

NORTHWESTERN *Banker*

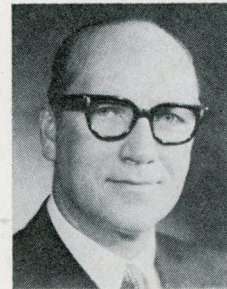
JULY
1972



DALE R. HINMAN
Colorado



H. B. FITZPATRICK
Idaho



JOHN F. MCKNIGHT
Illinois



JOHN NASH
Minnesota

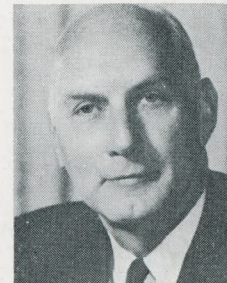
Association
Presidents
Elected
at 13
State
Conventions



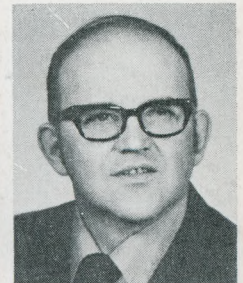
B. G. PAIGE
Montana



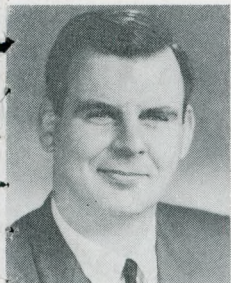
ROLAND E. EMMETT
Nebraska



JORDAN J. CROUCH
Nevada



DAN LESSARD
North Dakota



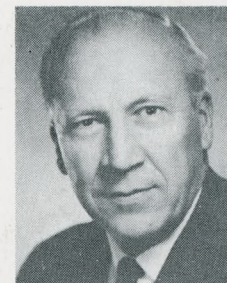
RICHARD M. GREEN
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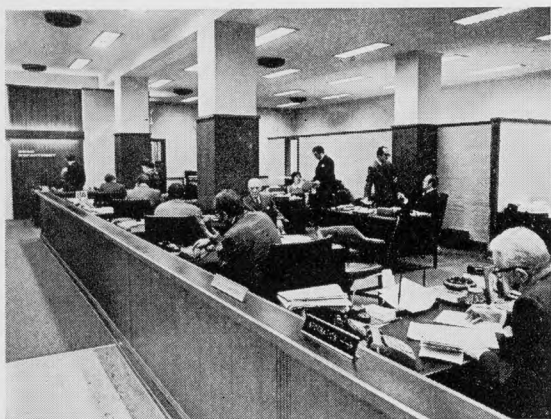
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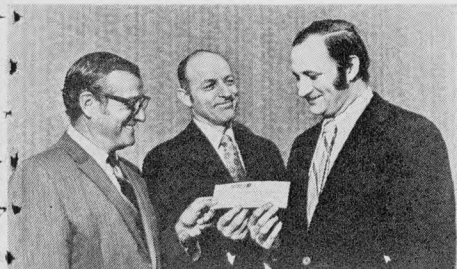
For more facts and figures, call us at 816-221-6800.

We're the people who count the most when it comes to Municipal Bonds in Mid-America.


CITY NATIONAL BANK AND TRUST COMPANY
 KANSAS CITY, MISSOURI

Security Firm Award To Illinois Dealer

Security Corporation, national marketer of products and equipment for financial institutions, recently presented a \$2,500 sales performance award to its Illinois dealer, Firstline Equipment Corp., Naperville, Illinois.



AWARD — Andrew J. Barber, v.p., marketing, Security Corp., presents a \$2,500 sales performance award to Firstline Equipment Corp. President **Vernon S. Moesch** and **Peter C. Eaton**, vice president & general manager.

In the award competition, Security assigned each of its dealers across the country, "points" based on sales performance. Every point gave the dealer a better percentage of winning the grand award. A drawing took place at the Security Corporation annual sales meeting, and Firstline Equipment won first prize.

Security Corporation's products include vault doors, safe deposit boxes, night depositories, alarms and drive-up banking systems. Distribution is accomplished through a national network of independent dealers.

Continental Bank Plans Two Overseas Banks

Continental Illinois Corporation, parent of Continental Illinois National Bank and Trust Company, Chicago, filed an application with the Federal Reserve Board to form two merchant banks overseas, one in London and the other in Hong Kong.

The proposed merchant banking subsidiaries of the bank holding company would accept deposits and loan money, underwrite securities in the overseas market, perform investment management services, engage in lease financing and other related international banking activities.

No specific starting dates have been set although both merchant banks are expected to be open before the end of summer, after appropriate regulatory approvals are obtained.

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NORTHWESTERN Banker

Oldest Financial Journal Serving
The Central and Western States

for your JULY, 1972, reading

79th Year

No. 1306

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NORTHWESTERN BANKER

306 15th Street, Des Moines, Iowa 50309. Phone 515-244-8163

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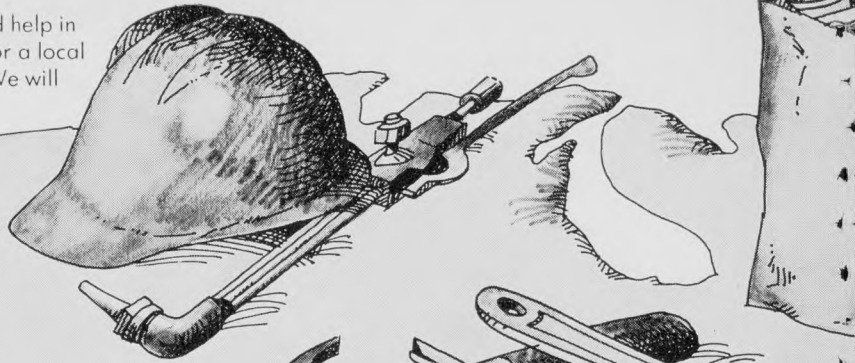
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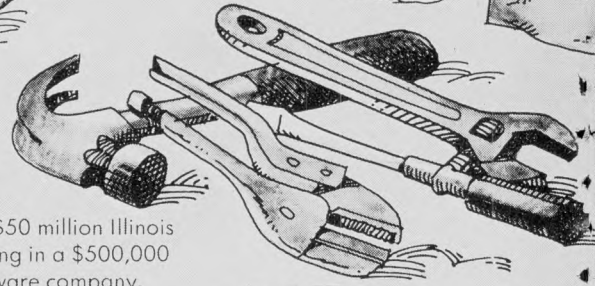
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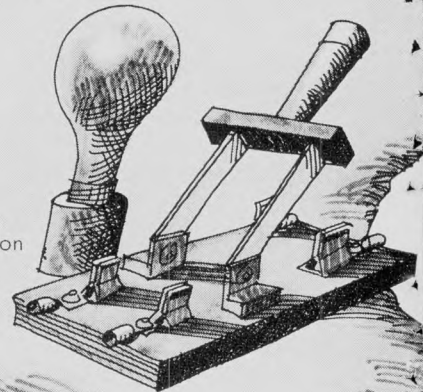
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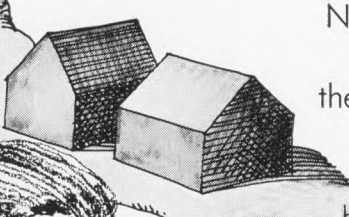


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FROM CHICAGO.

Bank Promotions and Changes

PROMOTIONS and changes have been announced by the following metropolitan banks and bank groups:

Bank of New York: The election of Christopher A. Smith as vice president, investment division, has been announced by Samuel H. Woolley, chairman and chief executive officer.

Mr. Smith joined the bank earlier this year and is active in the trust new business area. He is a cum laude graduate of Harvard University.

Mr. Woolley also announced the elections of William E. Miller and Julius J. Wilfinger as assistant trust officers, and Thomas E. Stone as assistant operations officer.

Mr. Miller joined the bank in 1970 and is in the investment inquiry department. He is a graduate of the Harvard Business School.

Mr. Wilfinger is a public utilities analyst in the investment research department. He joined the bank in 1967.

Mr. Stone, who joined the bank in 1959, is head of addressograph.

Bankers Trust Company, New York: William H. Moore, chairman of the board, has announced that William T. Knowles has been named head of the metropolitan banking department.

Mr. Knowles was formerly first vice president in charge of the department's administration division. He joined the bank in 1957 and served as a loan officer in the national banking department prior to joining metropolitan banking in 1965.

Joseph A. Manganello has succeeded Mr. Knowles in the administration division. He was previously head of the eastern division of the bank's national banking department, where he is succeeded by Sidney B. Congdon, Jr.

Two senior vice presidents, Quintin U. Ford and Malcolm A. Stevenson, have assumed control of fiduciary responsibilities in the bank upon the retirement of C. Wadsworth Farnum, executive vice president. Mr. Ford heads the investment department, and Mr. Stevenson heads the trust department.

Charles S. Sanford, Jr., first vice president, has been appointed head of resources management. He succeeds Edmund F. Ebert, who died last month. Mr. Sanford, 35, had been in charge of Resources Management Administration.

Central National Bank, Chicago: Michael J. Murphy was recently elected second vice president, according to Chairman Frank E. Bauder.



M. J. MURPHY

Mr. Murphy has assumed duties as a line lending officer in the agricultural department of the bank. He was formerly in charge of the bank's corporate resources group, a branch of the commercial lending department.

Chase Manhattan Bank, N.A., New York: The elections of Francis H. Dunne and William W. Shine, operations division, and Peter C. Haeffner, Jr., real estate and mortgage loan department, to senior vice president were announced at the bank.

Mr. Dunne is the group executive in charge of owners securities handling group. He joined the bank in 1948 in the trust department and was named assistant treasurer in 1960. In 1968 he was appointed vice president.

Mr. Shine, who joined the bank in 1962 in the advanced systems planning department, is the executive of the computer information processing group. He had been elected vice president in 1966.

Mr. Haeffner had been vice president in charge of the bank's equity and long term investments division. In his new position he will be the senior real estate and investment officer. He joined the bank in 1961 as a member of the bank's special development program.

It was also announced that Michael S. Cassidy and Robert D. Hunter were named vice presidents in the human resources department. Mr. Cassidy is group executive of the credit and lending services division, and Mr. Hunter is director of manpower planning.

City National Bank & Trust, Kansas City: R. Crosby Kemper, Jr., chairman, has announced the election of Michael A. Kleinman to estate planning officer in the bank's personal trust department.

Mr. Kleinman joined the bank in 1971. He is a graduate of the St. Louis University Law School, and is a member of the Kansas City Bar Association.



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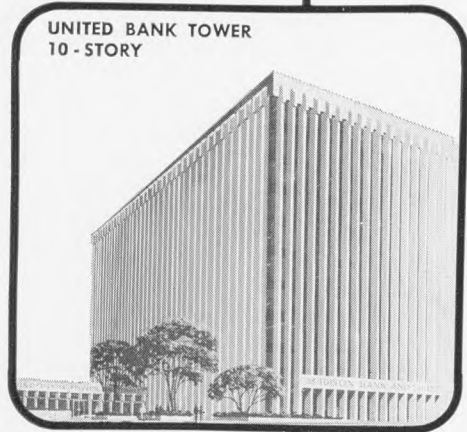
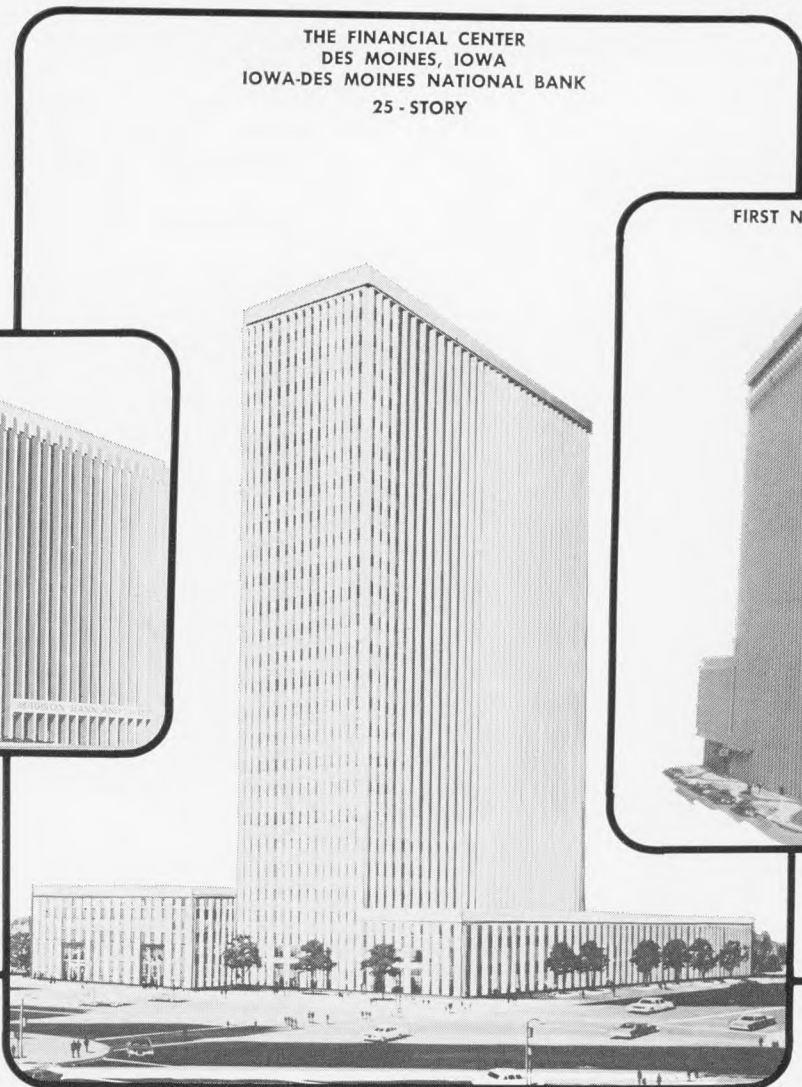
THE FINANCIAL CENTER
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IOWA-DES MOINES NATIONAL BANK
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FIRST NATIONAL BANK BUILDING
20 - STORY

UNITED BANK TOWER
10 - STORY

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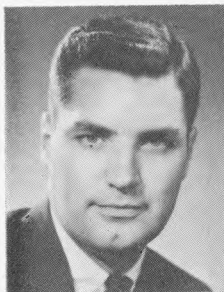
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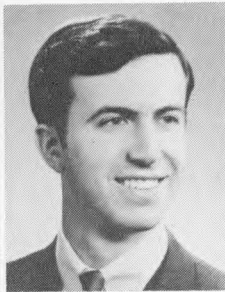
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First National Bank, Chicago: The promotion of four officers to vice president, and the election of eleven new officers has been announced by Gaylord Freeman, chairman.

The new vice presidents are: Kenneth L. Hebson, trust department; Robert M. Hultgren, bond department, Edward M. Sullivan, operations division, and William S. Race, loan division K, serving aerospace, electronics, and light metal fabricating.



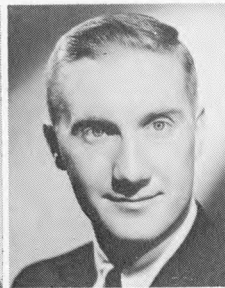
K. L. HEBSON



R. M. HULTGREN



E. M. SULLIVAN



W. S. RACE

Four new trust officers were elected. Robert L. Joynt, Lawrence T. O'Connell, and Diane M. Welling were named in the asset management section, and Welton W. Wells was appointed in corporate securities.

George C. Adams, William F. Love, and Daniel A. Lupiani were named loan officers in divisions B, G, and E respectively.

Other new officers include: Dale A. Arahood, assistant vice president, information management services division; Charles L. Morrical, personal banking officer, BankAmericard; Willard A. Nelson, operations officer, and James R. Woolwine, personnel officer.

First National Bank, Kansas City: Larry T. Pitts has been elected assistant cashier in the correspondent division, according to an announcement made by the board of directors.

Mr. Pitts joined the bank staff in 1964 in the transit department. He has served as supervisor and administrative assistant in the operations division, and currently represents the bank in the State of Kansas.

First National Bank, St. Louis: The election of Leo C. Rice as assistant vice president-operations in the international department was announced by Chairman Edwin S. Jones.

Mr. Rice was formerly assistant vice president of the First Wisconsin National Bank, Milwaukee. He is a graduate of the University of Chicago Graduate School of Business, and in 1966 he attended the International Banking Summer School in Bergen, Norway.

Franklin National Bank, New York: Paul Luftig has joined the bank as its new president and chief administrative officer, it was announced by Harold V. Gleason, chairman and chief executive officer.

In addition, Mr. Luftig will serve as president of the Franklin New York Corporation, parent company of the bank. He replaces Mr. Gleason in that position, and replaces James G. Smith as president of the bank. Mr.

Smith was named vice chairman and director.

Mr. Luftig was formerly with Bankers Trust Company of New York as head of the metropolitan banking department.

Harris Trust and Savings Bank, Chicago: Six vice presidents were named, including Dave A. Makeever, banking department; Peter J. Brennan, Glen E. Lightholder, and James M. Roach, Jr., trust department; and George J. Popp, Jr., and Robert J. Snodgrass, operations department.

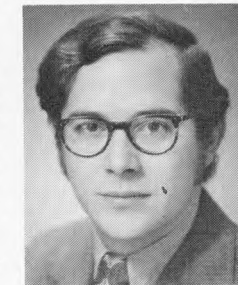
Manufacturers Hanover Corporation, New York: Paul J. Hanna has been elected executive vice president of the holding company parent of Manufacturers Hanover Trust Company.

Mr. Hanna, formerly senior vice president in charge of Region I in the bank's national division, will assume primary responsibility for planning and implementing upstate banking expansion. He will also be responsible for pursuing the development of acquisition of non-banking entities.

The bank also announced the election of five senior vice presidents. They are: John J. Sullivan and James W. Cherry, national division; William Vizdos and Elias A. Sadallah, metropolitan division, and Charles J. McGee, international division.

Also, Thomas M. Doss has been named area representative in Missouri and Iowa.

Mr. Doss joined the bank staff's management program in 1968, transferred to credit department training in 1969, and was named division analyst in 1970. He was recently named as-



T. M. DOSS

assistant secretary.

Mercantile Trust Company, St. Louis: Donald E. Lasater, chairman, has announced the promotions of five staff members.

James A. Hayes, a banking officer in the lending division, has been named vice president. Prior to joining the bank in 1971, he was associated with Prudential Insurance Company in their real estate investment division.

John J. Vallina and John J. Wuest were appointed as assistant vice presidents. Mr. Vallina, who joined the bank in 1964, has been a banking offi-

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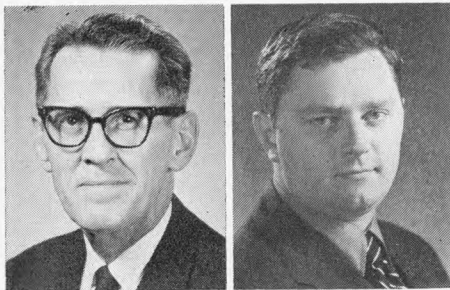
COLORADO NATIONAL BANK

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cer in the lending division, and Mr. Wuest also is in the lending division.

In addition, Robert I. Bean and Richard Nussbaum were named consumer credit officers. Mr. Bean has been collection and security manager, and Mr. Nussbaum has been senior credit manager.

National Boulevard Bank, Chicago: John Hartshorne has been promoted to senior bond officer. J. Matthias Lepo has been named assistant vice president. Richard G. White has been named bond officer.



J. HARTSHORNE

J. M. LEPO

Howard J. Grimber has joined National Boulevard Bank as a bond officer, according to Irving Seaman, Jr., chief executive officer.

Mr. Grimberg joins the bank after eleven years with another major Chi-



R. G. WHITE

H. J. GRIMBERG

cago bank, the past three as an investment officer.

Valley National Bank, Phoenix, Ariz.: Ted Greene was named vice president and manager of operations and personnel in the real estate loan department, according to Earl L. Bimson, president.



T. GREENE

Mr. Greene joined the bank in 1959 as a real estate loan representative. He was named an officer in 1963, and is a former director of the Arizona Mortgage Bankers Association.

Western Bancorporation, Los Angeles: Clifford Tweter, formerly president and chief executive officer, has been elevated to chairman, and will continue as chief executive officer.

Frank L. King, formerly chairman of the board of Western Bancorporation, was elected chairman of the Executive Committee. Mr. King also occupies the position of chairman of the board of United California Bank.

Ralph J. Voss, chief executive officer of First National Bank of Oregon, was elected president and chief administrative officer of Western Bancorporation.

C. Paul Hulten, executive vice president-finance of the corporation, was appointed senior executive vice president and chairman of the administrative committee.

Concurrently with the above management assignments at Western Bancorporation, Mr. Voss becomes chairman of the board of First National Bank of Oregon, an affiliate of Western Bancorporation and the largest bank in Oregon with more than \$2 billion in total resources. He also continues as chief executive officer of that bank. Accompanying these actions, Lyman Seely, executive vice president of the Oregon bank, was elected vice chairman of the board and chief administrative officer, and Robert F. Wallace, senior vice president, was elected president of the bank.

ABA Creates Task Force For Blanket Bonds

The American Bankers Association announced the creation of a task force committed to solving the increasing costs and problems of blanket bond protection.

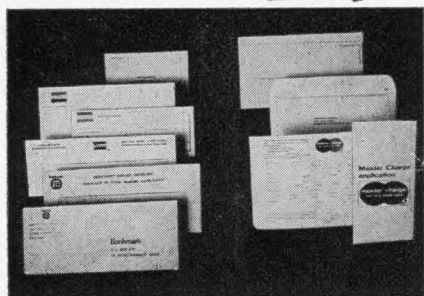
Nat S. Rogers, former ABA president, has been named chairman of the new Bankers Blanket Bond Task Force. Mr. Rogers is president of the First City National Bank of Houston.

"An increasing number of banks are experiencing difficulty in obtaining satisfactory blanket bond coverage," Rogers stated, "and the problems involved are indeed complex.

"We hope to identify alternatives available to the banking industry to solve or minimize these coverage problems."

Among the alternatives being considered is the possibility of bankers forming a mutual insurance company to serve the industry.

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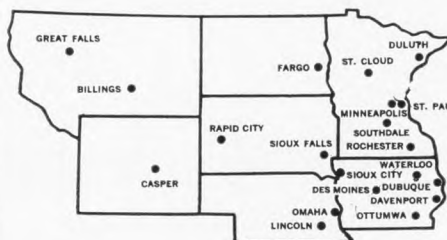
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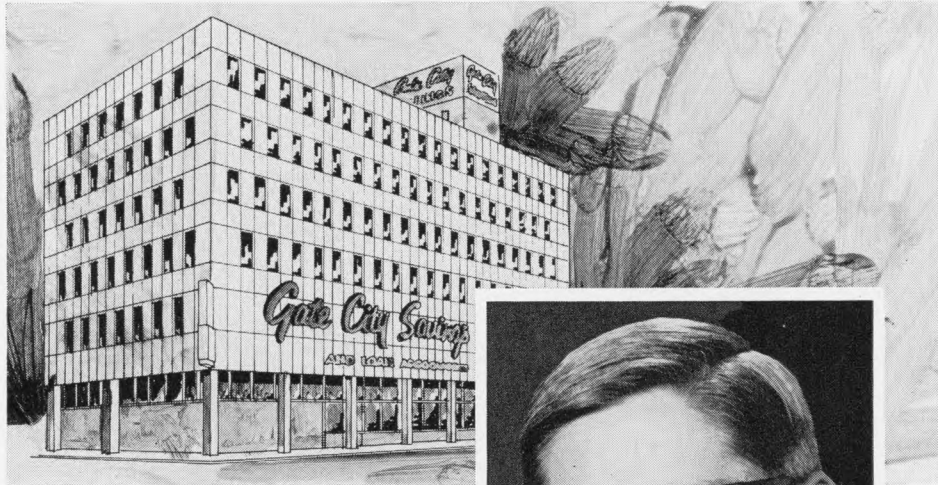
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DALE MICKELSON, Assistant Vice President
Gate City Savings and Loan Association, Fargo, N. D.

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The Loan Officers at Gate City Savings and Loan discuss the Mobile Home 'N.P.O.' insurance concept

with every customer. They appreciate our interest and concern for their financial well-being.

FACT: As a direct result of this new Mobile Home 'N.P.O.' Policy, we anticipate a substantial increase in customer penetration as well as in our ability to serve more borrowers.

FACT: The 'N.P.O.' Policy reduces the need for underwriting and sharply curbs administrative detail. **FACT:** We fully expect this new 'N.P.O.' Policy to significantly improve our yield on mobile home loans. We've become enthusiastic supporters of North Central Life's 'N.P.O.' Creditor Life Policy. Initial response to this Policy by our dealers and customers has been excellent. **FACT:** If you would like to know more about the new 'N.P.O.' Policy from a lender's point of view, call or write the North Central Life Insurance Company, or call me personally at 701/293-7600."



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Northwestern Banker, July, 1972

Lorne Newhouse has been on both sides of the desk.

When Lorne Newhouse sits across from you, you'll be looking at a man who has been on your side of the desk, managed a community bank (by objectives), operated a portfolio, sought participation loans, dealt with all types of credits, worked to increase deposits, met a payroll and balanced a budget.

You'll be looking at a man who was president of the Citizens State Bank, Montgomery, Minnesota.

Which means he'll understand your needs.

Lorne is Marquette's new correspondent banker for Iowa, Southern and Southwestern Minnesota. He'll be calling on you.

So if you need a participation loan, Lorne will understand how important it is for a community bank to keep customer relations at a local level.

If you want to talk about agricultural credits, Lorne is familiar with both crop and feeder lot credits.

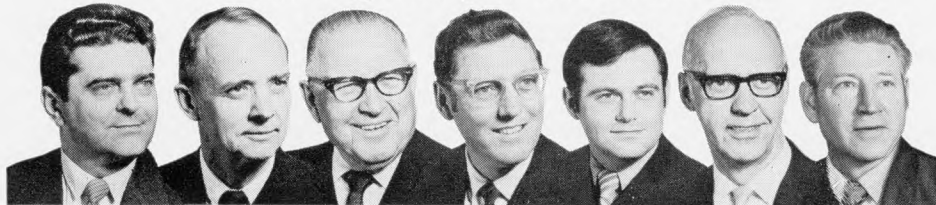
If you want to know how to get the best out of

your portfolio—or learn what market trends are—Lorne can help.

If you're thinking about computerizing your bank, Lorne might well be the most knowledgeable man you could find. He was one of the team that developed Marquette's sophisticated computer system. The Citizens State Bank of Montgomery was one of the first independent banks to be completely computerized—general ledger, C.D.'s, proof transit, installment, commercial and mortgage loans, savings, checking, payroll, overdraft checking and investments. Lorne not only knows computerization, he believes in it, and has made it work.

If you already know Lorne, you'll welcome his visits—he's a nice guy. If you don't, you'll welcome the chance to meet a unique correspondent banker—one who has sat on your side of the desk and appreciates your problems—and your opportunities.

We like to get on your side of the desk.



Gary B. Wollan
370-2154

Avery G. Fick
370-2166

Otto H. Preus
370-2167

Bill Addington
370-2165

Bill Rosacker
370-2164

Len Erickson
370-2168

Lorne Newhouse
370-2169

Marquette National Bank



Correspondent Banking Department • 777 Marquette Avenue
Minneapolis, Minnesota 55480 • (612) 370-2161

Member FDIC

Northwestern Banker, July, 1972

Corporate News

PROMOTION and other news announcements have been made by the following firms:

Bank Building Corporation, St. Louis: Allyn Raymond has been named manager of sales for the central banking facilities division, covering a thirteen-state area from the Canadian border through the State of Texas.

Mr. Raymond joined the company in 1971 as a consultant services manager. He was previously associated with Manufacturers Association and prior to that was manager of sales for M.P.C.-Bowles Corporation, Kansas City, Kansas.

Bankvertising Company, Champaign, Ill.: David D. Crouse was recently elected operations officer. He holds an M.S. degree in advertising-marketing, and was formerly associated with a national frozen foods firm in Chicago.

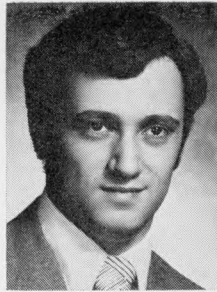
CMI Investment Corporation, Madison, Wisc.: Lee Storer has been named to represent the company in the middlewest. His primary duties will be for Commercial Mortgage Insurance, a subsidiary. Mr. Storer has extensive experience in real estate, construction, sales, banking and finance.

Dain, Kalman & Quail, Minneapolis: A merger agreement with Woodard-Elwood & Company, another Minneapolis investment firm, was announced recently by Robert W. Fischer, chief executive officer of Dain, and Richard L. Howell, president of Woodard-Elwood.

Woodard-Elwood was established in 1933, and is located in the First National Bank Building in Minneapolis. The merger will be subject to final approval of the directors and shareholders of both companies and regulatory bodies.

Diebold, Inc., Canton, Ohio: It was recently announced that Emil J. Lutz has been appointed marketing coordinator, and Nelson R. Vandergrift has been named controller of the bank, office equipment, service, and installation divisions.

Mr. Lutz was formerly in the sales department of Xerox Corporation. He will provide information regarding



E. J. LUTZ



N. R. VANDEGRIFT

markets, application, sales strategies and other techniques to Diebold field sales offices.

Mr. Vandergrift will be responsible for all field-branch accounting procedures. He joined the firm in 1971 as supervisor of corporate financial analyses and budgets. Prior to that he was plant controller for Owens-Illinois at its New Jersey plant.

Interstate National Corp., Chicago:

John G. Graff, assistant vice president, has been appointed head of the Financial Institutions Underwriting Department.

Graff, who has been with Interstate for over 20 years, came to the company through a merger with Newhouse and Hawley. He has had extensive experience in all types of specialty underwriting including the technical field of bank insurance. Graff was previously manager of the liability department of the company.

It is Graff's contention that most banks and savings and loan associations would prefer to deal with their local agent, but find that these agents sometimes do not have the technical experience necessary to handle the various specialized banking coverages. He therefore encourages financial institutions to suggest that their local insurance agent work through Interstate's Financial Institutions department. The banker then has the convenience of an agent with whom he may already be doing business, plus the expertise of a specialty insurance organization which can provide a wide range of markets and years of experience.

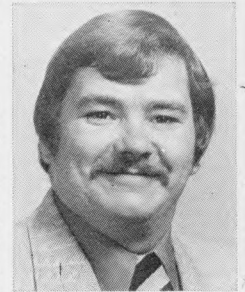
Interstate, with nine branch offices throughout the United States and 10,000 brokers and agents, has an established financial institutions department with a staff of experienced underwriters.



J. G. GRAFF

Mosler Safe Co., Hamilton, Ohio: Robert W. Myron has been promoted to the position of director of advertising, according to Joseph MacDonald, vice president.

Mr. Myron will be responsible for the planning, coordination, execution and evaluation of all advertising, trade shows and sales and service promotional literature for the company.



R. MYRON

Piper, Jaffray & Hopwood, Minneapolis: An agreement for purchase has been reached by the firm with Herron Northwest, Inc., of Seattle, Washington.

Officials of the two companies noted the growth potential of the Northwest, and said that other offices will be opened in Washington, Oregon and Idaho as proper opportunities and conditions warrant.

Herron Northwest reported gross revenues for the 12 months ended January 31, 1972, in excess of \$3.1 million.

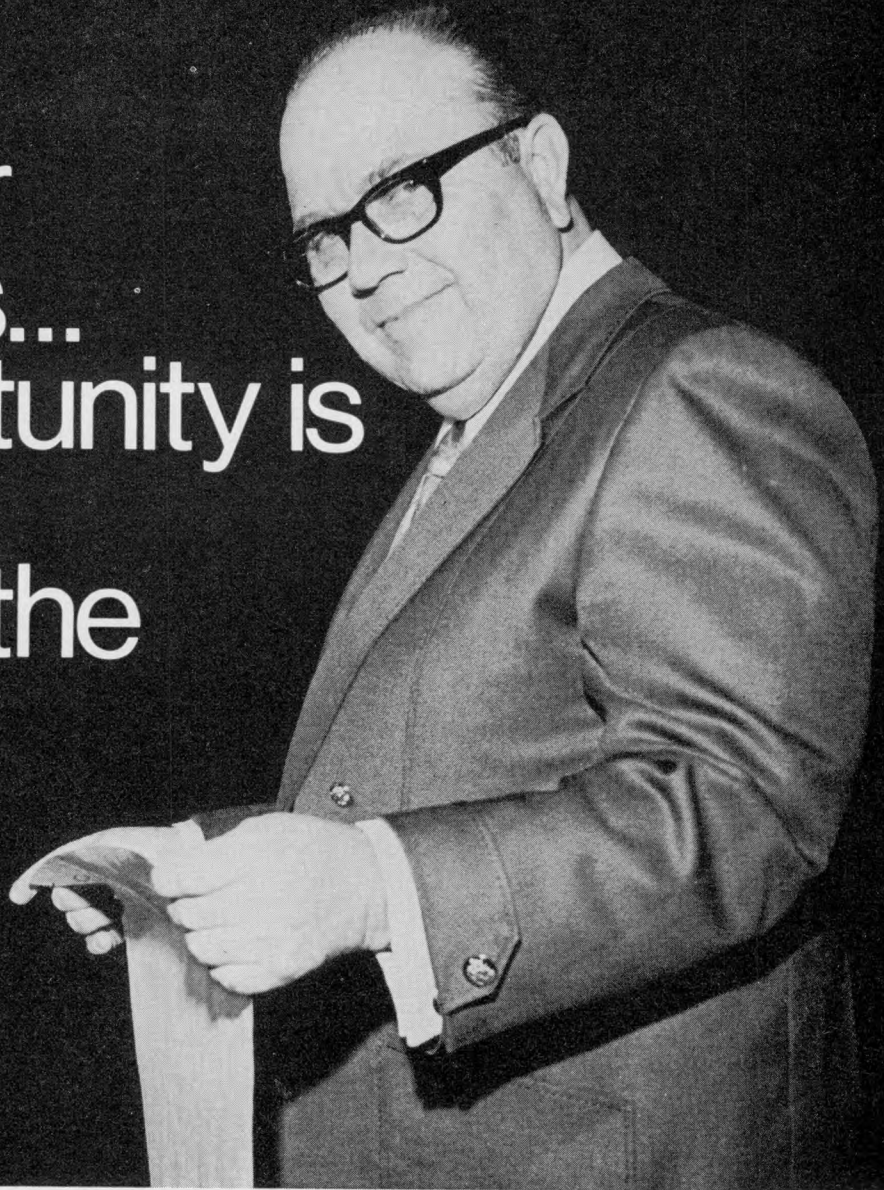
W. M. Dalton & Associates, Newtown, Pa.: Albert J. Partenheimer has been named sales manager. He was formerly administrative vice president of *United States Investor*. The firm deals with banks in promoting savings accounts through continuity programs in China, crystal, and flatware.

Scarborough and Company, Chicago: Robert W. Harshman has been named marketing vice president. He has been a vice president in the firm's eastern division for the past 8½ years. Prior to that time, he was a bond manager for Aetna Casualty & Surety Company for 12 years.

James Talcott, Inc., Oak Brook, Ill.: Donald L. Mathes has been elected a vice president, according to Russell B. Donahue, president of the company's business finance division. Mr. Mathes becomes marketing manager of the division.

In his new post, he will be responsible for planning and coordination of business development activities, market research, advertising and sales promotion for the Business Finance Division. Previously he had been an officer in the company's Minneapolis office.

Banker Agents... Opportunity is staring you in the face.



Roger W. Kelley has pioneered banker-created protection plans for banker-agent customers. Products like Accident and Health, Disability, and all forms of Life insurance. So you can protect your customer's financial security while you improve yours. With the service and back-up that lets you do your job better, easier. He knows your problems and your potential. He's been a profitable friend to more than 1000 satisfied Banker Agents for five years now.

