,338
Dubuque Bank and Trust	29,662	19,535	24,535	16,351	Schaller, State Bank of	2,599	1,194	2,206	1,405
First National	36,703	14,576	31,131	12,025	Schleswig, Farmers State	5,225	3,374	4,622	3,357
Dunlap Savings	2,579	1,710	2,293	1,464	Sheldon, Security State	6,506	3,846	5,689	2,760
Eagle Grove State	2,731	1,568	2,386	1,425	Shenandoah, City National	6,774	1,964	6,341	2,113
Security Savings	6,372	3,014	5,765	2,960	Security Trust & Savings	6,343	1,831	6,258	2,009
Earling, Farmers Tr. & Sav.	1,960	1,499	1,747	1,552	Sidney, Fremont County Sav.	4,040	1,430	3,448	1,559
Edgewood, Community Savings	2,477	1,057	2,380	1,062	Sioux City, First National	55,587	32,785	50,455	29,774
Elkader, Central State	5,660	2,006	5,105	2,148	Live Stock National	29,180	18,586	29,396	17,225
Emmetsburg, Iowa Tr. & Sav.	4,882	3,217	4,322	2,918	Security National	54,015	31,157	50,256	29,692
Palo Alto County State	7,101	4,272	6,522	4,067	Toy National	40,259	22,341	37,824	21,428
Estherville, Emmet County State	10,300	4,369	9,320	4,082	Spencer, Farmers Trust & Sav.	8,265	3,733	8,009	3,666
Iowa Tr. & Sav.	9,412	4,754	8,090	4,913	Spirit Lake, First National	5,635	1,698	4,894	1,336
Fairfield, First National	8,956	5,456	7,863	4,865	Stanton, Security State	1,865	1,168	1,632	908
Iowa St. Bk. & Trust	8,304	4,617	7,989	4,505	Storm Lake, Citizens First Natl.	13,150	7,608	11,618	7,750
Fonda, First National	2,954	1,664	2,690	1,500	Commercial Trust & Savings	4,988	2,871	4,678	2,779
Fontanelle, State Savings	2,639	707	2,584	715	Security Trust & Savings	5,644	2,507	5,079	2,254
Fort Dodge, First National	19,243	9,253	18,045	8,155	Story City, Story County State	4,622	2,058	4,014	1,917
State Bank	16,000	8,521	14,878	7,762	Tama State	5,960	3,930	5,486	3,567
Union Trust & Savings	15,160	9,181	13,299	8,444	Terril, State Bank of	1,203	468	1,143	620
Fort Madison Savings	10,635	4,959	9,746	4,260	Thurman State Savings	1,023	410	950	416
Iowa State	4,288	1,768	3,752	1,625	Vinton, Benton Co. Bk. & Tr.	4,446	2,452	3,925	2,377
Lee County Savings	5,969	2,147	5,968	2,066	Washington, National Bank of	5,162	2,076	4,514	1,632
Fredericksburg, First State	2,539	1,392	2,250	1,340	Washington State	6,620	2,401	5,869	2,452
Fremont, Farmers Savings	4,329	923	3,818	925	Waterloo, National Bank of	41,168	17,821	36,606	16,006
Garner, Hancock County Natl.	5,536	2,832	5,027	3,067	Peoples Bank & Trust	16,377	8,801	14,295	8,335
George State	4,202	2,390	3,765	2,397	Waterloo Savings	34,745	18,881	30,461	16,579
Gladbrook, State Bank	2,058	711	2,021	812	Waverly, First National	9,196	4,804	8,052	4,564
Glidden, First National	3,158	1,652	3,510	2,154	Webb, Citizens State	1,376	759	1,186	752
Grand Mound, Union Savings	3,925	1,746	3,802	1,936	Webster City, Farmers National	10,614	5,245	9,656	5,934
Greene, First State	4,822	1,860	4,506	2,152	Wellman Savings	2,528	1,092	2,483	1,214
Grinnell State	6,185	2,607	5,408	2,408	Wesley, Exchange State	1,326	849	1,233	820
Poweshiek County Natl.	8,841	5,726	7,858	4,715	West Branch, First State	3,671	2,393	3,291	2,300
Grundy Center, Farmers Sav.	4,532	2,282	4,140	2,185	West Burlington Savings	2,907	834	2,672	788
Grundy National	4,158	1,697	3,769	1,719	West Liberty State	5,526	2,293	5,159	2,181
Guthrie Center, Guthrie Co. St.	6,236	2,872	5,602	2,492	Westside State Savings	1,494	1,254	1,351	1,299
Hamburg, Iowa State	4,416	2,290	3,968	2,277	West Union, First National	6,890	4,348	6,328	4,136
Hampton, First National	7,183	4,021	6,793	3,531	Whittemore, Farmers State	1,760	785	1,582	855
Harlan National	7,666	4,937	7,083	4,712	Winteret, Union State	5,698	4,287	5,076	3,474
Hawarden, First National	2,593	1,667	2,469	1,482	Zearing, Tri-County State	2,039	1,409	1,807	1,424
Holstein State	6,203	2,621	5,371	3,225					

*Some figures are as of December 20, 1963.

How to spark new business in your community... and sound credit business for you too!

More and more lenders in the Upper Midwest are finding a new source of good credit business—bringing new business to their communities by helping to finance sound egg laying operations.

A family-size business

We're talking about packaged laying units of 3,000 to 10,000 layers—units to help families earn extra, steady income using part-time, light family labor.

The farmers need financing from you. These loans pay you good returns—because the farmer gets a good return on his investment.

Hy-Line Distributors help out

Hy-Line distributors work with you to find prospects to buy the units. They look for good farmers with sound financial histories.

Hy-Line distributors package a well-designed egg production unit at reasonable cost. They supply top-notch ready-to-lay Hy-Line pullets—give the farmer expert poultry management assistance, help in record keeping, and in money management. They also help find top egg markets, work closely with you to set up a sound finance program for both you and the farmer.

Up to \$100,000 new business per unit

University of Missouri economists estimate that

each layer generates \$10 worth of business a year in any community—for feed, eggs, chickens, utilities, buildings, other products and services.

If that rule-of-thumb is reasonably accurate, we're talking about an opportunity to spark \$30,000 to \$100,000 per year in new business with each 3,000 to 10,000-bird egg laying unit in your community; plus the first year building business. And you'll gain new, sound credit business, too.

Complete records show the results

We'll gladly show you careful financial records of units in operation to prove our point.

So, *please return the coupon below to us* if you'd like to see actual records. Or call Russ Wells collect at 288-0255, area code 515, Des Moines. He'll be glad to review them with you.



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Sure, I could be interested in the business opportunities in your Midwest Cage Laying Unit.

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POSITION: _____ PHONE: _____

BANK: _____

ADDRESS: _____

Columbus Junction

Joe T. Leonhard, chairman of the board of the Peoples National Bank and one of its founders, died recently at his place of business.

At the annual meeting of the bank's stockholders last month, Charles L. Buser, Conesville, and Paul M. Heindel and Charles W. Jenkins, Columbus Junction, were added to the board of directors.

Creston

Charles H. Ehm, Union county extension director for the past three years, has accepted a position as agricultural representative with the Iowa State Savings Bank. He is scheduled to assume his new duties March 1.

Endorse Ed H. Spetman, Jr.

Ed H. Spetman, Jr., president of the Council Bluffs Savings Bank, was endorsed for president of the Iowa Bankers Association by members of the

Pottawattamie County Bankers Association at its meeting last month. Election will take place at the annual convention in Des Moines, October 17-20.

Mr. Spetman had been endorsed by the Pottawattamie bankers and also by Group 5 of the Iowa Bankers Association previous to the election held at the annual convention last fall. At that time, Mr. Spetman withdrew in favor of E. L. Ballou, current IBA president, and president of the Security Trust & Savings Bank, Storm Lake.

Iowa City

A charter for a new state bank for downtown Iowa City has been granted to a group headed by John G. Graham, Des Moines, it was announced by John Chrystal, superintendent of banking of the State of Iowa.

Mr. Graham, who is president of Graham Realty Company, and Leasing Inc., said the other organizers of the

new bank are John W. Evans, Jr., Mason City lumber dealer; Donald E. Cooper, president of Quad States Distributing Company, Des Moines; Jesse R. Denman, Des Moines plumbing and heating contractor, and John J. McLaughlin, Des Moines attorney.

The bank has been capitalized at \$750,000 and construction is scheduled to begin as soon as possible, Mr. Graham said.

Two other banks are located in Iowa City, both of them downtown. The First National Bank has deposits in excess of \$28,000,000. Iowa State Bank and Trust Company has deposits in excess of \$25,000,000. In addition, the suburban Coralville Bank and Trust Company now has deposits of more than \$3,000,000. Iowa City has a population of 33,500.

An application for a national bank charter in Iowa City also has been filed with the Comptroller of the Currency by W. Harold Brenton. No action has been announced as yet on this application by the Comptroller's office.

Bankers Elect Beh

Robert J. Beh, Carleton D. Beh Company, Des Moines, was elected president of the Iowa Investment Bankers Association at the group's annual meeting in Des Moines last month.

Additional new officers are William P. Morrissey, Davenport, first vice president; Raymond J. Allender, Des Moines, second vice president; and T. Ward Phillips, Des Moines, secretary-treasurer.

Federal Discount Progress

Two officers of the Federal Discount Corporation, Dubuque, were promoted at the annual board of directors meeting last month.

B. W. Nolin was advanced from secretary to senior vice president, and John G. Kiefer was advanced from treasurer to secretary-treasurer.

Federal Discount has 70 offices and subsidiaries in Iowa, Wisconsin, Minnesota, Illinois, North Dakota and Indiana. The corporation also operates a subsidiary, Life of Mid-America, with headquarters in Dubuque.

Gross income in 1964 increased in excess of \$430,000 or about 7.2 per cent. Net income was reported at

THE MONTICELLO STATE BANK MONTICELLO, IOWA

December 31, 1964

ASSETS

Cash and Due from Banks	\$ 2,063,867.53
U. S. Government Securities	2,981,979.81
State, County and Municipal Bonds	1,330,416.20
Other Bonds	398,000.00
Loans:	
U. S. Guaranteed	\$ 4,396,380.51
Others (including Overdrafts)	11,944,898.00
Stock in Federal Reserve Bank	24,000.00
Banking House	25,000.00
	<u>\$23,164,542.85</u>

LIABILITIES

Capital Stock	\$400,000.00
Surplus	400,000.00
Undivided Profits	939,433.79
Reserves	2,179,433.79
Unearned Interest	32,522.31
Deposits	<u>20,952,586.75</u>
	<u>\$23,164,542.85</u>

OFFICERS

H. W. STUHLER, Chairman	RICHARD J. MOORE, V. P. and Trust Officer
JAMES A. MAURICE, President	DONALD E. BERGMAN, Cashier
CHAS. M. LUETT, SR., Vice President	JAMES D. CORWIN, Assistant Cashier
LOUIS L. MORF, Vice President	ROBERT J. DEVANEY, Assistant Cashier
ROBERT D. PATTEN, Vice President and Farm Department Manager	D. P. SUTHERLAND, Assistant Cashier

Member Federal Deposit Insurance Corporation

THE CITIZENS FIRST NATIONAL BANK

STORM LAKE, IOWA

Statement of Condition at the Close of Business December 31, 1964

RESOURCES

Loans	\$ 7,607,608.39
Banking House	1.00
Furniture and Fixtures	1.00
Stock in Federal Reserve Bank	15,000.00
Miscellaneous Bonds	\$1,010,697.55
United States Obligations	3,521,570.13
C. C. C. Certificates	286,123.57
Cash and Sight Exchange	<u>1,838,374.24</u>
	6,656,765.49

LIABILITIES

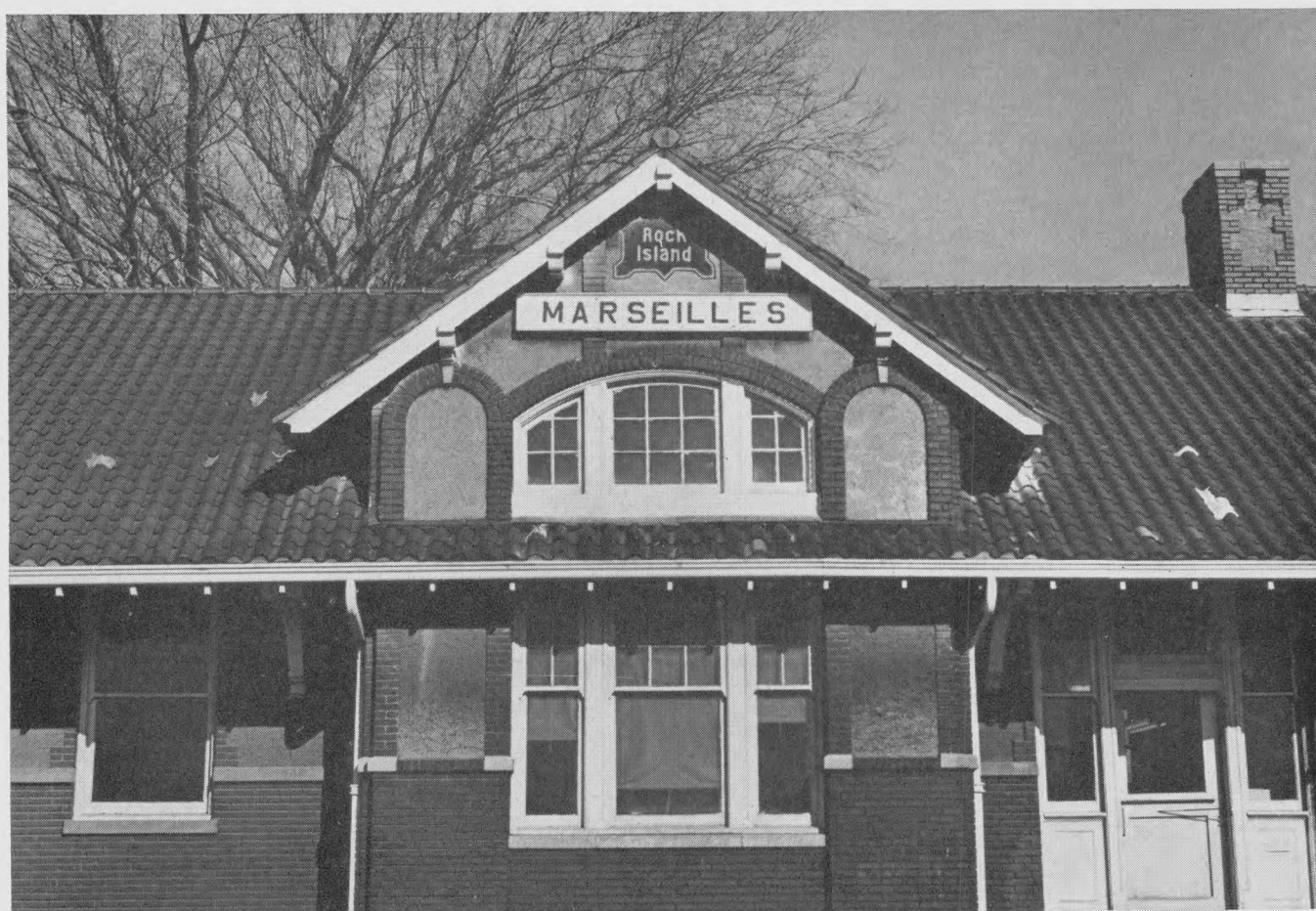
Capital Stock	\$ 250,000.00
Surplus Fund	250,000.00
Undivided Profits	504,113.18
Reserves	125,587.03
Deposits	<u>13,149,675.67</u>
	<u>\$14,279,375.88</u>

OFFICERS

H. W. SCHALLER, President	GEO. H. SCHALLER, Asst. Cashier
EVERETT STOCK, Cashier	DOROTHY J. KENNEDY, Asst. Cashier
KENNETH BURKE, Vice President and Trust Officer	KENNETH R. STEPHENS, Asst. Cashier
H. WYMAN WOODKE, Vice President and Trust Officer	HARLAN H. GUTZ, Asst. Cashier



B. W. NOWLIN



American National has an excellent banking connection in Marseilles.

