



### Local Scholar Honored

Mary Lou Snelling of 1898 Humphrey, Birmingham, was among Detroit Edison scholarship winners honored Dec. 27 at a luncheon in Detroit. She is shown receiving congratulations from Donald F. Kiger, executive vice president for Edison, Miss Snelling, a graduate of Seaholm High School, now is a first-year student at Michigan State University-Oakland. Detroit Edison sponsors 43 college study grants which are awarded annually on the basis of scholastic ability, character, citizenship and school activities.

## Behind The Store Fronts

With ANGUS McKELLAR

An extra-special Christmas package arrived Dec. 13 at the home of Jerry Mills (1111 Pharmacy) and Mrs. Mills. Jennifer Lynne is the name of the brand-new daughter. ... and speaking of Mills Pharmacy (W. Maple at Chesterfield), owner-funder Tom Mills hosted 42 guests (of whom 21 represented the employee staff) for a holiday dinner party at Devon Gables Sunday evening.

Long-time sportsman and veteran skier Fred Korte of Fred Korte Advertising Agency on Pierce St. found himself trapped recently in a freak situation while making a last ski patrol run at dusk on the slopes of Marcella ski resort. A patch of snow and a cramped trail area were the factors that combined to cause a nasty spill. Fred is now at Detroit's St. Joseph Hospital where his broken leg is healing satisfactorily.

### Report on Yearly Earnings Given By Detroit Bank

The Detroit Bank and Trust Co. last week reported net operating earnings of \$8,581,672 for the year ending Dec. 31, equal to \$4.45 a share.

This compares with \$9,748,964 for 1961 which, after giving effect to the 5 per cent stock dividend paid earlier in the year, equals \$5.05.

In detailing the bank's performance for 1962, Joseph M. Dodge, chairman, and Raymond T. Perry, president, noted that although earnings per share for 1962 were somewhat lower than in 1961, principally because of substantially increased interest payments to savings customers, overall financial results for the year were quite satisfactory.

"For example, deposits and loans were up for the year in nearly every category. Indicators both within and without the bank give us reason for optimism when considering the new year," they said. Commenting on the bank's building program, Perry said, "The bank continued its expansion program throughout the area. A new building for its motor bank in Birmingham was opened, and a new branch office was established in Royal Oak Township.

"Also work is proceeding well on the new 26-floor Detroit Bank and Trust Building in downtown Detroit."

### WE ARE ASKING A LOT

This job description is so demanding we question whether anyone can fill the bill. We're looking for a perceptive man who can sell both tangibles and intangibles, someone with the experience of sales success. We want a discerning person who is sensitive to architecture. A nationally known furniture manufacturer is looking for such a person, married, some college, for sales work in the Birmingham area. Personal interviews will be held January 29 and 30. Please send resume to Box 110, Birmingham Eccentric.

## Local Men Serve as GM Club Officers

Charles L. Foster of 1805 Pine St., Birmingham, regional manager of the Buick Motor Division, has been elected president of the Detroit General Motors Management Club for 1963.

He succeeds R. Gordon Spear, Fisher Body Division plant manager in Livonia.

Other officers elected for a one-year term are Harry L. Whitener of 4022 Cochran Drive, Chevrolet Motor Division plant manager in Warren, vice president; and George W. Gibson, Detroit zone office manager for Buick Motor Division, secretary.

The Detroit Club, with 227 members from GM facilities in Detroit, Pontiac, Willow Run, Livonia and Warren, is one of 34 GM Management Clubs in key U. S. cities.

The management group meets regularly for programs of interest to the automotive industry and to review community relations projects.

In assuming his new post, Foster also becomes chairman of the GM Field Relations Committee, an organization of local managers who coordinate club activities.

### Advertising Firm Names Swoyer to Administrative Job

Joseph D. Swoyer has been named administrative vice president of J. Walter Thompson Co., Detroit, executive vice president of the advertising agency and manager of the office.

A veteran of nine years with Thompson, Swoyer began as a field representative in 1954, based in Chicago and Los Angeles. Transferred to Detroit in 1958 as an account representative on Falcon, he next became field service supervisor and in 1961 was elected a vice president.

He resides at 934 N. Reading Road, Birmingham, with his wife and five children.

Hectic as the retailing business can be at times, the chances are pretty good that Jack Butler of Demery's never expected to see his name featured on a restaurant menu.