The opportunity? The Roger W. Kelley Agency is now the marketing arm of the Banker Service Division (you knew it as Bankers Capital Life), of Pacific Standard Life Insurance Company. That means we're backed by a company in the top 10% of all insurance companies

with \$1.2 billion of insurance in force. More important, this means increased earnings potential for you. It gives you a comprehensive product portfolio and expanded service facilities.

We're in 37 states now and really going to grow. You can grow with us. All it takes is a letter or a phone call:

In Minneapolis: Jack Hummel, 2800 Wayzata Blvd., Minneapolis, Minn. 55405, (612) 377-9050

In Denver: C. P. Helm, 525 Caryl Ave. West, Littleton, Colo. 80123, (303) 795-0361

In Austin: Jack O'Connor, 8100 Balcones Dr., Austin, Texas 78759, (512) 345-4465

In Phoenix: Paul Schwertley, 14601 N. First Avenue, Phoenix, Ariz. 85023, (602) 942-3032



PACIFIC STANDARD LIFE INSURANCE COMPANY

Executive Offices: Davis, California



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Current Picture on Bankers Schools

By **LEWIS E. DAVIDS**
Hill Professor of Bank Management
University of Missouri
Columbia, Missouri

TODAY most bank schools are at or over capacity enrollment.

Some have a year's waiting list of acceptable qualified students. So the decision lead time has grown for those interested in these schools to up to a year and a half. It thus takes more planning on the part of both the prospective student and the administrative officer of his bank.

As the applications for admission have exceeded capacity, the faculties of the schools have simultaneously pressured for higher academic admission standards. There thus has been a wholesome and continuing improvement in the curriculums as a result. With better qualified students, more advanced courses, can be offered. Each advanced school establishes its own academic prerequisites. They are consistently higher today than only a few years ago. Even a 1970 banking school catalog will understate the academic standards for applicants. As these standards have gone up, pressure by bankers for the schools to make "exceptions" to the requirements have increased. But there are probably fewer "exceptions" admitted now than in the past. Such "exceptions" often involve the definitions of such things as what constituted banking experience equivalence or say officer responsibility. The average applicant now is better qualified academically.

Adjustment In Fees

It goes almost without saying that fees have gone up and will again do

so next school year. The lowest fee is about \$200 per week or \$400 for the two-week term which is more typical of the schools. This may come as a shock to most bankers but there are still a very few bankers who must pay their own way to schools. But even this number is now lower than in years past. From the personnel departments view the costs do not simply consist of the bank picking up the tab for tuition, more banks are now counting the absence from the bank to attend the schools as a contribution by the bank rather than against the students own annual vacation period. There are some exceptions to this, generally by the smaller banks. The smaller banks may compromise and figure that half the schools time may not count on the vacation and half will. In fact increasing proportions of banks pick up the travel tab as well. This may jump bank costs several hundred dollars per term, though picking up the travel tab is far from universal. Again, it is the smaller banks which lag behind in fringe benefits of this type. Interestingly enough one large very efficient south central bank, which has kept good records in the bank education area has recently decided to defer picking up the educational tab for advanced banking schools until their officers have had at least five years tenure with the bank as executives, not simply having five years as bank officers, which might be at another bank. The reason being that a higher proportion of their younger officers who had attended advanced

banking schools were pirated by other, generally smaller, banks. Yet in the same bank there are officers who consider this policy in the longer run to be self defeating.

Sex Discrimination

Until a few years ago women banker applicants to advanced banking schools were not encouraged by all the schools. Though there were at least two national exceptions. They were the Southwestern Graduate School of Banking at Southern Methodist University and the School of Banking of the South at Louisiana State University. Now all the schools accept and encourage qualified women bankers to apply. However, even at those two schools the current number of enrolled lady bankers is well under 5%. Only looking at the numbers would likely lead the uninformed Ralph Nader or Women's Lib type of individual to deduce that discrimination still exists in educational training of women and minorities by the schools. Nothing could be further from the facts today. The schools now welcome more applicants from women and minorities. It is now up to the women and the minorities at the banks to respond. However, the federal government, through the positive equal employment compliance program, is known to be interested in the banks taking the initiative in encouraging women and minorities to in-

BANKERS SCHOOLS . . .

(Turn to page 31, please)

PROBABLY the reason that you'll be interested in this account of the Danville State Bank, located in Yell County, Arkansas, is that our savings deposits are today 12½ times what they were 10 years ago! And — our net profits after taxes have increased from \$7,000 to more than \$100,000 for each of the last three years.

Like a lot of you, I have been to bank meetings and heard how tremendously this bank or that bank has grown. Sometimes the figures have been unbelievable to me — until some time later on, when I learned of some unusual growth causes. Like more new industries locating in the area, the discovery of oil, or establishment of a new army post nearby.

Well, there aren't any such unusual circumstances in Danville or in Yell County, Arkansas. But there have been unusual results, especially for a small bank, caused by marketing and promotion.

First, look at our area. Danville, Arkansas is a small town with one bank. Yell County is small, too, ranking 48th among Arkansas' 75 counties. Bank growth potential is so small you'd hardly notice it.

Danville's population was 976 — until 1970 census 1,300 — Yell County has only 14,000 people in all. The county has four banks, only about 4,000 households, and just over \$5,000 spendable income per household. Danville has only one industry — an industry which was our customer prior to the beginning of our marketing program.

I think that our bank had to blow up — literally — to get off dead center and start moving. This happened on a chilly November morning in 1956 when our cashier touched a match to the gas heater. It exploded. The book-keeper was killed. The cashier landed on the roof of the store next door and the wall of two adjacent buildings collapsed. The explosion wrecked our building, blew a hole in the vault, destroyed our records. Our good correspondent bankers came to our rescue, got us back in business, and with the cooperation of our good customers we survived the disaster. We were not adequately covered with insurance and may I suggest you check yours.

The Danville State Bank had taken a nice, long 30-year nap when it began to wake up back in 1960. In the fall of that year, the bank was stagnating with a little over two million in deposits. After two years in a new building, we were not growing at all. After all the figures were in that year there was no growth, and a profit of only \$7,000. Our employees were underpaid, and we were tired of going nowhere. At a board meeting in January 1961 we decided to get with it. Either be bankers and go after the business, or sell out.

Recognized Our Problem

We decided to get with it. Our problem was, how should we start? The clue came from a Little Rock friend whose bank was making real progress. He suggested we retain an advertising agency, and in collaboration with them, set out to develop the ideas that would accomplish our objectives.

Our objectives were fairly clear. We realized that we had been a cold bank. Our doors had been open, but we had never bothered to ask anyone for their business. Consequently, many people in our area were not customers of the bank, or at least not full service customers. Many found it just as convenient to bank elsewhere, to keep their savings in a savings and loan association, or to get their car loans through a finance company.

What Premiums

So our objective was to change our old, cold image to a new, warm one. We wanted to make our services known to the people of the area, and we wanted to ask them for their business.

The advertising agency appeared before the board some three weeks later and presented a three-part plan of action. I watched the board members dubiously. By the time the agency had finished, I was despondent, because I felt sure the whole project would be rejected. I thought, "old boy — you've sure wasted your time and money. It just won't sell." After a little discussion, the board made it unanimous. They wanted the whole program — to start immediately, with no limit on the budget. Just spend what was necessary to get the job done right.

Personalized Character

That is the day we started building the image of the Danville State Bank. The advertising agency developed and named a personalized character for the bank, *DANVILLE*. Here he is. Dan appears in every printed piece of advertising that goes out with the bank's signature and a life size display has been in the lobby of the bank ever since.

I asked the agency representative where he got the idea. He said, "just from visiting the merchants and other customers you do business with — Dan represents the average customer I have in mind and looks something like you." I have never understood whether that was complimentary or not.

We let no grass grow under our feet since we decided to begin selling. In February of 1961, we began with a personalized direct mail program in the form of cartoons featuring DAN, his friend Charlie, and occasionally his little boy Danny. We also began advertising regularly in the weekly newspaper. Dan was invariably asking for the business.

The big effort was a third birthday for the new bank building. We sent our 3,267 pieces of direct mail announcing the birthday celebration and enclosed a key asking people to bring the key to the bank and try to open the lock on a "portable kitchen" outdoor grill containing eight \$25.00 savings accounts. They could also register for six "portable kitchens" and many other prizes such as coffee pots, toasters and radios. During the birthday week 1,848 persons registered for prizes and 870 keys were brought in to attempt to unlock the lock.

At the time of this promotion, May 4, 1961, the bank

Have Done for Us!

By JOHN ED CHAMBERS
President, Danville State Bank
Danville, Arkansas

... delivered before the recent South
Dakota Bankers Convention at Mitchell

had about \$600,000.00 in savings. On December 31, 1971 we had \$7,500,000.

In 1962, besides consistent weekly advertising, we put on a customer incentive plan using silver flatware. We gained over \$500,000 in deposits that year.

We were so proud, we sent out a brochure the agency prepared about our services — highlighted by our new slogan they developed — “the bank interested in you . . . and our community”. We also published a very attractive progress report. The Mid Continent Banker published about our 1962 progress, so we had it reprinted and mailed to all of our customers.

In 1963 — another savings promotion coupled with consistent weekly advertising. This time, we gave wren bird houses the agency located. The Gain — only a little over \$250,000. But, this wasn't for the birds in our opinion.

In 1964 — a magic vault door promotion along with a direct mail piece as a traffic builder instead of savings promotion and, of course, weekly advertising prepared by our agency before and after the promotion. Results — savings increased \$462,000 and we went over \$2,000,000 in savings on December 31, 1964 (more than we had in total deposits Dec. 31, 1960) — so, another progress report.

In each successive year we have made large gains in total deposits, with most of the gains coming in savings as traceable results from our promotions. Meanwhile, we have continued to hammer away at our direct mail, radio, and weekly newspaper advertising. In a town like Danville there is an acute scarcity of mass communications media that can reach the market, and it behooves us to neglect no useful channel. Whenever we have anything to brag about, we tell our little local world about it by publishing an attractive progress report and mailing it to everyone in Yell County.

In 1965 we made a gain of only \$208,000. But, we were hung with a competitively poor four percent savings and CD rate, and we did well to hold our own against the savings and loans and other investment institutions.



CENTRAL THEME in business development program is “Dan Ville” displayed by John Ed Chambers, pres.

The interest barrier fell at the end of the year, and we were able to begin paying four and a half percent on CD's. We went to work with an intensive advertising campaign that informed the public of the differences which existed between *savings and loan shares* and *bank savings accounts* — including the difference between *proposed* and *guaranteed* rates. The year 1966 was our best to date. We gained savings of exactly \$997,302.81. A million dollars is a lot in a county of 14,000 people, with four banks and a lot of other competition hot after it.

Even before the big 1966 bulge in our deposits, we realized we were outgrowing our seven-year-old bank building which had originally been expected to serve us for 20 years. So we made plans for remodeling and began construction. The addition included a community room, coupon booths, large bookkeeping area, time and temperature sign, carillon chimes, data transmission equipment for an on-line computer to perform more in-bank customer services. The expansion was completed on January 1, 1967.

Our first thought was to schedule an open house to show off our remodeled facilities, but we decided against it. It seemed too “bank-centered” instead of “market-centered”.

“Things Are Poppin”

Instead, we staged a premium promotion that is my favorite among all the incentive programs in my career. This one we call “THINGS ARE POPPIN” and we promoted it with all of the media at our disposal.

The promotion was named for the premium which was an electric corn popper imprinted with “Danville State Bank” on the side. We coupled this with a traffic-building prize drawing that offered three valuable prizes. Ladies could register for a color television set, men for a five-horsepower outboard motor, and youngsters for a stereo record player. Total registration was 1,444 ladies — 1,151 men and 671 youngsters. This grand total of 3,368 seems rather substantial in a total county population of 14,000.

We gave away 733 popcorn poppers, each for a mini-

“ . . . Remember, I’ve been talking about attitude.”

minimum requirement of \$10 added to a savings account or used to open a new account. The promotion attracted 74 certificates of deposit and 190 new passbook savings accounts, for a total of 264 new savings customers. Net gain in savings deposits during the actual promotion period was \$100,838.51. But for all of the year 1967, we gained almost \$800,000.00. We have learned that volume continues to grow on such a base. Another lesson we have learned from our experience is that immediate profit returns from a well-designed marketing program are substantially greater than the program’s cost to stockholders, and that thereafter the profits keep rolling in without additional costs.

Many bankers probably feel that giving a popcorn popper for just a \$10 minimum deposit is too low. Maybe it is ridiculous — but remember. I’ve been talking about ATTITUDE. The idea was not to keep from giving prizes away, but to give as many as possible when new savings were acquired.

In 1968, our promotion theme was “We toast the savings-minded citizens of the community”. Our premium was a Munsey-over-toaster.

Customers could register for three prizes to be given away each week during the month of January. This time, 807 men registered for GE clock radios, 799 women registered for hair dryers, and 394 children registered for transistor radios. Total registration of about 2,000.

We gave away 672 toasters, opened 144 new savings accounts for over \$25,000.00 gain, added \$71,000.00 in CD’s, and gained over \$500,000 for the year.

Bright Idea

Early in 1969 with money scarce, we KNEW we couldn’t quit promoting. We finally selected our premium — a high intensity lamp — and used as a theme “A BRIGHT IDEA FOR YOUR SAVINGS.” This, together with registration prizes such as luggage for women, shotguns for men, and nice portable radios for youngsters, made up our promotion.

Believe it or not, we opened another 159 new savings accounts totaling \$52,586.14 — had 582 add-ons totaling \$75,273.05 — and had a net gain in CD’s in the amount of \$480,679.35. For all of 1969 we gained almost another \$1,000,000.

Who would have thought there was that much money lying around our little county? And we got it just by letting 2,168 people register for prizes and by giving away 736 high intensity lamps.

In September 1969 we decided to run a long-term, self-liquidating premium program. We decided on a dinnerware pattern and gave away the first place-setting for a \$10 deposit to savings or add-on or for opening a new checking account for \$50 or more. We used the program for six months, ending February 1970. Our records show that we had 644 people participating in the program. 173

of them opened new savings accounts for a total of \$216,274.00. 720 add-on accounts for total of \$97,465.49. 49 new checking accounts for a total of \$60,247.00. One very nice side benefit of this promotion was the fact that it was almost self liquidating by resale of follow-on units of the dinnerware.

We used a unique traffic builder during the dinnerware promotion to increase our business during the December-January reinvestment period. We bought three racing cars — real, engine-driven autos for youngsters — each with a three horsepower engine, brakes, and a top speed of 26 miles an hour. Only adults could register — but for the youngster of their choice. 1,740 people registered — not as many as we’ve had in the past, but considering bad weather and the limited appeal of the racers, we were satisfied. And so were three very thrilled winning kids.

1970 found us going over the \$10,000,000 total asset mark — the first bank in Yell County to do so. A decade ago Danville State Bank was in about the same boat as each of the other three banks in the county. Today, we’re almost as large as any two of the others combined. But believe me, we intend to keep right on plugging.

The last day of 1970 we kicked off a glassware promotion featuring a pattern by Anchor Hocking. The advertising agency put it together for us, since we’ve used just about every other premium program that’s available. We gave away a four-piece set of glasses for savings deposits of \$10 or more, and opened 93 new accounts for a total of \$75,665.00 and 460 add-ons totaling \$239,507.00, and for the entire year over \$1,000,000. As usual, we offered prize registrations, this time for a deepfreeze for women, outboard motor for men, and a color television for youngsters. 2,000 people registered during the month of January.

In the fall of 1971 — and I’ll pause just a moment to say I know I’m hitting the highlights about many of our different promotions over the years. In the fall of 1971, when we thought there was nothing else to try, here came a call about sponsoring a real honest-to-goodness paddlewheel river boat and building a savings campaign around excursions on the boat. This paddlewheeler was a new boat and had recently begun operating out of Little Rock on the newly navigable Arkansas River. The name of it is the Border Star and it was coming through a town 25 miles away from Danville on its way to Tulsa, Oklahoma.

Heck! — I didn’t think folks in our area would add to their savings or open a new account for a free ticket to ride on this boat — or any boat for that matter — but I learned long ago that what I thought people would or would not be interested in was the wrong approach to marketing and more importantly the wrong attitude so we cut loose in our weekly paper again offering free tickets to anyone depositing \$25 or more to a new or existing savings account.

What happened? We almost had to turn savings cus-

“ . . . gains resulted from waking up and coming alive.”

tomers away because of the Border Star's 250 passenger capacity. The boat made three excursions for us the one pretty but cold November Sunday afternoon carrying nearly 600 Danville State Bank customers and the bank had a gain in savings of \$86,852.00. We paid \$2.50 for each adult boat ticket used and \$1.25 for each youngsters ticket used and felt we got a bargain. And you know what? So did our customers. So much so we're looking forward to doing this same thing again this September when the paddlewheeler Border Star comes through again. Only this time we're going to have the boat for two days instead of one.

Now I guess some of you might be thinking that is where this Arkansas Traveler will go wrong — repeating a promotion that produced real results. If you are thinking that just listen a few more minutes if you will.

Remember earlier I told you about the “THINGS ARE POPPIN” savings campaign when we gave away corn poppers? Remember I said we gave away one for each \$10 new savings account opened or \$10 add on — that we gave away 723 corn poppers and gained \$100,838.51 during the actual promotion period? — Remember?

Well — the second time around — which was January, 1972 for a 30 day savings promotion we tried corn poppers again 'cause there just ain't many different things to try in Arkansas. We slipped a little in one phase of the results but wait — not where you would think. We only gave away 560 corn poppers instead of 723 the first time but pulled into the bank \$139,417.76 gain in savings accounts compared to \$100,838.51 the first time and this included 468 add-ons and most importantly — 92 new savings accounts just when we were about to feel we had all we could get. Just goes further to prove you never know until you try.

Hopefully you will see that planning, continuity, repetition and above all — attitude geared to doing something has meant everything to us and to the people of our community who are the real ones to benefit because of a progressive and stronger bank.

Little Soo Cheerleader

We do better on some promotions than others. Take our LITTLE SOO Cheerleader type doll promotion I've not yet mentioned. Last fall it was. We sold them for \$5.95 when a savings deposit was made. That's not a real good type of promotion in my opinion. Selling something at a so called good price. These cheerleader styled dolls cost us \$5.75 but who cares what they cost you. Oh we gained \$59,000 in savings after selling 128 dolls and got seven new accounts and 44 add-ons. I'd recommend staying away from the type of premium you sell only. But, I mention this just to point out I've learned and tried a lot to get an average of \$1,000,000 per year legitimate gain in 12 years so will close by offering these tips which have helped us down in Danville, Arkansas so much.

We are proud of the gains our bank has experienced in the past decade — gains that resulted from waking up and coming alive. We have grown in size and we've grown in profits and we don't intend to stop. Our market has been worked. But there are still some people in our area who need to be doing business with the Danville State Bank.

A few final comments:

1. Don't be concerned for fear promoting with premiums is beneath your banking dignity. In 1970 the largest bank in Arkansas completed a premium promotion that literally curled their hair. They gave away wigs, and their lobby looked like a January white sale at Macy's for a whole month. When the excitement died down and the last of the wig-wearers tripped out, they found they had used up 8,007 wigs and gained \$5,171,000. All in a period of just 44 days. For that, they can afford to lose a little dignity.

2. If you make the decision to promote with premiums, use your ingenuity to get unusually high-value products. The corn popper, the toaster, the high intensity lamp all look like they are worth more than the \$2.50 they each cost. They have appeal — much more so than an umbrella, a hostess server, or as I found out painfully, than a wren house.

3. If you have a drawing for a traffic builder, don't skimp. Use large, attractive prizes. Television sets, out-board motors, freezers, refrigerators, stereos — they don't cost much more, and they're far more effective than cheaper items might be.

4. If you decide to promote with premiums, recognize that your competition may come to life. But if you get the jump on them, they'll have a hard time ever catching you.

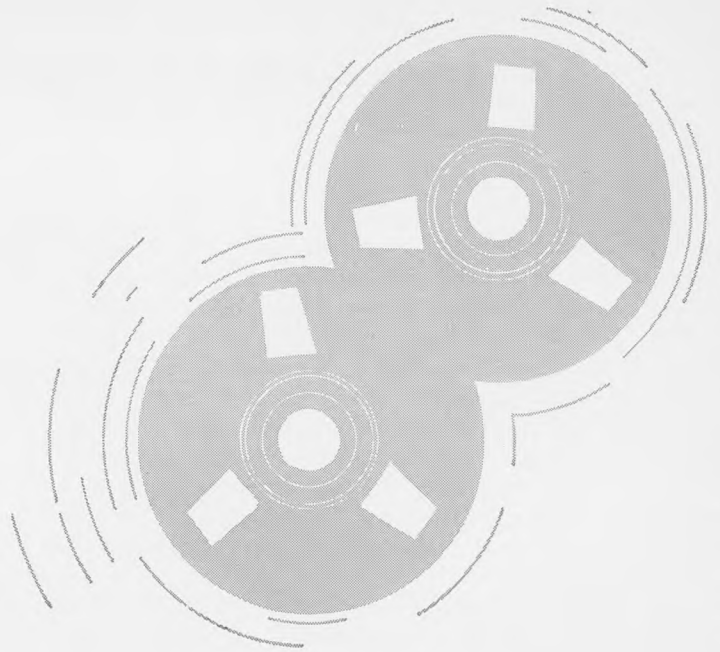
5. You might try working with a non-competing banker friend. Several of my banking friends are now using the premiums that have worked in our community. In fact, we've had a popcorn boom in a lot of Arkansas supermarkets.

6. Remember that these incentive programs can be cumulative for you. At least that is the indication we have in our area. Allowing for shifts in the economy, competition and interest rates, we can only conclude that each campaign builds on the foundation of the earlier ones.

7. Finally, remember there is nothing as constant as change. There is change in our schools, change in our government, change in our lives, and yes — change in our banks. And the change in our banks is not just in book-keeping. I submit that to grow and prosper we've got to promote. Different bankers will promote in different ways. I believe in incentives for this time in our history. I've found that they haven't downgraded our bank. Instead they've stimulated our staff and our customers. They have helped build our bank, and they might help build yours.

I have enjoyed giving you a progress report on our bank — and I hope you stop in Danville one day to open an account for \$10 or more and get a free popcorn popper!
END.

Automated Personal Trust Accounting



SEVERAL midwestern banks have recently automated their Personal Trust Accounting procedures through a package system obtained from General Computer Services, Inc. of Huntsville, Alabama. These banks include the National Bank of Waterloo, Iowa; The Union National Bank of Wichita, Kansas; and the Merchants National Bank of Topeka, Kansas. The Union National Bank of Springfield, Missouri is in the process of converting to this automated system also.

These banks, like many others in the midwest, have rapidly growing trust departments and therefore are seeking to automate the trust accounting function so that the larger volume can be handled efficiently, and that, comprehensive operating and customer reports can be provided on a timely basis.

The General Computer Services System was developed in 1969 and is currently operating in twenty banks. This system was designed to provide the current reports required and to operate economically on minimum computer equipment.

The banks made extensive evaluations of their requirements and of available package programs on the market. After detailed analysis of systems available and after attending a special training seminar conducted by

General Computer Services, they determined that the package offered by that company appeared most effectively to meet the needs of their banks. The banks purchased the package in mid 1971 and all were operational by January 1, 1972.

The system provides extensive Edit and Audit reports for input data and internal control of cash and investment figures. Mini-ledgers are prepared on a daily basis as transactions are processed on each account; and also, asset ledgers are produced as account holdings change. This allows the administrator to have current information available on the account cash balance and all investment holdings at any time.

The system produces an Account Balance report or Trial Balance, showing cash and investment balance on all accounts each day. This is used as a quick reference by Trust Operations or administrative personnel.

One of the more significant features of the system is the automatic generation of interest and Cash or Stock Dividend transactions as the effective date, for the interest or dividend, is reached. This eliminates from 50% to 80% of the manual transaction entries normally prepared in a Trust department. The system prepares a dividend map and retains the generated transactions on

file until they are released for posting by the Trust department.

Naturally, the system prepares investment reviews for Trust accounts, according to the Review cycle as established on the Account Master file. Pricing can be done manually or Pricing Service data may be used. The reviews, as prepared, contain summaries of carrying versus market value in different types of securities within which investments from each account are held.

Customer statements are prepared from transaction history files by statement cycle code which is also established on the Account Master file. Tax worksheets are prepared on the fiscal year end for each account, summarizing all transactions processed during the tax year for each tax report preparation.

The system is producing effective results for the banks and will allow them to pursue additional business opportunities without the necessity of adding to their present staff.

Bill Burger, vice president and trust officer at National Bank of Waterloo; Ed Marchant at Merchants National Bank in Topeka; and John Janzen at Union National Bank in Wichita, Kansas all agree that effective results are being achieved by the system, in that, operational costs are within the expected range.—**End**

ON MARCH 31, the Federal Deposit Insurance Corporation published in the Federal Register a Statement of Policy under which limited investments could be made by banks which the Corporation's examiners would not criticize except in the case of actual default of bankruptcy. The policy statement was published for a 45-day comment period, and it is perhaps appropriate at this period to review the proposed Statement in some depth in view of the divergent public reaction it has produced.

First, it should be made clear that the policy statement applies exclusively to State chartered banks which are not members of the Federal Reserve System. Although the Corporation's responsibilities extend to all insured banks, including State member banks and National banks, the Corporation's examining and supervisory responsibilities are directed only to insured State nonmember banks. The policy statement by its terms does not apply to National banks or State member banks. Some of the investments, in fact, which would be covered by the Corporation's policy statement are presently treated in much the same way for National and State member banks by the examining policies of the Comptroller and the Federal Reserve System.

The essence of the FDIC's policy statement is contained in the proposed revision of traditional Corporation examination policies with respect to "investment grade" securities. Historically, "investment grade" securities have been narrowly defined and interpreted by the bond rating agencies, securities analysts, the Corporation, and other regulatory authorities in such a manner that many banks were inhibited from providing even limited financial support to numerous public spirited projects encouraged by legislative bodies and civic groups throughout the country. Many of these projects reflect national goals and objectives. Yet, by the Corporation's strict adherence to convention in defining "investment grade" securities and the resulting influence exerted on banks under its jurisdiction, they were denied a major source of long-term capital.

The "Leeway Investments" policy statement was intended to overcome this negative influence. It attempts to do so by granting bank management sufficient flexibility to participate imaginatively and responsibly in such

FDIC Policy Statement On:

Leeway Investments

By FRANK WILLE, *Chairman*
Federal Deposit Insurance Corporation
Washington, D.C.

projects through a very small segment of the bank's securities portfolio and by substituting for the previous inflexibility management's own judgment and experience. In effect, the policy statement merely provides that under certain conditions State nonmember banks may, without fear of criticism or penalty from the Corporation, invest in equity or debt capital securities which, by conventional standards, might technically fall short of "investment grade" quality. Such a situation might arise with respect to debt securities associated with community rehabilitation or development corporations, which, while lacking the qualitative elements of "investment" grade securities, are regarded by knowledgeable bankers as "tolerable" risks to depository financial institutions on a restricted and controlled basis. Similar circumstances may prevail in the case of securities of a foreign government, particularly among the new emerging nations, which not only suffer from liquidity imperfections arising from limitations on transfer and exchange rate fluctuations, but also qualitatively because of the absence of a reliable past record of debt performance and financial stability and an uncertain political climate.

Please note that the Statement applies solely to equity or debt securities and does **not** apply to **loans and discounts**, which the Corporation's examiners will continue to analyze and evaluate as they have in the past. The distinction is important for two reasons.

Examiners have been far more tolerant and flexible in analyzing loans. They also have far more freedom to exercise independent judgment in the analysis of the loan portfolio. Investment securities, on the other hand, have traditionally been judged on the basis of rigid and inflexible standards. Even slight hint of risk was sufficient to classify securities as not being "investment grade" quality, while the same degree of risk might not result in the classification of a loan.

It is also important to note that the FDIC's policy statement is framed within four restrictive requirements, which, taken together, materially minimize any unfavorable impact its implementation might have on the safety and soundness of an insured bank. First, all such investments must be allowed for State non-member banks by State law. If State law or court cases prohibit such investments, they cannot be made in the first place. The second condition requires compliance with the Voluntary Foreign Credit Restraint guidelines promulgated by the Board of Governors of the Federal Reserve System for balance of payments purposes, a condition that is self-explanatory and would come into effect only if there were a foreign obligor on the securities.

The third and most important condition from the standpoint of safety and soundness is an aggregate limitation on all "leeway investments" to ten percent of the bank's combined capital and surplus. For the purposes of the policy

“ . . . tremendous increase in social awareness and responsibility.”

statement, surplus is narrowly defined as that segment of the bank's capital structure duly established as "Surplus" by action of the bank's board of directors and so captioned on the bank's books. It excludes undivided profits and other capital reserves, which for the average State nonmember commercial bank usually represents in excess of one-third of its total capital and reserves. Consequently, for the average State nonmember commercial bank, the ten percent limitation in the policy statement is equivalent to approximately six and one-half percent of total capital and reserves and little more than one-half of one percent of total assets. We estimate, accordingly, that the "Leeway Investments" privilege would free some six hundred million dollars nationally for such purposes, if fully utilized by all 7,875 insured State nonmember commercial banks. Similarly, if the privilege were fully utilized by all 326 FDIC-insured mutual savings banks, approximately three hundred fifty million dollars more would be freed nationally for such purposes. If these leeway investments are made by a bank's board of directors or board of trustees there is nothing in banking history to justify a gloomy or pessimistic outlook concerning the safety of these investments, or the likelihood of payment of both interest and principal. We have no reason, therefore, to expect that this slight relaxation in our traditional examination practices would subvert the management prudence, good judgment or expertise which has long been characteristic of the vast majority of banks in our banking system.

The fourth and final condition requires that all such investments be formally approved by the bank's board as "Leeway Investments" and be so identified on the bank's general or subsidiary records. Formal board approval would bring such investments specifically to the attention of a bank's board of directors or trustees before they are made, a requirement we thought essential if such investments were not to be subject to classification or criticism and might not, therefore, be brought to the attention of the directors during exam-

inations or through examination reports. The approval requirement assures full knowledge and control over all such investments by a bank's board and fixes responsibility where it properly belongs. The twin features of board knowledge and accountability also constitute effective safeguards against abuse of the "Leeway Investments" privilege, for there is nothing in the policy statement that absolves a bank's board of directors of their responsibility to conduct the bank's affairs in a prudent manner.

I have only briefly alluded to the rationale for this policy statement, but perhaps further amplification would be beneficial. As you are all aware, there has been a tremendous increase in the social awareness and responsibility of all segments of our society. Congress and State legislatures, the elected representatives of the people, have reacted by enacting legislation designed to accomplish a variety of programs they consider to be of high social priority. This legislation has in turn given impetus to the organization of many new community organizations whose primary objectives are for one or more of these legislated goals. The National Corporation for Housing Partnerships, a vehicle for investment in low income housing projects, is one of many such organizations that come to mind. Another is the formation of Minority Enterprise Small Business Investment Companies ("MESBICS") developed by the Small Business Administration. This program, aimed at facilitating the flow of capital to minority owned small business enterprises, may be expanded further if the Minority Enterprise Small Business Investment Act of 1972 is enacted. Most of you are also familiar with Minbanc Capital Corporation, a closed-end investment company whose primary objective is to make capital funds available to qualifying minority-owned banks. "Minbanc" was sponsored by the Urban Affairs Committee of the American Bankers Association, and its capital stock is being exclusively offered to ABA member banks. The decline of our cities has also led to the rapid formation of community rehabilitation corporations, alongside a steadily

growing number of community development corporations, organized locally, regionally, and on statewide levels. The policy statement is intended to free State nonmember insured banks from previously rigid supervisory constraints, so that they may plan a responsible but limited role, within the limitations previously outlined in meeting the capital needs of those organizations — if, and only if, a bank's management is minded to do so. The policy statement, to repeat, is permissive and not mandatory, and the ultimate choice will rest as it always has when alternative investments are being considered, with the bank's board of directors or trustees.

The policy statement is not revolutionary. As I indicated at the outset, it corrects an existing regulatory imbalance between State nonmember insured banks vis a vis national or State member banks, although going somewhat beyond the specific authorizations promulgated from time to time by the Comptroller and the Federal Reserve System. For example, National banks are already authorized to invest up to five percent of total capital and surplus in equity or debt securities of community development projects, provided no more than two percent of total capital and surplus is invested in any one project. Moreover, the Comptroller's definition of "surplus" includes undivided profits and portions of loan and securities valuation reserves. Inasmuch as the Corporation's ten percent limitation is, on the average, equivalent to six and one-half percent of total capital and reserves, the difference in the limitations is not as great as they might otherwise appear to be. The narrow definition of surplus in the Corporation's policy statement was largely dictated by the fact that most State banking laws, including New Jersey's interpret "surplus" narrowly in the application of legal limits pertaining to loans and investments. Similarly, State member banks have been authorized by the Federal Reserve System to invest as much as two percent of total capital and reserves in community development corporations and in equity securities of Minbanc Capital Corporation.

The substance of the policy state-

ment is also not without precedent insofar as the Corporation is concerned. Examiners have been instructed in the past to refrain from adversely classifying investments in Small Business Investment Corporations, the National Corporation of Housing Partnerships and other similar investments closely identified with national goals and priorities, unless classified on positive evidence of loss. What is unprecedented is the formal publication of this kind of policy statement. The Board of Directors of FDIC strongly feels that the Corporation's policy positions should be in the public domain, so that everyone knows the ground rules, and it is in this context only that the policy statement departs substantially from past Corporation practice. Our position in this is fully consistent with the spirit of the Freedom of Information Act enacted by Congress several years ago. — **End.**

“Smiling Computer” Serves LaSalle Customers

Lasalle National Bank customers in Chicago are talking about a smiling computer, “Mac” an almost full-service money machine. The unit — first



SMILING COMPUTER handles LaSalle transactions.

of its kind in full operation in metropolitan Chicago — handles almost 95% of the transactions people carry out in the Bank. Transactions “Mac” can perform include cash withdrawals of up to \$100 per day from a checking or savings account or line of credit; deposits into checking or savings; transfers and even take payments on LaSalle loans — eleven transactions in all. “Mac” also prints a receipt for every transaction.

Operating “Mac” is easy. A customer merely inserts his or her magnetically encoded LaSalle Key Card and enters his personal identification code, (a number only the customer and the Bank know). He then enters the type of transaction and the amount.

THE MONEY MARKET



A monthly report from the Money Market Center of The First National Bank of Saint Paul. A service for all investors. For personal help call direct, 612-291-5659.

By **RICHARD E. PRINGLE**

Investment Officer, Division H, Manager Securities Department

The first Brokers Clearance account was received at The First National Bank of Saint Paul in 1961. Since then, we have developed this service into the largest operation for clearance of securities in the Midwest.

Presently, we process over one billion dollars in securities every month for customers in North Dakota, Minnesota, South Dakota, Wisconsin and Montana.

We offer Brokers Clearance Service to Trust Companies, Corporations, State Funds, Investment Advisors and individuals for efficient, safe and economical clearance of securities for their portfolios.

The First National Bank of Saint Paul has designed this system to provide peace-of-mind for customers by only releasing their securities against payment through a bank, or by holding purchase money in special accounts until a broker makes delivery of securities in good and proper form.

In addition, we also extend to these customers many additional bank services such as our own messenger service for local delivery, Brinks Air Courier to points outside the Twin Cities area, the use of our many correspondent bank relationships throughout the United States for safe, fast money-transfers. These contacts are invaluable for their stock and corporate transfer departments, CUSIP numbering and help in transferring securities with papers attached, such as estates, guardian, executors, etc.

Now you transact trades with brokerage firms of your choice, anywhere in the United States, without reservation. Because this Brokers Clearance system protects you against loss by only releasing your money upon presentation of securities in good deliverable form, and by exchanging your securities for a dollar amount through a bank.