Marseilles, Illinois, that is.

Officers of the Union National Bank of Marseilles know that they can depend upon American National for prompt, first-class *creative* correspondent banking services. Lots of service and a minimum of red tape.

Our correspondent banking officers speak many languages: "Investments", "Cattle", "Automation", "Corn",

"Credit", "Soya Beans", "Trusts". (Ask one of them to say something in "Automation".)

Need a big correspondent bank in Chicago whose officers speak in your native tongue? That's us. American National. (Incidentally, we have excellent banking connections in Paris, France, too.)



We serve thousands of people... but we serve them one at a time

American National Bank

and Trust Company of Chicago/LaSalle at Washington 60690

Franklin 2-9200

Member Federal Deposit Insurance Corporation

HAWKEYED!



MAX ROY, La Salle Vice President, has a hawk's eye when it comes to Iowa and Iowa farming. He also is hawkeyed about finding ways and means to help La Salle's Iowa correspondents. He'll act fast and right on the spot to serve you. Why not get the facts from Max. He lives right nearby in Iowa City, but he makes his headquarters at **La Salle National Bank**, 135 So. La Salle St., Chicago, Ill. 60690. STate 2-5200 (area code 312). Member FDIC. Complete Trust Services.



\$772,624 as compared with \$804,142 a year ago. Results were viewed as satisfactory considering the development costs in newly-acquired offices.

Total volume, excluding receivables purchased from other finance companies, of loans made and contracts purchased during this last fiscal year was \$41,861,469 which compares to \$36,666,538 a year ago. More than fifty per cent of volume is with repeat customers who are principally wage and salary earners.

Dallas Center

Thomas N. Scott was elected chairman of the executive committee at the annual meeting of the Brenton State Bank. Neil E. Prueitt, assistant cashier and manager of the Woodward office of the bank, was elected assistant vice president.

Davenport



W. J. McDOWALL

Tension Envelope Corporation, Des Moines, has appointed William J. McDowall as sales representative in the Davenport area. His office will be located at 738 Union Arcade Building, Davenport. He will serve banks and other business firms in eastern Iowa.

First National Bank

Robert L. DeMeulenaere has been elected an assistant cashier of the First National Bank of Davenport, according to Dean Duben, executive vice president.

Carroll H. Conner, 58, a member of the bank's board of directors, died re-

cently in Davenport. Mr. Conner, who had resided in Bettendorf and Des Moines prior to moving to the Davenport area in 1962, was merchandising manager of the L. M. Parker Company of Davenport.

First Trust

Dean H. Fry and Alfred L. Rabiner were named new directors at the bank's annual meeting last month. Mr. Fry is president and owner of Dean Fry Construction Company, Davenport and Mr. Rabiner is president of Regal Packer By-Products Company, Lynn Center, Ill.

Northwest Bank and Trust

C. R. Dohrn, local contractor, George H. Smith, Hotpoint distributor, and Richard Englehart, president of the Sig Company, were elected new directors of the bank recently.

Denison

Crawford County Trust and Savings Drive-In Bank, the first in the area, opened recently. The bank features two drive-up windows and after-hour depository facilities.

Donnellson

Milton Sander was elected a director of the Citizens State Bank at the annual meeting last month to fill the vacancy left by the death of Carl M. Bentzinger last year.

Dubuque

Applications have been made for a new national bank and a new state bank here.

First National Bank

C. A. Firzlaff was advanced from vice president and cashier to executive vice president and William C. Kruse was promoted from vice president to vice president and cashier at the bank's annual meeting. Mr. Firz-

Statement of the Condition of the FIRST NATIONAL BANK

IOWA CITY
At the Close of Business December 31, 1964

ASSETS	
Cash and Due from Banks	\$ 4,484,636.71
United States Securities	10,189,069.74
Other Bonds	1,240,690.92
Loans (Less Reserves)	13,870,089.32
Overdrafts	7,369.61
Bank Building and Fixtures	347,116.88
Federal Reserve Bank Stock	33,000.00
Other Assets	1,379.29
	\$30,173,352.47
LIABILITIES	
Capital Stock	\$ 550,000.00
Surplus	550,000.00
Undivided Profits	512,318.57
Other Liabilities	227,597.46
Total Deposits	28,333,436.44
	\$30,173,352.47

OFFICERS

GEORGE NAGLE, Chairman of the Board
H. CLARK HOUGHTON, President
THOS. J. O'BRIEN, Vice-President
JAMES A. SANGSTER, Vice President
DAVID L. STOCHL, Cashier
JOHN W. BOCK, Assistant Cashier

MARK THOMPSON, Assistant Cashier
RONALD E. MATTHEWS, Assistant Cashier
GARY HOLSTRUM, Assistant Cashier
ROBERT M. SIERK, Asst. Cash. and Auditor
VINCENT L. MAURER, Trust Officer
LESTER BOCK, Trust Officer

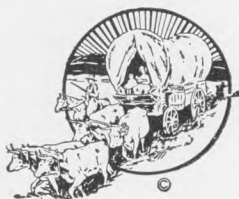
Member Federal Deposit Insurance Corporation
Member Federal Reserve System

58th Annual Financial Statement

Western Mutual Insurance Co.

616 10th STREET - DES MOINES, IOWA

For year ending
December 31, 1964



DIRECTORS

J. Dolliver Kent
Herman Jensen
Robert J. Kent
Mont. S. Stokely
Albert H. Adams
Ronald C. Booth
J. Dolliver Kent, Jr.
James Enyart
John V. Synhorst

**Best's Insurance Guide
gives Western Mutual
a general policyholders
rating of A+: Excellent
Financial Rating: AA**

ASSETS

Cash	\$ 496,484.09	4.6%
U. S. Bonds (amortized value)	628,436.01	5.8%
Municipal Bonds (amortized value)	8,029,042.79	73.9%
Stocks	60,000.00	.6%
First Mortgages (none delinquent)	53,127.99	.5%
Due from Agents (current balances)	819,262.75	7.5%
Building and Loan Shares	44,100.00	.4%
Real Estate Owned	446,056.40	4.1%
Due from Reinsurance Companies on Losses Paid.....	132,584.86	1.2%
Accrued Interest on Investments....	81,039.42	.7%
Cash Value of Life Insurance.....	76,027.10	.7%
	<u>\$10,866,161.41</u>	<u>100.0%</u>

LIABILITIES

Current Bills	\$ 25,093.65
Current Reinsurance Premiums.....	180,606.75
Taxes Accrued	235,159.68
Reserve for Unearned Premiums....	3,775,133.28
Reserve for Losses	1,050,673.13
Equity in Schedule "P"	137,935.00
Special Reserve	62,340.74
Surplus	5,399,219.18
	<u>\$10,866,161.41</u>

Growing Since 1907 — Last 20 Years Comparison

	Total Assets	Surplus
December 31, 1944	\$ 967,628.19	\$ 409,896.68
December 31, 1949	3,635,215.69	1,154,723.60
December 31, 1954	6,569,217.86	2,915,656.50
December 31, 1959	9,258,848.58	4,521,874.39
December 31, 1964	10,866,161.41	5,399,219.18

"A Multiple Line Non-Assessable Company"

Writing through local agents under the American Agency Plan



C. A. FIRZLAFF

W. G. KRUSE

laff has been associated with the bank since 1932 and Mr. Kruse has been with the First National since 1942.

Durant

Oliver A. Hansen was named the new president of the Liberty Trust and Savings Bank at the annual meeting of directors last month. He succeeds Henry Hansen who is chairman of the board. Henry Hansen has served as president as well, but has been in ill health.



O. A. HANSEN

Alvin Broders, Stockton, Lester Peckenschneider, New Liberty, and Eugene Schneckloth, New Liberty,

were newly-elected to the board of directors.

Eagle Grove

Wendell W. Bailey has been elected assistant cashier of the Eagle Grove State Bank. He has been with the bank since November, 1963.

Eldora

Farmers Savings Bank of Steamboat Rock has made application for a national bank charter in Eldora. Under the application, the bank, which holds a state charter, would move its principal place of business from Steamboat Rock to Eldora, but would operate a separate facility in Steamboat Rock.

Previously, the bank was denied an application to open a second state bank in Eldora. The application of a group of Eldora businessmen for a state charter in Eldora was also denied.

Elk Horn

Lamont Christensen has taken over management of the Elk Horn office of the Shelby County State Bank, succeeding Marion Boose, who retired from the banking business after managing the office for approximately 30 years.

Emmetsburg

William J. Degnan, president of the Palo Alto County State Bank, recently announced that the board of directors had voted to give a cash contribution of \$5,000 to the new Palo Alto County Hospital, presently under construction.

Mr. Degnan presented a check for that amount to the hospital board, noting that the money was to be spent in equipping the hospital as the board saw fit.

Iowa Trust & Savings

Ed Norland was promoted to cashier of the Iowa Trust and Savings Bank. He joined the bank in 1959, and has been assistant cashier since that time.

Estherville

Arthur B. Irwin, cashier of the Iowa Trust and Savings Bank, died January 18, after having been ill for approximately six months. Mr. Irwin, 48, had been with the bank since March 1, 1948.

Fort Dodge

A charter has been requested for a fourth Fort Dodge bank. The application for a state bank charter has been made by five Fort Dodge busi-

In Ottumwa, Iowa

It's UNION BANK AND TRUST COMPANY

Southern Iowa's Correspondent Bank

Statement of Condition December 31, 1964

ASSETS

Cash on hand and on deposit with banks	\$ 5,959,836.68
U. S. and Government Agency Securities	5,909,302.33
Municipal Bonds	3,346,287.41
Other Bonds and Securities	126,142.12
Loans and Discounts	16,435,184.75
Income earned but not collected	207,530.02
Union Bank Building	309,013.57
Furniture and Fixtures	1,041.75
Other Real Estate	14,336.83
Federal Reserve Bank Stock	49,500.00
	<hr/>
	\$32,358,175.46

LIABILITIES

Capital	\$ 650,000.00
Surplus	1,000,000.00
Undivided Profits	1,280,618.51
Dividends Payable January 2, 1965	45,500.00
Reserved for Interest, Taxes, etc.	308,200.75
Income collected but not earned	382,458.83
Deposits	28,691,397.37
	<hr/>
	\$32,358,175.46



AND TRUST COMPANY MEMBER FDIC

Where more people like to do their banking

nessmen, according to John Chrystal, Des Moines, state banking superintendent.

Garner

Spencer L. Ollenburg was promoted from assistant cashier to cashier and W. L. Baggs was named full vice president of the Hancock County National Bank at the recent annual meeting. Mr. Baggs had been vice president and cashier.

Greene

Verle K. Barth, acting executive vice president of the First State Bank, has been named president to succeed the late Dias H. Ellis. Dale Schroeder was advanced from cashier to vice president and cashier.

Grundy Center

H. A. Mertens, Grundy Center accountant, was named recently to the board of directors of the Farmers Savings Bank, filling the vacancy created by the death of Dr. E. A. Reedholm last year.

Hampton

At the annual meeting, William Rechkemmer was promoted to cashier and Mrs. Phyllis Card was promoted to assistant cashier of the First National Bank. The bank recently honored Miss Maribel Kratchovil upon her retirement after 31 years of service.

Hartley

Gerald J. Hagman, Des Moines, recently assumed his new duties as cashier of the Security State Bank, replacing Mr. Ed Popp who had been named president of the State Bank at Vernon Center, Minn.

Mr. Hagman, a native of Des Moines, had been with the Capitol City State Bank in Des Moines since 1946.

Hills

T. R. James was added last month to the board of directors of the Hills Bank and Trust Company.

Hopkinton

Marvin G. Lucas has been advanced from cashier to executive vice president of the Citizens State Bank. Mr. Lucas was also elected to the bank's board of directors replacing R. F. Gienapp who resigned because of ill health. William J. Beohm has been named cashier of the bank and office manager of the bank's Ryan office. Hollyce L. Loop was named assistant cashier replacing Arlene L. Smith who resigned.

The bank, according to Mr. Lucas, will undergo remodeling this year.



This man can help you boost your loan business

Give this man 5 minutes of your time; he may be able to show you how to make a loan where none was possible before.

How? With SPT Warehouse Receipts! St. Paul Terminal Warehouse Receipts may enable you to greatly extend your loan services.

So here's a useful tip: When your customer's inventory can be converted into prime collateral, there is no need to turn that loan down.

Through field warehousing, St. Paul Terminal Warehouse provides Preferred Warehouse Receipts, the best collateral for credit extension beyond open line limits.

