

Estrella Auto Palace,
Director, Bank of the Philippine
Islands.

Gabriel La O

Feria & La O, Attorneys
Director, Philippine Long Dis-
tance Telephone Co.

Paul A. Meyer

President, American Chamber
of Commerce
President, Baguio Gold Mining
Co.

P. Verstockt

Director, Elizalde & Co.
Manager, General Azucarera de
la Carlota.

The Philippine Trust Company has the monopoly of the United States Army accounts in the Philippines, and maintains regular branches at Fort Mills, Corregidor, Fort Wm. McKinley, Rizal, and Fort Stotsenburg, Pampanga.

The Bank is a member of the American Bankers Association and maintains correspondents throughout the principal cities of the world.

The Philippine Trust Company holds a controlling interest in the *Fidelity and Surety Company of the Philippine Islands*, engaged in the surety business and in life, fire, marine and automobile insurance. This company, like the Philippine Trust Company in the trust business, was a pioneer in the surety or bonding business in the Philippines, it having been established during the early days of 1912 by well known Americans who have later become identified in different enterprises in the Philippines, among whom were *Carlos Young*, President and big stockholder of *Macondray & Co., Inc.*, *S. Erlanger* who established the firm of *Erlanger & Galinger, Inc.*, *Martin Egan*, a prominent newspaper man and former editor of the defunct *Manila Times*, *Julius S. Reis*, President of the *Manila Trading and Supply Company*, and such other well known old-timers as *H. L. Heath*, *W. Taylor* and *Edward B. Bruce*. The *Fidelity and Surety Company* has from its inception made wonderful progress; it being very well and favorably known throughout the Islands and even in foreign countries. It maintains regular branches in important cities of the Philippines such as Iloilo, Cebu, Zamboanga, Davao and Baguio, and its bonds are acceptable by the Commonwealth of the Philippines and the United States Government. Like its sister company, the Philippine Trust Company, it has undergone changes in its office staff and directorate, its present di-

rectors and officers being:

Directors:

E. B. Ford, President
Luis Ablaza
E. J. Deymek
Lecpoldo Kahn
Gabriel La O
Paul A. Meyer
P. Verstockt

Officers:

E. B. Ford, President
P. M. Poblete, Vice-President &
Secretary
S. Reyes, Treasurer & Asst. Se-
cretary

The Peoples Bank and Trust Co.

This bank was established in September, 1926, largely under the aegis of American businessmen of Manila, and it remains today American-controlled. The institution has enjoyed a steady, if unspectacular growth from its inception, and, likewise almost from the very beginning, has made its imprint on almost every

The Philippine Guaranty Company, Inc.

(Established in 1917)

SURETY BONDS—

We execute Bonds of various kinds, especially CUSTOMS BONDS, FIRE ARMS BONDS, INTERNAL REVENUE BONDS, PUBLIC WORKS BONDS for Contractors, COURT BONDS for Executors, Administrators and Receivers and BAIL BONDS in criminal cases.

FIRE INSURANCE—

In the Philippine Islands

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Secured by first mortgage on improved properties in the City of Manila on the monthly amortization plan.

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MANILA

branch of local banking activity, from agricultural loans to advances against bullion shipments.

The first balance sheet—as at the close of business December 31, 1926—was simplicity itself. Assets included loans and overdrafts to nearly P300,000, and P126,000 worth of bills purchased. Furniture and fixtures were carried at P38,492.54, and the bank had cash and cash items amounting to P54,384.15. Liabilities were largely covered by an item of P302,250 for capital paid in, and another of P207,940.62, representing deposits. Assets and liabilities balanced at P565,256.85.

The bank continued to grow during the following year. Assets and liabilities at the end of that year each footed up to P7,334,986.48, which high figure was accounted for in no small part by accounts for collection running to over P4,000,000. Paid-in capital had increased by then to P850,000. Nicholas E. Mullen was the president of the bank, and A. F. Kelly secretary-treasurer. Mr. Mullen retired from the institution some years ago, and now engages in the brokerage business, and other ventures.

William Douglas, now Manager, succeeded Mr. Kelly as treasurer in 1928. By that time the full capitalization of P1,000,000 had been paid in, and the bank had evidently settled down to the normal routine of banking, for its growth thereafter was slow and steady. The first provincial branch was established at San Pablo, Laguna, in 1927.