Conversion to the Brokers Clearance system is simple. Only two items need be different from your present procedures:

1. On purchase orders, send us your payment and instructions.

2. On sales send us your securities and instructions.

PURCHASE ORDERS

Upon receipt of your instructions we will either charge your account or process your check to assure funds to pay the broker on settlement date.

Upon receipt of securities by your broker, delivered in street name, we will check the securities for correct issue, right number of shares, certificates properly endorsed, cash dividends, stock dividends or due bills. If these requirements are correct we will pay the broker and forward to the transfer agent to be registered in your nominee name or however you desire and in the denominations of your choice. Upon receipt from transfer agent we will forward to you, either by Brinks over-the-road facilities, or by our first class mail insurance policies.

SALE ORDERS

Send your instructions and securities, to be received in our offices one day prior to settlement date. On settlement date we will deliver to broker and receive payment. In turn, this amount will be credited to your account or forwarded to you by our cashiers check.

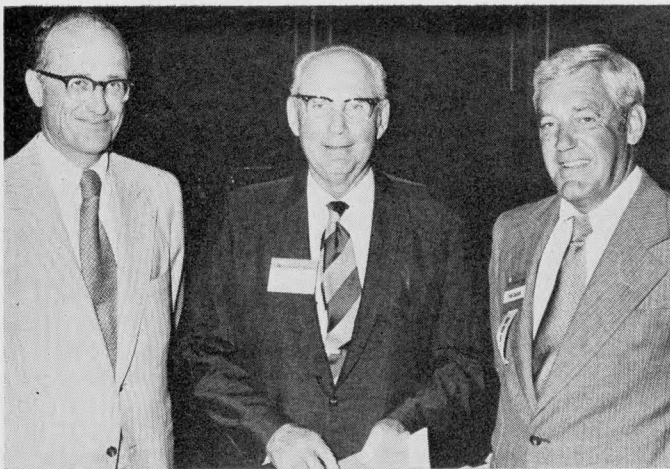
We take great pride in offering, as our main goal, a personalized service. Once you are on this system, we assign an account administrator and give you specific telephone numbers for all inquiries. In this way, you have only one person to contact on any question dealing with your account. Your own, personal administrator can answer questions in a matter of seconds. He knows your account and can discuss the status of transactions, dividends and due bills, transfer requirements and any other questions.

COSTS

This service, as outlined, is free of charge. There are no costs involved other than, on rare occasions, when large amounts of securities are to be shipped. In such cases a small out-of-pocket charge is made for postage and insurance.

If you desire more information about The First National Bank of Saint Paul's Brokers Clearance Operation, please contact me by letter or phone (612) 291-5638.

Northwestern Banker, July, 1972



KEY PEOPLE at Commerce Bank Management Conference for correspondents included, from left: **James M. Kemper, Jr.**, chmn. of exec. comm. of Commerce Bank; **William S. Lowe**, pres., United States Chamber of Commerce, and **Fred Coulson, Jr.**, sr. v.p., Commerce Bank. **RIGHT** — **Charles W. Battey, Jr.**, pres., Commerce Bank, and **Cliff C. Jones** of R. B. Jones Co., Kansas City.



Commerce Bank Correspondents View Excellent Business Outlook

PRESIDENT Richard M. Nixon will be re-elected president of the United States, bank earnings will be up moderately, and loan demand will be higher in the last half of 1972.

This is the thinking of the majority of some 400 bankers who attended the Bank Management Conference sponsored by the Commerce Bank of Kansas City for its correspondents last month.

Bankers believe by a margin of two to one that the prime rate will be $5\frac{1}{2}$ percent by December 31, 1972, and the Fed Funds rate will run from $4\frac{1}{2}$ to 5 percent on October 31, 1972.

Concentrating on specific areas in the economy, senior officers gave their views on the outlook in a variety of fields, including:

Heavy Industry — Auto, Frank

Boesche, senior vice president: "Profits are climbing. They may be up 15-20 percent ahead of last year. Manufacturers expect a nine percent increase in sales this year. Businessmen intend to spend \$92.9 billion in plant and equipment, up 14 percent over last year. Auto sales appear to be headed for about 9.1 million units from Detroit and 1.4 million units from abroad, plus 2.5 million trucks as frosting on the cake."

Utilities, John O. Brown, senior vice president: "In our opinion, the larger utilities in this area are among our most desirable borrowers. Typically, their capital base is structured with 50% in long term bonds, 15% in preferred stock, and 35% in common stock and surplus. These ratios provide a strong financial base on which

to lend. Since the utilities' pricing is regulated by the various states so as to provide for a return on capital, profitable operations are virtually guaranteed."

Grain Outlook, C. William Haw, senior vice president: "The outlook for the grain business for the coming year is mixed for the three main crops — corn, wheat, and soybeans.

"A carry over from last year's corn crop of 1,250,000 bushels which is double the carry over of last year, combined with the prospects for other excellent crops this year, could put considerable downside pressure on the price of corn during the coming harvest season.

"Wheat is, like corn, coming off a year which saw the country's largest wheat crop, with a total harvest of 1,640,000,000 bu. The carry over this year will be 1,195,000,000 bu., which is the largest in 20 years. These factors combined with an excellent start



VISITORS to Commerce Bank Conference included, from left, **O. Jay Tomson**, exec. v.p., Marquette National Bank, Minneapolis, and **Forest T. Lewis**, exec. v.p., Plaza State Bank, Des Moines, shown with **Dick Muir**, a.v.p., Commerce Bank. **RIGHT** — **Dale K. DeKoster**, pres., Waterloo Sav. Bk., Waterloo, Ia., takes notes as **Tom Cannon**, v.p., Commerce Bank looks on.



Honor "Hot Lips" Hills After 50 Years in Banking

on the 1972 crop, which should turn out at least 1,500,000,000 bu., should exert considerable downside pressure on the price for this commodity.

"The increasing soybean demand, along with the small carry overs from year to year have resulted in a constantly increasing price pattern for soybeans, with the 1970 September cash beans at about \$2.60, September 1971 at more than \$3.00, and the current September 1972 futures price at \$3.38 per bu. Perhaps the most amazing thing to me about this crop is the current reluctance of the American farmer to shift from corn to soybeans in spite of the fact that the constantly increasing demand has increased prices on a continuing basis for a number of years."

Agriculture and Livestock, Frank W. Greiner, commercial banking officer: "Your cow-calf customers should have a good year, but your feeder people are going to feel the profit squeeze. Feed costs are lower, but the high cost of buying replacements will bring the break-even point to \$32-\$34.

"Continued low feed cost should enable your hog customer to show good profit through the first of the year.

"In addition to favorable prices in the cattle and hog industry, there are other factors that should enable your farmers to show an increase in profits.

1. Investment credit will relieve some tax pressures.
2. Disposable income continues to increase (8%) at a rate above expenditures (5.5%).
3. Consumers index reflects only a 3% increase in non-food items since phase II went into effect. This compares to a 6% increase last year.
4. An increase in government payments.

"A large carry-over of feed grains and the fact blight is not supposed to be a problem could have an adverse effect on your cash crop customers, but the overall income picture for farmers in this area looks bright."—**End**

Foundation Ad Plans

Participating sponsorship of weekly National Football League telecasts and a repeat of last season's successful "special," a new version of Dickens' "A Christmas Carol," are included in the 1972-73 advertising program of the Foundation for Full Service Banks, according to Richard B. Beal, executive vice president.

IT WAS 50 years ago in June when "Hot Lips Hills" started working in the old Price Commercial and Savings Bank in Price, Utah. He's still in banking and he's still in Price.

Earl F. Hills was honored in June for his 50 years in the banking industry by a surprise dinner party at the Carbon Country Club north of Price at the base of the Book Cliff mountains in eastern Utah.

And it was a total surprise to the president of Carbon-Emery Bank, a local, independent bank serving the two rural counties of Carbon and Emery. Among guests were the former Utah Governor J. Bracken Lee and his wife Margaret, Utah Commissioner of Financial Institutions, W. Smoot Brimhall, many prominent bankers from around the state and the mayors of the surrounding communities.

The guests of honor came from the midwest and both coasts. From Oklahoma City came Earl's brother, Cecil. From Seattle, Washington came his sister, Beverly Lucki. The main speaker of the evening came from his publishing posts at the Detroit Free Press and the Miami Herald, Lee Hills, Earl's other brother.

After a couple of hours of just "mingling" and renewing old friendships in a hospitality suite, Earl Hills sat with his wife, Ruby, at the head table for a banquet and listened to his brother, Lee, remind him of how he had started as a janitor back in 1922.

"He used to clean up the bank and fire the furnace while he was leader of the hottest jazz band in Utah. Earl was known as 'Hot Lips Hills' around the state in those days," Lee said. "He undoubtedly was the sexiest saxophone player around."

Eventually some of the officers of Price Commercial and Savings Bank, which had been incorporated just 12 years earlier in 1910, told Earl he didn't fit the image of the banking staff of the day while toting a sax around the mountain states.

Because of pressure brought to bear by the bank, Earl dropped the band and turned to banking full-time. Earl never again strayed into the "unstead" field of professional music, preferring instead, to remain as a stalwart leader in the banking field in eastern Utah.

He has remained musically inclined and is the official organist for an Elks Lodge and two Masonic Lodges in Utah. He also took a position with the College of Eastern Utah for a time while he taught astronomy.



HAND-MADE desk pen set was presented to Earl Hills by the staff of Carbon-Emery Bank, Price, Utah.

In a final tribute to the half-century banker, his brother said, "If it hadn't been for Ruby, he never would have made it!" With that a diamond medal was pinned to Ruby Hills.

T. N. Jensen, senior vice president and director for the bank then read a telegram:

EARL HILLS
ON BEHALF OF OUR OFFICERS DIRECTORS AND MYSELF IT IS MY PLEASURE TO EXTEND OUR HEARTIEST CONGRATULATIONS TO YOU ON YOUR 50th ANNIVERSARY IN BANKING THIS IS AN ACHIEVEMENT THAT FEW OF US ARE PRIVILEGED TO EXPERIENCE WE ARE SURE THE BANKING INDUSTRY HAS INDEED BEEN ENRICHED BY YOUR LONG SERVICE AND MEANINGFUL CONTRIBUTION
WE HOPE OUR INDUSTRY WILL BE REWARDED WITH YOUR PRESENCE FOR MANY YEARS TO COME
SINCERELY
DAVID ROCKEFELLER
CHAIRMAN OF THE BOARD
CHASE MANHATTAN BK NA

Glenna Pollastro then presented Earl with a hand-made desk pen set. It had a marble base and displayed a glass dome-covered uncirculated 1922 gold double eagle . . . the year Earl started in the banking industry. A gold inscription plate carried congratulatory words from the directors, officers and staff of Carbon Emery Bank. Mrs. Pollastro is a bookkeeper who has been with the bank since 1945.

The festive evening was concluded by the close friends and family of President Hills visiting and reminiscing over old times.—**end**

Reach One Billion



VOLUME for Master Charge reached \$1 billion for the fiscal year ending June 30 with a purchase made by **Donald L. McGrew** (right) of San Bruno, Calif. **Richard P. Cooley**, president of Wells Fargo Bank, N.A., the cardholder bank, and Mr. McGrew's wife, **Jean**, watch as Mr. McGrew receives a commemorative \$1000 check from **Hal W. Sconyers**, president of Western States Bankcard Association, the Master Charge service organization for 200 banks in seven western states.

CONVENTIONS

ABA—American Bankers Association
 AIB—American Institute of Banking
 ARBHC — Association of Registered Bank Holding Companies
 BAI—Bank Administrator Institute
 BMA—Bank Marketing Association
 CSBS—Conference of State Bank Supervisors
 IBAA—Independent Bankers Association of America
 NABW—National Association of Bank Women
 RMA—Robert Morris Associates

July 16-20—Charge Account Bankers Association, 19th Annual Convention, Diplomat Hotel, Hollywood, Fla.

July 23-Aug. 4—BAI School for Bank Administration, 20th Annual Session, University of Wisconsin, Madison.

Aug. 6-19—Graduate School of Banking, University of Wisconsin, Madison.

Aug. 13-18—ABA National Mortgage School, Ohio State University, Columbus.

Aug. 14-25—ABA National Trust School, 11th Annual Session, Northwestern University, Evanston, Ill.

Aug. 20-Sep. 1—Pacific Coast School of Banking, University of Washington, Seattle.

Sep. 6-9—ABA 46th Annual Western Trust Conference, Del Monte Hyatt House, Monterey, Calif.

Sep. 10-13—ABA National Credit Card Conference, Brown Palace, Denver.

Sep. 17-20—ABA National Personnel Conference, Sheraton-Dallas Hotel, Dallas.

Sep. 17-21—NABW 50th Annual Convention, Palmer House, Chicago.

Sep. 24-27—BAI 48th Annual Convention, Muehlbach Hotel, Kansas City.

Oct. 6-7—ARBHC Fall Meeting, Fairmont Hotel, Dallas.

Oct. 7-11—ABA 98th Annual Convention, Dallas.

Oct. 15-18—RMA 58th Annual Fall Conference, Americana Hotel, Bal Harbour, Fla.

Oct. 16-18—MTM Association for Standards and Research Annual Conference, Royal Coach Inn, Atlanta, Ga.

Oct. 22-25—Iowa Bankers Association 86th Annual Convention, Hotel Fort Des Moines, Des Moines.

Oct. 29-Nov. 2—BMA Annual Convention, Americana Hotel, Bal Harbour, Fla.

Nov. 12-15—ABA 21st National Ag Conference, Denver Hilton Hotel, Denver.

Nov. 16-17—ABA 41st Annual Mid-Continent Trust Conference, Drake Hotel, Chicago.

March 18-21, 1973 — Independent Bankers Association of America — 43rd Annual Convention — San Francisco Hilton Hotel, San Francisco.

Fed Approves Minneapolis Holding Company Shift

The Federal Reserve Board has approved the application of MEI Corp., Minneapolis, to acquire a proposed new company, IGI Successor, Minneapolis, which would control the \$91 million-deposit First National Bank, Sioux City, Iowa.

IGI Successor will succeed, through merger, to the interests of Investors Growth Industries, Inc., Minneapolis, which holds indirect ownership of approximately 68% of First National stock. IGI engages in soft-drink bottling and distribution.

Before consummation, MEI must divest its banking subsidiary, the \$42.3 million-deposit Olmsted County Bank & Trust Co., Rochester, Minn. The decision noted that the \$185 million-deposit Bank Shares, Inc., Minneapolis, parent of the \$143.3 million-deposit Marquette National Bank, Minneapolis, has received Fed approval to acquire Olmsted Bank.

First National, second largest of six banks in Sioux City, is Iowa's ninth largest banking organization, with 1.1% of total state deposits. It is 68% owned by Minnesota Small Loan Co., Minneapolis, an IGI subsidiary.

New D & O Policy

Interstate National Corporation, Chicago, has announced a special Directors and Officers Liability program for banks and savings and loan associations of less than \$15 million in either deposits or share accounts. If a financial institution had under \$15,000,000 in deposits at last year's end and has been continuously in business for three years, it qualifies for this program. Premiums range upward from as low as \$1,000 for three (3) years.

While the standard deductible is \$5,000, institutions continuously in business fewer than five (5) years are subject to a \$10,000 minimum deductible. The minimum limit is \$100,000. Limits over \$500,000 require time to arrange.

ACORN Sale Registers
 "Accepted Sale Registers by Bank Clerks Everywhere"
 For information write
THE ACORN PRINTING CO.
 Oakland, Iowa

Current Picture on Bankers Schools

(Continued from page 19)

crease their potential for promotion through becoming better educated at the advanced banking schools.

It is the writer's observation from conducting numerous salary surveys and reviewing the data of the several advanced banking schools that the salaries of banker students are higher than for their peers who have not attended the schools. The actual reasons for this are not provable but they may be rationalized. It may be that top management and personnel screen the staff and thus select the bankers for students who have greater potential for advancement. These "comers" would be receiving higher salaries due to merit raises. One of the trade-offs of a bank in sending personnel to any school is that such students become better informed about banking and naturally they also become more informed about salaries for their job experience and level. Thus the bank with a lower than average salary schedule having an officer attending a school should recognize that he or she will become cognizant of what he is worth and so communicate this to the management of the bank or move to another bank. It would be shortsighted for the top bank management to decide to not upgrade their staff for this

reason. Yet there are actually bank presidents who have done just this. The actual salary information report by three classes of bankers at one of the advanced schools is included in this article. It will be noted by readers that the older bankers, that is in the earlier classes, are materially higher in income than their junior peers in the school who may be, say, two years behind them. Thus we find a very substantial jump in the figures in the \$15,000 and above category.

Conclusion

It is hard to express the qualitative change which has occurred in bank schools in the last decade. The 1960's have been called a decade of change for banking and it has also done so in the area of banking education. The admission standards are higher. The home study problems are more rigorous. The classroom facilities are distinctly improved. The banking schools today are devoting substantial proportions of time, effort and personnel resources into the area of management through such devices as game-theory, through programs for the computer, management games and also a very decided increase in the uses of banking cases for educational purposes.

Salary Scale for Bank School Students

Annual Salary (including bonuses)	Class	Class	Class
	1973	1972	1971
	%	%	%
Under 5,000	0	0	0
5,000 - 7,500	3	20	.7
7,501 - 10,000	19	13	12
10,001 - 12,500	30	30	26
12,501 - 15,000	26	29	28
15,001 - 20,000	19	21	26
20,001 - 25,000	2	4	5
Over 25,000	.3	.6	3
Total	100.0	100.0	100.0

Ease Customer Check Burden

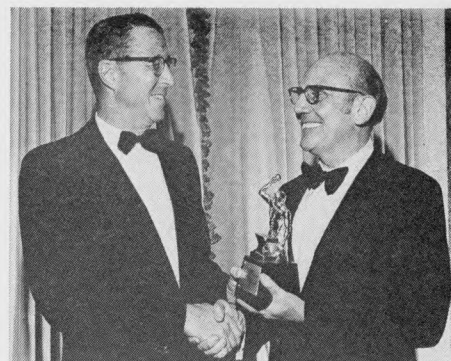
THE increasing use of computers by banks opens any number of possibilities for simplifying and improving the processing of checking accounts. One idea that has particular appeal to bank customers is the "No Hassle" statement, introduced in Arizona by the Arizona Bank in Phoenix.

G. Clarke Bean, chairman of the

board, said that the bank is introducing the "No Hassle" statement to make it easier for customers to balance their checking accounts.

"Checks will be listed in numerical order on the statement," Bean said. "This will reduce account balancing to two easy steps.

"Customers will be able to simply



RECOGNITION — Thomas G. Brown, left, v.p., marketing, State Bank & Trust Co., Boston, and chmn., Banking Serves America Public Relations Committee, receives the Silver Anvil Award of the Public Relations Society of America from Society Pres. Robert Carlson.

check off the dollar amounts against their check register in the order the checks were written. This eliminates the need to sort the checks and refer back to the statement for the amounts.

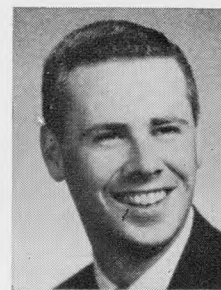
"They complete their balancing by taking the ending balance on the statement, then subtracting or adding the outstanding checks or deposits."

Mr. Bean said that an asterisk will show where there are missing check numbers to indicate which checks have not yet been paid by the bank.

All "No Hassle" checks will have magnetically encoded numbers to enable the bank's data processing department to sequentially list them.

John Fix Promoted

John N. Fix has been promoted to vice president in the banking department at The Northern Trust Company,



J. N. FIX

Chicago. He serves as a commercial lending officer responsible for commercial and correspondent business in Minnesota and the Pacific Northwest.

Mr. Fix, who joined the bank in 1962, holds a B.S. degree from the University of Illinois. He has also attended Northwestern University and is a graduate of the Stonier Graduate School of Banking, Rutgers University.

Active in professional organizations, Mr. Fix is a member of the American Institute of Banking and the Robert Morris Associates. He served on the Kenilworth School Board Citizens Advisory Committee from 1967-1968 and is currently a member of the board.

Illinois NEWS

JOHN F. McKNIGHT President Oak Park
ROBERT C. SCHRIMPLE Exec. V. P. Chicago



Open Bank of Lisle Facility

A TREE-SAWING replaced the traditional ribbon-cutting ceremony as the Bank of Lisle opened their new drive-up, walk-in facility Friday, May 26. Officers and directors of the Bank of Lisle sawed through a board which supported a row of 10" spruce seedlings which the bank is giving away to mark the occasion. Lisle is known as the Arboretum Village because it contains the Morton Arboretum, a nationally known museum for living woody plants.

"We are particularly proud to give away these Colorado Blue Spruce seedlings to celebrate the opening of our new drive-up, walk-in facility," said Bank of Lisle President William J. Callahan. "We not only want to take note of Lisle as the Arboretum Village, but are happy to assist local and area residents in beautifying the community with the addition of some 5,000 of these seedlings."

The new facility, which is located on Center Street just south of Ogden Avenue, includes a four lane drive-up, and utilizes the latest in underground pneumatic tube equipment, as well as conventional through-the-wall equipment.

As part of the Grand Opening cele-

bration, which coincided with the 12th anniversary of the bank, nearly 5,000 of the Colorado Blue Spruce seedlings were given away.

In addition to the drive-up facilities, the new building includes a spacious walk-in banking center at which almost any transaction can be made, including the opening of new accounts and the making of applications for loans.

Money Balloons Highlight Anniversary Celebration

The Bank of Lockport capped off its first anniversary celebration by launching twenty helium balloons each containing a certificate good for a \$5 savings account. The launching was part of a three day open house at the bank.

Finders of the certificates were to return them to the bank and the certificate returned from the greatest distance was worth a \$25 savings account.

The bank also gave away flags and flag lapel pins to celebrate Flag Day during the open house.

Total assets of the bank stood at nearly \$5 million after one year of operation.

Sign Contract for New Addison Bank Building

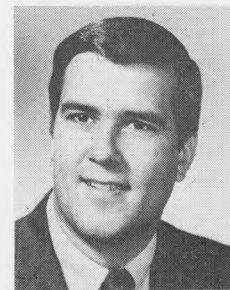
The construction contract for the new First Security Bank in Addison has been signed with Sundene Construction Co. of Glen Ellyn.

The new bank building will be a 3,500 square foot building on two levels with pneumatic tube drive up facilities. It will be located at the corner of Westwood and North Ave. in Addison.

President William T. Giova noted that the facilities planned will be adequate for many years to come, but that construction and design are being undertaken with expansion in mind.

Name Marketing Officer

A former Kankakee banker, Robert W. Callis, has been named marketing officer of the Downers Grove National



R. W. CALLIS

Bank, it was announced by William Westrup, bank president.

Mr. Callis began his business career as a management trainee for Illionis Bell Telephone Company. He was made branch manager in 1969, and in 1970, left to join City National Bank in Kankakee as Assistant vice president, marketing, the post he held until joining Downers Grove National several weeks ago.

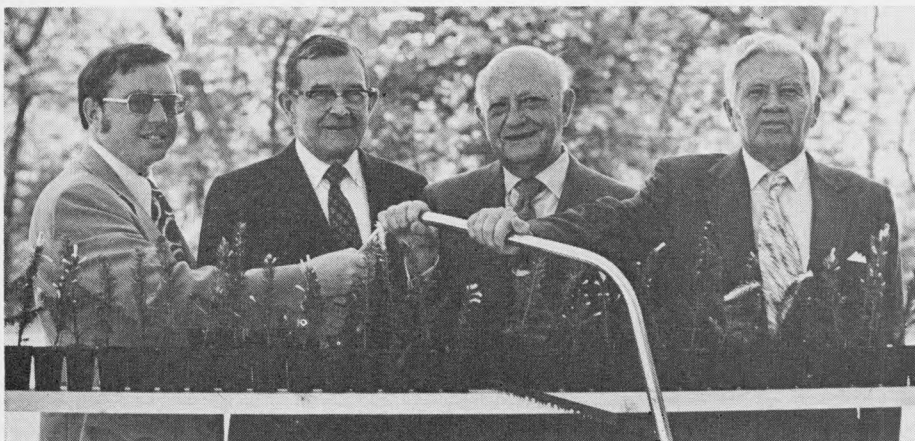
Appointments Announced

Russell T. Cramer, president and chief executive officer of the Pioneer Trust & Savings Bank, Chicago, has announced the appointments of Mrs. Sylvia F. Aceto as manager of the savings department, and of Joseph T. McCarthy as consumer loan officer.

Mrs. Aceto is an assistant cashier and will direct all phases of the savings department and its personnel. Mr. McCarthy joins Pioneer's installment loan division with wide experience in the credit field.

Name New Officer

E. Ronald Field has been named assistant cashier in the commercial banking department of the Exchange National Bank, Chicago. The announcement was made by Samuel W. Sax, president and chief executive officer following the monthly meeting of the board of directors.



TREE SAWING replaced traditional ribbon-cutting when the Bank of Lisle opened its new drive-in facilities last month. Shown from left are: **William J. Callahan**, president; **L. L. "Roy" Phelps**, chairman; **Walker R. Gamble**, Lisle mayor, and **John E. Caldwell**, director.

If you've been thinking a computerized analytical tool like Financial Engineering is only for billion-dollar banks, you've been missing out on a good thing.

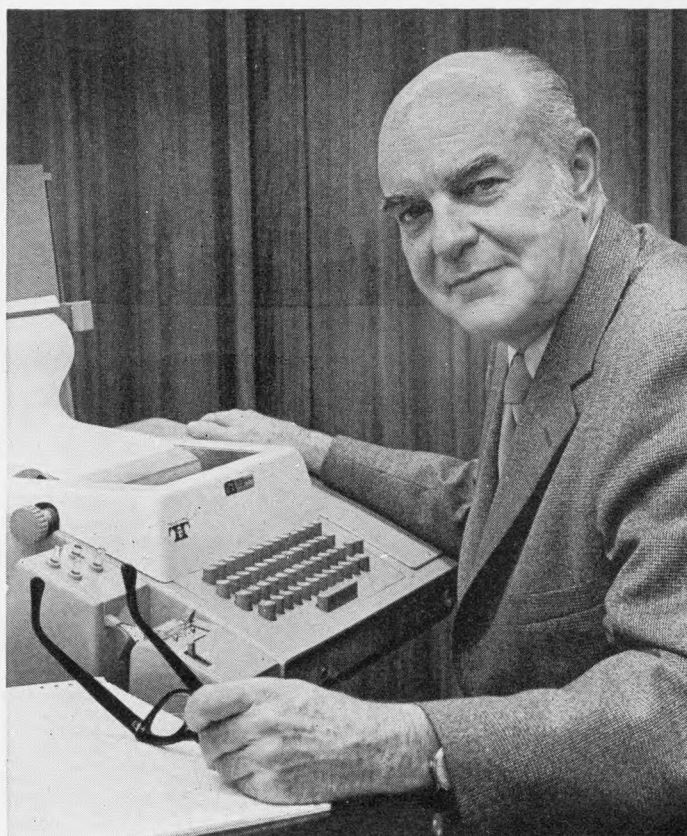
It's something any bank, regardless of size, can use profitably. Through detailed analyses of your historical statements and projections, it is possible to plan greater efficiency and profitability into your banking operation now and for the days to come.

Financial Engineering can be used to evaluate policy decisions; to analyze acquisitions; review and analyze capital adequacy, review and project loan and deposit growth, examine deeply into premise and operating expenses and to make very useful forecasts based realistically upon a variety of assumptions.

It can be used for a comprehensive portfolio analysis of your bond position on a periodic basis, and it also prepares the information necessary for your general ledger entries.

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1972-1973 OFFICERS elected for the Association of Chicago Bank Women shown in the photo from left to right are: **Frances Bottando**, treasurer; **Gertrude Hartkoorn**, vice president; **Irene S. Keith**, president; and **Rose Marie Loparco**, recording secretary. **Genevieve Bartley**, corresponding secretary was not present for the photo.

Chicago Bank Women Elect

THE Association of Chicago Bank Women recently elected officers for 1972-73 at their meeting at the Arts Club.

Irene S. Keith was elected to serve as president of the association. Miss Keith is assistant cashier at the Oak Park Trust & Savings Bank and was previously registrar of the American Institute of Banking.

Officers elected to serve with Miss Keith are: vice president — Gertrude Hartkoorn, assistant vice president, First National Bank of Harvey; recording secretary — Rose Marie Loparco, secretary to senior vice president, international banking division of the First National Bank of Chicago; corresponding secretary — Genevieve Bartley, personnel officer and assistant cashier of the Evergreen Plaza Bank; treasurer — Frances Bottando, secretary to senior vice president, Chicago Title Trust Company.

The Association of Chicago Bank Women will soon be commemorating its 50th anniversary. The association has approximately 180 members who are officers and women in key positions of various banks located in Chicago and surrounding suburban areas.

First of Des Plaines Holds Economic Forum

Some 200 Des Plaines area businessmen and executives gained greater insight into the national economy at the second annual Economic Forum sponsored by the First National Bank of Des Plaines.

The four-and-one-half hour program, held at the Sheraton O'Hare Ho-

tel, was entitled "The Year Ahead . . . Prospects and Pitfalls." The program was opened with a talk by Maxwell D. Sawyer, vice chairman of the bank's board.

Featured speakers at the forum included Dr. James J. O'Leary, vice chairman and economist of United States Trust Co. of New York, speaking on "An Economic Outlook;" John O. Todd, C.L.U., an insurance consultant from Evanston who talked on

the "Creative Application of Insurance in Business Planning," and Edward C. Rustigan, a partner in Mayer, Brown & Platt of Chicago, who spoke on "Employee Benefits . . . Storm Clouds on the Horizon."

Featured luncheon speaker was the Hon. Robert A. Podesta, assistant secretary of commerce for economic development. A nationally prominent investment banker, Mr. Podesta spoke on "A Businessman views Washington." He is responsible for all activities of the Economic Development Administration, an agency of the U.S. Department of Commerce.

American, Chicago, Promotions

American National Bank and Trust Company, Chicago, has named John F. Reuss and John R. Rucker as second vice presidents. Mr. Reuss is a trust officer, and Mr. Rucker is a loan officer.

Appointed also are Nell A. Barco and Anthony A. Scerba of edp, Tel-A-Data service as automated services officers, John E. Cline loan division E as loan officer, John Leung, comptroller's division as assistant comptroller and Thomas E. Prasil, trust investment division as trust investment officer.

Continental Sweeps Top Honors At Advertising Awards Banquet

Continental Illinois National Bank took top honors in the Chicago Financial Advertiser's 1972 Eagle Awards competition.

CFA President George Morvis said Continental competed against the largest number of entrants ever fielded in the four years of competition. 156 presentations from Chicagoland financial institutions were judged, a 50 per cent increase over the number of entries last year.

Continental won CFA's "Best of Show" prize at the awards banquet for its 60-second television commercial showing its special service for deaf-mute customers. The commercial was prepared by Tatham, Laird and Kudner, Inc.

In the "Open Class," recognizing financial institutions developing the most effective advertising campaign directed towards a specific problem, a Double Eagle went to Talman Federal Savings & Loan. Also in that class,

Eagle awards were presented to University National Bank, Seaway National Bank, and Deerfield State Bank. First National Bank of Deerfield won an honorable mention.

A Double Eagle for television advertising was also awarded to Continental Illinois. Seaway National Bank was recognized for the best newspaper ad under 1000 lines, and Merchandise National Bank for the Best Direct Mail Campaign.

Other banks receiving recognition were: First National Bank of Lake Forest, Chicago City Bank, Exchange National Bank, Melrose Park National Bank, and Harris Bank.

Judges for the fourth annual CFA awards competition were George Lazarus, marketing editor for Chicago Today, Professor Vernon N. Fryberger, Northwestern University, and Howard Gordon, vice president and manager of marketing services, Marseller Advertising Agency.

Nostradamus had the power to foresee the future.



How many of your loan applicants do?

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But if you're loaning money to producers on beef, hogs, eggs, potatoes, milo or lumber, it's comforting to have more than someone's guess as to their potential value. The prices of these commodities have a tendency to vary considerably.

However, if your customer has hedged his crops through a futures contract on the Chicago Mercantile Exchange, you can determine exactly how much they will be worth many

months in the future, regardless of market conditions. That's good protection for your customer and excellent protection for your loan. In fact, you can safely loan up to 100% of the hedged value of commodities.

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Gentlemen: Dept. 179
Please send me _____ copies of "Price and Loan
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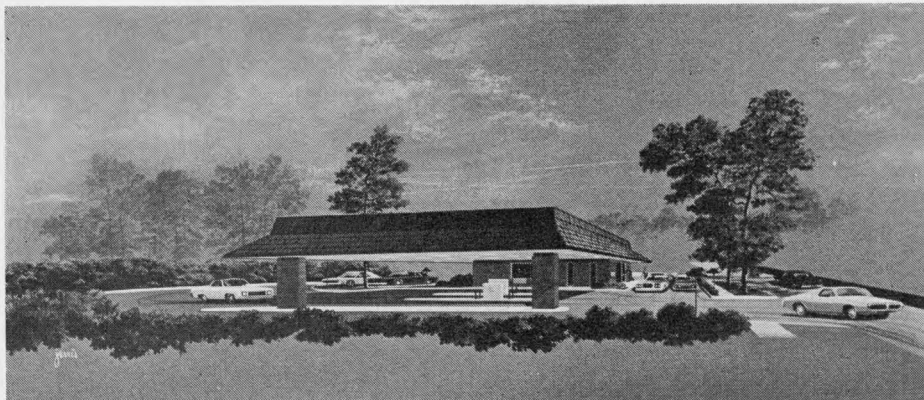
Address _____

City _____

State _____

Zip _____

Westmont Constructs Drive-In/Walk-In



ARTIST'S RENDERING of the Bank of Westmont's new drive-in.

CONSTRUCTION is underway on the Bank of Westmont's new drive-up, walk-in facility at 16 E. Quincy St.

The bank hopes to open the one-story, modern facility to its customers by Sept. 1.

The building is located south of the Burlington Railroad tracks, just off Cass Avenue on Quincy Street, two blocks from the main bank.

The new facility will have a four-lane drive-up with the latest in underground pneumatic tube equipment, as well as a spacious walk-in banking center to handle almost any banking transaction.

Name Marketing Officer

Golf Mill State Bank has announced the appointment of Patrick J. Kelley as director of marketing.

Mr. Kelley was with American National Bank of Chicago in the commercial loan department and then was promoted to administrative assistant and business development manager of the bank.

Promote Two at Evanston Bank

James P. Scheurenbrand, president of Evanston Bank, announced two officer promotions at the bank following a recent board of directors' meeting.



M. R. BARKSDALE

D. FAVARO

Marshall R. Barksdale, former business development officer, was named assistant loan officer. He joined the bank in January, 1970, after serving as a law enforcement officer with the Evanston Police Department. Mr. Barksdale is first vice president of the NAACP and a member of its executive board. He is a graduate of International Tabulating Institute and has attended Kendall College and the American Institute of Banking.

Diana M. Favaro, former customer accounting supervisor, was named assistant cashier. Miss Favaro came to Evanston Bank in November, 1969, having previously worked for Illinois Bell Telephone Co. and another Evanston Bank. She is a past president of Evanston Bank's Employee Club and a member of the Illinois Federation of Business and Professional Women.

Bank of Hillside Elects Four Directors

Four New directors have been named at the Bank of Hillside, located in the Hillside Shopping Center.

The new directors include Keith G. Cone, who has elected chairman of the board, John R. Braue, newly elected president and chief executive officer, Ralph Acker, and Robert McAndrews.

Mr. Cone was formerly executive vice president of the LaSalle National Bank, Chicago. He has been in the banking business since 1925, and has served on the executive council and credit policy committee of the American Bankers Association.

