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Auto Output in 1923 Was Valued at \$3,163,327,874

Washington—Production of motor vehicles in the United States rose last year after a slump in 1921 and reached a new peak. The industry's output in 1923 was valued at \$3,163,327,874 in the biennial census of manufacturers, announced October 10 by the Census Bureau. This was an increase of 89.3 per cent. over 1921.

Manufacture of almost three times the number of closed passenger automobiles as were made in 1921, a 22.4 per cent. decline in the number of electric vehicles produced and an increase of almost six times in the output of public conveyances, such as motor buses and sightseeing wagons and cabs, featured the year's developments.

The number of establishments with products exceeding \$5,000 for the year was 351, compared with 385 in 1921. Michigan, with 54 establishments, led the country, while Ohio had 46, Illinois 32, Indiana and New York 30 each, California 28, Pennsylvania 26, Wisconsin 20, and Massachusetts 14. Wage earners employed averaged 241,356, an increase of 68 per cent. over 1921, and wages paid totaled \$406,730,278, an increase of 83.2 per cent.

The number of gasoline and steam motor vehicles produced was 3,888,898, as compared with 1,590,449 in 1921. Passenger vehicles numbered 3,472,420, valued at \$2,277,860,046, and commercial vehicles numbered 402,408, valued at \$295,868,451.

Open touring cars led in the passenger vehicles produced with a total of 1,782,992, while closed passenger cars numbered 1,201,316. Roadsters and runabouts numbered 373,203, sport speedsters 58,944 and other varieties 2,709, while public conveyances numbered 12,878. Of the business vehicles, delivery wagons numbered 27,890 and trucks 252,394, of which the largest number were from one to two and a half tons capacity.

Automobiles valued up to \$500 formed more than half the output of passenger vehicles, the number being 1,727,958. From \$500 to \$800 the number was 814,090; from \$801 to

\$1,500 there were 664,189; from \$1,501 to \$2,500 the output was 170,948, and from \$2,501 to \$3,500 it was 30,903 the latter class being the only one to show a decline in number which was 7.5 per cent. From \$3,501 up the number was 11,337.

NEBRASKA COUNTY BANKERS ELECT OFFICERS

Hartington, Neb.—F. S. Stegge, vice president of the First National Bank of Randolph, was chosen as the new president of the Cedar County Bankers' Association at the annual meeting which was held at Hartington recently. George Wright, cashier of the First National Bank of Laurel, was named as the vice president of the association, with A. H. Abts, cashier of the Farmers State Bank of Belden, as the secretary-treasurer. These gentlemen with A. J. Lammers, president of the Cedar County State Bank of Hartington and F. A. Kindwall, vice president of the First National Bank of Wynot compose the board of trustees.

IOWA BANK CLOSED

Des Moines—The United States Bank here has been closed by order of its directors. Heavy withdrawals reduced the bank's resources. It has a capital stock of \$200,000, and last statement showed deposits of about \$1,500,000. Officers are John H. Gibson, president; Vernon Miller, vice president; Andy C. Nelson vice president and cashier.

FLORIDA EAST COAST RAILROAD FINANCING

Washington—The Florida East Coast Railroad Company received authority from the Interstate Commerce Commission to issue \$25,000,000 of capital stock consisting of 250,000 shares, to be delivered upon the surrender and cancellation of a like amount of general mortgage income five per cent. bonds, and to issue \$15,000,000 of first and refunding five per cent. bonds to be sold at not less than 92 per cent. of par.