Wayway, customers at Harry Singer's newly opened Village Delicatessen on Hamilton Row can now order a Jack Butler sandwich which Singer whimsically named. Jack insists that contrary to rumors he definitely is not receiving a 10-cent surcharge each Jack Butler sandwich sold.

### Township Man Appointed VP By R. L. Polk

The appointment of Carl G. Thornburgh, 4283 Oak Grove, Bloomfield Township, as vice president and general manager of the Motor Statistical Division of R. L. Polk & Co. was announced this week.

H. H. Blohm, retiring general manager who has been with the Polk company since 1923, will remain as vice president and consultant.

Thornburgh, who joined Polk in 1946, has been assistant general manager of the Motor Statistical Division for the last 18 months.

Thornburgh's father, the late Carl G. Thornburgh, Sr., served as vice president and general manager of the motor statistical department when it was part of Polk's Direct Mail Division.

## NEWS OF BUSINESS

### Count Shows 81% Rise in County Firms

The business population of manufacturers, wholesalers and retailers in Oakland County has increased 81 per cent during the post World War II period, announces W. S. Garrison, district manager of the Detroit office of Dun & Bradstreet, Inc.

He states that figures obtained by a physical count of the January, 1963, edition of the Dun & Bradstreet Reference Book included 7,156 business names listed in Oakland County as compared with 3,949 in 1947.

According to Garrison, each January business concerns in all parts of the United States are asked by Dun & Bradstreet for copies of their financial statements.

This year requests are being sent to approximately three million business concerns — to the corner grocery store worth a few thousand dollars as well as to businesses worth millions.

Birmingham has 456 Dun & Bradstreet Reference Book listings for January, 1963, as compared to 270 in 1947.

For other principal Oakland County communities during the post-World War II period, comparison data are Bloomfield Hills, 1,172 now and 112 in 1947; Royal Oak, 1,073 now and 626 in 1947; Troy, 180 now and 7 in 1947.

### First Federal Sets Record

In the fact of intensive competition, 1962 set a new record both for savings gains and mortgage loan activity for First Federal Savings of Detroit.

"The inflow of savings started at a much higher rate last January, when all Detroit savings associations increased the earnings rate to 4 per cent," says Paul Krawchuk, executive vice president of First Federal's office at 2500 W. Maple at Cranbrook, Bloomfield Township.

"A large inflow of savings continued throughout the year, for a net savings gain of over \$56,000,000 for First Federal. During the same 12 months, we added \$306 million mortgage loans totalling \$88,649,576," he says.

Last year over \$14 million in earnings were paid to savings customers at the current rate of 4 per cent, after allocating \$3,621,822 to reserves and surplus.

The association started construction of a new skyscraper office building in downtown Detroit, finished and occupied two new branches in Farmington and in Bloomfield Hills, started construction of another office to replace an older one at Plymouth, and opened a new temporary office on Greenfield Road near Northland Shopping Center.

### Paragon Releases Educational Films

"Americans in Action," a series of 64 color sound motion pictures for use in elementary schools, secondary schools and in adult education programs, has just been released by the producer, Paragon Productions of Bloomfield Hills.

According to Stephen F. Booth, owner of Paragon and director of the films, a wide range of subjects were photographed entirely on location throughout the East and Midwest.

Each film shows in colorful detail one of the many fascinating and exciting ways the people of America are enjoying their increasing leisure time, he says. Included are 13 films on various arts and crafts, 10 films about unusual collections, 17 sports films, and a score on hobbies and other activities for young and old. The length of the films varies from six to 16 minutes.

## Richard Cass Receives New Agency Post

Richard S. Cass, supervisor of Ford, Burroughs and Champion International accounts, has been elected a vice president of the J. Walter Thompson Co. It has been announced by William D. Laurie, Jr., executive vice president of the agency and manager of the company's Detroit office.

Cass came to the Detroit office in 1961 as a representative on the Ford car account after spending six years as representative on various international and domestic accounts in Thompson's New York office.

He began his career as a page boy in the United States House of Representatives at age 14. Two years later, he entered the University of Virginia, interrupted his education to serve in the Navy in the Pacific Theater, returned to the University and was graduated in 1947.

For the next eight years he was with the Atlantic Refining Co. in Philadelphia and Brazil.

Cass resides at 2030 West Valley Road, Bloomfield Hills.

### Salah Appointed Purchasing Agent

David S. Salah has been appointed purchasing agent with The Udyrite Corp., manufacturer of electroplating equipment and supplies.