Keep the many benefits of this valuable service part of your bank. Pick up the phone and call Wesley G. Johnson today. Put SPT to work for you,



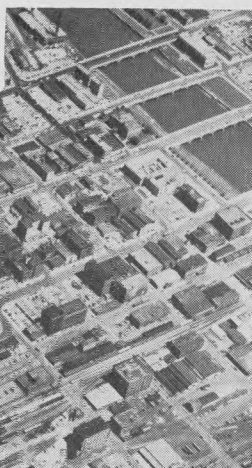
ST. PAUL TERMINAL WAREHOUSE COMPANY

Offices in principal cities

425 East 8th Street • St. Paul, Minnesota

Northwestern Banker, February, 1965

Des Moines News



Bankers Trust Company

John Ruan, president of Ruan Transport Corp., was elected chairman of the board and chairman of the executive committee of Bankers Trust Company by the board of directors following the annual meeting last month.



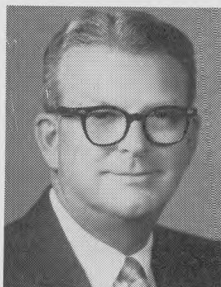
J. RUAN

At the meeting, **Robert J. Sterling**, the bank's president and chief executive officer, reported all operations of Bankers Trust Company showed increases, per share earnings increasing nearly 13 per cent in 1964.

Describing 1964 as a "year of significant progress for Bankers Trust," Sterling said that savings accounts increased some 25 per cent and total resources increased 4.6 per cent to \$95,307,000 during the year.

At their meeting, Bankers Trust stockholders voted to change the employee pension plan from a contributory to a non-contributory basis.

Four new members of the board of directors were elected by stockholders. They are **Robert Root**, executive vice president of Ruan Transport Corporation; **Simpson P. Smith**, president of Hubbell Realty Company; **Joseph E. Whalen**, president and chief executive officer of Parkway Inns, Incorporated, and **Sumner G. Barnard**,



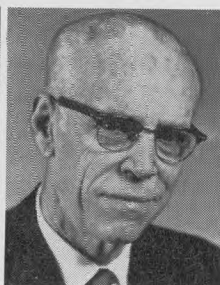
R. ROOT



S. P. SMITH



J. E. WHALEN



S. G. BARNARD

vice president and cashier of the bank.

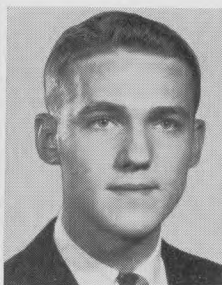
Four new officers of Bankers Trust were elected by the bank's board of directors following the annual meeting.

Don L. Draper and **Robert B. Stewart** were elected assistant trust officers. Mr. Draper joined Bankers Trust in 1950 and has been in the trust department since 1959. Mr. Stewart joined the staff January 4 after serving three years in the Judge Advocate's department of the U. S. Army.

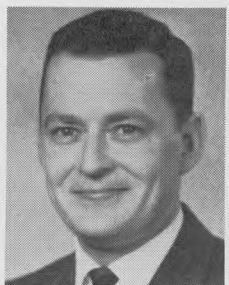
Robert D. Gulling was elected as-



R. D. GULLING



M. J. SHEARER



D. L. DRAPER



R. B. STEWART

sistant cashier. He joined the bank in 1947 and has been in the real estate mortgage loan department since 1958.

Marvin J. Shearer, newly elected assistant auditor, has been with the bank since 1958, joining the auditing department the following year.

* * *

Capital City State Bank

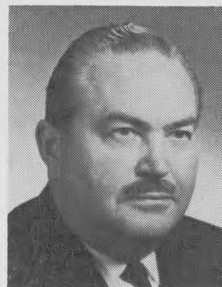
Raymond G. Miller was advanced to chairman of the board and he was succeeded as president by **Richard C. Lee** at the annual meeting of directors last month. Mr. Lee formerly was executive vice president.

Rolfe O. Wagner, who had served as chairman of the board since 1952, was elected chairman of the executive committee. Mr. Wagner joined the bank in 1919 as a vice president and director and succeeded his father as president in 1921. He is also president of the Ankeny State Bank.

Warren Ferguson was promoted from vice president to executive vice president.

Mr. Miller started with Capital City State Bank in 1916 as a messenger, later working in all departments during his 49-year career with the bank.

Mr. Lee becomes the seventh president in the 95-year history of the bank. He was elected a director in



R. C. LEE



W. FERGUSON



R. G. MILLER



R. O. WAGNER

1951, then joined the staff as an active officer as vice president in charge of new business development in 1960. He was elected senior vice president in the commercial loan division in 1962, then advanced to executive vice president in 1963.

Mr. Ferguson joined the staff in 1934 as a messenger. He was elected an officer in 1948 and after several



Serving the banks
and public of Iowa
since 1872



promotions was appointed in 1962 as director of new business development.

All other officers and directors were reelected.

Central National B & T

A new director was named to the board and eight promotions were announced at the annual meeting according to **B. C. Grangaard**, president, and **E. F. Buckley**, chairman.



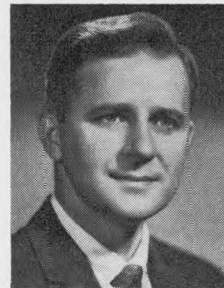
M. F. MEISSNER

The new director is **Dr. Milton F. Meissner**, executive vice president of Bell Inter-Continental Corporation. Dr. Meissner went to Bell from Meissner Incorporated, a firm of management consultants.

Prior to that, he held executive positions with Barogenics, Incorporated, Olin Mathieson Chemical Corporation and Westinghouse Electric Corporation. Dr. Meissner is a summa cum laude graduate of Lehigh University. He took his master's degree at Princeton and his doctorate at Oxford, where he was a Rhodes scholar. Dr. Meissner is a member of Phi Beta Kappa and the Association of American Rhodes Scholars. He resides in Sewickley, Pa., and New York City.

Directors promoted five officers and named three new officers.

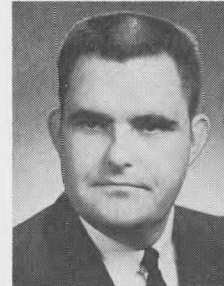
John J. Buckley, **Ivan L. Johnson** and **Ray G. Johnston** were advanced to vice presidents. Mr. Buckley joined the bank in 1958, transferred to the commercial department in 1959 and has been an assistant vice president. Mr. Johnson has been with Central



R. L. SMITH



E. A. WOLF



D. A. SMITH



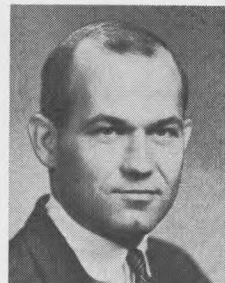
R. H. BUENNEKE



J. J. BUCKLEY



I. L. JOHNSON



R. G. JOHNSTON



MRS. COMER

National since 1948 and currently is in the business development and public relations department. He was advanced to assistant vice president in 1964. Both Mr. Buckley and Mr. Johnson were "loaned executives" to the United Campaign last fall. Mr. Johnston, a member of the commercial loan department, joined the bank in 1946. He had been a trust officer for some time and during his service in that department was appointed a member of the Small Business Administration's national advisory council, a position he still holds.

In the correspondent bank department, **Richard L. Smith** and **Eddie A. Wolf** were promoted from assistant cashiers to assistant vice presidents. Mr. Wolf has been with the bank a number of years, advancing to assistant cashier in 1962. Mr. Smith joined the staff in 1963 after several years of experience in farm loan financing and farm management work. He was

THE FIRST NATIONAL BANK

DUBUQUE, IOWA

*"Growth Through Community Progress
and Modern Banking Convenience"*

Statement of Condition—December 31, 1964

RESOURCES

Cash and Due from Banks	\$ 4,840,474.73
U. S. Government Securities	11,896,555.45
Municipal and U. S. Agency Bonds	6,380,077.71
Federal Reserve Bank Stock	66,000.00
Loans and Discounts	14,576,477.89
Federal Reserve Funds Loaned	1,500,000.00
Banking House, Furniture and Fixtures	840,240.92
Other Assets	54,755.00

\$40,154,581.70

LIABILITIES

Capital	\$ 800,000.00
Surplus	1,400,000.00
Undivided Profits	604,713.61
Reserves	189,874.88
Provision for Taxes, Interest, etc.	456,540.84
Other Liabilities	234.63
Deposits	36,703,217.74

\$40,154,581.70

OFFICERS

Waldo Adams, President
C. A. Firzlaff, Executive Vice President
William G. Kruse, Vice President and Cashier
L. Richard Winter, Vice President
Paul J. Gisch, Vice President
Paul J. Schanbeck, Asst. Vice President, Auditor
Robert G. Koehler, Asst. Vice Pres., Comptroller
Frances Firzlaff, Assistant Cashier
Daniel E. Welu, Assistant Cashier
J. Bruce Meriwether, Assistant Cashier
James F. Ryan, Senior Trust Officer
Donald R. Runger, Trust Officer

DIRECTORS

Waldo Adams
George R. Burden
Robert H. Collier
Dr. Leslie M. FitzGerald
C. A. Firzlaff
Frank A. Fluckiger
Joseph V. Keppler
John W. Law
Sherman E. Mapes
John M. McDonald III
Wayne A. Norman
Thomas B. Schmid

Member Federal Reserve System
Member Federal Deposit Insurance Corporation



E. F. Buckley, chairman of the board (right), was pleased to award watches to these three staff members having completed 20 years of service with Central National Bank and Trust Company—**Miss Jane Byers**, collection department; **Emil R. Bowlin** (left) and **William G. Kane**, both of the commercial department. The awards were made during the annual Christmas party for staff members held at the Savery Hotel.

elected assistant cashier shortly thereafter in 1963.

D. A. Smith and **Richard H. Bueneke** were elected assistant cashiers. Mr. Smith is in the installment loan department. Mr. Bueneke is in the trust department.

Elected secretary of the bank, a new official position created by the board, was **Mrs. Anna M. Comer**, who has been secretary to the executive officers of the bank since 1943. She has been active in the National Association of Bank Women, serving as an executive committee member and Iowa group chairman. She is affiliated with the National Secretary's Association International and the American Institute of Banking.

All other officers and directors were reelected.

* * *

East Des Moines National

An office of the East Des Moines National Bank has been opened at Avenue Frederick M. Hubbell and E. University avenue, giving that area its first neighborhood banking service.

The office building, nearly a triangle in shape, has 1,500 square feet of floor area, providing two drive-in tellers, a walk-in teller and a lobby for other services. Off-street parking area is provided.

The building was constructed of tile and the exterior is deep colored tile.

The office manager is **Walter J. Mickelson**. The assistant manager is **Edward Shultz**.

* * *

First Federal State

William P. Norris, president of the Iowa Roofing Company, Des Moines, was elected to the board of directors at the annual meeting, it was announced by **Morris Stephens**, president and chairman of the board.

George W. Montgomery was elected assistant cashier at the meeting.

* * *

Highland Park State

Directors have voted to transfer \$100,000 from undivided profits to surplus to enable the bank to expand its loan services.

* * *

National Bank of Des Moines

Curtis K. LaFollette has joined the bank as assistant vice president in the commercial loan department and **John R. Harmeyer**, assistant vice president, has been appointed manager of the installment loan department of the bank.

Mr. LaFollette has moved to Des Moines from Trenton, Mo., where he has been in banking for the past 13 years, most recently as assistant vice president of Trenton Trust Company.



December 31, 1964

ASSETS

Cash on Hand and on Deposit with Banks	\$13,306,405.68
United States Government Securities	12,040,493.91
Other Bonds and Securities	1,097,926.48
Loans and Discounts	31,156,862.11
Security National Bank Building, Vault and Fixtures	688,952.22
Federal Reserve Bank Stock	120,000.00
Other Assets	3,173.65
	<hr/>
	\$58,413,814.05

LIABILITIES

Capital	\$1,700,000.00
Surplus	2,300,000.00
Undivided Profits	398,674.28
Total Capital Accounts	4,398,674.28
Deposits	54,015,139.77
	<hr/>
	\$58,413,814.05

OFFICERS

CHARLES R. GOSSETT, President

E. C. THOMPSON, JR., Senior Vice President	THOMAS C. HORN, Senior Vice President
PATRICK F. COOK, Vice President	DANIEL L. MIDDLETON, Vice President
JOHN DIFENDORF, Vice President	PAUL SNYDER, Vice President
ORVILLE BOE, Assistant Vice President	V. H. CASSEM, Vice Pres. and Cashier
CHARLES J. TICE, Assistant Cashier	RICHARD H. MUIR, Assistant Cashier
GENE HAGEN, Assistant Cashier	HOWARD J. ROGERS, Assistant Cashier

E. N. STRONG, Auditor

REAL ESTATE DEPARTMENT

JAMES A. DOWNING, Assistant Cashier

PERSONAL LOANS

JAMES G. JEFFREY, Assistant Cashier

TRUST OFFICERS

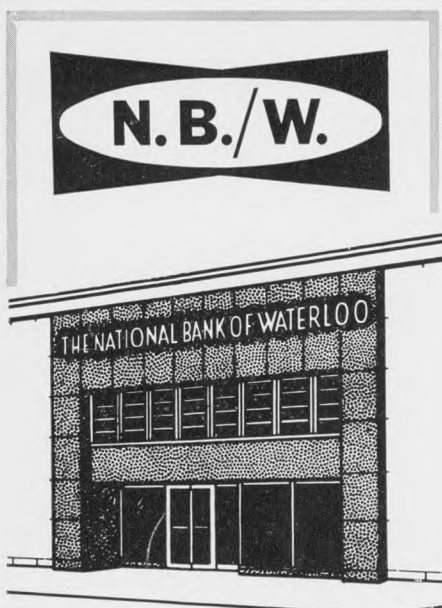
HOWARD L. JOHNSON, Vice President and Trust Officer
L. C. JENSEN, Assistant Vice President and Trust Officer
WILLIAM T. HUBBARD, Assistant Trust Officer

FARM MANAGEMENT

WAYNE R. NOWLEN, Vice President

Security National Bank of Sioux City

Member Federal Deposit Insurance Corporation



*time-proved
for accurate,
speedy service
on all items
and
collections*

The
**NATIONAL BANK
OF WATERLOO**
110 EAST PARK AVENUE
WATERLOO, IOWA

PHONE 235-0331 (Area Code 319)

MEMBER
Federal Deposit Insurance Corporation
Federal Reserve System



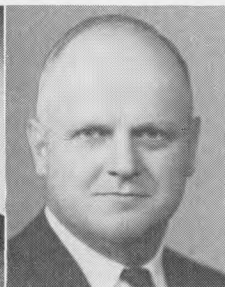
Following a meeting of the board of directors of the Iowa-Des Moines National Bank on January 26, **Calvin W. Aurand**, president, announced the election of **J. W. Norris**, president of Lennox Industries Inc.; **T. S. Nurnberger**, vice president and general manager for Northwestern Bell Telephone Company, and **Thomas H. Stoner**, president of Stoner System Inc., to the board of directors and the promotion of **Donald C. Fiske** to vice president.