The Peoples Bank benefitted from the boom conditions which existed during 1928, 1929, 1930 and 1931. Deposits mounted to over P5,000,000, as did loans. Between these years, assets and liabilities balanced at around P17,500,000, including contingent items. The trust business also increased rapidly, assets held in trust amounting to almost P4,000,000 in 1930, and to over P5,000,000 by the end of 1932. The item, "gold bullion in transit" becomes of increasing importance in successive balance sheets after 1934 (when the industry received the fillip of the Roosevelt price increase) and by December 31, 1936, the bank had more than P2,000,000 worth of gold bullion in transit as of that date alone. For a time, in fact, the Peoples Bank had what pretty nearly amounted to a monopoly in this business, due to the fact that it had a branch in Baguio—then, as now the gold-production capital of the Islands—and was thus well equipped to handle the financing of bullion ship-

ments.

Time deposits have grown steadily during the years, and would probably have increased still more were it not for the fact that the Peoples Bank, in common with other institutions, does not pay very much interest on time deposits, and will not until opportunities to place good loans increase. No bank can long afford to pay interest for the use of money which it cannot lean out safely, and at a profit.

The cash-on-hand (including cash due from other banks, and cash items) has stayed high—amounting on June 30th of this year to more than P3,200,000—although the bank has never again had as much cash as it had on December 31, 1936—P7,328,439.55.

Today the Peoples Bank engages principally in "commercial banking", in contrast, for example to the Monte de Piedad and Savings Bank, which confines itself principally to the making of loans on the security of real and personal property, and also in contrast to the Savings Bank of the Commonwealth—exclusively a savings bank. The bank acts as an agent for collection for the account of drawers of bills of exchange, usually against shipping documents. It is prepared to assist exporters in the financing of shipments of Philippine products abroad. Letters of credit and letters of authority lend assistance to importers. The bank sells and purchases foreign exchange in all currencies employed in international commerce. Through its correspondents its drafts, payable anywhere in the world.

Besides the San Pablo branch, offices have been established at Baguio, San Fernando, and Tarlac. Through these branches, the head office at Manila is able to keep in close touch with conditions throughout the archipelago, and is able to assist planters and processors with discerning judgment.

Directors and officials of the bank today are: Judge John W. Haussermann, president; Wm. J. Shaw, first vice president; J. P. Heilbronn, vice president; L. Douglas, manager; H. J. Belden, Amos G. Bellis, A. A. Bryan and E. M. Grimm, directors.

Allen L. Dwyre is the assistant manager, secretary-treasurer and trust officer, John G. Whitesides assistant trust officer and assistant secretary, and S. L. Masanga, Carlos Garcia, Angel Reyes and W. M. Moore are in charge of the San Pablo, Tarlac, San Fernando and Baguio branches, respectively.

The Peoples Bank and Trust Company building on the corner of Dasmarinas and David was built at the time the bank was organized. Wm. J. Odom, whom we eulogize elsewhere in this issue, built it along with the building next to it housing the Sun Studio and the two buildings across the street, occupied by the Sterling Products Export Corporation and the American Chamber of Commerce.

WILLIAM JAMES ODOM

It was *Blue Monday* news to all American oldtimers in the Commonwealth to read in their newspapers of August 29 that on Sunday, the day before, William James "Bill" Odom had been drowned in fording a stream near Aritao, Nueva Vizcaya. For Bill (it was a title for him, in a way, as who should say, Sir William and it please you) was a prince of oldtimers, he was only 57 years old, deep lunged, broad shouldered, with great natural strength, ordinarily as at home in the water as Neptune, since diving had once been his job, and was also not merely in the best of health but the very highest spirits. Yet he had drowned. When his number had been run up, that was it. He had drowned while coming back from Dayaka, heeled. He had drowned at as happy an hour as his life, by no means unmerited, had ever known.

Odom had been working lately with the Minerva Mining Company, an undertaking of his and a few of his friends at the old Dayaka property after liquidation of Dayaka's unspent funds and the company's dissolution. Odom had discovered Dayaka, three years ago he had, while prospecting, discovered it while chipping at a fault in some quartz with his jackknife. On assaying these chips at Baguio, he had found that they ran 8 ounces of gold to the ton; and so Dayaka had been organized and development work pursued. First it was an association, then when all seemed more than certain, a corporation, but disappointment piled on disappointment, as is common in gold mining, and the end was as described—formal dissolution and the return of the unspent capital to the shareholders.

But some Dayaka shareholders went in with the new Minerva group that took up where Dayaka left off. Odom had worked with Dayaka in the earlier part of its experiment, then had drifted off to prospecting around Sagada, and had only recently gone back to the original ground . . . the first rock in which he as a prospector had seen free gold. Prospecting had inveigled him when his business as a building contractor failed him a few years ago, which had turned up for him a friendship as classic as that of Joseph for Benjamin. This was the friendship of Attorney Charles A. McDonough, always as ready with comradeship and faith and encouragement to

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