Mr. Braue was formerly senior vice president of the O'Hare International Bank, Chicago. He has been in banking and finance since 1926 and is a former president and chairman of the Southern Industrial Savings Bank, Mi-

ami, Fla., and a former vice president of the Chicago National Bank.

Mr. Acker is president and founder of the \$37 million West Suburban Bank, Lombard. He serves as chairman of the Metropolitan Computer Center in Naperville, and is a past chairman of the Midwest College of Engineering.

Mr. McAndrews is president of Oak Ridge Holdings of Hillside. He is a director-founder of the West Suburban Bank, and a former member of the board of the Chicago City Bank & Trust Co.

First of Chicago Changes

Election of David A. Brooks to vice president and administrative assistant to the senior vice president in charge of the personal banking department of The First National Bank of Chicago was announced by Chairman Gaylord Freeman following a meeting of the bank's board of directors.



D. A. BROOKS

R. D. STUART, III

Mr. Brooks will be responsible for coordination of personal banking divisions, including savings, women's banking, marketing, home mortgage loan, BankAmericard and One-Stop Banking.

R. Douglas (Scott) Stuart, III, vice president, bond department, will head the bond sales division, effective July 1, according to Bentley G. McCloud, Jr., executive vice president.

He replaces Joseph C. Fenner who will head loan division L, serving educational and religious institutions, hotels, governmental bodies, labor unions, attorneys, medical services, doctors, dentists, accountants, management consultants and not-for-profit organizations.

Five EDP Officers Named

Five officer appointments in Beverly Bancorporations data processing division were announced following a board of directors meeting.

The new officers and their titles are: Charles F. Crowder, production man-



GOING GROUP

Groups of 10 or more save 20% one way, 33 $\frac{1}{3}$ % on round trip Ozark fares, on any flight, any day. You must leave together, but may return separately. Get up a bunch and save a bundle . . . on Ozark.

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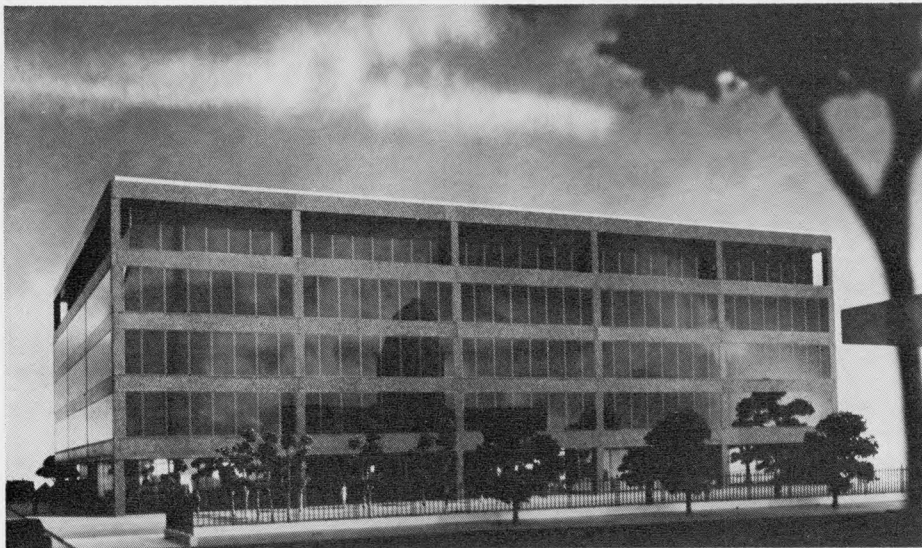
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Plan New Building in Springfield



ARCHITECTS SKETCH of new building to be occupied by Illinois National Bank, Springfield.

A. D. VAN METER, JR., president of the Illinois National Bank, and Gerald D. Hines, investment builder, Houston, Texas, jointly announced plans for a six level, 160,000 square foot building to be known as The INB Center in Springfield.

The Illinois National Bank will take 50,000 square feet of space, expanding from their present quarters. Remaining space will be leased as executive offices.

Construction will be in two phases. The Illinois National Bank will remain

ager; Lawrence Lato, computer operations manager; Edward F. Berkeheimer, Jr., technical support manager; Kenneth W. Duddleston, systems and programming manager, and Dennis J. Goggin, analysis and design manager.

Joins Central National

Arthur L. Lathrop recently joined Central National Bank, Chicago's sixth largest, as a second vice president in the international banking department, announced Frank E. Bauder, chairman of the bank.

Mr. Lathrop was formerly with the Security Pacific National Bank, where, in his position as assistant vice president, he served in Los Angeles and Hong Kong. Prior to that, he was with the First National City



A. L. LATHROP

in its present location while razing begins on the site immediately east of the bank up to Roberts Brothers. That section of the new INB Center will be constructed first, and when complete, the bank will move into temporary offices. Phase two of construction will take place at the present bank site and when complete, INB will move back to its location on the corner. Completion of the entire project is estimated for fall, 1973. The new office complex was designed by Skidmore, Owings & Merrill of Chicago.

Bank in New York for four years. In his position as senior operations officer there, he served in Puerto Rico, Liberia and Indonesia.

Mr. Lathrop spent two years as reporter/editor of the Petroleum Intelligence Weekly in New York City. He also spent several years in Her Majesty's Civil Service on assignment in Nigeria, Africa.

First of Chicago To Open Rome Branch

The First National Bank of Chicago has announced it will open a full service branch in Rome, Italy in October.

Gaylord Freeman, chairman of First Chicago Corporation, said the branch will serve the increasing number of U.S. companies locating in Rome and southern Italy, as well as Italian government-controlled companies with holdings in the steel, shipbuilding, airline, petroleum, telecommunications and other industries.

In addition to being a center of gov-

ernment, finance and tourism, Rome is also Italy's second most important business location after Milan, where the bank opened a full service branch in 1970, Mr. Freeman noted. The First of Chicago is the only midwest bank with wholly-owned full-service branches in either Rome or Milan.

James A. Cassin, vice president and general manager of the Milan branch, was named general manager of Italy and manager of the Rome branch. Named manager of the Milan branch was Julian M. Teodori, vice president, who has served in that branch since it opened.

New Service Symbol

The Bank of Glen Ellyn has changed its name to the First Security Bank of Glen Ellyn with the adoption of a new service symbol.



NEW SERVICE SYMBOL for Bank of Glen Ellyn.

James E. Burgess, president of the bank, noted that there will be no staff changes as a result of the name change, and that customers will still be able to use their checks bearing the old symbol.

O.K. Surplus Transfer

Directors of The First National Bank of Chicago have authorized the transfer of \$5 million from undivided profits to surplus, increasing the bank's surplus account to \$354,141,800.

Chairman Gaylord Freeman said the board's action gives the bank a total capital stock and surplus of \$555,000,000, resulting in a current legal lending limit to any one customer of \$55,500,000.

Joins Investment Firm

William B. Aldrich, well-known Chicago banker, has joined Ashwell & Company, 209 South LaSalle Street, Chicago, as vice president.



W. B. ALDRICH

Mr. Aldrich has been with the correspondent banking department of the American National Bank & Trust Company, Chicago, for the past 15 years. He has been an assistant vice president of the bank, traveling extensively in Iowa, Nebraska, Illinois and Missouri and will continue to call on bankers in these states in his new association with Ashwell & Company.

Ashwell & Company is an independent dealer in short-term money market securities. Originally founded in 1876, it was one of the early pioneers in the field.

The firm offers commercial paper, certificates of deposit, documented discount notes, bankers' acceptances, tax-exempt securities, repurchase agreements, and a variety of other financial services.

Facelifting Completed at University National Bank

The University National Bank of Chicago has completed an extensive external remodeling project in an effort to up-grade the appearance of the community.



Robert O. Walcott, bank president, stated that "the remodeled bank building has become an asset to the area rather than an eyesore. We were able to convert a thirty-year old structure into a contemporary looking building designed to complement the newer structures that have been completed in the surrounding area."

A remodeling project is also underway on the interior of the bank.

You don't just correspond with a bank. You correspond with people.

People are the ones who shake hands and smile. The ones who take a personal interest in your bank, your problems, your growth. The ones who demonstrate creativity in their professional relationship.

As opposed to computers, which work faster and more accurately than people.

At National Boulevard Bank, we offer both. And we're proud of both. But we like our people better. And we think you will, too.

So next time one of the people illustrated here drops in, shake hands and smile. You'll find he reciprocates.

National Boulevard — the bank for you, the people you work for, the people who work for you.

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	Daniel G. Priske <i>Vice President</i>
	H. Peter De Rosier <i>Asst. Vice President</i>
	Glen E. Smith <i>Asst. Vice President</i>
	Mayo C. Walcott <i>Assistant Cashier</i>
	John Hartshorne <i>Senior Bond Officer</i>
	Fred G. Eitel <i>Asst. Cashier</i>

How to find time for a Grand Opening



As a full-service banker, you are the major financial energizer for your area. And because you're civic-proud, you want to be and do even more. But there's an overdraft on your time as it is. That's where we can help. Our experts are ready to shoulder some of your time-consuming problems; willing to worry them through for you. Problems like: how to improve portfolio yields, or should you move into bookkeeping automation? For help in finding more time in your day—talk to your correspondent bank representative. May he help you today?



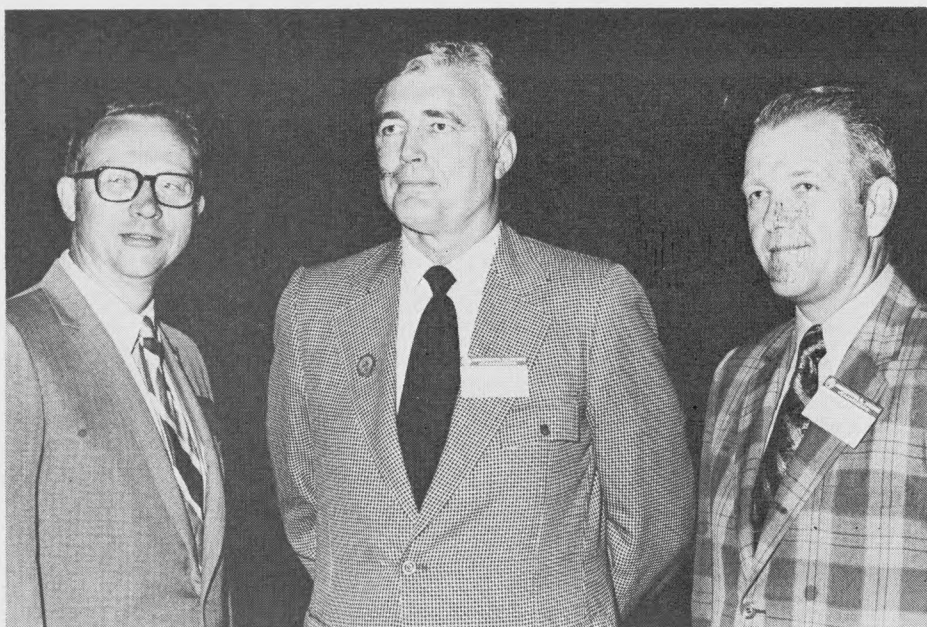
Correspondent Banking Department



**Northwestern
National Bank**
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CENTURY **2** 1872-1972

MAY WE BE PART OF YOUR TOMORROW



NEW MBA OFFICERS are shown left to right: Vice Pres.—**Burton P. Allen, Jr.**, pres., First Natl. Bk., Milaca; Pres.—**John F. Nash**, pres., American National Bk. and Tr. Co., Saint Paul, and Treas.—**Richard E. Gandrud**, exec. v.p., Pope Co. St. Bk., Glenwood.

Elect John F. Nash to Head Minnesota Bankers

By **MALCOLM FREELAND**
Publisher

JOHAN F. Nash, Burton P. Allen, Jr., and Richard E. Gandrud were elected to the top three elective offices of the Minnesota Bankers Association (MBA) at the MBA 82nd Annual Convention held recently in Duluth, Minnesota.

Mr. Nash, president and chief executive officer of the American National Bank and Trust Company of St. Paul, Minnesota, succeeds William G. Kirchner as MBA president.

Mr. Allen, who takes over the vice presidential role, is president of the First National Bank, Milaca. He



BRIEFING — ABA Pres. **Allen Stults** gives new MBA Pres. **John Nash** current report on ABA activities.

served as president of MBA District 6, and has just completed a three-year term as a member of the MBA Council of Administration.

Mr. Gandrud, executive vice president of the Pope County State Bank, Glenwood, served as chairman of the MBA Public Relations Committee and is currently chairman of the MBA Bankers Area-Wide Advertising Program Committee.

ABA Message

The role of the banker in the community and the existence of what he terms "economic illiteracy" were the main topics of an address by Allen P. Stults, president of the ABA and chairman of the American National Bank and Trust Company, Chicago.

Mr. Stults related that the banker's role has expanded dramatically in recent decades from being strictly financially oriented to being leaders in the community. However, the banker's responsibility to provide this leadership in economic areas specifically has not been fully recognized or discharged as it should be. The public has a right to expect this leadership from the bankers

as they are fully informed on the subject and bankers do have an obligation to speak up publicly.

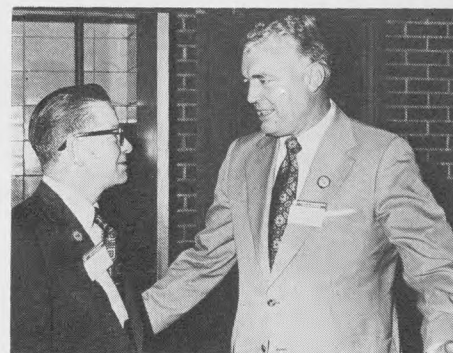
On the subject of "economic illiteracy", Mr. Stults states that the greatest deterrent to more rapid progress in educational, cultural, and civic areas is the inability to fund programs. It is the banker's obligation to try to make the public understand that the improvement in the economic well-being is the means by which this public funding can be made possible.

Bankers must make the public understand that high profits, high incomes, more material wealth is not an end in itself, but the means to an end. If this were well understood, the progress in economic well-being would be enhanced and consequently the achieving of the "better life" would be enhanced.

MBA President

In his president's address, William G. Kirchner explained the many ramifications of the report made by the Hunt Commission. Mr. Kirchner has served on an ABA Study Committee, and based on this research he elaborated on the questionable recommendations in the Hunt report, including branching across state lines and giving S & Ls the opportunity to offer checking accounts. He warned that to accept the Hunt Commission report as a package would require some 76 changes in Federal statutes. Looking ahead to the next Minnesota legislative session, Mr. Kirchner expressed the hope that legislators might change the rates and terms on mobile home financing so that Minnesota banks might become more active in the field. He also anticipated recodification of banking laws in the state.

Proposed resolutions included (1) to ask the Fed to re-examine the intent of Congress in the passage of the 1970



MBA CONVENTION CHAIRMAN **Chet Lind**, pres., First American Natl. Bk., Duluth, checks with new MBA Pres. **John F. Nash**.



NEW MBA COUNCIL MEMBERS are shown from left: **Jerry J. Kigin**, Dist. 6, pres., Northwestern Bk. & Tr. Co., St. Cloud; **Stephen Vagasky**, Dist. 3, pres., Centennial St. Bk., Lexington, and **Edward L. Kalafat**, Dist. 4, pres., First Bloomington-Lake Natl. Bk., Minneapolis.

legislation affecting one-bank holding companies. Current Fed guidelines practically eliminate transfer to ownership of smaller commercial banks to individuals who have the potential to manage a sound bank but who have limited available capital.

Entertainment for the convention included Lawrence Welk, Art Linkletter, and Helen O'Connell.

Plymouth's First Bank Scheduled to Open

Plymouth State Bank, the first bank ever in Plymouth, is scheduled to open

late this summer in the new Plymouth Court Office Building in Minneapolis Industrial Park.

Charles Wagner, vice president of the First State Bank of New Brighton, has been named president of the new bank. Warren Sunday has been named vice president and cashier.

Total capitalization for the new bank is \$600,000.

Remodel Argyle Bank

The Argyle State Bank is currently undergoing a facelifting on the exterior of the bank. Work is expected to be

completed early this month and an open house will be held soon afterwards. With the completion of this project, the entire south block of the Argyle business district will be new.

Joins Paynesville Bank

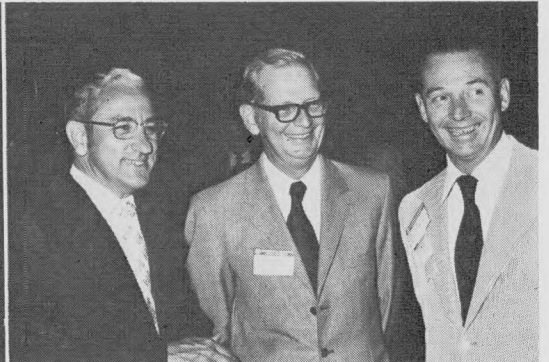
Walter Strangman has been named to the staff to the First State Bank of Paynesville, according to Martin Dietrich, bank president.

Mr. Strangman is currently cashier and loan officer at the Northfield National Bank in Northfield, Minnesota. He is vice president of the Northfield Jaycees, and received the Gold Key award in 1969.

Break Ground for Addition

A groundbreaking ceremony was held recently in Shakopee to begin construction of a 4900 square foot addition to the First National Bank.

The new addition will nearly double the size of the present bank structure, and will provide new office space, a directors room, space for a drive-up window, and a community room. Work should be completed early in 1973.



LEFT — **Marvin Rye**, supt. of banking for Minnesota, visits with new MBA general counsel, **John Jackson**. **CENTER** — **Tom Anderson**, pres., Tri-County St. Bk., Ortonville, and **Dick Weyrauch**, v.p., First National Bk., Minneapolis. **RIGHT** — **Bill Stohr**, v.p., North Central Life, St. Paul; **Ora S. Jones, Jr.**, pres., Goodhue Co. Natl. Bk., Redwing, and **Frank McCarthy**, v.p., Northern City Natl. B., Duluth.



LEFT — **John Oltmanns**, a.v.p., First American Natl. Bk., Duluth; **Mrs. Oltmanns**; **Mrs. Wayne Berthiaume**, and **Wayne Berthiaume**, MBA adm. **RIGHT** — **Henry Snyder**, a.v.p., First Natl. Bk. St. Paul; **Mrs. Art Melander**; **Philip M. Broom**, a.v.p., First Natl. Bk., St. Paul, and **Art Melander**, pres., First Merchants St. Bk., St. Paul.



LEFT — **Glen Olson**, v.p., American Natl. Bk. & Tr. Co., St. Paul, **Paul Bremicker**, pres., Commercial St. Bk., St. Paul; **Mrs. John Nash**, and **Mr. Nash**, new MBA pres. CENTER — **John P. Knutson**, pres., Midland Natl. Bk., Minneapolis, and **Mike Pieschel**, pres., Farmers & Merch. St. Bk., Springfield. RIGHT — **Harry Wahlquist**, a.v.p., Northwestern Natl., Minneapolis; **Adrian C. Golberg**, cash., Empire St. Bk., Cottonwood, and **John Martin**, correspondent bk. off., Northwestern Natl., Minneapolis.



LEFT — **Roy West**, a.v.p., American Natl. Bk. & Tr. Co., Chicago, and **Claude Lutzka**, a.v.p., First Natl. Bk., Duluth. CENTER — **Bill Howell**, v.p., Harris Bank, Chicago, and **Herb Moore**, a. v.p., First Natl. Bk., Minneapolis. RIGHT — **Earl Lundin, Jr.**, asst. secy., Manufacturers Hanover Tr. Co., N.Y. and **Paul Lindholm**, v.p., Northwestern Natl. Bk., Minneapolis.

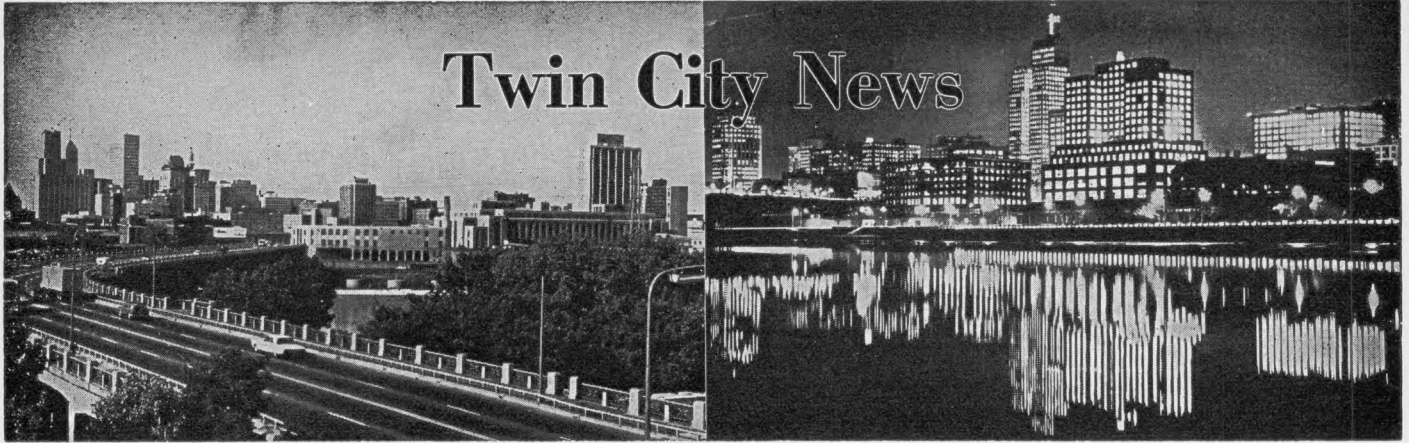


LEFT — **Dan Lessard**, pres., North Dakota Bankers Assn., and pres., Grafton St. Bk. **Mrs. Lessard**; **Mrs. L. M. Broom**, and **L. M. Broom**, pres., Northwestern Natl. Bk. of South St. Paul. RIGHT — **Donald T. Lawler**, pres., Crookston Natl. Bk., and **Mr. and Mrs. O. Jay Tomson**, exec. v.p., Marquette Natl. Bk. Minneapolis.



LEFT — **Steve Melcher**, commn. bank off., Continental Bank, Chicago; **Paul Bremicker**, pres., Commercial St. Bk., St. Paul, and **Rich Grippino**, comm. bank officer, Continental Bank, Chicago. CENTER — **Harry Babata** tunes up for **Mr. and Mrs. Gary Wollan**, sr. v.p., Marquette Natl. Bk., Minneapolis. RIGHT — **George Cavoris**, pres., The Protective Group, Minneapolis, and **Mr. and Mrs. Marlyn J. Emmen**, e.v.p., and cash., Clara City State Bk.

Twin City News



THE FIRST REPRESENTATIVE office of a U.S. bank to be established in Canada has been announced by **John A. Moorhead**, chairman of the board of Northwestern National Bank of Minneapolis. **Arthur B. Reimer** has been named Canadian representative for the bank effective September 1.



A. B. REIMERS

Mr. Reimer has been associated with the Royal Bank of Canada for forty years, most recently as manager of commercial-industrial development.

He began his banking career as a junior clerk in 1928. During the Second World War he spent four years in the Royal Canadian Air Force. After the war he moved to Winnipeg and held a number of banking positions, including that of assistant inspector, leading to his appointment as manager of the portage and collegiate branch of the bank in St. James in 1954.

He remained in this position until 1963, when he moved to the district general manager's department of the bank in downtown Winnipeg as the manager of commercial — industrial development.

The Northwestern Bank representative office in Winnipeg, Manitoba will open November 1, 1972.

* * *

Ray E. Wheeler, vice president, manufacturing and quality assurance, Economics Laboratory, Inc., St. Paul, has been elected a vice president of Mid America Bancorporation, St. Paul, and chairman of the board of the new Mid America State Bank of Mendota Heights, which is scheduled to become operational this fall.

David A. Shern, president of Mid

America, said that Mr. Wheeler will join the bank holding company about September 1. As vice president of Mid America Bancorporation, he will have corporate administrative responsibilities.

* * *

E. C. Braman, vice president of Dain, Kalman & Quail, Inc., has been elected president of Dain Tower, Inc., a wholly-owned subsidiary of DKQ which manages the firm's building properties.

In announcing the new position, **Robert W. Fischer**, chief executive officer of Dain, Kalman & Quail, said that Mr. Braman will have complete direction over all property operations including the 26-story Dain Tower and the eight-story Thorpe Building which adjoins it. The two buildings, located in downtown Minneapolis, total approximately 170,000 square feet of

First Woman Officer



FIRST WOMAN to become an officer of the First National Bank in Alexandria in its 72 year history is **Miss Irene M. Halstead**, who was elected as an assistant cashier recently. She heads the bank's customer service department, and has been with the bank for 44 years.

floor space, a substantial part occupied by headquarters offices of Dain, Kalman & Quail. He will continue to manage the firm's advertising and public relations activities.

In addition, Mr. Braman will be responsible for properties occupied by DKQ's 19 other offices located throughout seven Upper Midwest states. He joined DKQ in 1961 as manager of advertising and public relations. In 1963, he was elected secretary of the firm, a position he held until he was elected vice president. Before joining the investment banking firm, he held positions with Sears Roebuck & Company and with the Minneapolis Star and Tribune.

* * *

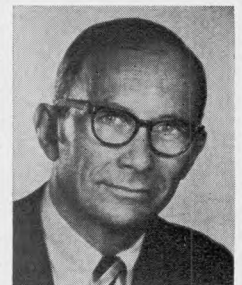
John W. Windhorst, partner in the law firm of Dorsey, Marquart, Windhorst, West & Halladay, has been elected to the Board of Directors of First National Bank of Minneapolis.

Prominent in civic affairs, he is a director of the Citizens League, Minnesota Orchestra Association, Cargill Foundation, member of the board of governors and past-president of the Minneapolis Club, and former member of the Governor's Human Rights Commission.

* * *

James G. Peterson, chairman of the executive committee of Dain, Kalman & Quail, Inc., has resigned his post to become special advisor on university development at the University of Minnesota, effective September 1.

In his new capacity, Mr. Peterson will work to strengthen and broaden relation-



J. G. PETERSON

Congratulations



JOHN F. NASH

PRESIDENT, MINNESOTA BANKERS ASSOCIATION

From the Directors, Officers and Employees at

The American

National Bank and Trust Company

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JULY 26, 1956. THE DEATH OF THE ANDREA DORIA.



6:46 AM



7:32 AM



8:16 AM



8:58 AM



9:02 AM



9:05 AM

FOURTEEN HUNDRED SURVIVORS LANDED IN NEW YORK BENUMBED AND PENNILESS.

THEY FOUND PEOPLE FROM THE AMERICAN EXPRESS COMPANY WAITING ON THE DOCK TO RENDER FINANCIAL HELP.

VOL. CXX. No. 41

ANDREA DORIA SURVIVORS REACH N.Y.

SEA TRAGEDY SHOCKS NATION

NEW YORK, July 26—The French ocean liner Ile de France crawled into New York harbor laden with its cargo of human misery. On board were many of the 1400 survivors of the mid-ocean collision between the Andrea Doria and the Stockholm. Grim-faced and numb with shock, many of the survivors had nothing left but the clothes on their backs. Their valuables and money lay in a silent vault 225 feet below the surface of the Atlantic. The

The sinking of the Andrea Doria has been called the single greatest sea tragedy of the last quarter century. In New York that day, the citizens rallied in support of the weary survivors. The Red Cross furnished coffee and blankets. Doctors, nurses and orderlies provided medical attention. And American Express Company personnel offered travel assistance. They promptly replaced lost American Express Travelers Cheques. They also helped make hotel and travel arrangements for the survivors and their families.

July 26, 1956. A special day. But, for American Express it was business as usual.

SIX MORE REASONS ALL TRAVELERS CHEQUES ARE NOT THE SAME

Customer service has its extraordinary moments and its ordinary moments. To your customer, they're all important. That's why we would like you to consider the American Express Travelers Cheque as an extension of the service arm of your bank. With the full weight of the American Express Company and its subsidiaries behind them, our Travelers Cheques offer your customers a broader range of services than any other travelers cheque in the world.

BACKED BY THE MOST RESPONSIVE REFUND SYSTEM IN THE WORLD

If your customer's American Express Travelers Cheques are ever lost or stolen, he can get a refund—usually on the same day he reports the loss

at any one of the 885 American Express Company, subsidiary or representative offices around the world. Each is staffed with English-speaking experts trained to help him with his specific refund problem.

REFUNDS 365 DAYS A YEAR

The American Express Travelers Cheque has an emergency refund system that can provide a traveler with a partial refund of up to \$100 on weekends and holidays in key travel areas throughout the world. Most other travelers cheques can't be refunded outside normal banking hours. In some countries, the number of weekends and holidays when banks aren't open totals as many as 120 days.

That's four months out of the year those travelers cheques can't be refunded.

AMERICAN EXPRESS, THE WORLD'S MOST ACCEPTED TRAVELERS CHEQUE

The American Express Travelers Cheque is known and welcomed from Auckland to Zurich. Because of the name it carries, our Cheque is as negotiable in out-of-the-way places as it is in the major cities of the world. Which is one reason more of our Travelers Cheques are used than all other travelers cheques combined.

BACKED BY THE WORLD'S LARGEST TRAVEL COMPANY

If your customer carries the American Express Travelers Cheque, he will have the global network of American Express Company, subsidiary and representative offices at his service. In addition to cashing or refunding Travelers Cheques, these offices offer him a full range of travel services: transportation, car rental and hotel reservations; passport and visa information; and sightseeing tours.

PROTECTED BY THE LARGEST PRIVATE DETECTIVE FORCE IN THE WORLD

The Inspector's Office of the American Express Company maintains a force of special agents around the globe. One task is to protect the American Express Travelers Cheque.

Their efforts to stop counterfeiting and fraudulent encashment have led to the arrest and conviction of numerous criminals, including many whose crime records extend far beyond the province of travelers cheques. (The same criminals, incidentally, who prey on banks.)

THE ONLY TRAVELERS CHEQUE ISSUED IN FIVE DIFFERENT CURRENCIES

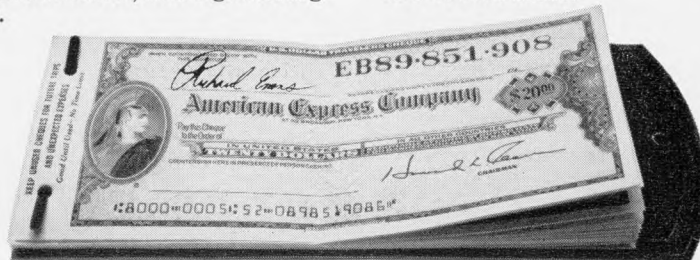
The American Express Travelers Cheque can be purchased in U.S. dollars, Canadian dollars, Swiss francs, pounds sterling and Deutsche Marks. Only American Express Travelers Cheques are issued in all these important currencies.

WHAT AMERICAN EXPRESS TRAVELERS CHEQUES CAN DO FOR YOU

They insure customer satisfaction (no small thing, today). The kind of satisfaction that allows the relationship you have with your customer to continue untarnished. In his lifetime, a customer will come to you for his mortgage, car loans, personal loans, home improvement loans, etc. Certainly, it doesn't make much sense to jeopardize your relationship with him because he has an unfortunate incident with the wrong travelers cheques.

With American Express Travelers Cheques you can rest assured he has the right travelers cheques.

Whether your customer is traveling domestically or abroad, make sure you recommend American Express Travelers Cheques for his next trip. Because all travelers cheques are not the same.



AMERICAN EXPRESS

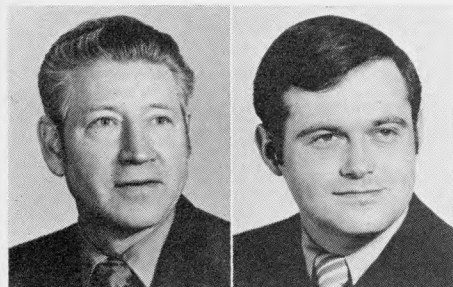
The Travelers Cheque

ships between the University and the community and alumni. He called it a new challenge which "is a logical extension of a long-standing interest and effort promoting this area as the financial and educational center of a highly productive regional economy."

Mr. Peterson joined the firm in 1950 and has served as sales manager, vice president and director and president and general manager before becoming board chairman in 1969.

* * *

Lorne R. Newhouse and **William C. Rosacker** have been named assistant vice presidents in the Marquette National Bank's correspondent bank division. The announcement was made by **Gary B. Wollan**, senior vice president and division head.



L. R. NEWHOUSE W. C. ROSACKER

Mr. Newhouse is rejoining the bank staff after serving as president of the Citizens State Bank of Montgomery, Minnesota. He had previously been with the bank as a correspondent bank data processing representative. In his new position he will serve Marquette's independent banking customers in Southern Minnesota and Iowa.

Mr. Rosacker joined the bank in 1969 as a BankAmericard sales representative. He transferred to the correspondent division in 1970, and was elected a correspondent bank officer in 1971. He is currently completing his second year in the Agricultural Banking School at Morris, Minnesota.

* * *

William N. Koster has joined First Bank System, Inc., as associate general counsel in the corporate services division.

47 Year Banker Retires

Alfred B. Stevens, vice president and comptroller of the Northern City National Bank in Duluth, retired recently, ending a 47 year banking career.

Mr. Stevens began his career in 1926 as a messenger with the Minnesota National Bank, and rose through the various departments until he was

Concern Over Youth Challenges

IN A COMMENCEMENT ADDRESS at Northern State College in Aberdeen, S. D., Chester Lind,



C. C. LIND

president of the First American National Bank of Duluth, urged business to meet the challenges being voiced by the nation's youth by creating a society that meets the needs of all Americans.

Mr. Lind noted that business has done an outstanding job of providing goods and services for the American people, but now must turn its attention "more and more to meeting the needs of society." He gave top priority to the problems of pollution, mass transportation, utility systems, improved education and health care, and to curbing poverty, crime and drug abuse.

Mr. Lind talked about America's rising standard of living and the historical role that business has played.

"Historically, business has discharged the obligation of supplying the needs and wants of people for goods and services," he said. "It has provided jobs and purchasing power and has produced most of the nation's wealth.

"This has been what American so-

ciety has required of business and it has responded remarkably well. Real disposable income per person has more than tripled in the past 80 years and working hours have declined by a third."

But he added that the expectations of American society, as expressed by its youth, have risen at a faster pace than the nation's economic and social performance.

"Attention is being focused on the ill-being of sectors of our population and on just efforts to improve the general well-being of our citizenry.

"Fundamental changes are taking place in attitudes, with greater emphasis being put on human values and individual worth."

He emphasized that these are the challenges being placed upon businessmen today and that with labor and government, business will respond and meet these needs.

Mr. Lind attended Northern State College for two years. He was employed by the First National Bank of Aberdeen from 1937 to 1966, serving as its president from 1954 on.

He came to Duluth in 1966 and was named president of First American National in 1968. He is a member of the Federal Reserve System and president of the Duluth Area Chamber of Commerce.

named assistant cashier in 1946. He was named to his present position in 1967.

In 1946 he helped arrange the merger between the Minnesota National and the Northern National Banks to form the Northern Minnesota National Bank. In 1957 he was instrumental in the merger of the Northern Minnesota National with the City National Bank in forming the present Northern City National Bank.

In 1956 Mr. Stevens was one of the incorporators of the First State Bank of Babbit and was named cashier and director. He resigned his position there in 1965.

He has been very active over the years in various civic organizations, is a past president of the Lake Superior

Conference of the Bank Administration Institute, and is a member of the American Institute of Banking.

Named to Post at Long Prairie Bank

Rodger Bense has been named executive vice president and director of the First National Bank of Long Prairie, according to R. A. Schroeder, president.

Mr. Bense is a graduate of the Minnesota School of Banking and the Bank Management School of Ball State University. He has completed courses with the American Institute of Banking and the Aetna Insurance Company, and is currently enrolled at the Stonier Graduate School of Banking at Rutgers University.



