



## MORRIS BALTER, "Small" Businessman

Today, there's nothing "small" about the Morris Paper Company—it has the largest paper warehouse between New York and Chicago. But Morris Balter, the company's president, remembers earlier days. "We started back in 1928," he says, "with small quarters, limited capital—and a great friend in Charlie Veatch at Mellon Bank."



Towering stacks of wrapping paper, the company's major distribution item, dwarf onlookers as a lift-truck starts another order on its way to a customer. A vast paper inventory like this one requires financing—and that's Mellon Bank's contribution.



In 1937, Morris Paper Company purchased a similar operation in Johnstown. The company "inherited" the handling of toys with its new branch. That has become an important part of the business—and one which requires seasonal financing from Mellon Bank.



Here's a happy staff meeting. In the usual order are Jim Balter, secretary-treasurer; Morris Balter; Saul Kaplan, vice president; and Henry Stephens, manager of the Industrial Division. We're proud that Mellon Bank—although unseen—is a member of these meetings, too.



Today, the company has 125,000 square feet of warehouse and office space . . . 12 railroad cars can be unloaded at one time . . . 14 trucks can be loaded simultaneously. Morris Balter says Mellon Bank has had an indispensable part in the growth of his company.

Can we serve you in some way? We have 53 offices throughout six counties . . . no doubt there's one near you. Stop in anytime, or call EXpress 1-4100 and ask for Mr. Robert W. Haley or Mr. Francis S. McMichael.

### MELLON BANK

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