In addition to being president of Lennox, Mr. Norris is a member of the board of Bankers Life Company, Des Moines, and president of the Times-Republican Printing Company in Marshalltown.

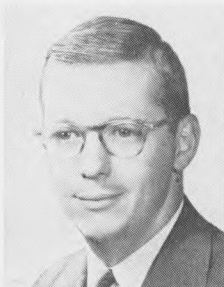
Mr. Nurnberger came to Des Moines in 1963, after having served as vice president and general manager of Northwestern Bell for Nebraska.



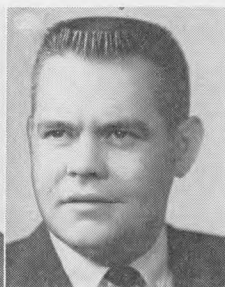
J. W. NORRIS



T. S. NURNBERGER



T. H. STONER



D. C. FISKE

A native of Des Moines, Mr. Stoner is president of the Stoner Investment Company, in addition to heading the Stoner System, Inc.

Before joining the bank, Mr. Fiske served as sales engineer for the General Electric Company. He heads the bank's systems and procedures department.

* * *

The gal who could call more Iowa bankers by name than almost anyone else in the state retired February 1

after a 41-year career at the Iowa-Des Moines National Bank.



BETTY NELSON

Betty Nelson began her career in the transit department but after a short period became a stenographer and worked in the correspondent

bank department until her retirement.

A party was held at Wakonda Club on Wednesday, January 27, in honor of her retirement.

* * *

Northwest Des Moines National

David G. Wright, newly-elected president, has announced that a new building for the bank will be erected across the street north from its present location. The bank has owned a large parking lot with a temporary drive-in facility on it for some time. Architects are working on plans which will be announced soon, Mr. Wright stated.

* * *

South D. M. National

Donald J. Tew, formerly cashier, was advanced to vice president and cashier at a recent meeting of di-

UNITED HOME BANK & TRUST CO.

Mason City, Iowa

December 31, 1964

RESOURCES

Cash on Hand and Due from Banks	\$ 4,019,674.27
U. S. Government and Government Agency Bonds	5,508,446.59
State, County, Municipal Bonds	558,318.21
Stock in Federal Reserve Bank	30,000.00
Loans and Discounts (including overdrafts)	12,689,439.01
Furniture, Fixtures and Vault	141,157.64
Other Assets	497,467.65

\$23,444,503.37

LIABILITIES

Capital	\$ 500,000.00
Surplus	500,000.00
Undivided Profits	322,580.37
Reserves	337,097.38
Deposits	21,336,776.33
Other Liabilities	448,049.29

\$23,444,503.37

OFFICERS

R. H. ISENSEE, President
ROBERT G. LOGAN, Senior Vice-Pres.
and Trust Officer
W. F. WERNER, Vice-President
ROBERT G. LORGE, Vice-President
J. M. BARNES, Vice-President
DON COTTINGHAM, Vice-President
Member Federal Reserve System

D. D. KENNEDY, Cashier
R. W. PETERSON, Asst. Vice-President
Farm Representative
FRANCES DORMEDY, Asst. Cashier
RALPH O. DIERCKS, Asst. Cashier
GEORGE H. BROWN, Asst. Cashier
THOMAS J. HALLORAN, Asst. Cashier
Member Federal Deposit Insurance Corporation

"NORTH IOWA'S LARGEST INDEPENDENT BANK"

rectors. Donald W. Thompson was advanced from assistant cashier to assistant vice president.

* * *

Iowa State Bank

Harry E. McCutcheon, Jr., and Milton L. Paul were elected assistant vice presidents at the annual meeting, according to William Broquist, chairman. Glenn D. Hummel was appointed farm representative.



G. D. HUMMEL

Directors voted to increase surplus by \$200,000 to make total capital and surplus equal to \$1,200,000.

Mr. Hummel was an assistant cashier of the Al-lison State Bank for three years prior to his army service in Japan. Following his return from military duty he has served in various positions with the Farm Bureau.

* * *

Valley Bank & Trust

Edward Burchette, chairman of the board, announces approval by the state department of banking and the Federal Deposit Insurance Corporation for the bank to establish a drive-in and walk-up office on a site bounded by Grand Avenue, Seventeenth Street, and Locust Street in downtown Des Moines. The 200 by 275 foot area, presently being used as a parking lot, was formerly the location of St. Catherine's Home. Its spaciousness will permit great traffic mobility and fine planting.

Although plans for the building have not been finalized and no construction schedule has been determined, the office has been in the planning stage for some time and will be a distinct improvement to the downtown business area.

Mr. Burchette, Neal Sands, president, and all other officers and directors were reelected at the annual meetings.

* * *

West Des Moines State

Charles J. Celsi, vice president, was selected by the West Des Moines Junior Chamber of Commerce last month for the Jaycees' "Outstanding Service Award" for 1964 contributions to the welfare of the city.

Dave Miller, who has been with the bank for four years, was promoted from vice president to executive vice president. President Rollo Bergeson also announced the retirement of Mrs. Hazel Vandenburg, assistant cashier, who had been with the bank 30 years.

Statement of Condition Farmers & Merchants Savings Bank

BURLINGTON, IOWA
DECEMBER 31, 1964

RESOURCES

Cash and Due from Banks	\$ 1,399,274.43
U. S. Government Bonds	4,632,987.91
Municipal Bonds	2,215,447.97
Other Bonds	9,925.00
Loans and Discounts	8,506,936.46
Bank Building	59,500.00
Furniture and Fixtures	1.00
Overdrafts	1,585.60
Other Assets	5,160.58
	\$16,830,818.95

LIABILITIES

Capital Stock	\$ 300,000.00
Surplus	700,000.00
Undivided Profits	204,947.16
Reserves	375,543.75
Unearned Discount	173,006.33
Deposits	15,077,321.71
	\$16,830,818.95

OFFICERS

MARK T. BLAUL, Chairman of Board	H. A. WITTKAMP, Assistant Cashier
C. H. WALSH, President	WALTER B. EYRE, Assistant Cashier
CECIL E. ORR, Vice President	and Farm Representative
R. J. NACHAZEL, Vice Pres. and Cashier	GRACE H. ORR, Assistant Trust Officer
R. O. YOUNGSTROM, Vice President	RALPH F. HULL, Assistant Cashier
and Trust Officer	OTIS C. GESLING, Assistant Trust Officer

Member of Federal Deposit Insurance Corporation

Jasper County Savings Bank

NEWTON, IOWA

At the Close of Business on December 31, 1964

RESOURCES

Loans and Discounts	\$10,249,183.95
CCC Certificates of Interest	177,935.97
Bonds and Securities	5,971,326.74
Stock in Federal Reserve Bank	39,000.00
Banking House and Fixtures	173,662.12
Cash and Exchange Due from Other Banks	3,479,528.83
Overdrafts	1,971.84
	\$20,092,609.45

LIABILITIES

Capital	\$ 500,000.00
Surplus	800,000.00
Undivided Profits (net)	483,163.05
Reserve Account	385,761.31
Reserve for Unearned Interest	284,581.19
Deposits	17,639,103.90
	\$20,092,609.45

OFFICERS

A. E. PETERS, President	R. E. VANCE, Chairman of the Board	MARIE E. VAN GILST, Assistant Vice President
C. R. BAILEY, Exec. Vice Pres. and Cashier	EARL R. YOUNGSTROM, Assistant Vice President	MARK C. EMMACK, Assistant Cashier
L. B. MAYTAG, Vice President	LOWELL L. GAUSE, Assistant Cashier	ROBERT LARSON, Assistant Cashier
COLLIN W. FRITZ, Vice President	JIMMY L. MENGES, Assistant Cashier	ROSEMARY SHUTTS, Assistant Cashier
MARK E. SCHAKEL, JR., Vice President	H. C. SKINNER, Assistant Cashier	DENIS G. WILCOX, Assistant Cashier
RICHARD M. FRITZ, Assistant Vice President		
G. M. KRUSE, Assistant Vice President		

STATEMENT OF CONDITION

Established
1934

Hancock County National Bank

Established
1934

GARNER, IOWA

December 31, 1964

RESOURCES

Loans and Discounts	\$2,832,228.26
Overdrafts	1,654.29
Municipal Bonds	346,516.15
U. S. Government Bonds	2,019,555.39
Federal Reserve Bank Stock	11,250.00
Banking House	16,000.00
Furniture and Fixtures	14,500.00
Cash	802,709.69
Other Assets	1,002.20
	\$6,045,415.98

LIABILITIES

Capital—	
Common	\$125,000.00
Surplus	250,000.00
Undivided Profits and Reserves	134,808.35
Total Capital and Reserves	\$ 509,808.35
Time Deposits	2,321,330.40
Demand Deposits	3,214,277.23
	\$6,045,415.98

OFFICERS

WM. BOEHNKE, Vice President	H. L. OLLENBURG, President	SPENCER L. OLLENBURG, Cashier
W. L. BAGGS, Vice President	HALBERT H. POLLOCK, Asst. Cashier	

Member of the Federal Deposit Insurance Corporation

The Des Moines Clearing House Association has elected the following officers for 1965:

President—**Robert J. Sterling**, president of Bankers Trust Company, to succeed **Raymond G. Miller**, chairman of the board of Capital City State Bank.

Vice Presidents—**Calvin W. Aurand**, president of Iowa-Des Moines National Bank, and **B. C. Grangaard**, president of Central National Bank and Trust Company.

Secretary—**S. G. Barnard**, vice president and cashier of Bankers Trust.

* * *

Approximately 160 ladies attended the Christmas party hosted by the women's division of the Des Moines A.I.B. Chapter. **Jane Petri** of Bank-

ers Trust Company was chairman of the event.

* * *

A. Paul Thompson, president and chief executive officer of Iowa Power & Light Company, was elected to the additional post of chairman.

He succeeds **N. Bernard Gussett**, who is retiring. Mr. Gussett continues as a member of the board.

Mr. Thompson, named president of the utility in April 1959, has been chief officer since last April.

Keokuk

W. Gerard (Gerry) Huiskamp has been advanced to the position of assistant cashier at the Security State Bank. He joined the bank in June, 1963.

State Central Savings

At the annual stockholders meeting last month, **R. N. Hoerner, Jr.** was elected to the bank's board of directors. Mr. Hoerner is vice president in charge of marketing and is secretary for Hoerner Boxes, Incorporated.

Jefferson

Donald E. Snyder and **William A. Kuehn** were recently elected to the office of assistant vice president at the Jefferson State Bank. **Russell G. Holt**, vice president and cashier, was recently honored upon the completion of 25 years of service with the bank.

Kimballton

Leonard C. Steen, local realtor and insurance agent, was elected to the board of directors of the Landmans National Bank at the recent annual meeting. He replaces **Howard Esbeck** who moved to Moline, Ill.

Lansing

T. M. Kerndt was elected president of the Kerndt Brothers Savings Bank at the annual stockholders meeting replacing his late father, **Moritz Kerndt**. **T. A. Kerndt** was named vice president and **J. A. Ryan**, cashier, was named to replace **Moritz Kerndt** on the board of directors.

LeMars

First National Bank

Cyril Ortmann, cashier, was named assistant vice president and farm representative and **E. C. Lee**, assistant cashier and farm representative, was named vice president and cashier at the annual meeting. **Alta A. Werth**, assistant cashier and assistant trust officer, was advanced to assistant vice president and trust officer.

LeMars Savings Bank

Mrs. Teresa H. Mennen was elected to the board of directors of LeMars Savings Bank at the annual meeting of stockholders. She replaces the late **Mrs. Katherine Harms**.

Lowden

Marnell Scheeper has been named an assistant cashier at American Trust and Savings Bank.

Luana

C. Adrian Riveland, cashier, was named executive vice president and **Edward Lauerman, Jr.**, was advanced from assistant to cashier at the annual meeting of the stockholders of Luana Savings Bank. Mr. Riveland was also elected to the board of directors.