A. B. STEVENS



R. BENSE

By tomorrow morning could you:

- List your securities in ascending maturity order
- Know the par value and book value of each
- List current market value for each entry
- Show variation between market and book value
- Summarize your portfolio to show total par, book and market value, appreciation, depreciation, and net variation, and much more

And be right?

You could, easily, if you had Quarterly Appraisal Computer System, through your correspondent banker at The First National Bank of Saint Paul. The "time-saver." You'd know the answers—and minimize the time you spend with your investment portfolio and maximize the time available to you. Get the facts on Quarterly Appraisal Computer System and its finger-tip answers to all questions about your portfolio. Only from The First National Bank of Saint Paul.

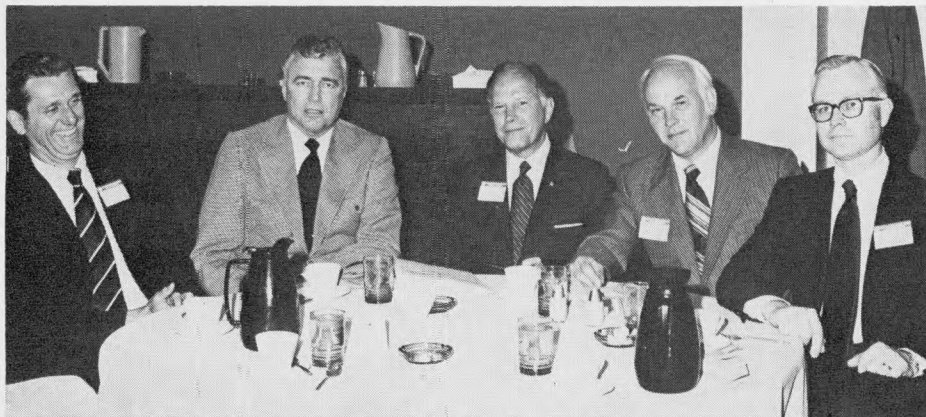
*For information contact Bob Peroutka, Assistant Vice President,
Phone (612) 291-5676 or your Division I Representative.*

We want you to do well.



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Pictured at Minnesota Convention



BREAKFAST MEETING during Minnesota convention brought together, from left: **Bruce A. Crocco**, v.p., Chase Manhattan Bank, N.A., New York; **John F. Nash**, pres., American Natl. Bk. & Tr. Co., St. Paul; **Allen Stults**, ABA pres., and chmn., American Natl. Bk. & Tr. Co., Chicago; **Paul Bremicker, Jr.**, pres., Commercial St. Bk., St. Paul, and **O. Jay Tomson**, exec. v.p., Marquette Natl. Bk., Minneapolis.

Open New Olivia Bank

The American State Bank opened its doors for regular banking business last month, according to President Richard J. Schurtz. The bank is temporarily located in the Lincoln Arcade building on Hwy. 212 in Olivia.



R. J. SCHURTZ

H. DRUBE

The new bank was issued its charter on April 22, 1971, and its approval

for F.D.I.C. insurance was granted on April 18, 1972. The bank will be capitalized at \$500,000. A staff of six will conduct all banking business. They include Mr. Schurtz, president; Harlan Drube, vice president and cashier; and two tellers, bookkeeper, and secretary/receptionist.

One hundred twenty-five stockholders from throughout Renville County hold shares in the American State Bank. Serving on the board of directors are Schurtz; Drube; Robert J. Rauenhorst, president of Trojan Seed Company; Roger Heller, manager of North Central Agricultural Service; Charles Brown, owner of Olivia Canning Co.; Clyde A. Ruebel, local agribusinessman; and Ken Olson, purchasing director of Trojan Seed Company.

New Alexandria Bank Opens Doors



OPEN HOUSE—The Community State Bank of Alexandria, the city's third and newest bank, recently held an open house for the public. A preview party for more than 700 community officials, local business men and women and neighboring bankers was held prior to the grand opening. The new bank is owned by more than 200 local stockholders. It opened for business in February with **Michael L. Lillehaugen** as president and **Elroy C. Beliveau** as vice president and cashier. The bank is unique in that it is the only one in the Northwest with its auto bank facility located inside the bank building itself. The main banking area of the building contains 4,400 square feet of space.

Mr. Schurtz has been associated with the Bank of Willmar as a vice president for the past eight years. Mr. Drube served as assistant branch manager of the Milbank branch of the First National Bank of Aberdeen, S.D.

Hilton Honors Master Charge

Master Charge and other bank cards bearing the Interbank Card Association lower case "i" symbol will now be accepted at Hilton International hotels which are located outside the continental United States.

Offers 10-Year C.D.

A new type of income bond that guarantees a 5½% annual interest rate up to 10 years, yet is available for redemption annually, is offered by Milwaukee area banks of First Wisconsin Bankshares Corporation.

Breckenridge Promotions

Les Grosz, president, Farmers and Merchants State Bank, Breckenridge, has announced the promotions of two



G. G. GAST

H. M. ZARLING

staff members and the addition of a new employee.

Gerald G. Gast was named vice president, and Helen M. Zarling was named vice president and cashier. Elected installment loan manager was Norman C. Schedler.



N. C. SCHEDLER

Mr. Gast has been cashier since joining the bank in July, 1970. He was formerly with the First National Bank in Breckenridge and the First State Bank, Ada.

Miss Zarling has been associated with the bank for the past 30 years. She has served as a vice president since 1963 and is the chief operations officer.

Mr. Schedler was with a finance company in Anoka.

Student loans are now the easiest loans to administer.



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Student Loan Servicing Program.

Student loans easy to administer? Absolutely! Thanks to First Minneapolis' new Student Loan Servicing Program. We relieve you of about eight different functions — including billing of interest — and still leave you in complete control.

Student loans are now so easy to handle, you may actually welcome them. (After all, students can grow into excellent long term customers.) For the full story, ask for our new free brochure. Write:

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South Dakota NEWS

MORRIS G. WINTER President Andes
NEIL MILNER Secretary Huron

Promote Two at Webster

R. H. Garry, president of the Security Bank, Webster, has announced the promotion of two officers.

Kenneth M. Baukol, who has been vice president since 1971, was named executive vice president. He has been with the bank since 1942, and is also a director of the bank.



K. M. BAUKOL

T. KANGAS

Terry Kangas, who joined the bank as an ag representative in 1970, was elected vice president. He had been named assistant vice president in 1971.

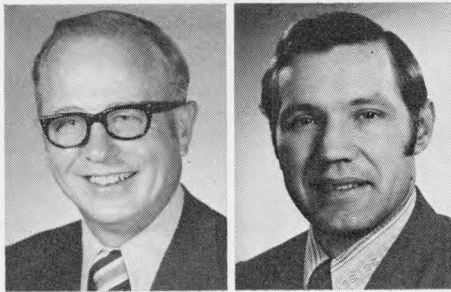
First of Black Hills Promotes Four Officers

Four promotions, including election of two new bank officers, have been announced by Charles T. Undlin, First National Bank of the Black Hills president.

Richard L. Mathieson was elected vice president of the bank. He has been an officer in the bank since 1960 and has spent the last ten years in the commercial banking department. He is a graduate of the University of Wisconsin graduate school of banking and is former president of the Black Hills chapter of the American Institute of Banking.

Gerald Kiel has been promoted to assistant vice president and installment loan manager of the bank's Belle Fourche office. He has been with the bank since 1964 and is a director of the Black Hills chapter of American Institute of Banking.

The new officers are Marion Matt, named installment loan officer at the Belle Fourche office, and Lee Gros-



kopf, appointed installment banking officer at the main office in Rapid City. Mr. Matt joined the bank in 1969, and is second vice president of the local AIB chapter. Mr. Groskopf, who had spent six years with CIT Financial Services, joined the bank staff this past February.

Aberdeen Bank Promotes Four

Four promotions were announced following the recent board meeting of the First National Bank of Aberdeen by C. P. 'Buck' Moore, president.

Gary Roth was named vice president and manager of the personal banking department in the home office, and Randy Hansen was designated assistant trust officer.

In the bank's Mobridge office, Joe Engelhart was promoted to installment loan officer, personnel officer and branch manager, and Val Neuberger was appointed operations officer.

Banker Circles Globe

John V. Krastins, vice president, Northwestern National Bank of Sioux Falls, was a guest of KLM Dutch Airlines on a recent 10-day trip which circled the world 1-1/3 times. The flight started in Sioux Falls and went from Chicago to Amsterdam and on to numerous other countries, including Australia, before returning to Amsterdam and home.

Will Open Branch Office

Construction has begun on the new Industrial Branch of the First National Bank of Sioux Falls, located across from the Sioux Falls Arena. The new office, which will offer complete financial services, will be the second branch office to be opened by the bank.

Partial Interest Sold

Boyd B. Hopkins, president of the Live Stock State Bank of Artesian, has sold partial interest of the bank to his son Boyd D. Hopkins.

The younger Hopkins was named executive vice president of the bank. He was previously employed with a certified public accounting firm in Sioux Falls.

Receives NABW Award

Miss Betty J. Bzowski, assistant vice president, Farmers and Merchants Bank, Aberdeen, South Dakota, has been awarded the 1972 North Central Region Scholarship of the National Association of Bank-Women, Inc.

24-Hour Teller Service Makes Good

TWENTY-four-hour banking employing people instead of machines to serve customers has proven successful!

At least it has in Edina, Minnesota.

Six months ago, the Americana State Bank of Edina moved into a spanking new building and launched the Midwest's first round-the-clock teller service.

It started on a 128-hour-per-week basis, from 7 a.m. Mondays to 3 p.m., Saturdays.

The same extended schedule is being offered today.

They found that drive-in transactions had increased from 1,900 per week when the service started to 2,800 a week currently.

They also noted that during the same six-month period, total deposits had risen more than 20 percent — from \$7.4 million to \$9.1 million.

Is the increase, they wondered, partly due to non-stop banking?

Definitely yes, according to Peter A. Karos, president.

"50 Per Cent Sale" Held at Chicago Bank

The United of America Bank of Chicago decided to keep pace with retail businesses by having a sale at its tenth anniversary celebration. The only difference is the commodity which was for sale at a reduced price — money.

Discounts of from 20 to 50 per cent were given to 1,260 customers on currency ranging from \$100 bills to Eisenhower silver dollars. \$10,200 was sold for \$7,760.

When asked about the sale, John L. Cooley, bank president, said that "money is our commodity so why not place it on sale? It's the only thing we handle."

North Dakota NEWS

DANIEL J. LESSARD President Grafton
W. J. DANER Secretary Bismarck

Install BAI Chapter In Badlands Area

The Badlands Chapter of the Bank Administration Institute has been installed serving areas of North Dakota, South Dakota and Montana.

Warren Kitzan was elected president of BAI's 245th chapter. Mr. Kitzan is auditor of the Liberty National Bank & Trust Company of Dickinson, N. D.

Other officers are: vice president — Robert E. Herbst, cashier, Baker National Bank, Baker, Mont.; secretary — Mrs. Janet G. Pender, assistant cashier and auditor, First National Bank & Trust Company, Dickinson; treasurer — Harold Knudtson, executive vice president, Security Bank of Hebron, N. D.

Directors of the new chapter, which will meet in Dickinson, include: Cy Fulton, vice president, First National Bank of Bowman, N. D.; Gerald P. Willer, vice president, American State Bank, Dickinson; D. H. Dettman, executive vice president, Bank of Beulah, N. D., and Eugene Svihovec, cashier, First National Bank of Lemmon, S. D.

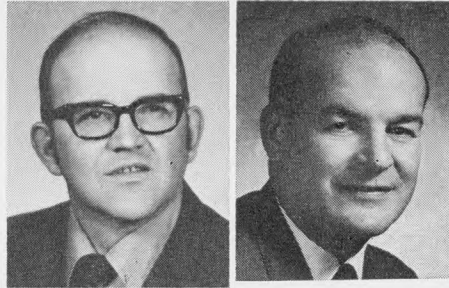
Host 900 At Anniversary

Nearly 900 people attended the 50th anniversary commemoration of the Security State Bank of Robinson recently. A luncheon was held for all guests, and entertainment and door prizes were also part of the event. Robert V. Wells is president of the bank.

North Dakota BAI Elect New Officers

Bankers in the Central North Dakota Chapter of Bank Administration Institute met recently to discuss the "Family Budget." I. E. "Eskey" Solberg discussed the various aspects of planning and using a family budget.

Officers for the 1972-73 year were elected as follows: President, David Erickson, First National Bank, Linton; vice president, Ruben Sailer, Bank of North Dakota, Bismarck; treasurer, Mary Jane Wray, Dakota National Bank, Bismarck; secretary, John E.



Davis, Jr., First National Bank, McClusky; Directors: R. J. Mooney, First National Bank, Bismarck; Milton Hochhalter, State Bank of Burleigh County, Bismarck; Donald M. Olson, Bank of Steele, Steele; Edmund Schauer, First State Bank, Goodrich; and C. W. McGinnis, First State Bank, Wilton.

Release Abstract Report

The abstract of comparative statements of North Dakota's 125 state banks and the Bank of North Dakota, Bismarck, was released recently by the State Department of Banking. Total assets of all banks combined showed more than \$1,060 million as of April 18, 1972. Total capital for the banks was listed at over \$90 million.

New Towner Bank Under Construction

The Pioneer State Bank of Towner is currently constructing a new home office in Towner. The new building will have over 5,400 square feet of space. No completion date has been announced.

Name Fargo Trust Officer

Philip D. Stafne was elected an assistant trust officer at the First National Bank & Trust Company of Fargo according to an announcement from R. D. Harkison, president. He will specialize in estate and trust administration.

Mr. Stafne joined the staff at First National as a trust representative in January of this year. A native Fargoan and a graduate of Central High, he received his B. A. degree from St. Olaf College in Northfield and his Juris Doctorate degree from the University of Denver College of Law.

Introduce Vault Door

The unmatched elegance of stainless steel is featured in the new Series 750 Vault Door introduced by Meilink Bank Equipment.

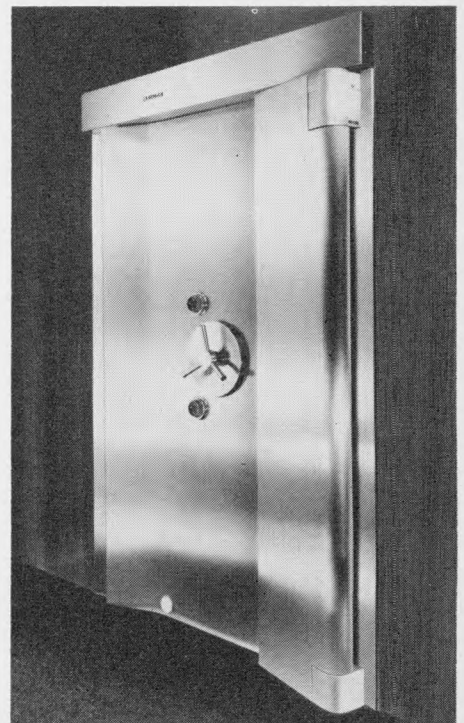
Assuring appropriate beauty to

blend with any interior decor, the Meilink Series 750 Vault Door carries stainless steel's lavish appearance throughout the finish and detail. Vestibule frame, full length hinge fairing and dished handwheel of stainless steel accent the clean contemporary design.

Beyond the luxurious stainless steel beauty, the Series 750 Vault Door provides proven protection against forced entry by drilling, hand tools, acids, explosives, oxyacetylene, oxyarc and other methods.

Security features include protective slabs with solid metal content of either 3½" or 7", boltwork of 14 two-inch solid stainless steel bolts, two combination locks and four-wheel indirect drive allowing up to 100,000,000 combinations, and a unique relocking system. □

A sensitive plate activates Meilink's relocking devices. Attack on one lock automatically activates at least one relocking device to secure the Series 750 Vault Door shut. Once activated, the cross-linked system cannot be opened by hook or wire manipulation. Heat sensitive devices also relock the door on attempted oxyacetylene entry.



Watertight construction and other optional features are also available on the Meilink Series 750 Stainless Steel Vault Door.

Meilink Bank Equipment, with headquarters in Toledo, Ohio, manufactures Sentinel visual drive-up systems, TV drive-up systems, and other related banking equipment.



OFFICERS of the Wyoming Bankers Association are, from left: President—**Bernard R. Weber**, pres., 1st Natl. B&T, Cheyenne; 1st V.P.—**John A. Guthrie, Jr.**, pres., Bank of Laramie; Secy.-Treas. (standing)—**Ronald L. Davis**, v.p. & cash., 1st Natl., Riverton; 2nd V.P.—**Robert W. Miracle**, pres., Wyoming Natl., Casper, and retiring secy.-treas.—**George W. McIlvaine**, pres., 1st Natl., Rawlins.

Bernard Weber Named President of Wyoming Bankers Association

By **BEN HALLER, JR.**
Editor

MEETING again at scenic Jackson Lake Lodge overlooking the Grand Teton mountains in Jackson Hole, members of the Wyoming Bankers Association elected Bernard R. Weber as president of the association for 1972-73. Mr. Weber is president of the First National Bank and Trust Company in Cheyenne. He had served as interim president of the WBA since last November following the resignation of Robert Finkbiner, who was elected president last June but has since left the banking business.

Succeeding Mr. Weber in the position of first vice president is John A. Guthrie, Jr., president of the Bank of Laramie, who was advanced from the second vice presidency. The newly-elected second vice president is Robert W. Miracle, president of the Wyoming National Bank in Casper.

George W. McIlvaine, president of the First National Bank of Rawlins, completed the last of his three-year term as secretary-treasurer of the WBA and was given a resounding vote of thanks for his service in that capaci-

ty, including the arrangements for the state conventions each year. The new secretary-treasurer is Ronald L. Davis, vice president and cashier, First National Bank, Riverton.

The following were elected to the executive council:

Jack L. Bennick, vice president and cashier, Stockmen's Bank, Gillette; Vernon E. Bower, president, First National Bank, Worland; Henry A. Hitch, executive vice president, First National Bank, Casper, and Donald J. Jording, executive vice president, First State Bank, Newcastle.

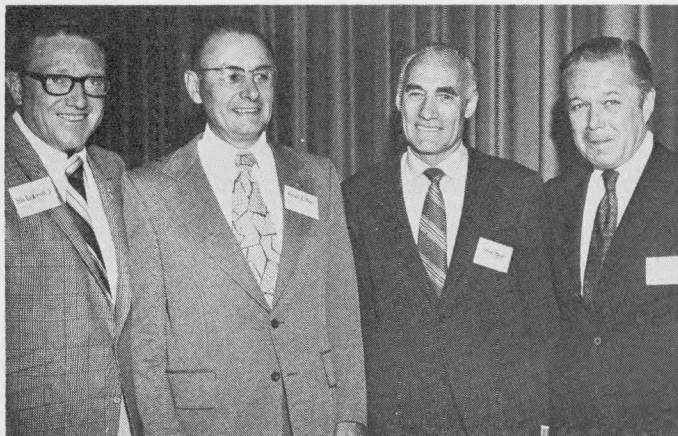
ABA Session

John W. Hay, Jr., president of the Rock Springs National Bank, gave a report on the ABA Governing Council in his capacity as an elected member of that body from Wyoming. He reported that an official request had been made to the ABA to transfer Wyoming from Region 5 (under the ABA's new system of regions) to Region 6 and this was later confirmed as having been approved. Region 5 includes states to the east of Wyoming through Wisconsin. Region 6 includes states in the mountain region, to the south and west.

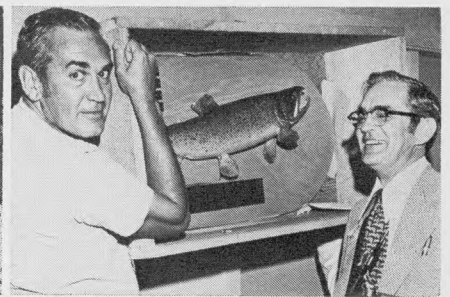
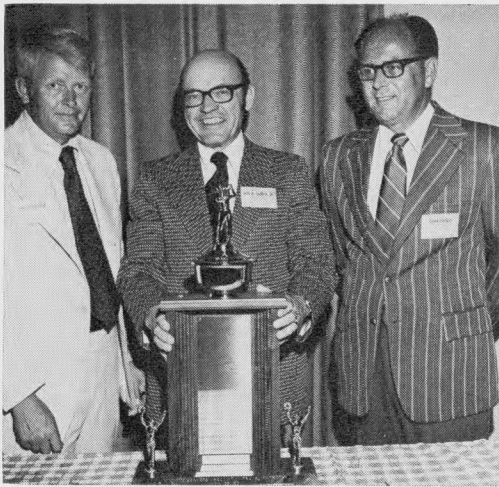
Mr. Hay invited the attention of Wyoming bankers to the Hunt Commission report, noting that if it is adopted by Congress it could have the most far-reaching effects.

Official Business

In other official business of the WBA, one resolution commended Dale R. Hinman, chairman of the Greeley National Bank at Greeley, Colo., on his recent election as president of the Colorado Bankers Association. Mr. Hinman had been a Wyoming banker



LEFT—Felix Buchenroth, Jr., pres., Jackson State; **Bernard R. Weber**, pres. of the WBA; **U. S. Sen. Clifford P. Hansen**, and **Norman Ross**, v.p. for public affairs, 1st Natl., Chicago. **RIGHT**—**Douglas Anderson**, municipal bond dept., United Bank of Denver; **F. A. Rummel, Jr.**, chmn., 1st Natl., Rawlins; **Paul Christensen**, v.p., Wyoming Natl., Casper, and **Ron Davis**, v.p., United Bank of Denver.



LEFT—John Edmiston, v.p., Central B&T, Denver, and co-chmn. of annual golf tournament; Jack Guthrie, pres., Bank of Laramie, and Lloyd Fordyce, v.p., 1st Natl., Casper, co-chmn. of golf tourney. Mr. Edmiston won low gross for associate members with a 76. Mr. Guthrie won low gross for Wyoming members with a 91 and received the traveling trophy presented this year by The Omaha National Bank of Omaha. ABOVE—Harry Barker, Jr., chmn. of the Fish Derby committee and dir. of Jackson State, presents award to Ruth Haskey, Wyoming Natl., Casper, for landing the largest fish in women's competition. Mr. Barker displays largest fish caught in men's competition while the lucky fisherman, Barton W. Smith, pres., Western Natl., Casper, holds his trophy.

for many years and served as WBA president in 1953-54, perhaps the only banker to serve as president of two state associations.

At their meeting following the close of the official convention, the executive committee approved the dates of June 14-16 for the 1973 convention and June 13-15 for the 1974 convention. Jackson Lake Lodge will continue as the site of the annual meeting.

Address of Welcome

The address of welcome was delivered by **The Hon. Clifford P. Hansen**, United States Senator from Wyoming. Sen. Hansen is vice president and director of the Jackson State Bank at Jackson. He is a former Governor of Wyoming and enjoys great popularity throughout the state for his tireless efforts on behalf of his state.

He said "Reform means different things to different people." He was referring specifically to the proposed tax reform bill in Congress which has 54 separate provisions. "If all or most of these should be passed," he stated, "we could add one more to our 'endangered

species' — the American businessman." He urged Wyoming bankers to keep an eye on the progress of this bill. He scored those seeking public office who take up this kind of "reform" to attract support and attention without paying heed to the long-range implications.

Sen. Hansen suggested setting up a federal corporation to make sure there will be jobs for all instead of so many able bodied persons being on welfare. The big initial push in this endeavor, he said, would be to put these people in private industry jobs, then others in government sponsored jobs. Business firms would agree to pay a certain amount — \$1.20 per hour, for example — and the federal agency would pay the differential over that amount to a level determined to be needed by the workers for an adequate wage level. He said this is not the time to raise the minimum wage level, with 6% unemployed.

President's Report

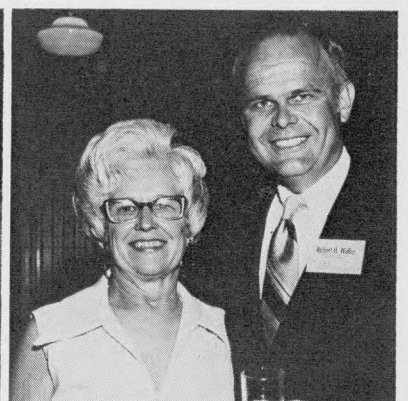
In his report to the membership, **President Weber** reviewed the success

of various committees and meetings during the past year. He centered particular attention on the Wyoming Range Lenders School being hosted in July by the Bank of Commerce, Sheridan. John C. Muller, ag loan officer of that bank, has suggested this be established as an annual school and sponsored by the WBA. The school this year will be held in the Big Horn mountains in the northern part of the state. Mr. Weber also stated he will appoint a trust committee since about half the banks in the state now do trust work. One suggested objective for the committee would be a state-wide trust conference.

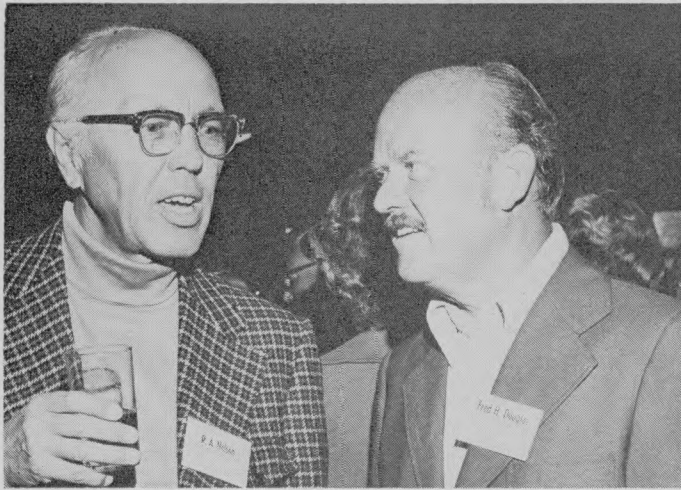
Banking and Public Affairs

Norman Ross, vice president for public affairs at First National Bank of Chicago, gave the keynote address. He said that in the 1970's the question of equal opportunity for women in banking may be as important as the drive in the 1960's for non-discrimination and desegregation.

Mr. Ross stated, "Too many Americans feel the system is too big and



LEFT—John W. Hay Jr., pres., Rock Springs Natl., and George McIlvaine, pres., 1st Natl., Rawlins, and retiring secy.-treas. of the WBA. CENTER—Robert R. Holt, v.p., 1st Natl., Buffalo, and Ron Sherwood, 2nd v.p., Chase Manhattan, New York. RIGHT—Berrie Van Natta, convention secy. and exec. secy. of 1st Natl., Casper, and Bob Waller, pres., Midland Natl., Billings, Mont.



LEFT—R. A. Nelson, pres., 1st Natl., Powell, and Fred H. Douglas of Chiles, Heider & Co., Omaha. RIGHT—Byron G. Framsted, v.p., Bank of America, San Francisco, and Bob Frisby, sr. v.p., 1st State, Cody, and a member of the Wyoming House of Representatives.

complicated for them to count anymore. Much is expected of us as bankers, as noted in the Harris Poll, and we are in a position to do something. We bankers have not yet been tarred with the brush as polluters or environmental violators as corporations have.”

To promote greater understanding between government and business personnel, Mr. Ross suggests a two-way internship (now being tried in some parts of the nation) between government and banking so that greater understanding may be achieved concerning the goals and processes of people.

He urged bankers to “adapt our banking system to the future so it will not only survive but will be strong and provide the leadership for which we are responsible.”

Committee Reports

John W. France, president of the

Rawlins National Bank and a member of the WBA taxation committee, gave a special report on progress of the Economic Education Program in the state and urged expanded support by Wyoming bankers.

Robert W. Miracle, president of Wyoming National Bank in Casper, gave a special report as chairman of the legislative committee. Three resolutions were presented and adopted unanimously. They were: 1. To exempt supervised lending institutions from UCCC fees. 2. Support a bill to establish set fees for ag loans on a nominal basis payable annually. 3. Repeal the Safe Deposit Box Act.

In view of the widespread support in the 1971 legislature to revise upward the method of taxation on banks, the association adopted a position that all Wyoming banks should be taxed on an equitable basis and similar to the

basis used for other taxpayers. In view of this, the association voted its support of an ad valorem tax measure which will be submitted to the 1973 legislature.

State Treasurer

James B. Griffith, Wyoming state treasurer, said that 18 months ago the state had \$12.5 million in Wyoming banks. This went to \$16.9 million and then more recently to \$18.1 million. Sales tax collections in Wyoming, he stated, are up 9.5% so far this year and liquor tax collections are up 12%. The state has \$25 million on loan to Wyoming enterprises in non-bank type loans and “not one cent is delinquent even one day as of June 1.”

Economic Outlook

Arnold C. Schumacher, well-known vice president and economist of Hal-



LEFT—Mrs. Babcock and Jack Babcock, 2nd v.p., The Omaha Natl., Omaha, and Mrs. Shellenberger and H. D. Shellenberger, pres., Citizens Natl. B&T, Torrington. RIGHT—Vern Eastman, exec. v.p., 1st Natl., Thermopolis, and Mrs. Eastman, and Mrs. Echtermeyer and Don Echtermeyer, v.p., Central B&T, Denver.



LEFT—Chico Chaves, sr. v.p., and Bill Smith, pres., both with 1st Natl. B&T, Lincoln, Nebr.; Elmer Harpstreith, chmn., 1st Natl., Torrington, and H. E. Brown, Rawlins. RIGHT—George Rankin, v.p. & mgr., Denver branch, Federal Reserve Bank of Kansas City, and Mrs. Rankin, and Mrs. Nielsen and Howard Nielsen, v.p., U. S. Natl., Omaha.

sey, Stuart & Co., Inc., Chicago, gave his "Report on the Economy." He recounted the events surrounding the imposition of wage-price controls last August 15, the events leading up to this executive order, the problems of domestic and foreign issues involved and the subsequent relative loss of power in the United States. These have resulted, he said, in heavier taxation and continued experimentation with government wage and price controls, as well as government direction of much activity. As a result, our 100 largest corporations, which control a major share of the nation's assets, may well become semi-public utilities, with government controls to some extent over their investment decisions, for example.

These changes, he stated, will mean periodic inflation outbreaks. There will

be slower economic growth (3.7 or 3.8% in 1970's).

Dr. Schumacher feels the 1972 recovery is picking up steam and will continue into next year. GNP in 1972 should be \$1,150 billion, a 9.5% increase over 1971. Consumer spending should be up 8% and strong. Capital spending will be up 10% and in the third and fourth quarters there will be rising inventories, which have been slow to develop to date. Housing will continue strong, although we may have now reached the peak.

He pegged private domestic investments as being up about 10-16% and government spending to be up about 12%. He listed the 9.5% gain overall as 5.5% real gain and 4% inflation. The peaking of inflation is not a halt — only a lull, he stated.

Corporate profits, after taxes, will

be up about 16% in 1972 and up another 10-12% in 1973.

Dr. Schumacher said there is little danger of a basic shortage of funds in banks. To financial markets this means stock market earnings will be good. Long-range vision is difficult, he said, but he finds it hard to be bearish. He does not expect long-term rates to go up — possibly drift slightly lower, although 1973 could be an entirely different story. If we have inflation, pressure on unemployment and rising prices, long-term rates would be forced higher.

Short-term bank loan demand has been less than forecast the first five months of the year and short-term rates could creep a little higher with the prime at 5.5%.

Robert Pettigrew, executive vice president of the Wyoming Industrial



LEFT—Dick Wagner, sr. v.p., 1st Natl. B&T, Tulsa, and Mrs. Wagner; Fred Pfaff, v.p. & sales mgr., U. S. Check Book Co., Omaha, and Mrs. Pfaff, and Mrs. Swanton and Donald Swanton, v.p. & t.o., 1st Natl., Casper. RIGHT—Orval E. Little, v.p., Wyoming Natl., Casper; Frank Kugeler, inv. off., Colorado Natl., Denver; John Lucas, Jr., exec. v.p., North Side Bank, Rock Springs, and Bill Fleming, v.p., Colorado Natl., Denver.

Development Corporation, Casper, gave a report on that organization and solicited more widespread support by Wyoming banks. He said the greatest potential still lies in the extension of the state's agricultural industry in value added industry — giving the example of processing plants for the products being raised in the state.

Activities

On Thursday, June 8, the opening day of the convention, the annual golf tournament was held at the beautiful Jackson Hole Golf and Tennis Club and the fishing derby was held at near-by Colter Bay.

The Thursday evening social hour hosted by associate members was followed by the traditional indoor picnic dinner. The annual banquet was held Friday evening.

A special surprise this year was the entertainment both evenings which featured Clyde McCoy and his orchestra. One of the top bandleaders for many years among the best-known bands in the nation, Clyde McCoy played popular music familiar to most of the bankers and wives attending the meeting, reminiscent of the Big Band era of the 30's and 40's. The trim, silver-haired trumpeteer brought rounds of applause each time he played his famous trademark "Sugar Blues," then astounded them when he announced he had introduced it just 50 years ago in 1922.

The beautiful surroundings, program, weather, entertainment and Jackson Lake Lodge hospitable personnel all conspired to make this one of the most enjoyable of Wyoming conventions.—End

Files Bank Application

A group of Sheridan businessmen have filed an application with the state examiner to establish a new bank in Sheridan. It would be Sheridan's third bank.

The group said that a preliminary survey of the area's economic growth indicated the need for a new bank. They added that a more complete survey is currently being conducted by a Denver firm.

Included among the group are Homer Scott, chairman, and George Acker, president, of the Bank of Commerce in Sheridan.

Casper Banker to Move to Africa

Al Foreman's lifelong ambition will

be realized when he resigns his position at the Security Bank & Trust Co. August 1 and moves his family to Africa.

Mr. Foreman, a vice president at the bank, said that he and his 18 year old son, who returned from Africa last August, will check out four countries the family is considering moving to — Uganda, Kenya, Malawi, and Rhodesia.

He said that after they had found a place to live, he would decide what he would do. "Whatever I do, I want to be involved with the people. I want to see if I can improve the way of life of the Africans."

He feels that his business experience will help him contribute something to his new home.

He emphasized that he does not intend to try to Americanize or Christianize the Africans, but merely aid in the development of his new home. He has a daughter who has spent the last year as a missionary in Malawi.

"I plan to go there with the intention of being part of the nation where I live," he said. He plans to stay in Africa the rest of his life.

Receives 25 Year Award

A plaque was presented recently to Rex Rafferty, chairman of the Wyoming National Bank, Casper, in recognition of 25 years of group insurance coverage for bank employes and dependents. The award was presented by Miles Reynolds, special agent for Equitable Life Assurance Society.

Open New Quarters

An open house was held in Glenrock last month in the new home of the First National Bank. Prizes included three savings accounts totalling \$150.

The bank was chartered in 1963, the first bank in Glenrock since the depression. The new facility replaces the temporary quarters the bank had been using since 1963. R. D. Miller is president.

Wyoming Bancorporation Increases Net Earnings

Wyoming Bancorporation reported a 38.5 per cent increase in net earnings after securities gains and losses for fiscal 1971.

Earnings of the five-bank holding company were given as \$537,000, or 90 cents a share, on gross operating

income of \$4,501,341. This compares with 1970 earnings of \$367,000, or 65 cents a share, on gross operating income of \$3,451,098.

Attends SBA Meeting

Jack Guthrie, president of Bank of Laramie, recently attended the annual meeting of the Small Business Administration National Advisory Council in San Francisco. The council is made up of representatives of local advisory councils in the 50 states.

Denver Banker Speaks At Big Horn Meeting

Larry L. Varnell, of Central Bank and Trust of Denver, spoke at the annual dinner of the Big Horn Basin Bankers Association of Worland. The topic of Mr. Varnell's speech was "You're Greater Than You Think."

