



"We're There When You Need Us Most"

108 9TH - LEWISTON, ID 83501 (208) 746-9646

IN OUR 75TH YEAR - JULY 1997



Frank (Sully) Sullivan in 1950
Retired President

Don't miss the party!
75th Anniversary
"Old-Fashioned American Picnic"
•I'll be there! Sully•

Please be our special guest at our 75th Anniversary party on Thursday, July 17th. We are celebrating with an "Old-Fashioned American Picnic" beginning at 5 pm complete with a dinner of BBQ beef on a bun, corn on the cob, potato salad, watermelon, lemonade, soda pop and rootbeer floats. My father is the guest of honor, Frank (Sully) Sullivan, retired past president of our firm.

Since our founding was in 1922 the picnic theme is set in the 1920's and will be held under temporary shelters put up in the First Security Bank parking lot on 9th street across from American Insurance. Parking is available in the surrounding bank lots and at the Health Department lot one block east.

Also included is entertainment, vintage cars and historic pictures with door prizes, free gifts and presentations beginning at 6 pm. Bring the whole family and enjoy a red, white & blue "Old-Fashioned American Picnic". Our way of saying thanks to you, our loyal customer and friend as we celebrate our 75th Anniversary - 1922 to 1997.

Then and now -

"We're There When You Need Us Most."

John B. Sullivan
President



INVITATION

"Old-Fashioned American Picnic"

When: 5pm to 7pm Thursday, July 17th

Where: American Insurance Agency
On the corner of 9th & Main
(First Security Bank Building Downtown Lewiston)

Picnic Dinner Served starting at 5pm
BBQ beef on a bun, Corn on the cob, Potato salad,
Lemonade, Soda pop, Rootbeer floats

Cake Cutting Ceremony 6:00pm

•Entertainment

•Vintage Cars

•Door Prizes & Gifts

Come rain or shine, we'll have a large covered shelter.
Parking will be available in the surrounding banking lots and Health Department.

RSVP 746-9646

Sullivan's AMERICAN INSURANCE AGENCY SERVICES:

Personal Coverages

- ▲ Automobile & Motorcycles
- ▲ Homeowners, Mobile Homes & Renters
- ▲ Motorhomes, Boats & Travel Trailers
- ▲ Liability - Personal Umbrella
- ▲ Duplex - Rental Homes

Business Coverages

- ▲ Business Auto
- ▲ Package Policies Save Money - Retailers & Contractors
- ▲ Manufacturers & Service
- ▲ Property & Liability
- ▲ Workers Compensation & Bonds
- ▲ Farms

Benefits

- ▲ Life Insurance
- ▲ Medical Insurance
- ▲ Medicare Supplements
- ▲ Group Insurance Benefits
- ▲ Individual Retirement Accounts
- ▲ CD/Annuities
- ▲ Disability Insurance

No Cost Services

- ▲ Photocopying
- ▲ Fax Machine Use 208-746-9640
- ▲ Toll Free Calling 800-735-6355
- ▲ Notary Service
- ▲ 24 Hour Personal Assistance



Back To The Future 75 YEARS & COUNTING



The history of American Insurance Agency really starts with the American Bank & Trust Company of Lewiston founded by A.L. Lyons, Sr. His son-in-law, O.M. Mackey, Sr. (married to his daughter Gertrude), also worked at the bank. O.M. Mackey along with George Thiessen and O.C. Carssow started a related company named the Mackey-Thiessen Investment Company, a corporation started in 1922. The operations of this company included real estate brokerage, real estate loans, and insurance. The insurance and loan operations grew to the point that on the 5th day of April, 1926 the name was changed to AMERICAN INSURANCE AND LOAN COMPANY (a name certainly influenced by the American Bank & Trust Company, as they operated side by side).

In 1927 Dr. O.C. Carssow built the Carssow building, a large two story white-brick structure with red tile valances for Spanish styling, on the corner of 9th & Main Streets in Lewiston. The building housed his doctors office, American Bank & Trust Co., the American Insurance & Loan Co., a drug store and other professionals.

Due to increased demands of the American Bank & Trust Co. for their time, the decision was made to sell the American Insurance & Loan Co. The business came to the attention of a hard working bank cashier/owner of the Bank of Starbuck in Starbuck, WA named Harry W. Christy. It was on August 15, 1928 that the business was sold to Harry W. Christy and his wife Blanche (Sullivan) Christy. American Insurance Agency has thus remained in the same location and my family to this present day. The American Bank & Trust Co. and the building was sold in 1955 to First Security Bank, the present owner.



HARRY W. CHRISTY, AGENCY PIONEER

1928 photo



Harry W. Christy was a remarkable and industrious man from his youth. He was born in Oklahoma, August 3rd, 1890 and served his country in World War I in an artillery unit. After the war he became a teacher and then a Superintendent of the consolidated school district in Stanwood (Cedar County), Iowa.

He married Blanche Sullivan in Bloomfield, Iowa. Harry was always working more than one job - coaching, selling athletic equipment to schools, and then some banking experience in Floris, Iowa.

The big guns of WW-I had limited his hearing which made teaching less fun, but helped his sales ability (it was said he just couldn't hear the word 'no'). So, with a wife and two children in tow, the Christys headed out west for a business opportunity to start his own bank in a then thriving, Starbuck, WA. Although successful, Harry still hadn't found what he wanted until he sold his small bank and moved to Lewiston to buy the American Insurance & Loan Co. on August 15, 1928.

Here Harry W. Christy staked his claim and built the insurance business and made personal and business loans. He was very active in the community and spent over 50

years in the Boy Scout organization; State Commander of Disabled American Veterans and the American Legion. He was also Nez Perce Co. Chairman of the Civilian Defense from 1940 to 1946; and was discharged from the Idaho National Guard as an Army Colonel. He was an active member in the Chamber of Commerce, Elks Lodge, Methodist Church, and local Masonic bodies. Harry was also known for his large, impressive collections of rare coins and medals.