COUNCIL BLUFFS SAVINGS BANK

COUNCIL BLUFFS, IOWA

STATEMENT OF CONDITION — DECEMBER 31, 1964

ASSETS	
Cash and Due from Correspondent Banks	\$ 4,040,068.88
United States Bonds	3,531,249.88
Other Bonds	6,257,965.59
Commercial Paper	2,365,049.31
Total Cash Resources	16,194,333.66
Loans and Discounts	20,980,857.07
Banking House	309,102.05
	\$37,484,292.78

LIABILITIES	
Capital Stock (Common)	\$ 1,000,000.00
Surplus	1,000,000.00
Undivided Profits and Reserves	1,474,693.18
Total Capital Accounts	3,474,693.18
DEPOSITS	34,009,599.60
	\$37,484,292.78

OFFICERS

L. W. ROSS, Chairman of the Board	RONALD L. KIGER, Cashier
ED H. SPETMAN, JR., President	RICHARD A. DICK, Asst. Cashier
L. W. BARNES, Vice-President (McClelland Office)	GARY TURNER, Asst. Cashier
R. B. GRAEME, Vice-President and Auditor	THOMAS D. WHITSON, Asst. Cash.
PAUL L. GRONSTAL, Vice-President	E. L. SHOCKEY, Vice-Pres. and Trust Officer
LESTER F. HAAS, Vice-President	JOHN R. BURROWS, Trust Officer
F. W. RADTKE, Vice-President	RONALD F. SEALOCK, Asst. Vice-Pres. and Farm Representative
ROBERT E. STARR, Vice-President	WILLIAM E. KELSO, Manager, Carson Office Insurance Corporation
PHILIP A. WAITE, Vice-President Member Federal Deposit	

Farmers State Savings Bank

INDEPENDENCE, IOWA

Statement of Condition, December 31, 1964

RESOURCES	
Cash and Due from Banks	\$1,379,453.71
U. S. Government Securities	2,636,981.83
State, County and Municipal Bonds	1,192,011.05
Commercial Paper	400,000.00
Loans and Discounts	3,109,875.72
Overdrafts	1,094.43
Bank Premises Owned	33,393.66
Furniture and Fixtures	12,492.26
Other Assets	2,896.34
	\$8,768,199.00

LIABILITIES	
Capital Stock (Common)	\$ 200,000.00
Surplus	300,000.00
Undivided Profits and Reserves	499,017.91
Other Liabilities	10,000.00
Deposits	7,759,181.09
	\$8,768,199.00

44 YEARS OF CONTINUOUS SERVICE

OFFICERS

PERCY E. SORG, Exec. Vice President	RUDOLPH LEYTZE, President
CLARENCE L. FIESTER, Vice President	RICHARD E. CONE, Vice President
	RICHARD B. FIESTER, V. Pres. & Cash.
Member Federal Deposit	Insurance Corporation



DIRECTORS

- GREGG ANDREWS**
Real Estate and Investments
- RALPH J. BRIx**
General Manager, Sears, Roebuck & Co.
- CURTIS L. CARLSON**
President, Gold Bond Stamp Co.
- EARL A. EMMER**
President, Emmer Bros. Company
- RANDOLPH E. HAUGAN**
General Manager,
Augsburg Publishing House
- STEPHEN R. HAVIER**
President
and Chairman of the Board
Sales Service Machine
Tool Co., St. Paul
- CYRUS J. HOIGAARD**
President, C. J. Hoigaard Co.
- MATTHEW J. LEVITT**
Lawyer
Levitt, Palmer & Bearmon
- DOUGLAS R. MANUEL**
Vice President, Frost Paint & Oil Co.
- LESLIE W. MYERS**
Chairman of Board,
Precision-Cosmet Co. President,
Rochester (Minn.) Opticians, Inc.
- GEORGE E. PEARSON**
President
Pearson Candy Co., St. Paul
- CARL R. POHLAD**
President
- LYLE J. STOTESBERY**
Banker
- FREDERICK F. ZANDER**
Senior Vice President

We take pride in presenting our 1964 Statement of Condition financial report and the progress it represents. We are proud that you have made possible our contribution of putting money to work in business and industry, thereby increasing the economy of our rapidly growing area. We continue our pledge of greater usefulness and service to Minneapolitans, as well as business, industry and our friends of the Upper Midwest.

STATEMENT OF CONDITION

December 31, 1964

ASSETS

Cash and Due from Banks	\$ 37,744,038
U. S. Government Securities	17,817,726
Securities of Federal Agencies	4,354,474
Municipal and Other Securities	1,290,885
Federal Reserve Bank Stock	135,000
Loans and Discounts	49,428,030
Equipment and Improvement	774,887
	<u>\$111,545,040</u>

LIABILITIES

Deposits	\$104,855,879
Capital —	
Common Stock	\$2,250,000
Surplus	2,250,000
Undivided Profits and Reserve	2,189,161
Total Capital	6,689,161
	<u>\$111,545,040</u>

DEPARTMENT OF BANKS AND BANKERS



CARL R. POHLAD
President



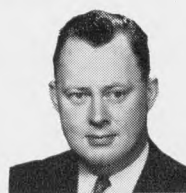
OTTO H. PREUS
Vice President



RALPH W. (BILL) CROULEY
Vice President



GEORGE S. COONROD
Vice President



JOHN T. PAIN, JR.
Asst. Vice President



AVERY G. FICK
Asst. Vice President

Strong Friend of the Independent Banker

THE MARQUETTE NATIONAL BANK

OF MINNEAPOLIS • SEVENTH AT MARQUETTE • FEDERAL 3-5411

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Northwestern Banker, February, 1965

Lynnville

H. L. Stanley, president of the First State Bank for the past 22 years, submitted his resignation at the annual meeting recently. Mr. Stanley also resigned his directorship due to health reasons. His son, Warren Stanley, was elected to replace him on the board. Albert H. Terpstra was named president of the board.

Manly

Perry Webb, executive vice president, reported at the annual meeting of the Manly State Bank that he and Robert Bride had purchased the stock

of James E. Connley who had submitted his resignation as president and director. L. T. Bosworth was named to the bank presidency and Mrs. Bernice Bride was elected to fill the vacancy on the board of directors.

Manning

E. D. Sutherland, president of the First National Bank, was named chairman of the board at last month's annual meeting. Lyle O. Arp, assistant cashier, was named to succeed him as president. Harry H. Rix and Charles E. Hughes were named assistant cashiers.

Mapleton

Chuck Lee, assistant cashier of the First State Bank, was recently elected president of the Monona County Bankers Association.

Marion**Farmers State Bank**

Morris F. Neighbor has been elected executive vice president, succeeding Vaughn J. Hartzell, who had held the position since 1959. Mr. Hartzell at his request, has been assigned new duties.

**M. F. NEIGHBOR**

President W. N. Shellenberger, who made the announcement, said that Mr. Hartzell believed he could best serve the bank in other

areas. He noted that Mr. Hartzell had done an excellent job as executive vice president and that he would continue to perform well in his new assignment as vice president.

First National Bank

Kenneth E. McMurray was recently named assistant cashier at the First National Bank of Marion.

Mason City

United Home Bank and Trust Company has named R. W. Peterson vice president and Eugene C. Chase auditor. Mr. Peterson was assistant vice president and farm representative.

Missouri Valley

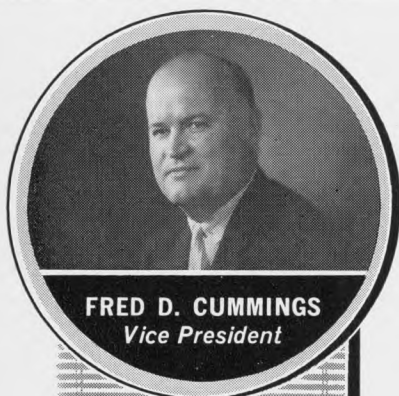
Peoples State Bank, remodeled a decade ago, is expanding again, according to John A. Kovar, vice president and cashier.

Monticello

Charles M. Luett, vice president of the Monticello State Bank, has retired after 44 years of service with the bank and D. P. Sutherland, assistant cashier, retired recently after having served 34 years with the institution. David E. Cuckler, president of Cuckler Enterprises, was elected a new member of the board of directors.

Mount Pleasant

Edna Michener, assistant cashier of the Henry County Savings Bank, retired last month after 41 years of service. The bank presented a color television set to her at a dinner held in her honor.

**FRED D. CUMMINGS**
Vice President**BERNARD D. MILLER**
Assistant Vice President

See you at the
**IOWA
GROUP
MEETINGS**



Drovers National Bank

47th STREET & ASHLAND AVENUE • YARDS 7-7000

CHICAGO, ILLINOIS 60609

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Moville

Open house was held recently at the newly-remodeled quarters for the Lawton office of the First Trust and Savings Bank. George H. Coker, cashier, is manager of the facility.

Muscatine

Muscatine Bank and Trust

Myles Beitz, former vocational agriculture instructor at Muscatine High School, joined the bank as farm representative January 29.

Central State Bank

At the annual board of directors meeting, several staff members of the Central State Bank were promoted. J. W. Wallis was advanced from assistant vice president to vice president, Lenora Eitman, Anna Havemann, N. W. Greene and Harold Maurer were named assistant vice presidents. All had been assistant cashiers with the exception of Mr. Maurer who had been auditor. George A. Lohman and Marilyn J. Pilgrim were elected assistant cashiers.

Joe Wright, West Liberty, was elected farm representative effective July 1.

Northwood

Newly elected officers of Northwood State Bank are: Elmer A. Helgeland, chairman; Mrs. Velma M. Paulson, president to succeed her late husband, Kermit Paulson; L. G. Stevens, vice president, and D. W. Backstrom, cashier. These four and Elroy S. Breen comprise the board of directors. All other officers were reelected.

Ocheyedan

Daniel C. Ostermann, president of Gus Ostermann and Sons, Inc., has been elected to the board of directors of the Ocheyedan Savings Bank.

Orange City

Herman Rowenhorst, president of the Northwestern State Bank since 1945, resigned that office at the meeting of the board of directors last month and was named chairman of the board and senior vice president by the directors.

His son, H. V. Rowenhorst was elected president to succeed him.

Osage

Walter E. Sheldon, president of the Home Trust and Savings Bank, retired last month as an active officer. He will retain his position as chairman of the board.

Pella

J. Roy Drake, 70, died last month. He had retired in 1959 as chairman



Prerequisite for Printability

At no time since George La Monte first produced the original safety paper in 1871 has the quality of paper been so important as in today's high speed banking operations. To meet the ever more rigid requirements imposed on the leading bank stationers by MICR, the surface finish of La Monte papers has been engineered to provide the most exacting receptivity to magnetic inks. The result of these continuing efforts is one more reason why La Monte papers are preferred by the majority of check printers and banks throughout the country.



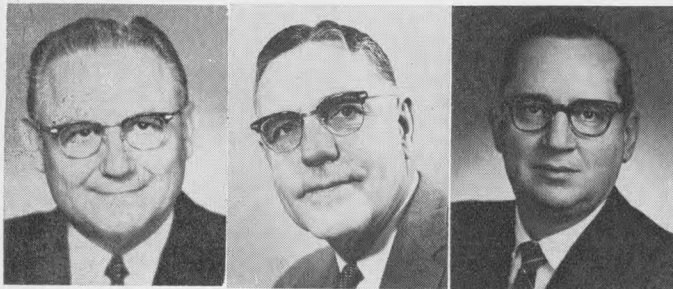
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Safety Paper for Checks

THE WAVY LINES® ARE A LA MONTE TRADE-MARK

GEORGE LA MONTE & SON • NUTLEY, N. J. • BURLINGTON, IOWA • TORONTO, CANADA

Northwestern Banker, February, 1965

Group I Bankers to View Future at Sioux City



T. R. TIMM

E. R. BUTLER

J. T. GRANT

A GLANCE at the future will be offered bankers attending the annual meeting of Group I of the Iowa Bankers Association in Sioux City, February 12.

On hand to offer a glimpse of what may be expected will be Dr. Tyrus R. Timm, head of the department of agricultural economics and sociology, Texas A. & M. University, College Station, Texas. Dr. Timm will discuss "For Banking to Serve Agriculture Tomorrow."

In addition, Dr. John D. Hogan, assistant director of markets research and a staff economist for Northwestern Mutual Life Insurance Company, Milwaukee, will speak on the timely topic, "The Current Expansion and its Prospects."



O. SPAHN

Also featured on the program will be Emmet F. Butler, director of public and employee relations for The Maytag Company, Newton, Iowa.

The complete program follows:

Friday, February 12

- A.M.
9:30 Registration—Municipal Auditorium.
10:30 Group Conference of County Association Officers—Third Floor Municipal Auditorium.
12:00 Noon Luncheon—Municipal Auditorium.
P.M.
1:00 Meeting Called to Order—Orval Spahn, chairman Group I and vice president, First State Bank, Mapleton.
Remarks—E. L. Ballou, president, Iowa Bankers Association and president, Security Trust and Savings Bank, Storm Lake.
General Remarks and "Automation for Small Banks?"—John Chrystal, state superintendent of banks.
Address—"For Banking to Serve Agriculture Tomorrow,"—Dr. Tyrus R. Timm, head, department of agricultural economics and sociology, Texas A. & M. University, College Station, Texas.
Address—"The Current Expansion and Its Prospects,"—Dr. John D. Hogan, assistant director of markets research and staff economist, Northwestern Mutual Life Insurance Company, Milwaukee, Wis.
Remarks—Frank Warner, secretary, Iowa Bankers Association.
Adjournment.
5:00 Social Hour—Sheraton Warrior Hotel.
6:30 Banquet—Municipal Auditorium, William L. Temple, senior vice president, First National Bank in Sioux City, presiding.
Address—"Your Public Relations Are Showing,"—E. F. Butler, director, employee and public relations, The Maytag Company, Newton.

Ladies' Program

- 12:00 Noon Luncheon—Sheraton Warrior Hotel.
Style Show—Courtesy Younker Brothers, Sheraton Warrior Hotel.
P.M.
6:30 Banquet—Municipal Auditorium.—End.

of the board of Pella National, but remained a member of the board. Mr. Drake had been a banker since starting in the business at Columbus Junction in 1910. He served as a state representative in the 44th General Assembly.

Perry

C. R. Collins, former vice president of Jefferson State Bank, transferred to the First National Bank of Perry last month as vice president and G. L. Owens, assistant vice president, was elected cashier of the Perry bank effective January 1.

Eugene T. Smith, former cashier, has become executive vice president of the Warren County Bank and Trust Company, Indianola.



C. GUSTAVSON

**We'll See You at
Group 1—Sioux City
Group 11—Burlington**



R. FLEMING

Whether your bank is large or small, National Fidelity can tailor a credit life insurance program to fit your needs. Our programs are simple, flexible and designed to cover any type of loan made in your bank.

One of the Nation's Strongest by Any Standard of Comparison

National Fidelity Life

INSURANCE COMPANY

KANSAS CITY 6, MO.

**YOUR STATE BANKERS ASSOCIATION
OFFICIAL SAFE, VAULT AND
TIMELOCK EXPERTS
F. E. DAVENPORT & CO.
OMAHA**

Statement of Condition

December 31, 1964

ASSETS

Cash and Due from Banks	\$10,759,809.43
U. S. Government Securities	10,036,225.84
Obligations of Other Federal Agencies	1,901,137.35
Obligations of States and Political Subdivisions	3,411,422.14
Stock in Federal Reserve Bank	82,500.00
Loans and Discounts	32,784,821.81
Bank Premises, Furniture, Fixtures	908,125.84
Interest Earned, Not Collected	330,070.86
Customers' Liability—Letters of Credit	1,946.00
Other Assets	77,584.34
	<hr/>
	\$60,293,643.61

LIABILITIES

Capital Stock	\$ 1,100,000.00
Surplus	1,650,000.00
Undivided Profits	651,602.72
Reserve for Losses	678,917.38
	<hr/>
Total Capital Accounts	\$ 4,080,520.10
Reserve for Interest, Taxes, Expenses, etc.	203,542.41
Interest Collected, Not Earned	419,959.40
Liability—Letters of Credit	1,946.00
Other Liabilities	533.00
Deposits	55,587,142.70
	<hr/>
	\$60,293,643.61



First National Bank

Member Federal Deposit Insurance Corporation *in Sioux City*

Group 11 to Hear Californian



F. E. BREITENSTEIN



J. CHRYSTAL



S. GANGE

HOW HIGH IS UP?" is the title of the principal address at the Group 11 annual meeting in Burlington, February 22. Stary Gange of Visalia, Calif., will deliver this address at the noon luncheon.