New Director at Security Bankshares

Clyde Sissman, Jr., vice president of Power Service, Inc., and president of Compressor Services, Inc., of Casper, has been elected a director of Security Bankshares, Inc., it was announced by George Taylor, president of Bankshares.

Banco Traces Growth

Over two thousand stockholders residing in forty-three states and six foreign countries presently own stock in Wyoming Bancorporation, President Paul L. Howes told shareholders at the recent annual meeting.

Mr. Howes related how the corporation had risen from four initial affiliates when it was originally formed in 1970 to the present nine members with approval on a tenth member pending before the Federal Reserve Board. At the year end 1971, total deposits of those nine member banks were \$111,838,000, an approximate twelve per cent of the total of all bank deposits in Wyoming, he said.

Mr. Howes also noted that total assets of the corporation and its member banks had risen 30.6 per cent in 1971, and that deposits in affiliated banks had risen 22.6 per cent, compared with the 13.9 per cent increase of all other Wyoming banks. He attributed this to the aggressive solicitation of new business by members and to the public's acceptance of new and improved banking services offered by the member banks.

Casper Bank Recognizes Long Service



RECEIVING gold watches in recognition of twenty-five years of service to the First National Bank of Casper were, from left, **Norval Currence**, 41 years, **Howard Speese**, 27 years, **Robert Bryans**, president of the bank, 26 years, **C. R. McDowell**, 33 years, and **Warren Perkins**, 32 years. **RIGHT** — Four women employes also received gold watches. They are, from left, **Berrie VanNatta**, 30 years, **Agnes Dowler**, 27 years, **Rita McCoy**, 25 years, and **Mary Loutas**, 25 years.

The First National Bank of Casper recently honored 76 employees with service pins in recognition of their years of service to the bank.

Gold watches were presented to 10 employees, including bank President Robert W. Bryans for 25 years or more of service.

"Our people are our greatest asset," remarked Mr. Bryans in noting that 76 of the bank's 140 employees had been with the bank for at least five years.

Bank of Laramie Remodels

An open house was held in Laramie recently at the Bank of Laramie's newly expanded and remodeled quarters. The size of the building was increased one-third in length, but floor space was nearly doubled. Parking space for customers was tripled, and new drive-up windows were added.

Television Used In Casper National Bank

Jack Berry, operations officer of the First National Bank of Casper, has announced that the bank plans to implement the use of television in the transaction of customer business.

The cameras will be located in the drive-in windows where the customer will place the deposit in a pneumatic tube and it is sent to the main bank building for processing.

Executive Promotions Announced in Rawlins

The First National Bank of Rawlins

has made several major changes in the executive staff of the bank.

F. A. Rummel, Jr., formerly bank president, has been elected chairman of the board and chief executive officer. He has been succeeded as president by G. W. McIlvaine, formerly cashier.

Two assistant cashiers have also been promoted. Henry Hewitt was named cashier, and Robert Adams was elected assistant vice president.

Bank of Laramie Unveils Remodeling

1500 people attended the open house held recently in the expanded and remodeled quarters of the Bank of Laramie, according to J. A. Guthrie, Jr., president.

Visitors were conducted through the building, which has been doubled in size, and viewed all of the bank's modern operations as well as a display of early office equipment dating to the 1890's.



THE NEWLY remodeled lobby area at the Bank of Laramie is pictured at left, looking past the teller line into the vault area, note and escrow cages and at right into the officers area. **RIGHT**—The bank's new conference room was the site of a display of early office equipment including check protectors dating back into the 1890's.

Additional office space has been provided by the remodeling, and has facilitated enlargement of customer service areas, the bookkeeping department, the employees lounge, safe deposit vaults, and the loan department.

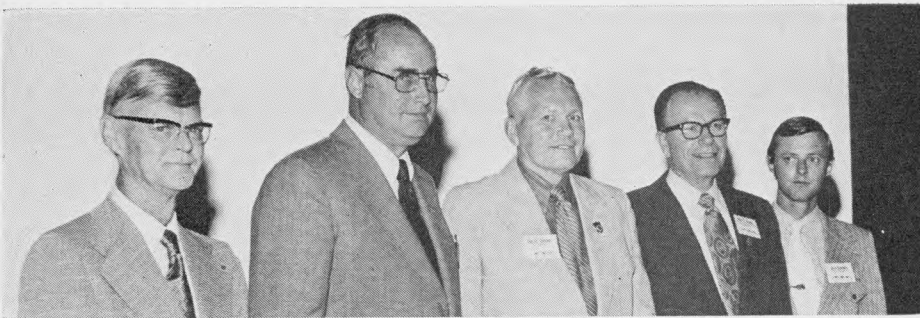
A new parking lot has enabled the bank to triple previous customer parking space, and a four-lane drive-up area with pneumatic tubes has also been added.

Door prizes worth \$150 in new savings accounts were awarded at the open house. Mr. Guthrie noted on the occasion that total deposits at the bank have increased by 20 per cent in the past year.

Record BAI Enrollment

A record enrollment of 957 bankers will attend the 20th session of The School for Bank Administration, July 23 through August 4, 1972, school director, Julius E. Burges, announced in Park Ridge, Illinois.





NEW OFFICERS of the Colorado Bankers Assn. are from left: **James C. Scarboro**, re-elected exec. mgr. and treas.; **George B. McKinley**, Assn. V.P., and pres., First Natl. of Grand Junction; **Dale R. Hinman**, Assn. Pres., and chmn., Greeley Natl.; **Max Brooks**, retiring Assn. Pres., and chmn., Central B&T, Denver, and **G. L. Scarboro**, Assn. Secy.

Colorado Bankers Elect Dale R. Hinman As President

MORE than 900 Colorado bankers, their wives and guests attended the 71st Annual Colorado Bankers Convention in Colorado Springs last month.

Dale R. Hinman, chairman of the Greeley National Bank, was named president of the Association for the coming year. Elected to assist Mr. Hinman as vice president was George B. McKinley, president, First National Bank of Grand Junction.

One of the highlights of the convention was a special resolution honoring James C. Scarboro for his 45 years service with the Association. Mr. Scarboro is executive manager and treasurer. His son, G. L. Scarboro, is secretary.

In his presidential address, Max G. Brooks, president of the CBA and chairman, Central Bank and Trust Company, Denver, warned delegates:

"We don't want preferential treatment but there are strong forces working to favor the borrower, the savings

and loan people, and other competitors.

"Some of the concerns are very realistic, and we have to determine the reasons and what we're going to do about them."

Brooks noted that rioters of late have "favored banks" with bricks and bombs.

He said an analysis he read indicated people don't know what they are against, except that they are against big money. If they read of big business scandals, they often don't know anyone to go after except the banks.

"But our image problem is not hopeless," he said, "we can do something about it if we work together. The Colorado Bankers Association is the best possible vehicle for that. But before we can use it, we have to learn how to work around our differences in philosophy so we can present a united front to the Legislature and the public.

"We talk too much about how

sound we are, when we need to talk about the less profitable things we do for society — like student loans and our charitable contributions."

The strongest criticism of the bankers came from Michael L. Strang, R-Carbondale, who introduced a resolution calling for an interim study of the state banking structure.

"Your main problem," Rep. Strang said, "is unanimity.

"When you ask for something, it's almost impossible for us to find out what problem you're trying to solve.

Dr. Walter Heller, former chief economic adviser to two presidents and now a professor at the University of Minnesota, told members of the Colorado Bankers Association the Nixon administration deserves an "A" for economic policy but an "F" for administration of it.

Bus Subsidy Plan by Colorado National Bank

A bus fare subsidy program for employes of Colorado National Bank has resulted in elimination of at least 100 cars used by employes in its first month of operation, bank officials have estimated.

The program was begun in an effort to cut down traffic congestion in the downtown area and provide a much cheaper means of transportation for employes. About 40 per cent of the bank's 750 employes have begun using the service, which costs only 17 cents a ride. One spokesman said he expects downtown businesses to follow suit in the plan.

Another advantage to the program is that it cuts down on pollution. It is estimated that the pollution from one bus, carrying dozens of passengers, is equivalent to five cars, carrying many fewer persons.

Plan to Acquire Bank of Delta

Roger D. Knight, Jr., chairman of the board of United Banks of Colorado, Inc., and R. R. Lockhart, Jr., chairman of the board of National Bank of Delta, jointly announced that the directors of the bank had signed a letter of intent with United Banks of Colorado, Inc. The letter of intent establishes a basis for the exchange of stock between the stockholders of the bank and United Banks of Colorado, Inc.

The acquisition must first be ap-



ABA VICE PRESIDENT Eugene H. Adams, pres., First Natl., Denver, attended Colorado convention with **Eugene Hultman**, pres., Lakewood Colorado Natl. Bk.; **Ken Baird**, sr. v.p. & cash., First Natl. Bk., Colorado Springs, and **Norval M. Anderson**, sr. v.p., First Natl. Bk. Pueblo.



Dave Calahan is a bad handshaker.

Which is fine with us.

And, we suspect, with you.

Because correspondent banking demands a lot more than a big handshake. Or a good golf game. Or a super smile.

It demands professionalism. The kind that gets the job done for you.

When you need some help with a specialized service that you don't have now, you want that help from a professional.

That's the way it's going to be when you call on Dave Calahan.

Or any other member of our correspondent team.

Because professionalism is what we're all about. A big handshake isn't.

United Bank of Denver

17th & Broadway • Phone: 244-8811



proved by the Federal Reserve Board. Following that approval, United Banks of Colorado, Inc. will make its offer to the shareholders of the bank. The ratio of exchange was not disclosed.

Joins Sterling Bank

Keith Brighton has been named commercial loan officer at the Commercial Savings Bank in Sterling, Colorado. He was formerly a loan officer at the First National Bank of Riverton, Wyoming, and had spent time with the United California Bank of Los Angeles, California.

Holding Company Announces Name Change

Weerva, Inc., has announced that its name is being officially changed to Westland Banks, Inc., after its major member-bank, First Westland National Bank, Lakewood. Weeva is Colorado's eighth largest bank holding company.

The corporation also announced that it had completed acquisition of all outstanding stock of its member banks and the newly organized Westland National Bank of Longmont.

Federal Reserve Gives Approval on Purchase

The United Banks of Colorado, Inc., have received approval from the Federal Reserve Board for acquisition of the Montrose National Bank, Montrose, according to Roger D. Knight, Jr., chairman.

United Banks is also awaiting approval on acquisition of the National Bank of Delta and an application for a state charter for the proposed United Bank of Summit County.

PR Man Appointed

Ray A. Holubec, formerly with the American National Bank of Denver in the correspondent division, has been named assistant vice president for bank relations for Western Bancorporation, a multi-state bankholding company that is parent of American National.

Mr. Holubec's new assignment will be in California. Prior to joining American National in 1971, he had been with Republic National Bank of Dallas, Texas.

Announce Two Appointments

John A. Owens, president of the Union Bank and Trust Company, Den-

ver, has announced the appointments of two new executives.

Frank G. Kozak has been named director of development. He has extensive backgrounds in both finance and public relations, having worked for the Chase Manhattan Bank of New York and more recently Exeter Drilling Company.

Dennis L. Nowfel was named assistant vice president in the commercial loan division. He was formerly with the Citizens Bank of Michigan City, Indiana.

B of A Plans Denver Mortgage Subsidiary

BankAmerica Corporation has announced plans for a new mortgage banking subsidiary to be based in Denver, Colorado.

President A. W. Clausen said the new subsidiary will provide financing for construction and development of single and multi-family dwellings as well as commercial and industrial real estate in the Denver area.

Clausen said the subsidiary, to be called BA Mortgage Company of Denver, Inc., is expected to begin operations in July, pending clearance by the Federal Reserve Board.

Southglenn Elections

First National Bank of Southglenn has named Frank S. Peterson as executive vice president. William C. Morr was elected vice president and senior loan officer. Both men were also elected to the board of directors.

Mr. Peterson was formerly vice president and cashier of First of Bear Valley. Mr. Morr, formerly a vice president in commercial loans with First of Denver, began his banking career in 1958.

Elected Director

James H. Johnson has been elected to the board of the National City Bank in Denver. Mr. Johnson is an architect in the firm of Johnson-Hopson Associates and designed the Nuremberg War Crimes Building and the State Department building in Washington, D.C. He is a graduate of Massachusetts Institute of Technology.

Skyline National Shows Rapid Growth in Volume

Skyline National Bank of Denver, a minority operated bank which

opened only six months ago, has shown a remarkable rate of growth since it opened.

In the five week period following April 18, 1972, total assets of the bank climbed from \$2.3 million to \$3.8 million, a 65 per cent increase. In the same period, deposits climbed from \$1.75 million to \$3.2 million, an increase of better than 80 per cent.

The tremendous growth rate has been due to the efforts of Lewis L. Gaiter, Jr., chairman and president of the bank. He has solicited large accounts from government agencies and Denver area industry in an effort to help business growth in the minority community.

Honor Kansas City Banker

Barret S. Heddens, Jr., chairman of the board of First National Bank of Kansas City, was recently named "Man of the Year" in Kansas City by Sigma Nu Fraternity.

Propose Federal Financing Bank for Public Debt

A proposal to establish a Federal Financing Bank has received the support of the American Bankers Association (ABA), Allen P. Stults, president, announced.

The proposed bank would be designed to provide for coordination and more efficient financing of Federal and federally assisted borrowing from the public. The legislation was recommended by the Secretary of the Treasury.

The ABA's support is predicated on condition that the bank's authority to acquire debt obligations of public bodies or agencies would not be extended to include obligations that are not guaranteed or insured by the United States or federal agencies.

List Credit Card Volume

Total credit outstanding at national banks under credit cards and other revolving credit plans rose to \$4.1 billion on December 31, 1971, from \$3.5 billion at the end of 1970, according to data released today by Comptroller of the Currency William B. Camp.

The number of national banks offering credit card services was reported at 740, while 701 provided their customers with check credit and other forms of revolving credit plans. Many banks offer a mix of such services.

CALL YOUR COMMERCE MAN

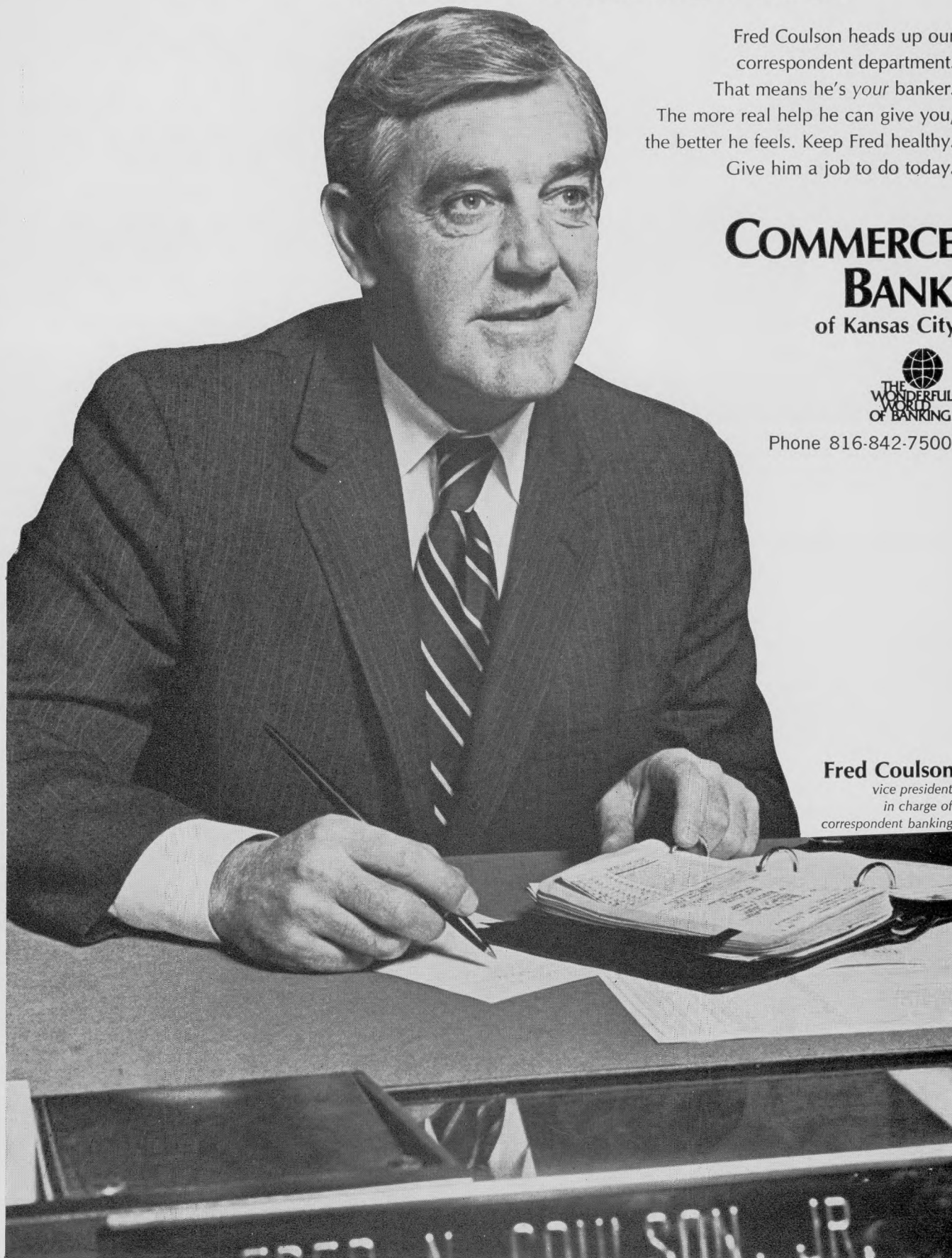
Fred Coulson heads up our
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That means he's *your* banker.
The more real help he can give you,
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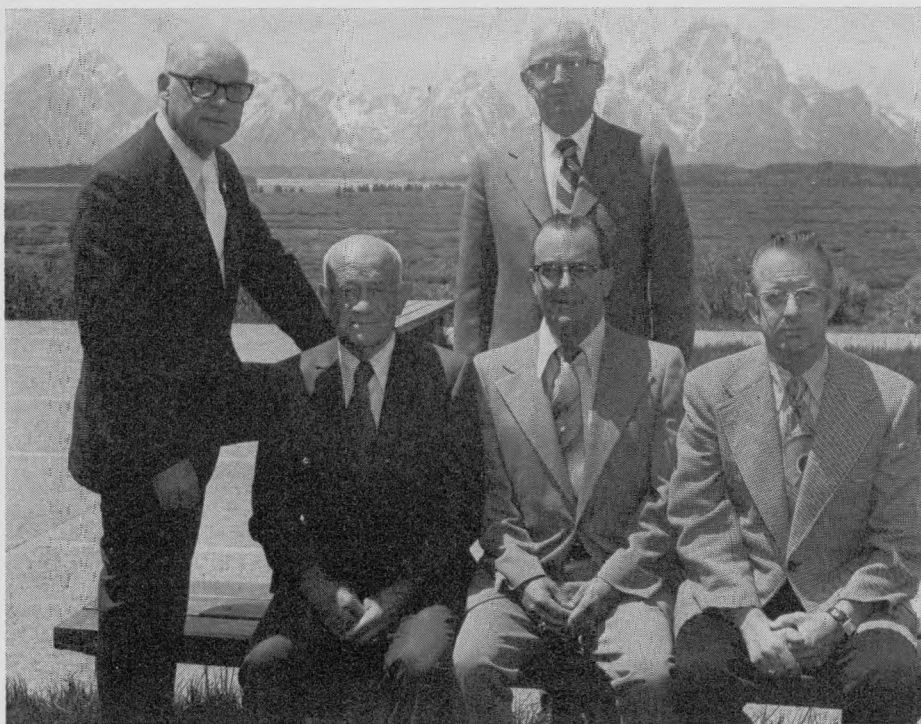
**COMMERCE
BANK**
of Kansas City



Phone 816-842-7500

Fred Coulson
*vice president
in charge of
correspondent banking*





OFFICERS of the Montana Bankers Association for 1972-73 are, left to right: Immed. Past Pres.—**Reubin G. Johnson**, pres., Continental Natl., Harlowton; Pres.—**B. G. Paige**, pres., Flint Creek Valley Bank, Philipsburg; 1st V.P.—**Roger H. Ulrich**, pres., 1st State, Malta; Secy.-Treas. (standing)—**Robert C. Wallace**, Helena, and 2nd V.P.—**Tully A. Vashus**, pres., 1st Natl., Glendive.

Montana Bankers Elect B. G. Paige President

By **BEN HALLER, JR.**
Editor

FOR THE third time in 10 days, Jackson Lake Lodge at Moran, Wyo., was host to a state bankers convention when the Montana Bankers Association held its 69th annual meeting there June 18-20. The Wyoming Bankers Association and Utah Bankers Association had been there just prior to the MBA convention.

B. G. Paige, president of the Flint Creek Valley Bank at Philipsburg, was

advanced to the presidency to succeed Reubin G. Johnson, president of the Continental National Bank in Harlowton. Roger H. Ulrich, president, First State Bank at Malta, moved up to first vice president, and Tully A. Vashus, president, First National Bank, Glendive, was elected second vice president. Robert C. Wallace, Helena, was reappointed secretary-treasurer, the position he has held since 1946.

At the meeting of Montana members of the ABA, conducted by Robert F. Burke, president, First National Bank & Trust Company, Helena, and ABA state vice president, Claude Erickson was elected to a two-year term on the ABA Governing Council. He is president of the First Security Bank, Livingston. Mr. Paige was elected to the nominating committee for the ABA convention this fall and Mr. Ulrich was named as his alternate.

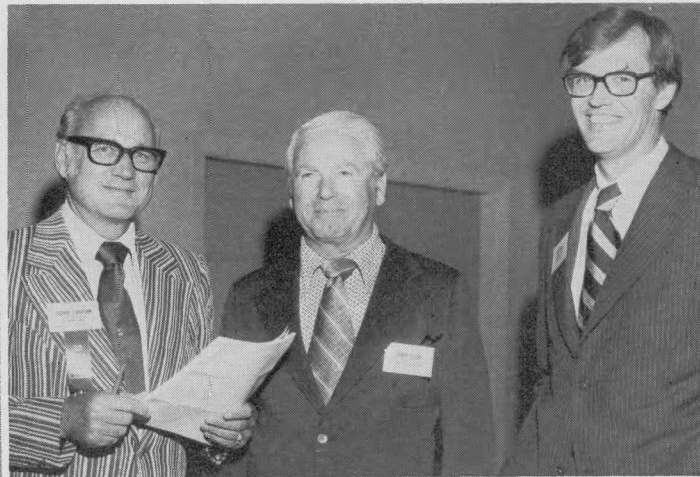
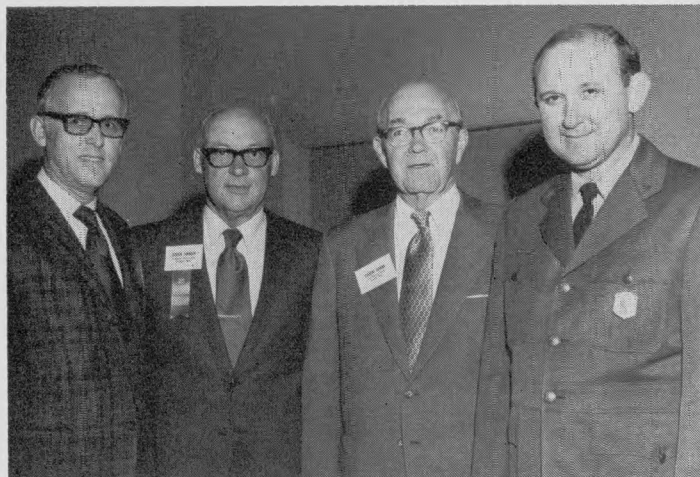
Park Centennial

This year marks the 100th anniversary of Yellowstone National Park, as well as the Centennial of the establishment of the national park system.

Gary Everhardt, superintendent of Grand Teton National Park, gave the welcoming address to the Montanans, and in paying tribute to the Centennial year for nearby Yellowstone Park, reminded his audience that special displays have been constructed for public viewing this year at Colter Bay, just six miles from Jackson Lake Lodge, and at Old Faithful in Yellowstone Park. Mr. Everhardt said the national park system idea was originated in the United States and now has been adopted by nearly every nation in the world in an effort to preserve some of the natural beauty and ruggedness of each country for posterity.

Reception

President R. G. Johnson and Mrs. Johnson were honored at a reception on the first evening of the convention at the traditional President's Reception hosted by Midland National, Billings; First Metals Bank & Trust, Butte; First National, Great Falls, and First Na-



SPEAKERS included men in these two photos, left to right: **Kermit O. Hanson**, educ. dir., Pacific Coast Banking School, Seattle; **Reubin G. Johnson**, pres. of the Montana Bankers Assn.; **Eugene H. Adams**, pres., 1st Natl., Denver; **Gary Everhardt**, supt., Grand Teton Natl. Park; **Claude R. Erickson**, pres., 1st Security, Livingston; **Orson J. Brown**, sr. v.p., First Security Co., Salt Lake City, and **Tom Stokes**, v.p., United Bank of Denver.



LEFT—Al F. Winegardner, pres., 1st Natl. B&T, Billings; Mrs. Winegardner; Mrs. Framsted and Byron G. Framsted, v.p., Bank of America, San Francisco. RIGHT—Pat Kenney, v.p., 1st Metals B&T, Butte; Mrs. Kenney; Mrs. Holst and Art Holst, NFL pro football referee and a convention speaker.

tional Bank & Trust, Helena. It was an appropriate occasion since the Johnson's were observing their 36th wedding anniversary that day, June 18.

ABA Report

Eugene H. Adams, president-elect of the ABA and president, First National Bank of Denver, gave a brief report on ABA, reviewing two important issues — the Hunt Commission and the new Federal Reserve guidelines for acquisition of banks by holding companies. He followed this with a two-projector and sound presentation designed to answer the question, "What does the ABA do for my bank, my community, the nation?"

Mr. Adams said the ABA has 13,048 member banks, representing 96% of the nation's banks. He reported that ABA is considering consolidating all banking schools on one campus and running it on a year-round basis. This

would have to meet the approval, however, of the individual banker groups and universities currently conducting banking schools.

Banking School

Kermit O. Hanson, educational director of the Pacific Coast Banking School at the University of Washington, Seattle, discussed "Management Education and Banking in the 70's." Dr. Hanson was born and reared near Eagle Grove, Ia., was an honor graduate of Luther College at Decorah, Ia., in 1938 and received his PhD from Iowa State University in 1950.

The Pacific Coast Banking School was established in 1938 and now is sponsored by 10 western state associations, including the Montana Bankers Association.

Dr. Hanson urged bankers to probe deeper than the headlines and to analyze data on which many stories in the

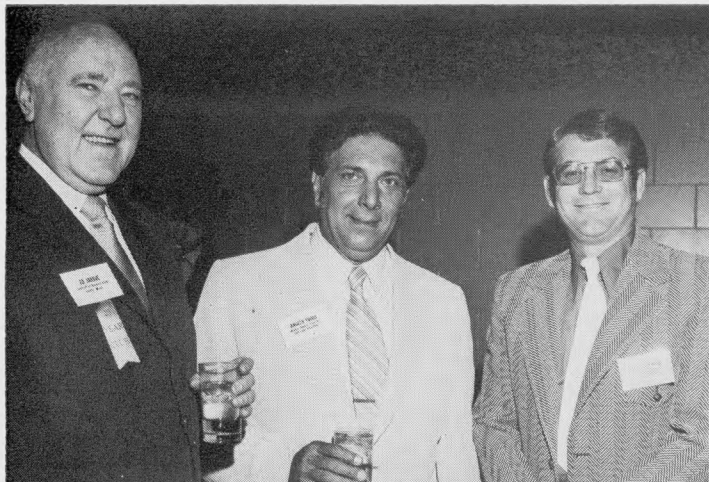
press are based. He stated that business needs new management supply to meet the varied types of problems brought about by government, competition, consumerism and internal problems.

This calls for improved management education, he noted, and said that the Pacific Coast Banking School is concentrating on this key need. The school's curriculum has a management sequence starting in the first year and continuing through the third year, with about 42% of the subjects being devoted to credits in this area and the balance to electives. One new course offered by the school is a management approach to meeting social problems.

Through the use of computer simulation programs, the Pacific Coast Banking School pits teams of banker students against each other in managing mythical institutions. Dr. Hanson described the details of this course.



LEFT—Len Busse, comm. bkg. off., Continental Bank, Chicago; Mrs. Busse; Mrs. Clark and Royce Clark, v.p., 1st Natl., Denver. RIGHT—Don W. Buckman, v.p., 1st Natl., St. Paul; Mrs. Buckman, and Harry Newlon, v.p., Western Montana Natl., Missoula.



LEFT—Ed Jarboe, v.p. & mgr., corr. bk. div., Seattle-First Natl., Seattle, Wash., who was attending his last Montana convention prior to retirement June 30; Angelo J. Fuoco, v.p., Walker B&T, Salt Lake City, Utah, and Jerry McKibbin, a.v.p., 1st Security B&T, Miles City. **RIGHT**—Paul Lindholm, v.p., Northwestern Natl., Minneapolis; Mrs. Lindholm; Mrs. Waggoner and George Waggoner, pres., Bank of Glacier County, Cut Bank.

Banking Image

The two afternoon speakers on the first day gave talks that called attention to the need for improving the image of banking.

Tom Stokes, vice president of United Bank of Denver, spoke on "Image of Banking in the Past Thousand Days." A native of Ames, Ia., and a graduate of schools in Omaha, Mr. Stokes said "the spirit of individualism that has always been a part of our country is seemingly more elusive today. Man asks himself, 'What difference will it have made that I have been here? What can I do to improve the quality of my life, to make it more meaningful to myself and to others? How can I be a part of and influence the community around me?'"

"Young people today feel the basics of life — food, clothing and shelter — will be guaranteed to them, so they look at what they can do to make the quality of life better. Since institutions persist through time, then it is through

these that young people can exercise leadership and change. When people attack these institutions, we should be concerned.

"Banking, for example, is a convenient symbol of power, money and leadership, and we should all be concerned about attacks on them, analyze them, look behind these attacks and react in the way that will change attitudes favorably for banking. This power of banking is what makes me feel bankers can't duck the responsibility that goes with power.

"Since the public holds an image of banking, we must deal with this public in any effort to change attitudes or opinions."

Mr. Stokes reviewed events of the past 1,000 days — which include the bank holding company bill revision, consumerism as it affects banks, and social demands.

"I feel there has been a real awakening," he said, "by bankers to the public image affecting banking, by the in-

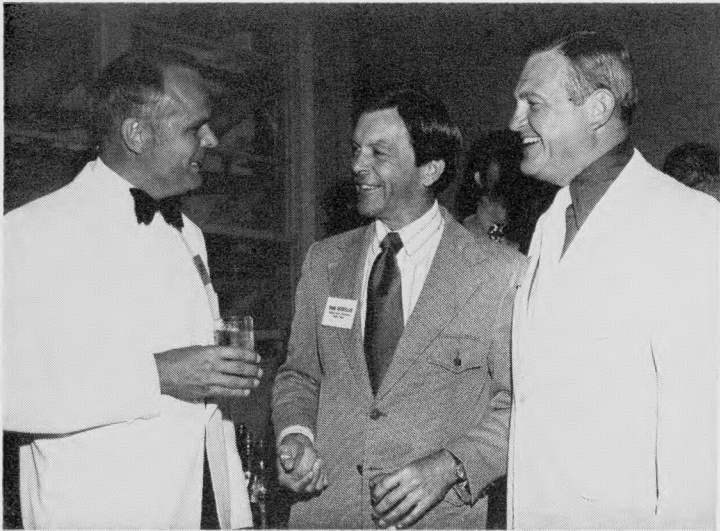
stitution of positive programs for the welfare of the local community. With this awakening comes a pressing need for communication by bankers with the public about these positive steps that banking is taking to effect change in social conditions. We must have flexibility and intelligence in our programs because the problems of today won't necessarily be the problems of tomorrow. The next 1,000 days will provide an even more positive image of banking than the past 1,000 days."

Orson J. Brown, senior vice president for the First Security Company, Salt Lake City, talked on the subject of "Bank Marketing." He referred also to the need for banks to pursue programs that will meet the responsibility of banking to help solve social and ecological problems, as well as to communicate banking's actions to the public so people will be aware that bankers are doing something constructive.

Mr. Brown said, "Those banks in the future which serve the people best



LEFT—Al Small, v.p., Chase Manhattan, New York; Mrs. Small; Lowry Kunkel, pres., 1st Natl., Butte; Mrs. Thomson and Bruce Thompson, pres., 1st Natl., Miles City. **CENTER**—C. E. Cross, Jr., corr. bkg. off., 1st Natl., Chicago; Mrs. Cross; Mrs. Mitchell and John Mitchell, exec. v.p., 1st Natl., Butte. **RIGHT**—Mrs. Wales and Ken Wales, v.p., 1st Natl., Minneapolis.



LEFT—Robert H. Waller, pres., Midland Natl., Billings; Frank Abersfeller, a.v.p., Natl. Bank of Commerce, Seattle, Wash., and Robert E. Sipple, sr. v.p., American Natl. B&T, St. Paul, Minn. RIGHT—Adrian O. McLellan, pres.; Mrs. McLellan; Mrs. Henry and Robert G. Henry, v.p., all with 1st Natl., Great Falls.

will be the most profitable. The decade of the 70's could easily be 'The Age of the People.' He also said there is a need to create advertising messages that are in line with consumer realities. He referred to an ABA survey on such specific services — to the young, elderly, public welfare, etc.

Resolutions

Among the resolutions was one calling for Montana banker support of the Development Credit Corporation of Montana. Another urged the Farmers Home Administration to revert to its former policy of making loans only in towns of 2,500 and under. The new FHA policy is to make loans in towns, of 10,000 and under and it is causing undue pressure on Montana banks in those towns to write loan "turn down letters" so potential bank customers can go to FHA and get artificially lower rates that are permitted to FHA and forbidden to banks.

Another resolution is aimed at getting Montana to adopt a guaranty acceptable to secure public deposits without the inconvenience of pledging actual securities as has been accomplished in other states.

The final resolution stated, "Whereas, there will soon be several localities within the borders of Montana offering adequate facilities to host the MBA convention and house its delegates, be it resolved that future conventions of the Montana Bankers Association be held within the State of Montana starting as soon as and as often as practicable." The resolution refers particularly to "Big Sky," a new convention center now under construction which is believed will be ready to handle the Montana convention in 1975.

Final Speakers

The final business session on Tuesday morning featured a humorous speaker and an inspirational speaker.

Arthur J. Holst, an official with the National Football League, tied together his excellent talk on "The Making of a Pro" with an endless string of hilarious stories, quips and true football anecdotes. Mr. Holst lives in Peoria, Ill., and with his family was enjoying his first visit to Jackson Hole and the national parks in the Grand Teton area.

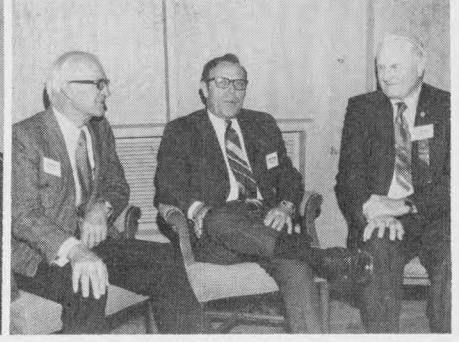
A. Reuben Gornitzka, a well-known radio and TV personality with business headquarters in Denver, was the concluding speaker. A graduate of St. Olaf College at Northfield, Minn., Dr. Gornitzka is an ordained minister who eventually decided to center his ministry in the broader area of public communication in the public media and in groups of people. His subject, "Banking Is a People Business," was in line with his low-keyed, but most effective inspirational talk on the need for leadership by each person and the need for dignity in the life of each person at



LEFT—Dick Scarlett, v.p., American Natl., Denver; Mrs. Scarlett, and Jack Reese, v.p., Western Bancorporation, Los Angeles. RIGHT—Bill Olsen, pres., 1st Natl., Fairfield; Mrs. Olson; Mrs. Sandquist; Phil Sandquist, pres., Security B&T, Bozeman; Ron Robinson, v.p., and Warner Knobe, comm. bkg. off., both with United Bank of Denver.