When he needed help to run his growing business Harry provided an opportunity to his wife's brother's son (his nephew by marriage). The young man who had just served and come back from W.W.II and was looking to start a career was Frank W. Sullivan. By the early 1960's the personal loan part of the business was discontinued and the name was changed to American Insurance Agency. The insurance business was firmly built on service specializing in providing insurance value appraisals, complete coverage surveys and meeting all requests for insurance protection. Harry W. Christy led the firm as President for 27 years before retiring in 1955. He passed away in October 1969.



1955 photo



1950 photo

Frank "Sully" Sullivan

Frank W. Sullivan, born March 12, 1923, was one of fourteen children raised in Bloomfield, Iowa. Called "Bud" and "Buddy" by his family, Frank spent much of his growing up years living and working on his grandparent's nearby farm. Upon graduation from High School he joined the Air Force to defend his country during W.W.II. While performing as communications officer on a B-17 flying over Germany, his plane was shot down and he was held as a prisoner of war. In the service he was nicknamed "Sully". A name that has stuck with him his entire adult life.

After being discharged from the military, Frank "Sully" Sullivan responded to the job opportunity offered by his Uncle Harry W. Christy out west in Idaho and joined the American Insurance & Loan Co., Inc. as an insurance agent on January 1, 1946. Sully excelled as an insurance agent and was a natural leader. As his policyholder accounts grew in number so did his involvement in the community. **He served and was past president of:** The Junior Chamber of Commerce (JC's), the Chamber of Commerce, the Lewiston Boys Club, the local and Idaho State Independent Insurance Agents Assoc., the Idaho

National Guard Assoc., The Community Chest (now United Way), The Lewiston Roundup Assoc., and the Lewiston Golf and Country Club. Sully is a lifetime member of: The Elk Lodge BPOE896, Masonic Lodge No. 10, Scottish Rite, York Rite, American Legion Post # 13, VFW, DAV, Reserve Officers Assoc., Purple Heart Club, and The 40 & 8. Other honors include recipient of the Young Man of the Year Award in 1954 for the State of Idaho, The Key Stone Medallion of the National Boys Club, Past Potentate of the Calam Temple of the Shrine, and Who's Who in the USA in 1966.

As a 1st Lieutenant in the Idaho National Guard he served 2 years in the Korean War Commanding Battery C-148th Artillery and later retired from the reserves as a Lieutenant Colonel. In 1970, he purchased the remaining shares of American Insurance Agency from the Christy estate and continued to lead the agency until 1996 for a total of 50 years.



1997 photo

The Future *-A personal comment from John B. Sullivan, President*

With the addition of my son, Shawn D. Sullivan, the Agency now spans into our fourth generation of family ownership. Since 1922, everything has changed dramatically - the business machines, the technology, the complexity of insurance coverages - but it is still strange how the fundamental business principles, service attitudes, and the basic vision have remained the same...to be "there when you need us most".

After 75 years, American Insurance Agency has become an inseparable part of the communities it serves. As a local employer, or through insurance claim proceeds or a civic organization, at some time or another American Insurance Agency has touched the life of your family, someone close to you, or a cause close to your heart. And speaking for our firm's past and future generations I can safely say we count it a tremendous blessing and privilege to serve you in this vital industry.

The future is bright! With great optimism and energy we are excited by the vast opportunities to serve you in new and better ways in the years to come. Thank you for your continued confidence and trust.

Did You Know

75

Years Ago...

- ⊙ Street cars ran to 13th & Highland, Clarkston and East on G Street, Lewiston.
- ⊙ New Lewiston Senior High School building had just been completed.
- ⊙ New Interstate Bridge had not even been approved.
- ⊙ The expression "OK" had not been heard.
- ⊙ Mary, an elephant, had just made a dash down Main Street, resulting in broken windows, overturned cars and her death by the mayor.
- ⊙ Not a single pleasure motorboat was in use on our rivers.
- ⊙ The steamer "Lewiston" and barges were making regular trips to docks on Snake River Ave.
- ⊙ Medical Payments on automobile insurance had not been instituted.
- ⊙ Auto-Comprehensive Insurance, including glass breakage, was unknown.
- ⊙ Extended Coverage (windstorm, smoke damage, explosion, etc.) had not been provided.
- ⊙ The Homeowners Package Policy did not exist.
- ⊙ Our telephone number was simply #84; changed to 3-4583 by 1950, to SH3-8528 by 1963, to 743-8528 by 1968, and 746-9646 in 1978.

"We're There When You Need Us Most!"



John B. Sullivan
President
20 yrs.



Shawn D. Sullivan
Vice President
4 yrs.



Dave Root, CIC
Commercial Lines Agent
16 yrs.



Tim Gleason
Medical Benefits Agent
7 yrs.



Harmon Heckathorn
Sales Assistant
1 yr.



Jackie Peterson
Commercial Lines CSR
34 yrs.



Pat Johnson
Commercial Lines CSR
30 yrs.



Tina Heitmann
Personal Lines CSR
13 yrs.



Helen Bingman
Personal Lines CSR
12 yrs.



Becky Eisele
Administrative Assistant
9 yrs.



Martin Holmes
Controller/Systems Manager
6 yrs.



Philip Sullivan
Property Inspection
3 yrs.



Krista Sullivan
File Clerk
1 yr.



Merry Peters
File Clerk
1 yr.



"We're There When You Need Us Most"



Bulk Rate
U.S. Postage
PAID
Lewiston, ID 83501
Permit #114