Mr. Gange was born in Iowa and moved to California at the age of 7. He brings back to Iowa an impressive background of banking, farming and business. A farmer raising olives and oranges, he has been an executive with Pacific Olive Company and The Orange Belt Supply Company. He has talked on Americanism across the United States for 15 years.

Headquarters again will be at Hotel Burlington where bankers and their wives will attend the social hour, buffet and dance on Sunday evening, February 21, starting at 6:00 p.m. The registration desk will open prior to this starting at 4 p.m.

The Group 11 business meeting will be held in the Capital Theater across the street from the hotel from 10 a.m. to 12 noon on Monday, February 22. F. E. Breitenstein, assistant cashier, State Central Savings Bank, Keokuk, will preside at the meeting in his capacity as chairman of Group 11.

Also featured on the program will be E. L. Ballou, president, Security

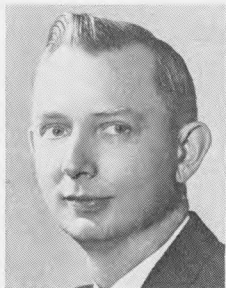
Trust and Savings Bank of Storm Lake and president of the Iowa Bankers Association; John Chrystal, Iowa superintendent of banking, and Frank Warner, secretary of the Iowa Bankers Association, Des Moines.

The noon luncheon will be held following the business meeting. This will conclude the Group 11 meeting.

Pocahontas

Arlo M. Benson, Marathon, has been elected assistant cashier of the Commercial State Bank, replacing James H. Fitzgerald who resigned to enter the farm real estate and brokerage business.

Postville

M. F. CHEVALIER
assistant cashier.

M. F. Chevalier, cashier, was promoted last month to executive vice president of the Citizens State Bank and J. C. Shover, assistant cashier and farm representative, was advanced to cashier. Marie Meyer was named

Mr. Chevalier is currently secretary of Group Four. He started in banking with the Union Bank & Trust Company, Strawberry Point, in 1946. In 1954, he joined the Monticello State Bank as assistant cashier. In January, 1958, he came to Postville as cashier.

Remsen

Len C. Lamar has been elected vice president and cashier of the First



L. C. LAMAR

Trust and Savings bank to succeed Earl E. Fitzgerald, who is retiring July 1. Mr. Fitzgerald will continue on the board of directors.

Mr. Lamar is moving to Remsen from Anthon, where he has

been vice president and cashier. He will remain on the board of the Anthon bank. Mr. Lamar is a graduate of the School of Banking at Madison.

Riceville

Russell L. Noble, who was elected cashier of the Riceville State Bank last August, has been elected a director of the bank.

Royal

Peter Beck, former president of the Home State Bank, was named chairman of the board at the bank's annual meeting last month and Larry Olson, vice president and cashier, was named to succeed him as president.

Leon Walker, assistant cashier, was elected cashier and Donabelle Ekberg and Helen Yungbluth were appointed assistant cashiers.

The bank will mark a half century of service next month.

Rockford

The First State Bank will observe its 40th anniversary this year. The bank was organized and opened for business in 1925.

Spencer

John W. Edge, 70, president of the Farmers Trust & Savings Bank since 1947, died of a coronary attack last month suffered during the annual meeting of the board of directors.

Mr. Edge started in the banking business with the Federal Reserve Bank of Chicago in the 1920's. Later he was at Emmetsburg, Iowa, and was president of the Tipton State Bank from 1942 until 1963. He became executive vice president of Farmers Trust & Savings at Spencer

NATIONAL BANK OF BURLINGTON

BURLINGTON, IOWA

Statement of Condition December 31, 1964

ASSETS		LIABILITIES	
Cash and Due from Banks	\$ 3,010,270.76	Capital Stock	\$ 600,000.00
U. S. Government Securities	4,644,654.77	Surplus	1,000,000.00
State, County and Municipal Bonds	1,800,925.97	Undivided Profits	219,614.44
Other Bonds	499,928.30	Reserves	283,427.56
Loans and Discounts	12,108,127.65	Unearned Discount	530,786.57
Stock in Federal Reserve Bank	48,000.00	Deposits	19,746,583.46
Bank Building, Furniture and Fixtures	273,651.97	Other Liabilities	9,800.00
Other Assets	4,652.61		
	\$22,390,212.03		\$22,390,212.03

OFFICERS

JOHN H. WITTE, JR., Chairman of the Board
V. P. CULLEN, President
DALE KELLEY, Executive Vice President
FRANCIS W. KAMMAN, Vice President
R. K. PEARSON, Vice President
E. L. HAUSKNECHT, Vice President and Cashier
FRANCES FLYNN, Assistant Vice President
PAUL A. ABEL, Assistant Vice Pres. and Farm Repr.

E. E. WISCHMEIER, Assistant Cashier
WALTER FUNCK, Assistant Cashier
WILLIAM B. RUTHER, Vice Pres. and Trust Officer
E. W. WISCHMEIER, Assistant Trust Officer
E. J. BREDAR, Vice President and Manager
Installment Loan Department
A. N. STOLZE, Auditor

Member Federal Deposit Insurance Corporation

Northwestern Banker, February, 1965

in 1947, and had served as president from 1949 until his death.

Mr. Edge was president of the AAA Motor Club of Iowa and was a prominent member of the Iowa Bankers Association.

In addition to his wife, Margaret, Mr. Edge is survived by four sons. G. Kenneth Edge is cashier of the Spencer bank and Robert H. is assistant cashier. John G. is cashier of the State Savings Bank at Baxter. The fourth son is Navy Cmdr. Donald Edge of San Diego, commander of the aircraft carrier Constellation, which was involved in the action late last year against Viet Communists in Tonkin Gulf in southeast Asia. One daughter also survives.

Sheldon

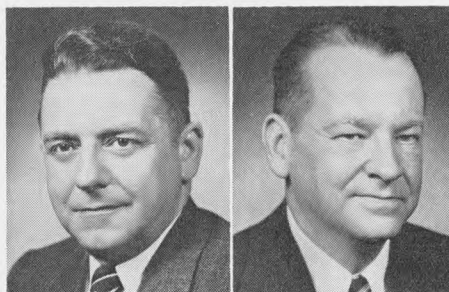
C. L. Schneider, president of the Security State Bank, and Sterling B. Archer, president of the State Bank of Archer, recently announced that the board of directors of each bank had voted a merger of the Archer bank into the Security State.

The merger was to have become effective February 1, or as soon thereafter as approval was given by the Federal Deposit Insurance Corporation.

Ronald Fylstra was named assistant cashier of the Sheldon bank last month.

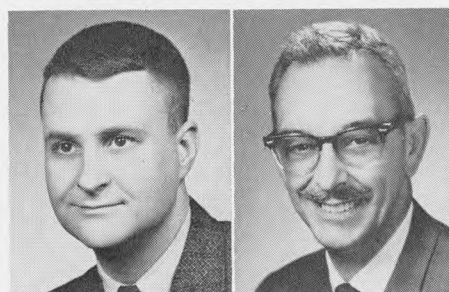
Ottumwa

E. A. Wimmer, vice president of the Union Bank and Trust Company, retired recently after having served in his position since June, 1956 when Union Bank and Farmers and Merchants Savings Bank merged.



J. C. BLACKFORD

F. M. POLLARD



M. VON SCHRADER

B. R. SMITH

J. C. Blackford was advanced from vice president to senior vice president; F. M. Pollard was promoted from vice

president and cashier to senior vice president and cashier; Baxter R. Smith, assistant vice president, was named vice president; Max von Schrader, Jr. was advanced from assistant vice president to vice president; and Robert J. Laughrige was moved from assistant cashier to assistant vice president. Rodney L. Day and Gary L. Major were named assistant cashiers.

Seymour

R. F. Malmberg of Centerville, and associates, Carl G. Riggs of Tingley, and John C. Elliott of Creston, have purchased the interests of Earl A. Wimmer of Ottumwa in the Seymour State Bank, Seymour.

Mr. Wimmer, who held the controlling interest in the institution, formerly served as chairman of the board. He has been replaced by Mr. Riggs. Mr. Malmberg will continue as president.

John C. Wickam, who has been a banker in Seymour since 1944, has been promoted to executive vice president and will serve as managing officer. Mr. Elliott also has become a vice president.

Mrs. Raymond (Kathryn) Hicker-son has been promoted to cashier.

In addition, Mr. Riggs and Mr. Elliott became members of the board of directors, joining Elvin Liggett,



By George, Everyone's Going To Burlington!

Group 11 Meets in Burlington February 22

Group 11 bankers will once more enjoy the traditionally outstanding program scheduled for them at the annual meeting here in Burlington. Join us in renewing old friendships.

**And Don't Miss The
Pre-Convention Party
Sunday Evening,
February 21**

Burlington Bank & Trust Co.

Farmers & Merchants Savings Bank National Bank of Burlington

Statement of Condition of DUBUQUE BANK & TRUST COMPANY

DUBUQUE, IOWA
December 31, 1964

RESOURCES	
Cash and due from Banks	\$2,050,861.51
U. S. Government Bonds	4,321,281.00
Municipal and U. S. Agency Bonds	6,409,353.05
Loans: Collateral, Commercial and Mortgages	\$12,781,495.56
Commercial Paper	12,150,287.28
Banking House—Furniture and Fixtures	7,385,000.00
Overdrafts	306,587.56
Other Assets	75.21
	15,034.04
	\$32,638,479.65
LIABILITIES	
Capital Stock	\$1,000,000.00
Surplus	1,000,000.00
Undivided Profits	437,047.42
Reserves	354,484.61
	\$ 2,791,532.03
Deposits—	
Demand	\$12,137,268.27
Time	17,235,300.45
U. S. Government	288,975.31
	\$29,661,544.03
Other Liabilities	185,403.59
	\$32,638,479.65

OFFICERS

J. M. Burch, Jr., Chairman	Wm. R. Jensen, V. Pres. & Cashier	Wm. A. Fahey, Assistant Cashier
John H. Jansen, President	Kenneth J. Ganahl, Asst. Vice President	K. J. Kilby, Assistant Cashier
G. W. Corken, Vice President	Genevieve McEvoy, Asst. Vice President	Richard K. Spautz, Asst. Cashier
Lynn S. Fuller, Vice President	Robert F. Benzer, Asst. Cashier	Mark M. Walsh, Asst. Cashier
Member Federal Deposit Insurance Corporation		Mabel A. Hartmann, Auditor

CENTRAL STATE BANK

MUSCATINE, IOWA

Statement of Condition, December 31, 1964

RESOURCES	
Cash and Due from Banks	\$ 3,540,483.21
U. S. Bonds	5,667,011.50
Municipal Bonds	3,126,014.68
Other Bonds	1,052,955.00
Loans and Discounts	9,864,248.60
Federal Reserve Bank Stock	22,500.00
Bank Building	1.00
Furniture and Fixtures	1.00
TOTAL	\$23,273,214.99
LIABILITIES	
Capital	\$ 250,000.00
Surplus	500,000.00
Reserves and Undivided Profits	800,508.10
Unearned Discount	284,734.75
Other Liabilities	34,500.00
Deposits	21,403,472.14
TOTAL	\$23,273,214.99

OFFICERS

JOHN B. RIGLER, President	S. G. STEIN, Chairman of the Board	J. W. WALLIS, Assistant Vice-President
GLEN DOWNING, Executive Vice-President		LENORA EITMAN, Assistant Cashier
R. S. JACKSON, Vice-President		ANN HAYEMANN, Assistant Cashier
L. D. KRUEGER, Vice-Pres. & Trust Officer		N. M. GREENE, Assistant Cashier
L. J. HORST, Vice-President and Cashier		H. B. MAURER, Auditor
Member Federal Deposit Insurance Corporation		
Member Federal Reserve System		

LE MARS SAVINGS BANK

LE MARS, IOWA

Statement of Condition, December 31, 1964

ASSETS	
Cash and Due from Banks	\$ 1,249,998.50
United States Securities	1,818,391.67
Other Bonds and Securities	1,710,708.62
Loans and Discounts (Including \$5,478.59 Overdrafts)	7,271,249.40
Bank Building	135,000.00
Furniture and Fixtures	65,000.00
Other Assets	344.34
TOTAL ASSETS	\$12,250,692.53
LIABILITIES	
Capital Stock	\$ 200,000.00
Surplus	300,000.00
Undivided Profits	511,590.10
Reserves	185,946.36
Total Capital Accounts	\$ 1,197,536.46
Deposits:	
Demand	\$6,088,128.38
Savings	4,965,016.37
Other Liabilities	11.32
TOTAL LIABILITIES	\$12,250,692.53

OFFICERS

GORDON L. MENNEN, President	HAROLD H. HARMS, Vice President
H. J. AHLERS, Vice President	and Trust Officer
PAUL TRAUFLER, Vice President	NORRIS HAWKINS, Cashier
HENRY A. AHLERS, Vice President	ARLIE PIERSON, Farm Credit Advisor
MEMBER OF THE FEDERAL DEPOSIT INSURANCE CORPORATION	

Charles Shubat, Irla Robb, M. H. Johnston and Mr. Malmberg.

Mr. Malmberg, who is executive vice president of the Centerville National Bank, assisted with the organization of the Seymour State Bank in October, 1959.

Mr. Riggs, 36, is now president of the Tingley State Savings Bank, having been associated with it since 1953.

Mr. Elliott, born and reared in Creston, has been connected with an insurance company for many years.

Although Mr. Riggs and Mr. Elliott do not contemplate a move to Seymour in the immediate future, they intend to be present at all regular meetings of the board of directors. The present bank was formed following liquidation of the former Sawyers Savings Bank which was formed in 1911.

Swisher

Eugene Robison, assistant cashier of the Swisher Trust and Savings Bank, was named a director at the bank's annual meeting last month. He succeeds Charles J. Koss who retired.

Thurman

Col. Herbert G. Esden, a director of the Thurman Savings Bank, died there recently.