Salah has been with the company since 1951 as an estimator and product evaluator. He lives with his wife and four children at 1711 Bowers in Birmingham.



MILTON J. KITTLER

### SAE Elects Area Resident To Presidency

Milton J. Kittler of 172 Linda Lane, Bloomfield Hills, has been elected president of the Society of Automotive Engineers, a 25,000-member technical society with 42 chapters in the United States and Canada.

Kittler, who is staff vice president of Holley Carburetor Co., will take office along with seven new members of the SAE Board of Directors at the SAE Automotive Engineering Congress and Exposition in Detroit Jan. 14 to 18.

Among the new SAE board members, starting three-year terms, is James E. Taylor, automotive research coordinator for the Gulf Research and Development Co. in Birmingham.

He lives at 5480 Orchard Lake Road, W. Bloomfield. President-elect Kittler has just completed a term on the SAE Board of Directors and has been serving on the society's finance committee.

As a member of the SAE Technical Board, he helped to organize its General Standards Council and served as the council's first chairman.

He was chairman of SAE Detroit Section in 1957-1958 and has continued to serve as chairman of that section's finance committee. He has been a member of the society since 1930.

### Weiss Receives Promotion with Ternstedt Plant

Robert I. Weiss of 188 Shirley Drive, Birmingham, has been named manufacturing manager of the Ternstedt Plant in Trenton, N. J., according to an announcement by F. O. Riley, general manager of Ternstedt Division of General Motors.

Weiss, who started with Ternstedt at the Detroit Plant as an hourly worker in 1941, is a gradu-

ate of Penn State University where he received a B.S. degree in industrial engineering. While in Detroit, he also completed a course in business administration at Wayne State University.

He has held a number of jobs with Ternstedt starting as a junior process engineer and working through various managerial positions up to divisional superintendent of the Detroit Plant at the time of his promotion.

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### PONTIAC BUSINESS INSTITUTE

# THE DETROIT BANK AND TRUST COMPANY

### STATEMENT OF CONDITION AS OF DEC. 31, 1962

RESOURCES	
Cash and Due from Banks	\$ 161,290,825
United States Government Obligations	249,539,746
Public Housing Authority Securities	28,772,493
State and Municipal Securities	134,846,575
Other Securities	2,448,950
Loans and Discounts	\$ 302,979,690
Real Estate Loans	185,220,587
Bank Properties and Equipment	9,654,683
Customers' Liability on Letters of Credit	208,804
Accrued Interest	4,828,553
Other Assets	1,436,250
<b>Total</b>	<b>\$1,099,137,156</b>
LIABILITIES	
Demand Deposits:	
Individuals, Corporations and Others	\$ 457,229,362
U. S. Government	19,396,077
Other Public Funds	29,955,663
<b>Total Demand Deposits</b>	<b>\$ 506,581,102</b>
Savings and Time Deposits	488,082,804
<b>Total Deposits</b>	<b>\$ 994,663,906</b>
Liability on Letters of Credit	208,804
Unearned Interest	6,000,206
Accrued Expenses and Other Liabilities	5,046,434
Capital Stock (\$10.00 par value)	\$ 19,297,420
Surplus	59,000,000
Undivided Profits	10,845,208
General Reserves	4,995,148
<b>Total</b>	<b>\$1,099,137,156</b>

United States Government Securities in the foregoing statement with a par value of \$13,297,000 are pledged to secure public and other deposits where required by law, including deposits of the State of Michigan amounting to \$5,563,000.



Construction of the new Detroit Bank and Trust Building on Fort Street at Washington Boulevard is progressing steadily. Pictured above is the building as it looked during the last week of 1962.

- #### BOARD OF DIRECTORS
- CALVIN P. BENTLEY, Chairman, The Detroit Ovens Savings Bank, Michigan-Bentley Corp.
  - PAUL H. CARNAHAN, President, National Steel Corporation
  - WALKER L. CASLER, President, Detroit Edison Co.
  - FRANK A. COLOMBO, Executive Vice President and General Manager, The L. Hudson Company
  - SELWEN B. DAUNE, Vice President and Director, Michigan-California Lumber Co.
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  - LOUIS A. FISHER, President, Fabron Products Division, Light-Paper Company
  - WILLIAM A. FISHER, Executive, Fisher & Company
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  - HERBERT B. TRUX, President, W. W. Chace Co.
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