LEFT—Seated: Mrs. Carlson, Mrs. Wellenstein and Mrs. Skates. Standing: Gordon Carlson, pres., 1st Natl., Hinsdale; Gene Wellenstein, exec. v.p., Bank of Baker; Reuben Gornitzka, convention speaker; Otto H. Preus, v.p., Marquette Natl., Minneapolis, and Robert Skates, controller, United Bancorporation of Montana, Billings. CENTER—Mrs. R. R. Bartschi, reg. v.p. for National Assn. of Bank Women and v.p., First State, Shelby; Mrs. Wm. L. Olson, v.p., 1st Natl., Fairfield, and Mrs. Claude R. Erickson, p.r. & mktg., 1st Security Bank, Livingston, all members of the Montana NABW. RIGHT—Homer A. Scott, chmm., and Warren F. Vaughan, pres., both with Security T&S, Billings, and Albert S. Brubaker, pres., State Bank of Terry.



every level of community and business activity.

In the annual golf tournament at Jackson Hole Golf and Tennis Club, Gordon Nicholas won the low net trophy. He is president of the State Bank & Trust Company at Dillon. Winner of the low gross trophy was the chairman of the tourney, Al F. Winegardner, president of First National Bank & Trust Company, Billings.

One of the traditional features at the Montana convention is the appearance of the Billings Jam Band to provide dancing music following the Monday night banquet. This was the 16th straight year the excellent musical group has played for the MBA convention.—End

Group Officers Elected

Group officers were elected at the recent group meetings of the Montana Bankers Association. The president, vice president, and secretary-treasurer, respectively, of the seven groups are:

Group 1 — Art F. Wiedeman, Jr., executive vice president, First National Bank, Cut Bank; Budd Taylor, vice president, Citizens Bank of Montana, Havre, and Bradley Karow, vice president, Valier Bank of Montana, Valier.

Group 2 — Donald P. Maltese, vice president, Richland National Bank, Sidney; Edward C. Kimball, cashier, First Security Bank & Trust, Miles City, and Walter Shires, executive vice president, Fairview Bank, Fairview.

Group 3 — Gerald Leighton, vice president and cashier, Ronan State Bank, Ronan; Bill Bouchee, vice president, First State Bank, Missoula, and J. R. Grinde, vice president, Security State Bank, Polson.

Group 4 — L. J. Witte, president,

Traders State Bank, Poplar; Calvin F. Ruby, vice president, Montana National Bank of Plentywood, and Gordon Carlson, president, First National Bank, Hinsdale.

Group 5 — J. H. Moorse, president, First Chouteau County Bank, Fort Benton; John Pierson, vice president, Northwestern Bank, Lewistown, and W. E. Trerise, vice president, Union Bank and Trust, Helena.

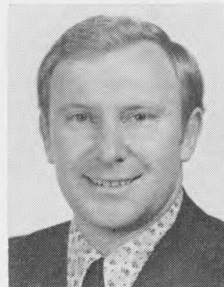
Group 6 — John J. Mitchell, executive vice president, First National Bank, Butte; Dick Robert, assistant vice president, Bank of Sheridan, and Alan Noyes, executive vice president, Montana National Bank, Butte.

Group 7 — D. J. O'Donnell, vice president, Security Trust & Savings Bank, Billings; Joel Harris, vice president, Yellowstone Bank, Columbus, and Norman Mulder, vice president and cashier, Manhattan State Bank, Manhattan.

Assistant Cashier Named

Don Clark was recently named assistant cashier of First Security Bank of Anaconda. The appointment was announced by F. R. Bennett, president.

Mr. Clark has been with the bank since November, 1971, under a management training program in general banking operations. He assisted in organizing operations at First Security Bank of Deer Lodge and is presently in the installment loan department in Anaconda.



D. CLARK

Study Trust Marketing

A week of intensive training in trust marketing techniques came to a close recently for the 21 bankers, from as far away as Mexico City, participating in Kennedy Sinclair's 102nd Trust Sales Training Class. The class is designed to train trust solicitors how to motivate persons of wealth to include trust services in their financial planning.

A featured speaker was William J. Burke of W. J. Burke & Associates, Edina, Minnesota. Mr. Burke is a well known speaker and consultant on marketing and management subjects. The addition of Mr. Burke to the faculty reflects the increased emphasis Kennedy Sinclair is placing upon trust officers acquiring professional sales skills in its headquarters in Wayne, New Jersey.

\$7 Million Shortage In Massachusetts Bank

An estimated 5,000 persons lined up outside the Surety Bank & Trust Company, Wakefield, Massachusetts, to get deposits back recently.

The bank, which had approximately 27,000 accounts, was closed when state auditors discovered a \$7-million shortage. It was the first Massachusetts bank to be closed since 1933.

In Boston, meanwhile, the bank's former president, Daniel D. Moore of Lynnfield, surrendered to federal authorities who had warrant out for his arrest.

The 40-year-old former deputy controller for the U.S. Treasury Department was arraigned on charges of issuing a \$250,000 letter of credit without proper authority.

Oregon Bankers Elect Richard M. Green

NEARLY 300 bankers, their wives and guests were on hand as the Oregon Bankers Association held its 67th annual convention last month at the new Sunriver Lodge in Bend, Oregon.

Richard M. Green, vice president and cashier of the First National Bank of Oregon, Portland, was elected president of the association for 1972-73.



R. M. GREEN

Elected to serve with Mr. Green for the coming year were: John J. Olivario, vice president and manager of the Ladd and Bush-Salem branch of the U. S. National Bank of Oregon, first vice president; Alden L. Toevs, president of the Citizens State Bank, Corvallis, second vice president; Frank L. Servoss, president of the Crater National Bank of Medford, treasurer, and Lester E. Thayer was re-elected executive manager.

The new members of the executive council for the OBA include: Charles R. Boyle, Jr., senior vice president and manager, The Bank of California, N.A., Portland; M. C. Evans, president, the Community Bank, Lake Oswego; Robert W. Franz, president of the First State Bank of Oregon, Milwaukie; Norris N. Heinbuch, executive vice president of the Oregon Bank, Portland; Robert E. Moore, vice president and cashier, Security Bank of Oregon, Portland; A. W. Sweet, president, Western Bank, Coos Bay, and Leonard Van Kleeck, president, Western Security Bank, Salem.

Guy C. Rea, ABA state vice president and chairman of The Oregon Bank of Portland, conducted the annual meeting of state ABA association. Richard Green, new OBA president, was named to the ABA nominating committee, and M. C. Evans, immediate past president of the OBA, was named as alternate.

Curt Johnson, president of the Canby Union Bank, Canby, won the First National Low Gross trophy at the men's golf tourney for the fourth consecutive year. Low Net winner was Howard Martin, cashier of the Pacific Security Bank, Reedsport.

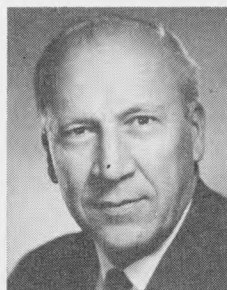
It was announced that the 1973 convention of the association will be held at Portland's Thunderbird-Jantzen Ho-

tel on the Columbia River on June 14-15.—End

Washington BA Elects Goller As President

Louis H. Goller, president of American Marine Bank of Bainbridge Island, was elected president of the Washington Bankers Association for 1972-73.

Harry S. Goodfellow, president of Old National Bank of Washington of Spokane, was chosen first vice president by the association and Richard E.



L. H. GOLLER

Bangert, vice president, Seattle-First National Bank, second vice president.

New officers were elected during the association's 76th annual convention held at the Bayshore Inn.

K. C. Brown, president of Bank of the West, Bellevue, was chosen to a two-year term as treasurer of the association.

In an American Bankers Association meeting at the WBA convention, Philip H. Stanton, president of Washington Trust Bank of Spokane, was elected to a two-year term to the ABA governing council and Robert S. Beaupre, president of Seattle-First National Bank, was elected to a one year term. Mr. Goller was chosen by the Washington BA as delegate to the ABA nominating convention.

Plan Security Golf Tourney Before ABA

The Third Annual Security Invitational Golf Tournament for bankers takes place October 6, 1972 (one day

before the ABA Convention), at the Great Southwest Golf Club, Arlington (Dallas), Texas.

Scheduled is a full day of golf, wives' events, parties, tours, and an awards banquet with over \$10,000 in prizes, including a chance to win a Cadillac convertible — all hosted by Security Corporation, national marketer of equipment for financial institutions.

Any banker interested in entering the drawing which determines participants should contact: Andy Barber, tournament director, Security Corporation, 1202 McGraw Avenue, Santa Ana, California 92705. Phone (714) 549-0394.

NABW Plans 50th for Chicago

Fifty years of professional activity on behalf of women officers in the banking industry will be observed September 17-21 when the National Association of Bank-Women Inc. holds its Golden Anniversary Convention at Chicago's Palmer House. At least 1,500 to 2,000 representatives of the 9,000-member organization are expected to assemble for the diversified program which will include general sessions and workshops devoted to present and future concerns of the banking profession as well as a variety of social events linked to the celebration of NABW's 50th anniversary.

Miss Ruth A. Steinke, assistant vice president, National Boulevard Bank of Chicago, is serving as chairman of the Convention. Her co-chairman is Miss Evelyn M. Moore, probate officer, La Salle National Bank, Chicago.

Presiding over the Golden Anniversary Convention will be NABW President Ruth D. Harrison, assistant vice president, Irwin Union Bank & Trust Co., Columbus, Indiana.

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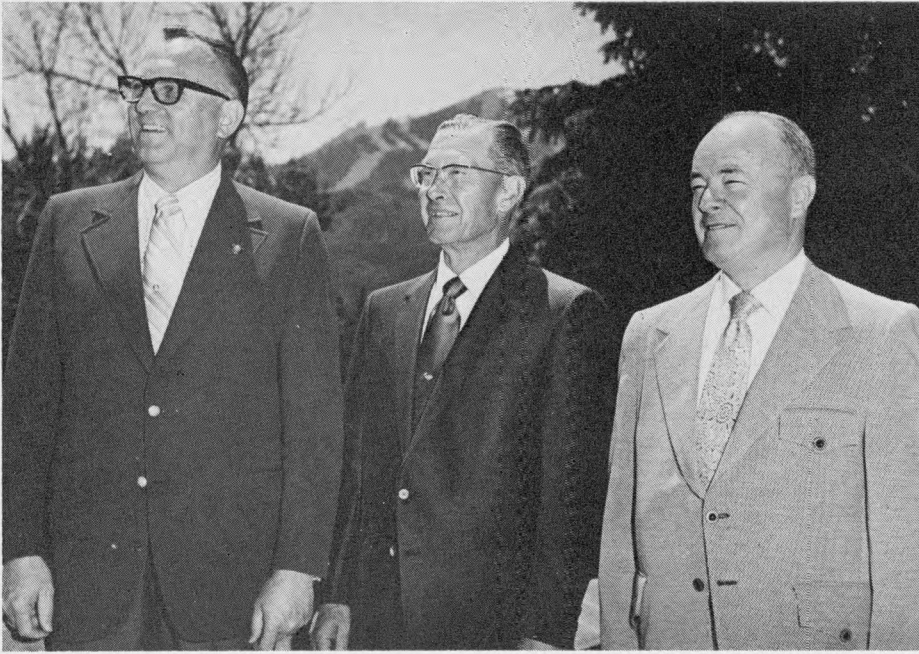
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Several hundred Upper Midwest banks utilize our **single interest coverage**, which we originated many years ago. No checking for primary insurance.

Instalment lending protection is our only business.

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NEW PRESIDENT of the Idaho Bankers is **Howard B. Fitzpatrick** (center), v.p., Idaho B&T, Blackfoot, pictured with the immediate past president, **James E. Phelps** (left), sr. v.p., 1st Security Bank, Boise, and the newly-appointed full-time executive secretary, **Charles Leavitt** (right), Boise.

Idaho Bankers Elect Howard Fitzpatrick

THE IDAHO Bankers Association concluded its 65th annual convention last month at Sun Valley with more than 500 bankers and spouses present. Speakers presented a good review of current problems and events within the industry as well as situations pertinent to Idaho interests.

Howard B. Fitzpatrick, vice president of the Idaho Bank and Trust Company at Blackfoot, was elected president. He succeeds James E. Phelps, senior vice president, First Security Bank at Boise.

Elected vice president for the coming year was Erle E. Fulghum, senior vice president, Bank of Idaho, Boise. Victor H. Budell, vice president and manager, First Security Bank of Idaho, N.A., Nampa, was elected treasurer.

Association officials earlier in the year approved the employment of a full-time executive secretary and that office was established in Boise with the employment starting May 1 of Charles Leavitt as executive secretary. Mr. Leavitt handled convention details and was introduced to IBA members at the meeting.

Speakers included Al Carlsen, president of Idaho Power Company; Les Randall, chairman of the board of Hecla Mines; Ernest Hartung, president of the University of Idaho, and the Hon. Len Jordan, U. S. Senator.

Others in attendance included Tom

McEldowney, Idaho commissioner of finance, and H. Joe Selby, Regional Comptroller of the Currency. They reported bank growth up with 11 new offices in Idaho in 1971 and deposits at an all time high of \$1.5 billion.

In other convention activity, the Idaho Bankers Association endorsed J. Grant Bickmore, president of the Idaho Bank & Trust Company, Pocatello, for the office of treasurer of the American Bankers Association for the election to be held at the 1973 ABA convention. If elected, Mr. Bickmore

would be the first banker from Idaho to hold a national office.

Idaho Merger Agreement

Directors of Bank of Idaho, headquartered in Boise, and Cassia National Bank of Burley, Idaho, have agreed to a merger of the two banks subject to the approval of the Federal Reserve, the Idaho Commissioner of Finance and the shareholders of both institutions, it was announced by Joseph Bianco, Bank of Idaho board chairman and president, and Harlan B. Jensen, president of Cassia National Bank.

The Cassia National Bank operates two branches in Burley, a branch in Lava Hot Springs and has an approved charter for a new branch in Heyburn, Idaho. It has resources of \$18,660,000 and deposits of \$13,740,000. Bank of Idaho, Idaho's largest state chartered bank, has assets of \$227,000,000 and deposits of \$200,000,000. Bank of Idaho is affiliated with Western Bancorporation with aggregate assets over 13 billion.

Plan Robert Morris Workshop

Robert Morris Associates — the national association of bank loan and credit officers — will offer its fourth and last regional workshop on Credit Department Organization and Operation September 7-8, 1972, at the Rode-way Inn in Salt Lake City, Utah.

The RMA workshop will provide an in-depth treatment of the subject. It is aimed at its member banks having \$100 million in assets or less in nine Mountain and western chapters.

Nevada Bankers Elect Crouch



NEW OFFICERS of the Nevada Bankers Association elected at the annual convention in Las Vegas are from left: **C. O. Van Every**, Reno, executive manager; **Kenneth Sullivan**, executive vice president, Valley Bank of Nevada, Las Vegas, vice president, and **Jordan J. Crouch**, executive vice president and head of business development and marketing for First National Bank of Nevada, Reno, president. Not shown is **Leno Aiazzi**, administrative vice president, Pioneer Citizens Bank of Nevada, Reno, treasurer.

Utah Bankers Elect Don Carlson President

MEMBERS of the Utah Bankers Association met at Jackson Lake Lodge, Moran, Wyo., last month for their annual convention and elected Don A. Carlson as president for the coming year. Mr. Carlson is executive vice president of the Box Elder County Bank in Brigham City. He has been acting president of the association for several months, taking over the duties of President Kay L. Jacobs, who has

been ill for a number of months. Mr. Jacobs is president of the Bank of Pleasant Grove.

Succeeding Mr. Carlson as vice president of the UBA is Wendell E. Gile, senior vice president of Continental Bank and Trust Company, Salt Lake City. Fred G. Eberhard, secretary-manager of the Salt Lake Clearing House Association, continues as secretary-treasurer of the UBA.

Guest speakers for the business sessions included John R. Bunting, president and chief executive officer, The First Pennsylvania Banking and Trust Company, Philadelphia; Dr. Paul S. Ello, associate professor, Georgetown University, Washington, D.C.; Dr. W. Ballentine Henly, General Motors Corp. speaker, Glendale, Calif., and the Hon. Caspar W. Weinburger, district director, Office of Management and Budget, White House, Washington, D. C.



PERFECT WEATHER prevailed for the Utah Bankers Association golf tourney at Jackson Hole Golf and Tennis Club. Pictured left to right are: Above two photos—**Don A. Carlson**, pres. of the UBA and exec. v.p., Box Elder County Bank, Brigham City; **Russell B. Webb**, exec. v.p., Bear River State, Tremonton; **A. Larry Higgins, Jr.**, exec. v.p., Continental B&T, Salt Lake City; **M. Warner Murphy**, pres., Orem State, Orem; **Harold J. Steele**, pres., and **George L. Denton**, sr. v.p., First Security Bank of Utah, N.A., Salt Lake City; **Bob Smith**, Wells Fargo Bank, San Francisco, and **Henry Blodget**, Chase Manhattan Bank, New York. Below two photos—**Ken J. Sullivan**, pres., Continental B&T, Salt Lake City; **Robert H. Bischoff**, exec. v.p., Commercial Security Bank, Salt Lake City; **William Dalton**, a.v.p., Wells Fargo Bank, San Francisco; **Roy C. Nelson**, v.p., Commercial Security Bank, Salt Lake City; **John Cooper**, Tracy Mortgage Co., Salt Lake City; **Spence Taylor**, consultant to chmn., Tracy-Collins B&T, Salt Lake City; **Roger Burns**, natl. bank exam., and **David C. Piggott**, exec. v.p. & cash., Utah B&T, Bountiful.



WE WORKED OVER
16,314 HOURS LAST YEAR HELPING

BANKS WE SERVE !



It all adds up . . . personal contacts with our
 correspondent banks by phone and in the field
 . . . people working on computers providing information
 . . . special projects and problems
 . . . research, consultation and advising
 bankers . . . We keep busy for more than 250 banks in (275
 10 states . . . And that includes nights, weekends
 and holidays when necessary . . . That's how we get
 the job done.



Nebraska NEWS

R. E. EMMETT President **Arapahoe**
W. H. OSTERBERG Exec. Mgr. **Omaha**



Implement Regional Processing Center

NEARLY 200,000 CHECKS drawn on 174 eastern Nebraska banks are now being cleared each night, Monday through Friday, at the Omaha Branch of the Federal Reserve Bank of Kansas City, following implementation in mid-May of the Omaha regional check processing arrangement.

According to Robert D. Hamilton, vice president in charge of the Omaha Branch, it is anticipated that the check volume may rise to about 250,000 items each working night. The Federal Reserve facility already processes about 300,000 checks during a normal working day, Hamilton said.

The area included in the arrangement is a fan-shaped slice of eastern Nebraska within a radius of about 90 miles from Omaha, plus a corridor out to Grand Island. Wayne, Norfolk, Columbus, York, Beatrice, Falls City, and Lincoln are among cities within the area.

This new arrangement permits checks drawn on any of the 174 banks and deposited at the Omaha Branch by midnight to be cleared overnight. In addition to this faster presentation of checks, the arrangement provides earlier availability of funds or credit to the sender or collecting bank, permits faster return of dishonored checks, reduces costs or check frauds and check "kiting" losses to banks and the public, and reduces "float" — uncollected funds flowing in the banking system.

For a typical Monday, the arrangement works like this: couriers traveling specific routes begin picking up checks at the far edge of the area early in the evening, then funnel toward Omaha and Lincoln where they deliver checks to the larger downtown banks and to the Omaha Branch. The Omaha and Lincoln banks sort out checks drawn on the participating banks and deposit them at the Omaha Branch. Employees there work through the night, using computers to process the

checks, debiting or crediting the appropriate banks' account or the account at the bank's correspondent. Early Tuesday morning, couriers head back outstate, delivering checks to banks on their routes by 9 a.m.

The regional check processing center in Omaha was developed by the Federal Reserve and area bankers in response to the Federal Reserve Board of Governors' call for renewed efforts to streamline the nation's payments mechanism. Improved movement of checks in the Omaha area and elsewhere is vitally important because about 90 per cent of the money transfers in the United States (wage and

\$12 Million Issue



CLOSING the University of Nebraska \$12,000,000 field house bond project in Lincoln were, from left to right: **Dr. Howard Neville**, business administrator of the University of Nebraska; **Edward Schwartzkopf**, member of the Board of Regents; **Bill Beavers**, vice president, Chiles, Heider & Co., Inc., and **Charles F. Heider**, president of the Omaha-based investment firm. Mr. Heider's firm was the primary underwriter on the bond sale. The bonds are general obligations of the University of Nebraska Facilities Corporation secured by payments from the Board of Regents from a special allocation of a portion of the Nebraska cigarette tax.

salary payments, payments for goods and services, etc.) are made by check and the number of checks is mushrooming. In 1971, about 24 billion checks were written and some recent estimates indicate that this number will double within 10 years.

Regional centers such as in Omaha are designed to make more efficient use of the check payments methods which exist while research into a new payments mechanism continues. Many authorities feel that electronic money transfers will become more prevalent in the future, although the precise form of the future mechanism cannot be predicted.

Heads Hastings Bank

Norman G. Nackerud has been elected president of the First National Bank of Hastings, succeeding H. Jack Moors, who resigned to accept a position as executive vice president of the First National Bank of Lincoln.

Mr. Nackerud began his banking career in Tracy, Minnesota, in 1949. In 1954, he joined the Citizens State Bank of Walnut Grove, Minnesota. In 1955 he joined the Northwestern Bank of Lewiston, Montana, as assistant cashier and became president of that bank in 1963. While president of the Northwestern Bank of Lewiston, Mr. Nackerud also served on the Northwest Bancorporation advisory council.

In 1966 he became a bank relations officer with Northwest Bancorporation, and was responsible for southwest Minnesota and Montana. In 1967, Mr. Nackerud became responsible for the Banco banks in Iowa and Nebraska. Since 1970 he has been serving as vice president in charge of manpower resources for Northwest Bancorporation.

First of Columbus Names Two Officers

J. O. Peck, chairman of the board of the First National Bank of Columbus, has announced the election of two new officers at the bank.

James N. Bator has been elected vice president and comptroller. A native of Columbus, he was formerly senior examiner with the FDIC, assigned to the Lincoln field office.

Lawrence A. Nielsen was elected assistant vice president in the loan department. He has been associated with a finance company for the past five years, and has managed offices in Columbus, Lincoln and Des Moines.

Omaha News

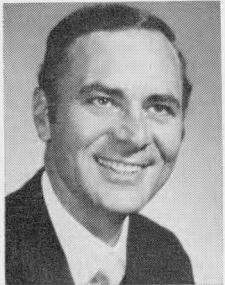


JOHN R. LAURITZEN has been elected chairman of the board of First National of Nebraska, Inc., and its subsidiary, the First National Bank of Omaha. Mr. Lauritzen, who will continue as chairman of the executive committee, succeeds the late **John Davis**.



J. R. LAURITZEN

F. Phillips Giltner, president of



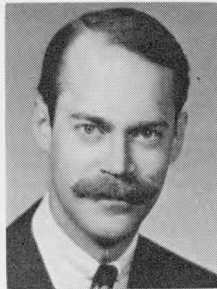
F. P. GILTNER



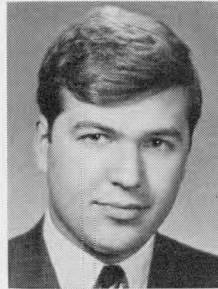
A. J. CANADAY

the bank, has been elected president of the holding company to succeed Mr. Lauritzen.

A. J. Canaday was elected executive vice president of the First National Bank. He will continue to head the bank operations division.



T. L. DAVIS



B. R. LAURITZEN

In addition, **Bruce Lauritzen** and **Thomas L. Davis** were elected vice presidents of the bank and named to the executive committee.

* * *

Officials of the new Community Bank of Nebraska, Omaha's first minority operated bank, are hoping to have the bank in operation some time this summer.

It was announced that **Glenn M. Manning**, a Brooklyn, N.Y., banker, has been elected president of the bank.

A drive to sell \$375,000 worth of stock is currently underway. When the necessary capital is raised, the bank will open in a temporary building at its proposed 52nd and Ames location, hopefully in September.

Plans call for a 7,000 square foot, two-story building to be built by September, 1973.

David R. Anderson has been promoted to assistant vice president of the United States National Bank. He is currently assistant manager of the installment loan department. Prior to joining the bank in 1966 he had served as collection manager and branch manager for loan companies in Omaha and Iowa City, Iowa.



D. R. ANDERSON

* * *

The Omaha chapter of the American Institute of Banking elected officers at their recent meeting. **Harlan Falk**, vice president, Douglas County Bank, was elected president of the group for 1972-73.

Elected to serve with Mr. Falk were: vice president — **Ron Hiatt**, assistant cashier, North Side Bank; treasurer — **Ron Bielenberg**, assistant cashier, Southwest Bank; secretary — **Jim Krannawitter**, First National Bank of Council Bluffs.

It was also announced that **Al Schmid** of the Bank of Papillion was named educational chairman for District 10 of the AIB by the national committee.

* * *

Howard Nelson, vice president in charge of the U. S. National's mortgage loan department, was recipient of the "Distinguished Salesman Award" given by the Omaha Sales and Marketing Executives Club. Mr. Nelson, a realtor, was honored along with 17 other salesmen at the group's annual presentation banquet at the Omaha Elks Club. The awards were presented by Nebraska Governor **J. J. Exon**.

* * *

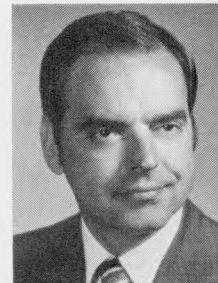
Donald J. Murphy, president, Northwestern National Bank and the board of directors announced the election of **Ben Butler**, president, Hunt Transportation, Inc., and **Herman E. Myers, Jr.**,

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B. BUTLER



H. E. MYERS, JR.

1972 Nebraska Group Meetings

Group	Date	Place	Site
6	Sept. 19	Scottsbluff	Elks Club
4	Sept. 20	McCook	Elks Club
5	Sept. 21	Kearney	Holiday Inn
3	Sept. 26	Norfolk	Elks Club
2	Sept. 27	Fremont	Valley View Country Club
1	Sept. 28	Lincoln	Radisson-Cornhusker Hotel



OMAHA NATIONAL BANK hosted the Omaha Industrial Foundation's "Twenty Years of Progress" displayed in the bank's main lobby last month. ONB was one of the Foundation's pioneer supporters and has actively participated in Omaha's program of industrial growth.

president, Continental General Insurance Company to serve as members of the board.

Mr. Butler, born and raised at Waterloo, Nebraska, attended the University of Nebraska at Omaha and graduated in 1952. He held various positions in radio and television broadcasting from 1952 to 1957, at which time he joined Hunt Transportation, Inc. and was appointed President of the company in 1968.

Mr. Myers, a native of Omaha, Nebraska, attended public and high schools and is a graduate of Creighton University with a Bachelor of Science Degree in Business Management.

John R. Lauritzen, newly elected chairman of the First National Bank, has been elected to the board of regents of Creighton University, Omaha. Mr. Lauritzen will succeed the late **John Davis** the former chairman of First National Bank, on the school's board.

Platte Valley Expands

Platte Valley Bank, North Bend, has started construction of an addition to its present building built in 1961, according to Stan Vala, assistant vice president and cashier.

A new drive-in window will be installed in the west 20 foot addition and an enclosed walk-in window will be

added on the south side of the bank. There will be additional storage and working area for the bookkeeping department and office space. The bank was chartered in 1891.

Propose Equal Bank Taxation

State taxation of insured State and national commercial banks would be continued and placed on an equal basis by a bill proposed by the American Bankers Association (ABA).

Present federal controls on State taxation of national banks will terminate on January 1, 1973, raising the possibility of discriminatory or harmful State taxation. The bill was introduced by Sen. Wallace R. Bennett (R-Utah) upon request.

Bennett said it would provide "completely equal treatment for State chartered and national banks, considering them equally important parts of the dual banking system."

The bill would give an express grant of authority to States to tax national banks. It would authorize States where banks are chartered to continue existing taxes, and would require that new taxes apply to business corporations generally throughout the state. It permits taxation of intangible personal property owned by insured banks. The bill contains a prohibition against taxes that discriminate against any class of insured bank as compared with any other class of bank, business corporations, and other financial institutions.



United States Check Book Company

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A COMPLETE BANK SUPPLIER

Nebraska Banker Ups Profit 900% in Five Years

PRIOR to purchasing the Grafton State Bank, Grafton, Nebraska, in the fall of 1966, I had been an examiner for the Federal Deposit Insurance Corporation in the Grafton area for three years.

My experience as an examiner plus a degree in business, which I received from the University of Nebraska, proved to be valuable assets to accomplish the job ahead.

While examining, I was hoping to have a chance to buy a small bank. The reason that I wanted a very small bank was that first of all, that was all I could afford. Secondly, it is usually much easier to improve the operation on a percentage basis in a smaller bank. I got the opportunity by pure luck.

Roger Sack, then the owner of the Grafton State Bank, approached me to go to work at the bank. He had trouble keeping a qualified man in Grafton due to the fact that there was simply not enough profit to pay a qualified man and to have something remaining for the outside owner. The Sack family owned several banks and could not afford to spend their time in a bank as small as the one in Grafton.

Visiting with Mr. Sack, I told him that I would not go to work for him — but that I would be interested in buying the Grafton State Bank. Faced with a lack of profits and lack of time, he decided to sell. After we agreed on a price, he questioned me at length on my intentions to work for the good of the bank and for the community.

In August, 1966, I took over at Grafton, and the bank had \$754,000 in deposits; \$86,000 in capital funds, and \$493,000 in loans. My work was cut out. I was the fourth managing officer in a period of 18 months and was

only 24 years old. I am sure the community thought — oh boy! Here we go again . . . a kid to run the bank for a few months and then leave. The news that I had bought the bank was released — but many people felt that I must be a front man for other financial interests.



WORKING for the good of the bank and the community, **Stephen H. Rasmussen**, left, pres., Grafton State Bank, has developed the confidence of area residents.

To squelch these thoughts, my wife and I built a new home and spent \$7,000 remodeling the bank. In the first year, I ran for and was elected to the town board, the school board, and the township board. By this time, people knew they were “stuck with me” — but that the bank was definitely under local ownership.

I was fortunate that area residents gave a 24-year old a chance to be their banker. I believe that they thought I could do the job when I was forced to collect a few sour loans. The word of my aggressive collections passed by rumor, and I am sure some people thought that I was a tyrant. Most, however, agreed that from time to time a banker has no choice in doing some distasteful things. In fact, I felt that they respected me for doing them — and thus, I think I broke the age barrier.

Having broken the age barrier and convinced the community that I was in Grafton to stay, the growth of the bank started. I was lucky enough to not lose one good customer and slowly began to get new customers. There were no large advertising or promotional expenditures and I really did very little direct selling. A good friend told me that because of my age I should be a very indirect salesman — and basically, let the people look me over first. It seemed to work! Many ac-

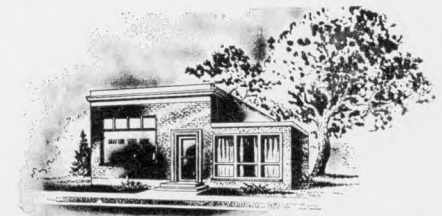
counts that had left the bank years ago because of either super conservative management and/or non-local ownership started returning.

Coached Basketball

Beside showing an interest in the community by serving on the town, school, and township boards, I coached the grade school basketball team, was assistant fire chief and entered into various other activities. I bought several lots in town and cleaned them up. We now have several new homes in town. I also bought a motor grader and did work for my customers as time permitted.

My wife has made a major contribution by working at the bank part-time, by allowing me to work long hours, and by teaching Sunday School and being active in other civic activities.

I owe much of my success to Dean Sack, president of the York State Bank, which is located in a community of 8,000 people just 20 miles from Grafton. He financed most of the purchase, sold our bank loans when it needed them, carried my overlines, and his staff was as close as the phone for any help I needed. It illustrates how units banks can help each other.



Home of the Grafton State Bank.

Grafton State Bank had \$1,700,000 deposits; \$153,000 capital funds, and \$954,000 in loans at the close of 1971. The number of accounts have nearly doubled since 1966. Net profit in the same period has increased 900%.

Grafton is a town of 130 and the area is sparsely settled. Everyone is connected with agriculture. It is a religious (three churches), harmonious community that has proved it wants a bank to be part of its community. I am optimistic about the bank and the community — and hope that we will continue to be working partners. END.

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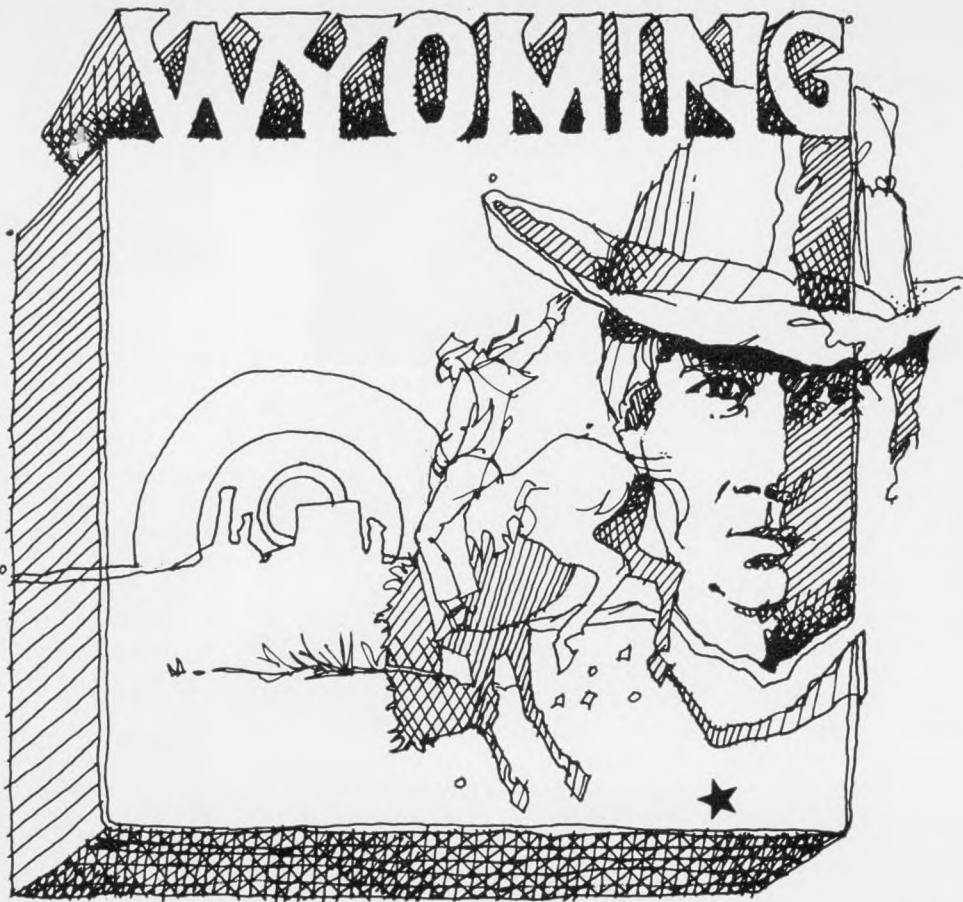
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Cross the Bighorns, cross the Tetons. Cross the Yellowstone and the Snake and the Green. Cross the entire state of Wyoming and you'll still be there.