Sioux City

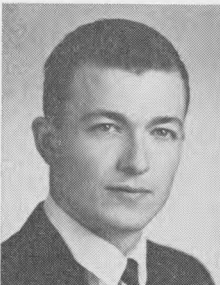
Live Stock National



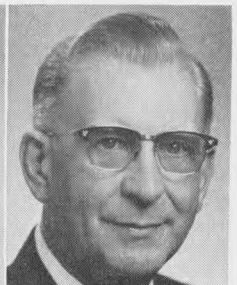
M. H. ERICKSON

Malcolm H. Erickson, at the annual meeting of stockholders of the Live Stock National Bank, was advanced from assistant cashier to cashier.

Ben H. Holt-dorf was promoted from assistant cashier to assistant vice presi-



G. E. SEUBERT



B. H. HOLT-DORF

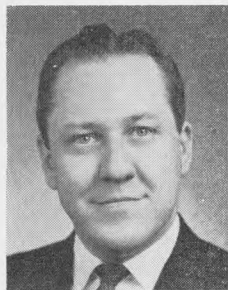
dent and George E. Seubert was named an assistant cashier.

Toy National

Carleton C. Van Dyke, president,

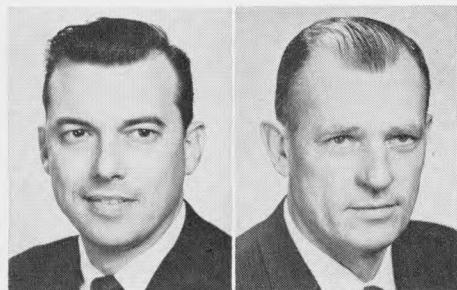
announced the following promotions at the annual meeting:

Leslie H. Olson from assistant vice president and cashier to vice president and cashier. He has been with the bank since 1945. Mr. Olson manages the correspondent department as well as the government and municipal bond department.



L. H. OLSON

Richard Breyfogle and Robert Dannenberg were advanced from assistant cashiers to assistant vice presidents. Mr. Breyfogle has been with the bank since 1957 and will now be in the business and city loans department as well as the new business development department. Mr. Dannenberg, formerly with Woodbury Bank in Sioux City, joined Toy National in 1963 and is assistant manager of the livestock loan department.



R. A. BREYFOGEL R. E. DANNENBERG

James Tritz, assistant cashier, was advanced from assistant manager to manager of the personal loan department.

Wellman Lindstrom was elected assistant auditor.

Recent additions to the staff are Kenneth Ebsen, fieldman in the farm management department, and Ronald M. Schweppe, fieldman in the farm real estate mortgage department.

Security National

Charles R. Gossett, president, has announced the advancement of E. C. Thompson, Jr., from senior vice presi-



Interstate Finance Corporation and Subsidiaries 40th Year of Service

CONSOLIDATED BALANCE SHEET

ASSETS

	November 30	
	1964	1963
Cash	\$ 3,785,346.37	\$ 3,644,855.83
United States Government obligations	103,000.00	100,000.00
Notes and accounts receivable	41,255,724.85	38,278,606.83
Deduct reserves for deferred income and losses	4,904,555.59	4,258,518.80
Other receivables, deferred charges and prepaid expenses	867,737.46	911,847.17
Vehicles used in operation, less reserves for depreciation	56,847.27	32,147.73
Real Estate—home office	82,400.00	70,000.00
Furniture, Fixtures and leasehold improvements, less depreciation and amortization	183,677.50	188,333.89
	<u>\$41,430,177.86</u>	<u>\$38,967,272.65</u>

LIABILITIES AND NET WORTH

Notes payable—short term	\$19,101,000.00	\$15,373,700.00
Current maturities of long term debt	1,540,000.00	1,440,000.00
Other payable and accruals	1,075,924.61	1,216,550.85
Accrued taxes	303,432.12	217,800.46
Reserves	784,589.08	774,171.54
Long-term notes payable	7,100,000.00	8,200,000.00
Subordinated debt	5,520,000.00	5,960,000.00
Net worth:		
Capital Stock	2,709,910.00	2,709,910.00
Less Treasury Stock	132,138.00	64,800.00
Surplus	3,427,460.05	3,139,939.80
Total Net Worth	<u>\$ 6,005,232.05</u>	<u>\$ 5,785,049.80</u>
Total net worth and subordinated debt	<u>11,525,232.05</u>	<u>11,745,049.80</u>
	<u>\$41,430,177.86</u>	<u>\$38,967,272.65</u>

Write for annual report and information on short term notes.

**D. W. ERNST, CHAIRMAN OF THE
BOARD OF DIRECTORS**

**DAVID B. CASSAT, PRESIDENT AND
CHIEF EXECUTIVE OFFICER**

OFFICES IN

IOWA - ILLINOIS - MINNESOTA - WISCONSIN
KANSAS - OKLAHOMA

Home Office - Dubuque, Iowa

dent to executive vice president; L. C. Jensen from assistant vice president to vice president and trust officer, and Charles J. Tice from assistant cashier to assistant vice president.



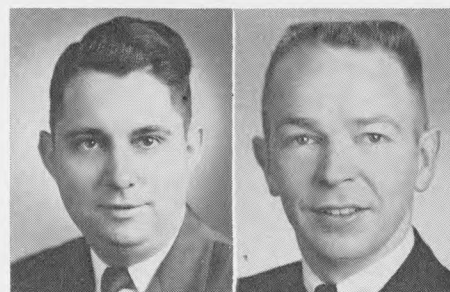
E. C. THOMPSON, JR.

Also, Wrede H. Smith was elected a new member of the Security National board of directors. Mr. Smith is vice president of American Pop Corn Company, Sioux City. Appointed to the advisory

council were George L. Booth and Harry P. Pratt.

Mr. Thompson joined the staff in 1941, was elected vice president in 1955 and senior vice president and director in 1963. He is a graduate of the School of Banking at the University of Wisconsin and the Financial Public Relations Association School at Northwestern University.

Mr. Jensen also joined the bank in 1941 and has been associated with the trust department since 1948. He was elected assistant vice president in 1963. He is a 1955 graduate of the trust division of the Graduate School of Banking at Rutgers University, and presently is vice president of the Iowa



L. C. JENSEN

C. J. TICE

Corporate Fiduciaries Association.

Mr. Tice has been with the bank since 1957 and has been a personal loan officer as well as working in the commercial loan department. He is a senior student in the School of Banking at Madison.

STATEMENT OF CONDITION

at Close of Business December 31, 1964

ASSETS

Cash on Hand on due from Banks	\$ 6,283,361.09
United States Government Bonds	7,521,421.71
State, County and Municipal Bonds	3,995,244.22
Other Bonds	901,663.76
Federal Reserve Bank Stock	63,000.00
Loans and Discounts	18,880,852.84
Overdrafts	7,566.80
Bank Premises	284,138.88
Furniture and Fixtures	35,827.65
Other Assets	70,759.22

\$38,043,836.17

LIABILITIES

Capital Stock	\$ 700,000.00
Surplus	1,400,000.00
Undivided Profits	975,641.64
Reserves	223,501.76
Deposits	34,744,692.77

\$38,043,836.17

OFFICERS

LOWELL J. WALKER
Chairman of the Board

DALE K. DeKOSTER
President

FREDERICK KOCH
Vice President and Trust Officer

MERLE W. RODGERS
Vice President and Cashier

ROBERT V. COOPER
Vice President

WILLIS J. VOLLENWEIDER
Assistant Vice President

E. JAMES O'CONNOR
Assistant Vice President

GERALD J. CURRAN
Assistant Cashier

DONALD N. RICHARDS
Assistant Cashier

FORREST D. LOFTON
Auditor

CHARLES P. BEARD
Trust Officer



Waterloo savings bank

WEST FOURTH STREET AT COMMERCIAL ■ WATERLOO, IOWA

Dial 235-1431

Spirit Lake

First National Bank

J. Robert Cornell has been advanced from president to chairman of the board and Robert I. Currell has moved from vice president to president of the bank.

The State Bank

Completion of the new bank building in Spirit Lake by early next month will allow the State Bank of Terril to move its charter there. The bank will continue to maintain a Terril office. C. W. Wetzeler has been named executive vice president and cashier and M. E. Hess has been named vice president in charge of the Terril office.

Spragueville

Louis Schmidt, Preston, has retired as a director of the Farmers Savings Bank after having served on the board for 47 years. Garold Weasmer, assistant cashier and manager of the Preston office, was elected to succeed Mr. Schmidt on the board.

Storm Lake

Three new members have been elected to the board of directors of the Citizens First National Bank, increasing the membership from five to eight. The three are John Dvergsten, Fred Stanzel and George H. Schaller, assistant cashier.

Walford

R. C. Erusha was promoted from cashier to executive vice president and E. R. Kaiden was advanced from assistant cashier to cashier at the annual meeting of the board of directors of the Farmers Savings Bank.

Mr. Kaiden was elected to the board of directors to fill the vacancy created by the death of Frank Schulte.

DeLuxe to Build in Des Moines

ONE of the first firms to start construction in a new industrial park just southwest of the downtown Des Moines business area will be DeLuxe Check Printers, Inc., of Chicago. The announcement was made by William McCarty, secretary of the industrial bureau of the Greater Des Moines Chamber of Commerce.

Proposed changes in the city zoning ordinances are being studied and it is anticipated the 16-acres in which the industrial park would be located will be rezoned from residential to industrial. The area across the street to the north presently is light industrial. The tract is located on the south side of Bell Avenue west of Southwest 23rd Street. Options to purchase the land for \$244,000 are held by The Des Moines Development Corporation, a non-profit corporation organized by the Chamber of Commerce to develop land for industrial use.

DeLuxe Check Printers plan to erect a building of about 19,000 to 25,000 square feet on a 4-acre piece of the park as soon as rezoning is approved. Cost of the building would be between \$300,000 and \$400,000 it is estimated. The Des Moines plant for DeLuxe would employ about 25 persons. Nationwide, DeLuxe, one of the foremost printers of bank checks, employs 1,200 persons and has annual sales of \$15,000,000.

Other DeLuxe plants are located at Norwalk, Conn.; Clifton, N. J.; Paoli, Pa.; Richmond, Va.; Cleveland, Ohio; Detroit, Mich.; Indianapolis, Ind.; St. Louis, Mo.; St. Paul, Minn.; Kansas City, Kans.; Dallas, Tex.; Chatsworth, Calif.; Portland, Ore., and Chicago.

A BANKER'S ANSWER . . .

(Continued from page 39)

tight money situation, we always have a place to go to take care of our needs.

I am president of the corporation, our bank vice president is our secretary-treasurer and we have two trained girls who help with the book work.

The corporation pays the bank a fee for quarters and to reimburse the bank for labor.

Do not get the idea it is as easy to sell notes to the FICB as it is to your correspondent bank. There is more red tape connected with it. However, the red tape gets easier to handle as you get used to the procedure, and it works out real well. They try to audit the corporation at least once a year, and this audit, or examination, is about like a bank examination.

These are the facts and figures behind our forming the Farmers Agricul-

tural Credit Corporation. I am not an authority on this matter . . . but I hope I have given you something to think about.—End.

Western and Southern Life Promotes Three Officers

The election of Carl H. Albertz and Walter E. Kempf to vice presidents and Lawrence A. Burns to secretary-treasurer was announced by William C. Safford, president of Western and Southern Life, Cincinnati, Ohio.

Mr. Albertz began his career with the company in 1915, as a bookkeeper

in the company's agency accounting department. He was advanced to treasurer in 1963.

Mr. Kempf, head of the firm's treasury disbursing division, came to Western and Southern in 1924.

Mr. Burns joined the firm's legal department in 1948 and has been secretary of Western and Southern since July, 1964.

Bank of New York

The election of Joseph L. McElroy and Harry E. Muecke as vice presidents of The Bank of New York was announced recently by Samuel H. Woolley, president. Both men are in the trust department.

STATEMENT OF CONDITION

December 31, 1964

RESOURCES

Cash and Due from Banks	\$ 4,980,066.78
Bonds—U. S. Governments	\$5,390,581.77
Federal Land Banks	898,546.13
Municipals	3,302,527.71
Other Marketable Securities..	119,971.92
Stock in Federal Reserve Bank	45,000.00
Loans and Discounts	8,148,704.45
Banking House and Furniture and Fixtures	125,200.81
Overdrafts	1,405.77
Accrued Interest and Other Resources	154,292.93
	<hr/>
	\$23,166,298.27

LIABILITIES

Capital	\$ 600,000.00
Surplus	900,000.00
Undivided Profits	585,974.51
Reserve for Contingencies	51,968.91
Other Liabilities	236,626.39
Deposits—Demand	\$14,008,832.31
Time	6,538,800.61
U. S. Government	244,095.54
	<hr/>
	20,791,728.46
	<hr/>
	\$23,166,298.27



Member of the Federal Deposit Insurance Corporation, Washington, D. C.
\$10,000 — Maximum Insurance for Each Depositor — \$10,000

WANT ADS

Rates 20 cents per word per insertion. Minimum: 10 words.

NORTHWESTERN BANKER
306 15th St., Des Moines, Iowa

BANKERS — We are confidential recruiters exclusively for bank clients. Our coverage is nationwide. Send resume including your present salary and requirement, and geographical preference to **DON HOWARD PERSONNEL**, 179 Broadway, N. Y., N. Y. 10007, or phone 201-BA 7-9000 for info.

Married man, 34, 11 yrs. banking experience with insurance, Protestant, desires banking position with future. Will call personally. For resume & references, write Box CWA c/o the **NORTHWESTERN BANKER**, 306 15th Street, Des Moines, Iowa 50309

WANT TO BUY

Banker will buy controlling interest of bank up to \$10 million in deposits. Will consider buying up to 100% of stock if necessary. All replies confidential. Write Box NBC, c/o **NORTHWESTERN BANKER**, 306 15th Street, Des Moines, Iowa 50309.

BANK WANTED

Client seeks controlling interest investment in Iowa bank. Principals only. Replies confidential. Write MCS, c/o The **NORTHWESTERN BANKER**, 306 15th St., Des Moines Iowa 50309.

For sale, two NCR Postronics, \$3,000.00 each, the Overland National Bank, P. O. Box 1300, Grand Island, Nebraska, Area Code 308, Phone 382-4800.

LEGAL FORMS

Any form you need we stock, or will print. Special forms then stocked for prompt shipment on reorders.

IOWA LEGAL BLANK & PRINTING CO.
Box 238, Webster City, Iowa

BUYING OR SELLING A BANK?

Write or call collect
365-9117 Area Code 319

REGINALD FIGGE ASSOCIATES

Confidential Consulting Service
Merchants National Bank Building
Cedar Rapids, Iowa

Checks Anonymous . . .

(Continued from page 26)

To a banker or merchant left holding the check, such an admission seems as obviously simple as signing one's name. To an inmate, it can be as painful as telling his little daughter he won't see her again for three years.

"How do you value the feelings of shame, the loss of pride, dignity, confidence and initiative that so many men in prison feel they have lost?" ask two members in a CA booklet.

Check writers, according to one of the group, are "weak-willed individuals, markedly immature, who have never learned to share. Yet there are some who, through a clean look at themselves, want to do something about putting this bad and vicious habit behind them."

That "clean look," said Mr. Miller, comes in meetings where members pool their experiences by relating their own stories in intimate detail with the accent on self-help and group therapy.

If an inmate ever thought a district judge was tough, he hadn't yet tried to prove his honesty to other convicts. As one long-time CA member said, "You just don't get by with throwing the bull around these guys the way each of us used to."

Restitution Next

After a member has acknowledged his guilt and has indicated he realizes just how compulsive, careless and costly his habit is, CA encourages him to make restitution as the next step.

If a man is sincere—and sincerity at a CA meeting flows as freely as the black coffee served during the break—his fellow members will chip in to help pay his detainers.

Monthly dues range from 75 cents to \$1.50 deposited, appropriately enough, in a prison checking account. Then,

according to the CA booklet:

"If the county attorney's confidence can be gained through our sincere efforts, we hope to become a collection agency for him. If our treasury is capable and the urgency of restitution is great enough, we will make an attempt to cover these amounts right away."

In reality, the CA budget is tightly controlled. Even so, a CA member can add a group allotment to whatever he has put aside through a voluntary savings program and, thereby, periodically mail checks to his county attorney.

CA is not only a collection agency for money. It also collects hope. The booklet explains, "We need to reaffirm our confidence in a future that holds more than incarceration for a man. Confidence that justice is truly being served. Confidence that we shall be able to offer a working program for a man. Confidence that man is truly interested in the welfare of his fellow man."

Rarely "Bounce"

Perhaps CA members' greatest source of confidence is that, unlike bad checks, their former members rarely bounce back. Most of them have learned that one bad check added to another results in "doing life" on the installment plan.

Mr. Miller said that, of 40 former CA members released from the penitentiary, approximately five have subsequently tangled with the law.

One reason for this unusually-low return ratio may be the departure statement a CA member is handed along with a baggy black suit and a \$20 bill when the green front gate finally clangs open for him.

It reads: "All of us wish you good luck. We hope we will never see you again."—End.

Walcott

A. M. Sindt, a banker for 50 years, retired recently as president of the Walcott Trust and Savings Bank to become chairman of the board. H. L. Paustian, executive vice president, retired from the active list and assumed the presidency. K. H. Dietz was elected executive vice president and cashier. Mr. Dietz had been cashier.

Gus Hamann retired as a director after having been active in banking since 1926 and Harry Brockmann retired from the board ending a banking career which began in 1928.

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Install Computer Center

THE First National Bank in Sioux City has just completed the installation of a new electronic data processing system center. The data processing department is located on the lower level of the bank's main office at Fifth and Pierce Streets. The department, equipped with all of the contemporary features of the electronic age, was designed under the direction of Dorothy M. Gleason, A.I.D., interior design consultant.

The computer room, enclosed in vertical panels of glass and mosaic tile, features the E-13B type characters, similar to those now printed on the lower margin of checks, incorporated into the panel design and faced in mosaic tile. A public lounge is located adjacent to the computer room and is designed as an easily accessible vantage point from which to view the system in operation.

The IBM 1440/1412 computer is tailored to handle all of the bank's accounting operations. Checking accounts, proof and transit functions, savings accounts, installment and real estate loans as well as trust services will soon be processed by the computer. The actual changeover began last month.

Because of the high speed capability of the system, the bank plans to offer computer services to other Sioux City area banks, as well as business, professional and industrial firms, according to Joe T. Grant, president of First National.

Internally, according to the bank president, the computer will aid in handling the huge increase in paperwork resulting from the rapid growth of the bank, which has nearly doubled in size since 1960. In demand deposit accounting alone, an average of 15,000 transactions are now handled daily.

Traer

Farmers Savings Bank will mark its 50th anniversary June 15, according to Donald L. Gates, cashier.

West Union

Robert Ralston was advanced from farm representative to assistant trust officer and farm representative and Bruce Crandall was named assistant

cashier of the First National Bank of West Union at the bank's annual meeting last month.

Whitemore

Vic B. Perkins, president of the Farmers State Bank, reports that capital has been increased from \$25,000 to \$50,000, bringing capital and surplus to \$100,000.

Wyoming

Thomas O. Eichhorn, vice president of Citizens State Bank, has been advanced to president, Meinhardt F. Thomsen, a director, has been named vice president, Ralph L. Orth has advanced from cashier to executive vice president and Harlan R. Jacobson, assistant cashier, has been named cashier. Assistant cashiers are Raymond L. Nodurft, Lucile J. Von Sprecken and Blanche Fifield, who is also manager of the Oxford Junction office.

Carl L. Levsen, Olin, has been elected to the board of directors.

New Pottawattamie Officers

New officers of the Pottawattamie Bankers Association are: President, H. F. Schmidt, vice president, Treynor State Bank; vice president, Calvin Spencer, assistant vice president, State Savings Bank, Council Bluffs; secretary, John Baldwin, assistant cashier, Farmers and Merchants State Bank, Neola, and treasurer, J. W. Davis, president, Citizens Savings Bank, Avoca.

Interstate Finance Has All-Time High Earnings

Interstate Finance Corporation, Dubuque, Iowa, announced earnings of \$535,298 for the fiscal year ended November 30, 1964. The earnings are an



D. B. CASSAT

all-time high in the company's 40-year history and represent a 76.5 per cent increase over 1963, according to David B. Cassat, president and general manager.

Volume of \$63,122,613 for 1964 increased \$4,017,132 or 6.80 per cent over the 1963

volume of \$59,105,481.

Assets of the company totaled \$41,430,000 at the close of the 1964 fiscal year compared with \$38,967,000 for 1963, an increase of 6.32 per cent.

Total income for the year before deducting expenses and taxes amounted to \$6,116,076, an increase of \$625,000 or 11.4 per cent over 1963. This gain reflects the results of the company's program in recent years to emphasize its direct loan services to the public, its diversified commercial financing operations and expansion through additional branch offices.

During the year, the company acquired offices in Springfield, Ill.; Decorah, Iowa, and Des Moines, Iowa, and opened a new office in Tulsa, Okla., making a total of 51 branches operating in the six states of Iowa, Illinois, Wisconsin, Minnesota, Kansas and Oklahoma.

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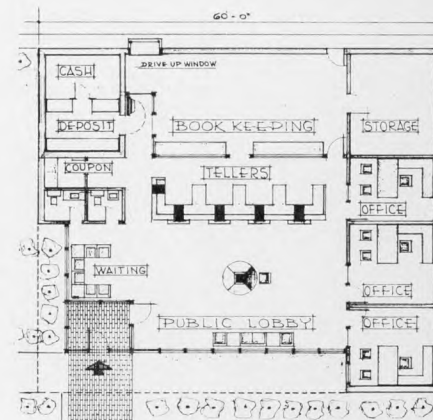
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In the DIRECTORS' ROOM



Game's Improving

"How's your golf game?"
"It's getting better. I miss the ball a lot closer than I used to."

Real Growth

Husband (reading paper): "Somerset Maugham is 91 today."

Wife: "That's wonderful! How much did we pay for it?"

Straight Talk

Some men boast about being able to talk "straight from the shoulder." I'm more inclined to listen to those who talk from a little bit higher.

Miracle Drug

A miracle drug is any medicine you can get kids to take without screaming.

A Difference

Mother: "Now, Henry, don't go out too far in the water."

Henry: "But you let Daddy go out as far as he wants to."

Mother: "That's different. He's insured."

Female Arithmetic

At 4 years of age it begins. She is suddenly 5½, the same age as her cousin. At 7 she is 9, at 11 she is 14 and at 15 she is 19. During her twenties there is little to conceal, but at 31 she's 28. At 37 she celebrates her 30th birthday. At 50 she is 39, at 60 she is 45, but at 70 she is 85—the longest living descendant in her family since the Revolt of the Colonies, and she'll reach 100 in another six years.

Smart Stuff

A customer at the delicatessen marveled at the owner's ability to handle figures. "What makes you so smart?" she asked.

"Herring heads," the proprietor answered. "Eat herring heads and you'll be positively brilliant."

"How much are they?"

"Thirty cents each."

The woman took half a dozen. In a few days she was back. "Say, you charged me thirty cents for a head," she complained, "when I can buy the whole herring for twenty-five cents."

"You see," beamed the owner, "how much smarter you're getting already?"

Short Prognosis

Sign on drug store display: "Try this cough syrup—you'll never get any better."

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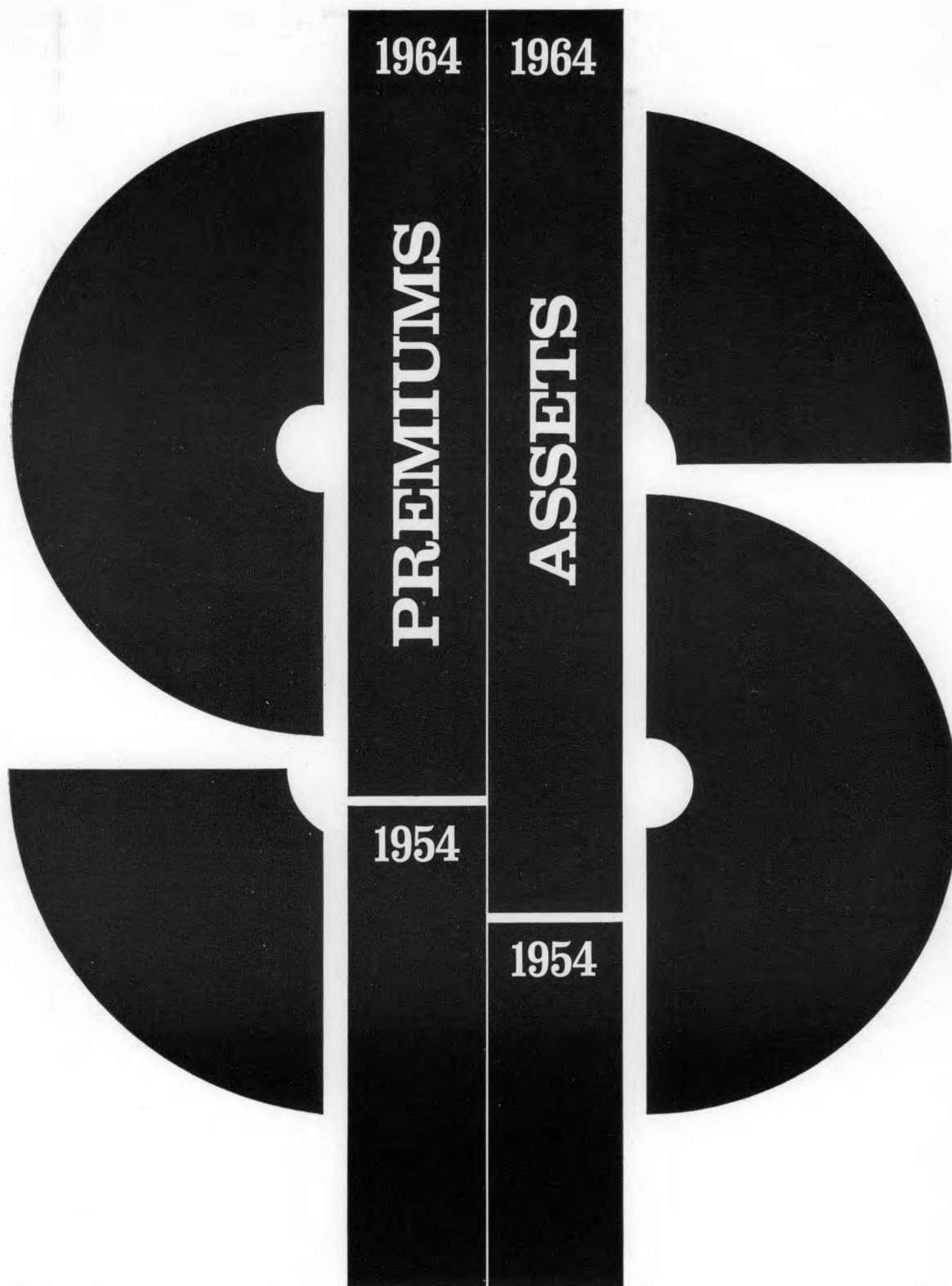
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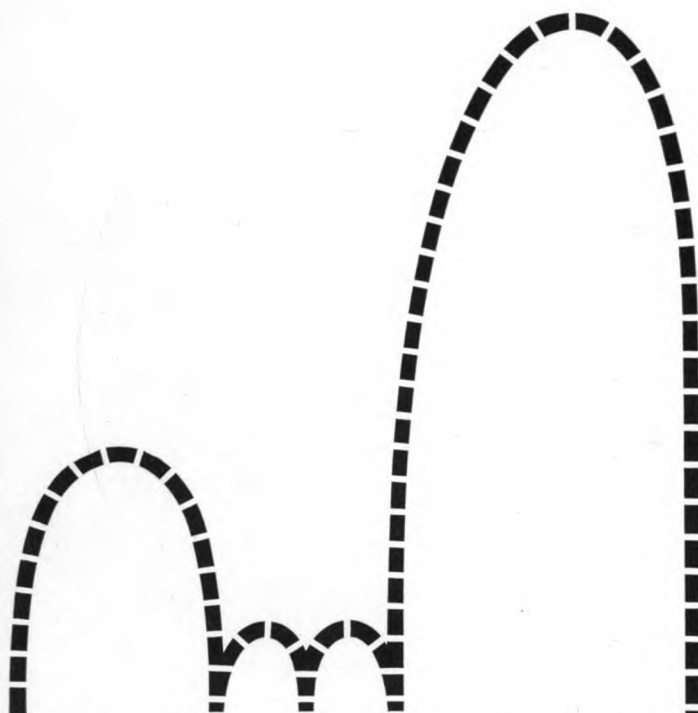


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