That's because First National Territory covers a mighty big piece of land in this country. Covers every corner of Wyoming, in fact.

So no matter where you're located in the Equality State, you can depend on First National's correspondent bank team for specialized financial services.



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of omaha
your territorial bank

Lincoln News



LINCOLN BANK EAST recently opened for business in a temporary facility at 68th and O Streets, according to President **Don Larson**. The temporary home is in a large specially equipped mobile home.

Mr. Larson said that the bank is "currently studying plans for a permanent structure to be built soon at 68th and O."

He also announced the appointment of **Richard Prai** as cashier. Mr. Prai was formerly assistant cashier at the National Bank of Commerce in Lincoln, and has been in the banking business for 26 years.

* * *

A weeklong open house was held recently at the Havelock Bank. Customers viewed the newly remodeled teller, loan and bookkeeping departments.

* * *

Glenn Yaussi, president of NBC Co., the one bank holding company for National Bank of Commerce Trust & Savings, announced a second quar-

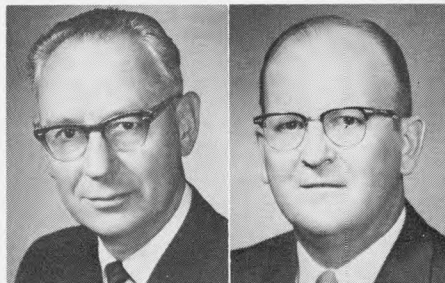
ter dividend payment of 11 cents per share to stockholders.

* * *

First Mid America Inc., a member firm of the New York Stock Exchange, Inc., has reported a record year for fiscal, 1971.

Dale C. Tinstman, president of the Nebraska-based investment firm, said the company had a record-breaking year in nearly every aspect including income. He said that 52 municipal offerings and 337 corporate offerings totalled some \$60-million during 1971.

Mr. Tinstman also announced the



L. F. DENDINGER

L. B. LUNDE



C. J. BURMEISTER

R. A. WESTCOTT

election of three new directors and several promotions.

New board members are **John L. Bunce**, a vice president in the Omaha office who lives in Atlantic, Iowa; **Lawrence F. (Bud) Dendinger**, senior vice president, from Lincoln, and **Laurence B. Lunde**, vice president, Iowa operations, who lives in Sioux City, Iowa.

Charles J. Burmeister and **Richard A. Westcott** were elected as executive vice presidents.



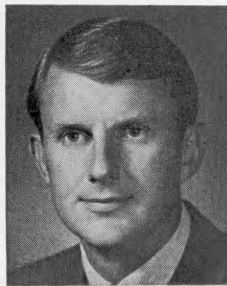
J. A. DRULINER

B. L. ROBINSON

Jerome A. Druliner of Lincoln and **Burton L. Robinson** of Omaha were elected senior vice presidents. **Harold R. Clements** was elected resident vice president of the Des Moines office.

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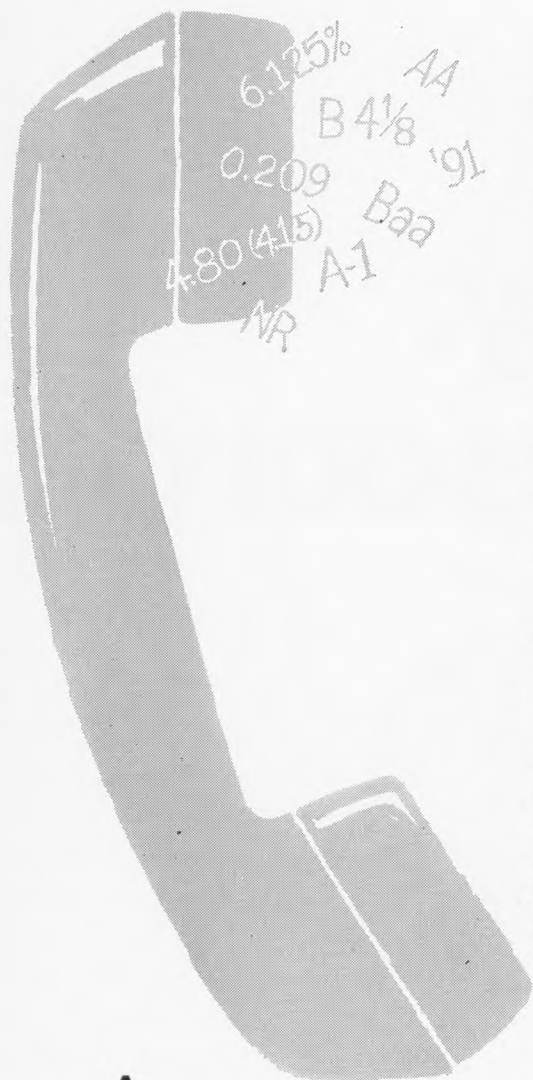
LINCOLN BENEFIT LIFE BUILDING • LINCOLN, NEBRASKA 68508

A member of The Greater Nebraska Corporation

Plan 1972 Intermediate School of Banking

The 1972 Intermediate School of Banking will be held at the Nebraska Center for Continuing Education, University of Nebraska, Lincoln, October 29 to November 3. The school is sponsored by the Nebraska, Kansas, and Missouri Banking Associations.

The purpose of the school is to provide member banks with a continuing education program for the benefit of their employees. The program is specifically built to train the bank employee who is in the management level, both officers and non-officers, in the overall concepts and practical aspects of bank management. The one-week session is \$200, and this covers all expenses for room, board, instruction and class room materials.



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When you phone a First National Money Market Specialist for quotes on Government or Municipal Bonds or Federal Agency Securities, you get up-to-the-minute information. The kind you need when making investment decisions.

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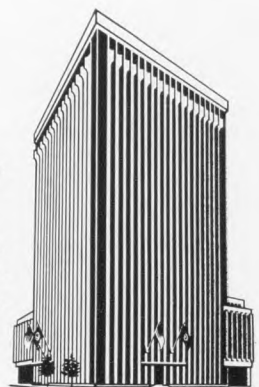
By the same token, competitive bids or offers are pinned down immediately, via direct communication.

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Margins of difference in service that benefit you and your customers — that's what we strive to provide.

A margin of difference

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Northwestern Banker, July, 1972

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A natural resource.

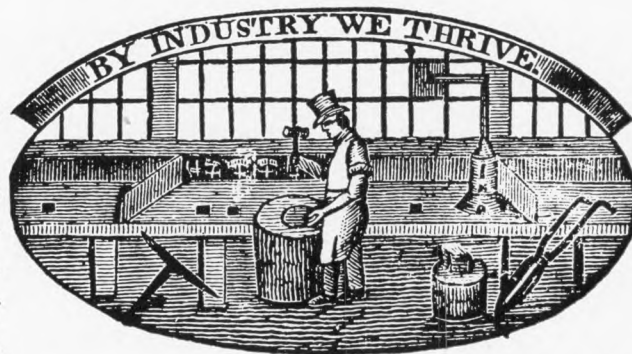
Money makes things happen.

Money for business expansion. For new industry. Money for inventory expansion. Or for growing agricultural needs. Without money, a precious natural resource, things just never happen.

In order for you to meet the needs of the communities you serve, it's important to put your finger on these vital financial resources. Quickly. And with sound advice on how to get things done.

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be when it comes to making S.B.A. loans, or when issuing Industrial Revenue Bonds. We've been serving correspondent banking needs for over 55

years. Our correspondent banking specialists know how to use overlines and loan participations to make things happen.

So next time you need to expand your resources, just give us a call. One of our correspondent banking specialists will be glad to put the full resources of Des Moines' largest independently owned bank to work for you.

DES MOINES'
RESOURCEFUL
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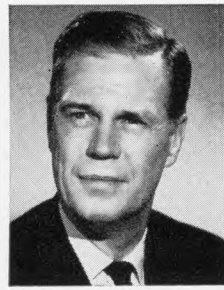
BANKERS TRUST

Correspondent Banking Department
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Iowa NEWS

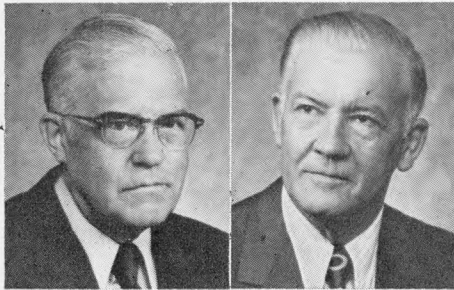
T. H. HUSTON Pres., Columbus Junction

A. E. LINDQUIST, JR. Ex. V.P. Des Moines



Cumberland Bank Sold

Ben E. Reed, president of the Cumberland Savings Bank, has sold his controlling interest in the bank to Carl G. Riggs and William Burrell. Mr. Riggs is president of the Tingley State Savings Bank, Tingley, and Mr. Burrell has an interest in the First National Bank of Prairie City.



B. E. REED

L. L. MARCHANT

Lester L. Marchant has been named to succeed Mr. Reed as president of the bank.

Mr. Reed will continue to serve the bank as honorary chairman and will remain active in the bank's insurance agency. He has been president of the bank since 1956. His father, John W. Reed, was one of the organizers of the bank in 1905.

Newton Bank to Establish Facility

The Newton National Bank, Newton, has filed an application with the comptroller of the currency to establish a facility at 1819 First Avenue East in Newton.

Executive Changes Made

V. M. Upham, formerly president, was elected chairman of the board of the First State Bank of Fredericksburg at the annual stockholders meeting last month.

Mr. Upham has been succeeded as president by Merrill Shaw of New Hampton, who purchased controlling interest in the bank in January.

In other action, Mickey Lewis, vice president, was named executive vice president, W. F. Borcharding was named vice president and consultant,

and Willis Hansen was appointed vice president.

New Branch for Bank

The Comptroller of the Currency's office has announced that an application was accepted for filing on behalf of the First National Bank of Mason City requesting to establish a branch at 1315 4th Street S.W. in Mason City.

Fort Dodge Bank to Install TV Banking

R. L. Smith, president of The State Bank of Fort Dodge, today announced that within the very near future, the bank will install a completely new TV Auto Teller III system, and will be among the first in the nation to offer this greatly improved banking service.

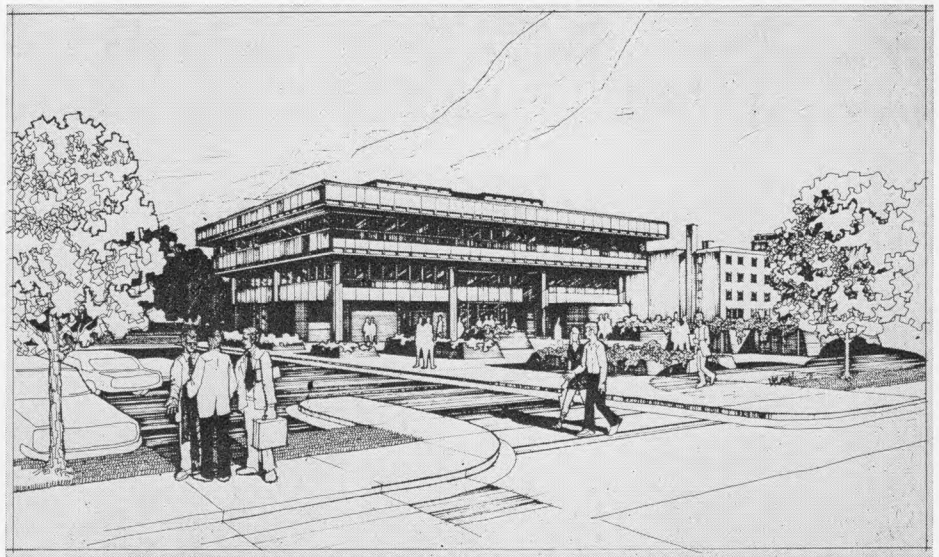
The new Television drive-in system has been developed by Diebold, Inc., the nation's leading manufacturer of bank equipment.

Mr. Smith commented, "As part of our continuing program to bring our customers the most advanced and most convenient bank services, this new TV Auto Teller system should provide an extra measure of banking speed and service for our drive-in banking customers. We're proud that the State Bank of Fort Dodge is one of the very first banks in the nation to offer this new and advanced drive-in banking system."

Restoration Includes Emerson State Bank

A business district restoration project in Emerson is being sponsored by the Chamber of Commerce there, and plans include a face-lifting of store fronts over a half-block area.

Included in the restoration project is the Emerson State Bank, which paid for drawings of the artist's conception. The artist is Allen Nelson of Red Oak, who is currently displaying his drawings at the bank.



ARCHITECTS DRAWING of new bank planned for Waterloo Savings Bank.

Plan New Waterloo Bank Building

Dale K. DeKoster, president of The Waterloo Savings Bank, has announced that contracts totaling \$1,400,000 have been let to build a new bank office building. The brick and precast concrete structure, to be located on the corner of West Park Avenue and Cedar Street, will contain 46,000 square feet on three floors. The Waterloo Savings Bank will occupy the

first and second floors with the third floor to be available for rental.

Thorson-Brom-Brosnar-Snyder of Waterloo are the architects. Contracts were awarded to John G. Miller Construction Co., Young Plumbing & Heating Co., and Hub Electric Co.

Work is to start on the project immediately with occupancy of the building scheduled for November, 1973.



MULTI-MILLION DOLLAR financial center planned for Des Moines is displayed by top executives pictured from left: **Richard L. Bryan**, pres., Des Moines Savings and Loan Assn.; **John R. Fitzgibbon**, pres., Iowa-Des Moines National Bank, and **David H. Murdock**, owner and developer from Los Angeles.

Plan 25-Story Bank Building

JOHAN R. FITZGIBBON, president of the Iowa-Des Moines National Bank, has announced the construction of a multi-million dollar Financial Center in downtown Des Moines.

Located at Seventh and Walnut, this half block complex will be 25 stories, over a two-level underground parking garage providing space for 260 cars.

David H. Murdock of Los Angeles, California, the owner-developer, stated that the building will be fire proof steel structural frame with exterior walls of dark bronze Spandrelite panels. Windows will be bronze thermopane with bronze aluminum framing and will be set between formed vertical metal fins. The sidewalk will be decorative terrazzo with an embedded ice melting system.

Mr. Murdock anticipates completion of the new Financial Center Building by late 1973.

The west two-story wing and the first seven floors of the tower will be the new location of the Iowa-Des Moines National Bank. The two-story east wing will be occupied by Des Moines Savings & Loan Association.

Mr. Fitzgibbon stated that the new Financial Center complex will not only

satisfy the bank's present space requirements and assure future expansion needs, but will make a significant contribution to the Des Moines business community, as well as the State of Iowa.

Head Cedar County Group

J. Robert Bunn, president of the Clarence Savings Bank, was elected president of the Cedar County Bankers Association at their annual meeting at the 3/30 club at Lowden.

Lorin L. Fox, cashier of the Liberty Trust and Savings bank, was elected vice-president and Ray Anderson, cashier of the West Branch State bank, was elected secretary-treasurer.

Holst Heads Scott Bankers

Eugene Holst, executive vice president of the LeClaire State Bank, has been elected president of the Scott County Bankers Association.

Donate for Swimming Pool

A check for \$500 was presented recently to the Quad-Co Swimming Pool Fund by the Citizens State Bank of Humeston. The presentation was made by executive vice president Roger

Payne, along with an announcement that another \$250 donation will be made January 1, 1973.

Announce Officer Changes

Officials of the Polk City Savings Bank have announced that Robert Miller has been named cashier and Gregg Mohr was named assistant cashier. Mr. Miller, formerly in the commercial advertising business, had joined the bank last November. Mr. Mohr was previously with a bank in Swea City.

W. C. Miller, president, announced that final plans are being made by the bank for the bank's new office in Polk City, scheduled for completion in March, 1973.

It was also announced that William Siglin, Jr., has not returned to the bank following a snowmobiling accident in February. Mr. Siglin is a vice president and director of the bank.

New President at Somers

Charles Peterson has been elected president of the Somers Savings Bank, Somers. Mr. Peterson was formerly cashier of the bank.

In other action, Tom Little was promoted to cashier, Chester Sorenson was named vice president, and Ruth Strutzenberg was appointed assistant cashier.

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Since 1872

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The only bank at both ends of the loop!
Walnut at Fourth — Seventeenth from Grand to Locust

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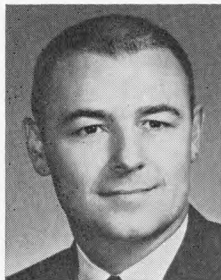
Sumner Bankers Observe 100 Years



CENTENNIAL PROGRAM in Sumner, Iowa, held from June 30 through July 4 included four active participants from the First National Bank of Sumner. Pictured from left are: **Dale J. Lehmkuhl**, v.p. and cash. and general chmn. of centennial; **Reid C. Giese**, pres., and principal participants in "Summertime" Pageant; **Eugene Knoploh**, a.c. and farm rep., and treas. of centennial, and **Glenn Wiebke**, a.c. and treas. centennial exec. comm.

Purchases Fairfax Bank

David C. Neuhaus has purchased controlling interest in the Fairfax State Savings Bank from C. J. Lynch, Ella Johnson Miller, and Alice G. Donnelly, all of Cedar Rapids. The three had been principal stockholders in the bank since its organization in 1924, but had never been active in bank management.



D. NEUHAUS

Two new directors were elected. They are Benton Jones, owner of Fairfax Grain Co., and Edmund Z. Bontty, a prominent area farmer.

In addition, Gordon K. Sorg was promoted from assistant cashier to cashier.

Mr. Neuhaus has been executive vice president and cashier of the bank for a number of years.

Spencer Bank Building New Drive-In Facility

Construction is underway on a new drive-in facility for the Farmers Trust & Savings Bank of Spencer. The new office, located at 825 South Grand Ave., is expected to open on August 15.

First of Evansdale Celebrates Ten Years

Donald E. Noller, president of the First National Bank of Evansdale, an-

nounced the recent open house in celebration of the bank's tenth anniversary. Door prizes, including Rath hams, were given away on the occasion.

The bank showed over \$2.8 million in deposits on March 31, more than a 500 per cent increase since the first year of operation. Total assets are growing at over \$330,000 annually.

Washington Bank Makes Executive Changes

Logan T. Heilman has been elected president of the Washington State Bank, Washington, to succeed Frank L. Kos, who is retiring. Mr. Heilman was previously a vice president in the bank. It was announced that Mr. Kos will remain active as chairman of the executive committee.

Milo M. Orris was promoted from assistant vice president to vice president.

Riverton Banker Honored

A reception was held recently at the Nishna Valley State Bank in Riverton honoring W. P. Cowden, bank president. Mr. Cowden was celebrating his 70th birthday and 47 years at the bank. The bank was founded by his father, F. E. Cowden, in 1882.

Fed Approves Acquisition By Hawkeye of Six Banks

The Federal Reserve Board of Governors has approved the petition by the Hawkeye Bancorporation to acquire six banks. This brings to twelve the number of member banks.

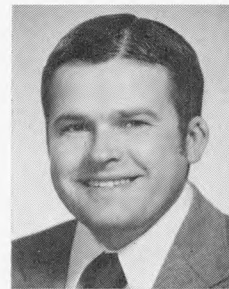
The banks approved for acquisition are: Jasper County Savings Bank, Newton; State Bank & Trust, Council Bluffs; Clay County National Bank, Spencer; First Federal State Bank, Des Moines; Camanche State Bank, Camanche, and the Citizens National Bank, Boone.

An application to acquire Kellogg Savings Bank, Kellogg, was denied because of its nearness to Newton and the threat of elimination of competition were the application granted.

Hawkeye Banco is proposing a public sale of 530,000 additional shares of common stock to pay for the acquisitions. The holding company's six current members have total assets of over \$131 million as of June 1. Total assets for the six banks to be acquired total over \$157 million.

Vice President Named At Sioux City Bank

Stanley W. Evans, president of Northwestern National Bank, Sioux City, has announced the appointment of Michael J. Moeller as vice president.



M. J. MOELLER

Mr. Moeller was formerly vice president of The First National Bank of Mason City. He is a graduate of the Wisconsin School of Banking and holds a Pre-Standard certificate in the American Institute of Banking.

Promote Three at Jefferson State Bank

Three promotions were announced following a board of directors meeting of the Jefferson State Bank, Jefferson.

Harlan D. Sterk was named senior vice president. Mr. Sterk joined the bank in 1965 and has been serving as vice president and trust officer. He is assistant managing officer of the bank.

Roger R. Rinderknecht has been elected vice president. He joined the bank staff as a trainee in 1968 and has been primarily concerned with farm management and agricultural credit. He was formerly an assistant vice president.

Larry A. Bergemann, previously an assistant cashier, was elected assistant vice president. He joined the bank in 1970 as experienced trainee for junior officer.

At Your Leisure.

The easiest way to spoil a vacation is to be pre-occupied with business you left behind.

This year, *enjoy* your vacation.

We can provide you crucial correspondent banking aid in areas such as proof of deposit, transit work and collection of checks.

Not to mention computer work.

Mountains, sea or just shady back yard — wherever you plan to go, go this year . . . at your leisure.

We'll be taking care of everything else.



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Waterloo, Iowa

National Bank of Waterloo

Northwestern Banker, July, 1972



Des Moines News

JOHN R. Burroughs has been elected vice president and trust officer and **Ruth B. Klotz** has been promoted from trust officer to assistant vice president and trust officer of Bankers Trust Company, according to **Robert J. Sterling**, president.



J. R. BURROUGHS

R. B. KLOTZ

Mr. Burrows, a native of Belle Plaine, Iowa, came to Bankers Trust from the Council Bluffs Savings Bank, where he had been since 1959 and headed their Trust Department since 1968. He received his BA Degree in 1954 and his Juris Doctorate Degree in 1959 from University of Iowa.

Mrs. Klotz joined the trust department in August 1966. Prior to her association with Bankers Trust, she was a special counsel with Iowa Department of Revenue and later associated with a local law firm for seven and one half years. She received her B. S. Degree in 1954 and Juris Doctorate Degree in 1955 from Drake University.

Mr. Sterling also announced the reassignment of two staff members.

Carl E. Thorpe, assistant cashier, has been named to the new business department. Mr. Thorpe was formerly manager of the Merle Hay office of the bank. His new responsibilities will include Master Charge credit card supervision.

Succeeding Mr. Thorpe as manager of the Merle Hay office is **Roger E. Johnson**. Mr. Johnson, who joined the

bank in 1970, has served as supervisor in the downtown drive-in office for the past several months.

* * *

The board of Central National Bank and Trust Co. elected **Donald J. Newkirk** to the office of investment marketing officer, **B. C. Grangaard**, chairman, announced.

Mr. Newkirk, a graduate of the Leon, Ia., high school, Drake University and the Institute of Investment Banking, Wharton School of Finance and Commerce, University of Pennsylvania, joined the bank in 1967.

Prior to that he had been with I.T.T. Kellogg and Stromberg Carlson after duty with the U.S. Air Force as a meteorologist.

The board of directors of Central National Bank and Trust Co., Des Moines—which is 98.7 per cent owned



D. J. NEWKIRK

by Central National Bancshares, Inc.—declared a special dividend of \$6.50 a share, last month.

This was announced by **B. C. Grangaard**, chairman and chief executive officer of Central National Bank and president of Bancshares.

The total dividend on the bank's more than 606,000 outstanding shares will be about \$3.94 million, with Bancshares receiving about \$3.89 million.

Mr. Grangaard said the bank's substantial accumulation of earnings in past years provided the funds from which the dividend could be paid. The holding company will use the proceeds from the dividend for "general corporate purposes," he said.

The holding company, which had total assets last Dec. 31 of \$20,762,457, and had current assets of \$1,947,854, will now have more than \$5 million of cash, or equivalent that would be available for use in acquisitions or for other purposes, he said.

Mr. Grangaard also announced that the board of Central National Bancshares, the holding company, approved the formation of a new wholly-owned subsidiary to provide intermediate credit to agricultural interests in Iowa.

The new corporation, Central Intermediate Credit Corp., will be capitalized at \$500,000, according to Grangaard, and is expected to use the facilities of the Federal Intermediate Credit Bank of Omaha, and other sources to provide a pool of credit.

The funds thus pooled would be available for financing agricultural needs in cooperation with the correspondent banks of Central National Bank and Trust Co., according to Mr. Grangaard.

He said officers of the bank and

Observe Dairy Month In Des Moines

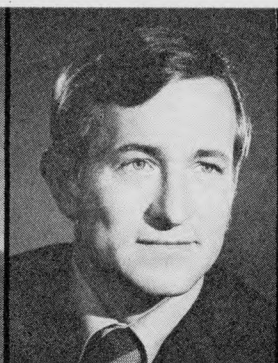


RECOGNITION that "June is Dairy Month" by the Capital City State Bank, Des Moines, including serving milk and cookies to young customers. Shown treating the kids in this picture are **Homer Jensen**, left, vice president, and **Warren Ferguson**, president.

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need a little help
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on our toll free
wats
number
800-362-1615**



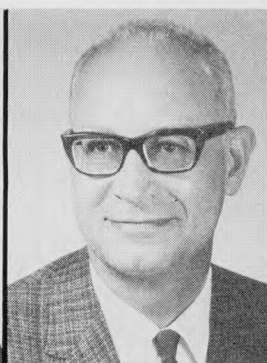
Eddie A.
Wolf



William B.
Greaves



Stephan L.
Jones



Russell G.
Plager



Jerry R.
Thornton

**Correspondent Bank
Department**

“C”

Central National Bank & Trust Company

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holding company believe Central Intermediate Credit will fill a credit gap in the agricultural industry by providing loans of an intermediate term — three to seven years — involving live-stock operations, machinery and improvement needs of Iowa farmers.

* * *

Following a meeting of the board of directors, **Edward Burchette**, chairman, announced the election of **Robert A. Kruse** as an assistant trust officer of Valley Bank & Trust Company.

Mr. Kruse, who joined the bank's trust department a year ago, is a graduate of the University of Iowa Law School, and is member of the Polk County, Iowa, and American Bar Associations.

* * *

William C. Talen, executive vice president of Bankers Trust Company, was elected president of the Des Moines Symphony Association at its recent annual meeting. Mr. Talen had

served as a director for the past year since moving from Wisconsin where he was president of the Green Bay Symphony Association.

Heads Trust Group

Joe D. Young, senior vice-president and senior trust officer of the Central National Bank and Trust Company, Des Moines, was elected president at the recent annual meeting in Burlington of the Iowa Trust Association.

John R. Burrows, vice-president and trust officer of Bankers Trust Company, Des Moines, was elected vice-president; Jack R. Schreiber, assistant vice-president and trust officer of Central National Bank and Trust Company, secretary-treasurer; and Dee Frost, senior vice-president, Iowa-Des Moines National Bank, Des Moines, chairman of the executive committee.

Perry State Bank Names New President

The board of directors of the Perry State Bank has announced the election of John M. Shanda as president of the bank. He succeeds M. D. Olson, who will become president of a new investment company in Des Moines.



J. M. SHANDA

Mr. Shanda, who has been a director of the Perry State Bank since 1968, has resigned his position as executive vice president and trust officer of the Home State Bank of Jefferson. He had been with that bank since 1952, first as an agricultural representative and more recently in bank operations and loan management. He is a graduate of Iowa State University.

Move Planned by Randall State Bank

Construction has begun on remodeling the old Pioneer Building in Story City which will house the new Randall Story State Bank.

The Randall Story State Bank is currently known as the Randall State Bank and is located in Randall. Approval was recently received to transfer the charter to Story City, change the bank's name and retain an office in Randall.

General contractor for the project

Feature Area Art



ART COLLECTION at the Iowa State Bank & Trust Company in Fairfield has won the acclaim of area residents. The collection of over 26 oils, water colors, and lithos features the work from artists in the Fairfield area, as well as from around the State of Iowa. Mrs. **Charles Eastburn** and Mrs. **Terry Lowenberg**, wives of bank officers, have assisted in selecting the works of art. Shown above is President **Charles Eastburn** with a litho of a Maynard Reece painting that won honors in the National Duck Stamp competition.

is Bartel's Construction Co. of Frost, Minn.

Waldo Weiss Dies

Waldo Weiss, 69, longtime Fort Dodge banker, died recently at his home in Fort Dodge.

Mr. Weiss had retired last year as vice president and cashier of the First National Bank of Fort Dodge. He had been affiliated with the bank for 53 years prior to his retirement.

Name SBA Attorney

John C. Eichhorn of Newton, has been appointed district counsel for the Small Business Administration, Iowa District, according to C. I. Moyer, Region VII director. Region VII includes Iowa, Missouri, Kansas, and Nebraska.



J. EICHORN

In his new position, Mr. Eichhorn will serve as chief attorney and counsel in the Small Business Administration office, headquartered in the new Federal Building in Des Moines. The Iowa District includes the entire state of Iowa within its jurisdiction.

Prior to his appointment, Mr. Eichhorn was trust officer at the Jasper County Savings Bank, Newton, a position he held from 1969 until May, 1972.

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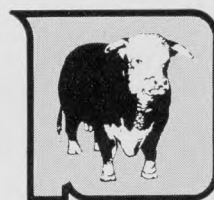
From this beginning, we have built a reputation as a specialist in agricultural finance and one of the Midwest's leaders in correspondent banking.

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The Drovers are still at the stockyards.

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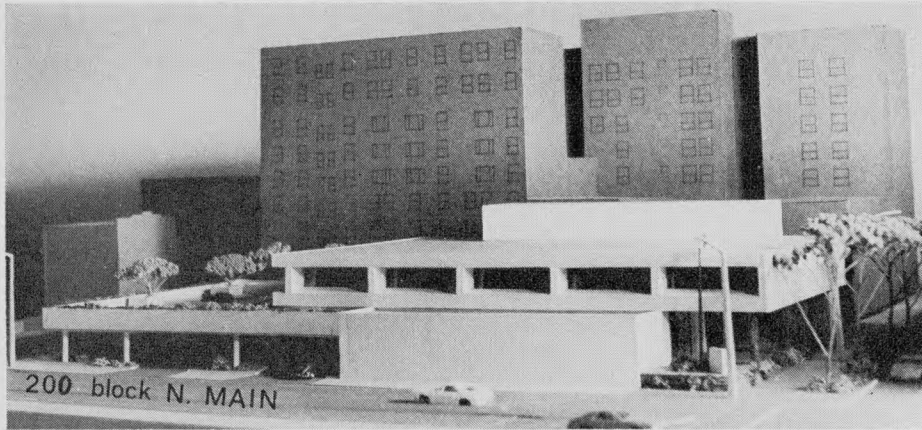


The Drovers National Bank of Chicago

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First of Burlington to Build



ARCHITECT'S DRAWING of new building planned by the First National Bank, Burlington.

DALE Kelley, president of the First National Bank, Burlington, has announced plans for a new bank building to be erected on a one-half block site immediately south and across the street from the present location.

The main banking quarters will be housed in a two-story structure of buff-colored textured concrete. Above the drive-in area will be a plaza with decorative lighting. A portion of the second story will be available for lease and provisions are being made for future expansion to a third floor.

Plans call for four teller bays for drive-in customers, a walk-up teller

window, night depository drops for walk-up or drive-in customers and ground level customer parking. Presently, it is intended that all banking functions will be conducted on the first floor level except safety deposit vault and bookkeeping which will be situated on the second floor with an employees' lounge on the lower level.

Construction is scheduled to start in the middle of September, and the new building will be ready for occupancy in the latter part of 1973.

Architects are C. Edward Ware Associates of Rockford, Illinois and Midland Architects of Burlington.

New Home of First of Perry



THE NEW HOME of the First National Bank of Perry, located at First and Lucinda Streets, is a 12,500 square foot brick and glass structure. All banking services are located on the main floor, where warm wood colors are accented with royal blue chairs. A mezzanine overlooks the two story lobby, and contains a community meeting room, a directors room and employee facilities. The building was designed by Charles Herbert & Assoc., Des Moines, and Bower Rasmussen, Perry, were general contractors. The bank is an affiliate of Brenton Banks, Inc., Des Moines.

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Eastern Iowa BAI Chapter Elects Officers

Donald R. Huber, vice president of the Citizens State Bank of Hopkington, Ryan office, has been elected president of the Eastern Iowa chapter of the Bank Administration Institute. The Group held its annual meeting recently in Marion.

Other officers elected were: William C. Mawe, Manchester, vice president; Dennis Hrabak, Cedar Rapids, treasurer, and Don Shields, Rowley, secretary.

Sponsor Beef Showcase

The Liberty Trust & Savings Bank of Durant recently co-sponsored the 1st Annual Tri-County Beef showcase with Kent Feeds, Inc., Muscatine, and S. J. Hoffmann & Sons, Inc., Muscatine.

More than 1400 people attended the event and were fed a barbeque beef meal. Entertainment included "Delicious Sam," the parachuting steer, and two skydivers. A meat-cutting demonstration was presented and the various



MEAT CUTTING demonstration was a highlight of recent 1st Annual Tri-County Beef Showcase held by beef producer organizations.

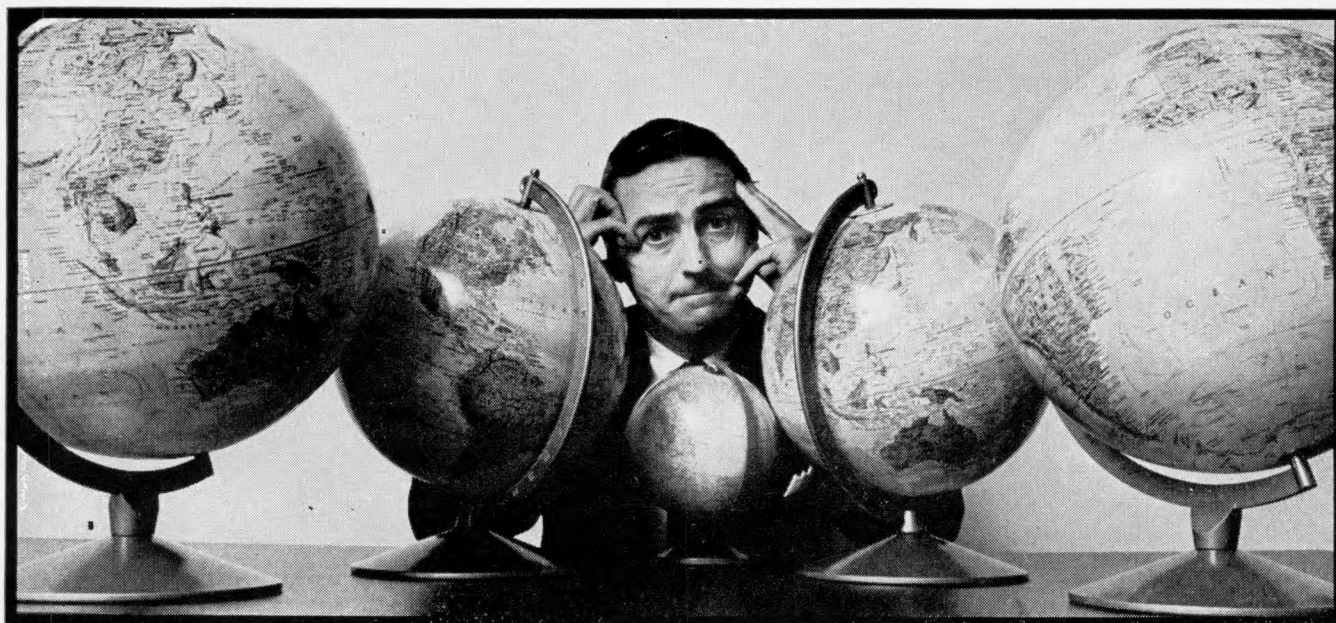
cuts from a hind quarter were given away at a drawing. The event was emceed by Oliver Hansen, president of the bank.

Runs for County Office

Michael J. Klug, a student loan officer and teller at the Security State Bank of Radcliffe, has filed nomination papers for Hardin County auditor on the Democratic ticket.

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