Western Municipal Bonds

FUTURE BOND ELECTIONS

- November 1**—Clatsop County, Ore. (P. O. Astoria), \$100,000 school bonds.
- November 4**—Ogallala, Neb., \$242,000 city bonds.
- November 4**—Omaha, Neb., \$2,500,000 school bonds.
- November 4**—Oakland, Cal., \$1,145,000 sewer bonds.
- November 4**—Eau Claire, Wis., \$500,000 school bonds.
- November 4**—Scribner, Neb., \$10,000 municipal bonds.
- November 4**—Linn County, Iowa (Marion), \$1,500,000 road bonds.
- November 4**—Milwaukee, Wis., \$1,400,000 police station bonds.
- November 4**—Burlington, Wis., \$30,000 city hall remodeling bonds.
- November 4**—Lakeview, Ore., \$10,000 municipal sewer system bonds.
- November 4**—Astoria, Ore., \$100,000 assessment collection fund bonds.
- November 4**—Baker County, Ore. (P. O. Baker), \$500,000 road bonds.
- November 4**—Albert Lea, Minn., \$100,000 sewage disposal plant bonds.
- November 4**—Laramie, Wyo., \$100,000 water and \$70,000 sewer bonds.
- November 4**—St. Croix Falls, Wis., \$7,500 village auditorium bonds.
- November 4**—Bear Lake County, Idaho (P. O. Paris) \$100,000 highway bonds.
- November 4**—Klamath County, Ore. (P. O. Klamath Falls), \$125,000 road bonds.
- November 4**—Multnomah County, Ore. (P. O. Portland), \$500,000 bridge bonds.
- November 4**—Mellette County, S. D. (P. O. White River), \$350,000 funding bonds.
- November 4**—Duchesne County, Utah (P. O. Duchesne), \$60,000 highway bonds.
- November 4**—Klamath Falls, Ore., \$50,000 public library building purchase bonds.
- November 4**—Pierce County, Wash. (P. O. Tacoma), \$300,000 county hospital bonds.
- November 4**—Burleigh County, N. D. (P. O. Bismarck), \$300,000 court house bonds.
- November 4**—State of Montana (P. O. Helena), \$4,500,000 soldiers' compensation bonds.
- November 4**—Uintah County, Utah (P. O. Vernal), \$40,000 county public hospital bonds.
- November 4**—San Bernardino County, Cal. (P. O. San Bernardino), \$850,000 court house bonds.
- November 4**—Los Angeles County, Cal. (P. O. Los Angeles), \$5,000,000 grade crossing elimination bonds.
- November 4**—King County, Wash. (P. O. Seattle), \$12,000 bonds for Water District No. 9, and \$75,000 for Water District No. 14.

FUTURE BOND SALES

- November 1**—Pioneer Drainage District, Colo. (P. O. Sterling), \$65,000 drainage bonds; 6 per cent. L. A. Whittier, Secretary Board of Directors.
- November 3**—San Luis Obispo County, Cal., Coast Union High School District (P. O. San Luis Obispo), \$30,000 bonds; denominations \$1,000; 1-10 year; 5 per cent.; certified check 3 per cent. J. G. Driscoll, County Clerk.
- November 4**—Laramie, Wyo., \$12,000 sewer bonds; denominations \$1,000 and \$500; 10-20 year; optional; 4½, 4% or 5 per cent.; certified check \$500. H. N. Haslett, City Clerk.
- November 5**—Port Angeles, Wash., \$315,000 waterworks bonds; denominations \$1,000 and \$500; 3-14 year; 6 per cent.; certified check 2 per cent.; Eloise C. Morison, City Clerk.
- November 6**—Wadena County, Minn. (P. O. Wadena) \$20,067.88 highway bonds; 11-20 year; not exceeding 5 per cent.; certified check 2 per cent. Eugene Boss, County Auditor.
- November 7**—Winnett, Mont., \$25,000 refunding bonds; 10-20 year optional; 6 per cent.; certified check \$500. Ida S. Rigg, City Clerk.

November 7—St. Louis County, Minn. (P. O. Duluth), \$167,841.67 trunk highway bonds; 10-19 year; 4½ per cent.; certified check 2 per cent. W. H. Borgen, County Auditor.

November 15—Bell, Wis. (P. O. Cornucopia), \$20,000 dock bonds; denominations \$500; 1-20 year; 5 per cent.; certified check 5 per cent. Geo. D. Jones, Town Clerk.

BOND NOTES

Shawano, Wis.—H. C. Speer & Sons Company of Chicago purchased \$100,000 school bonds.

Tama, Iowa—An issue of \$45,000 water extension bonds was defeated at a recent election.

De Pere, Wis.—An ordinance has been passed providing for the issuing of \$5,000 sewer bonds.

Lohrville, Iowa—The White-Phillips Company of Davenport has been awarded \$6,500 grading bonds.

Los Angeles, Cal.—The Sinking Fund has purchased \$3,500,000 Class "A" electric plant bonds at par.

Dunlap, Iowa—The Des Moines Asphalt Paving Company has purchased \$24,170 funding coupon bonds.

Sheldon, Iowa—The White-Phillips Company of Davenport has purchased \$10,800 4½ per cent. funding bonds.

Larchwood, Iowa—An issue of \$12,800 waterworks bonds was authorized at a recent election by a vote of 69 to 62.

Lake Geneva, Wis.—The common council has adopted a resolution providing for \$3,925 street improvement bonds.

Custer County, Neb. (P. O. Arnold)—The Omaha Trust Company of Omaha has been awarded \$50,000 school bonds.

Long Beach, Cal.—Central Beach improvement bonds in the amount of \$500,000 were authorized at a recent election.

Dunsmuir, Cal.—City hall bonds in the amount of \$40,000 were authorized at a recent election by a vote of 429 to 128.

Cody, Wyo.—An ordinance has been published providing for the issuing of \$11,500 6 per cent. refunding water works bonds.

St. Paul, Neb.—Water extension bonds in the amount of \$8,000 have been awarded the Lincoln Trust Company of Lincoln.

Warmsprings Irrigation District, Ore. (P. O. Vale)—An issue of \$200,000 refunding bonds was authorized at a recent election.

Council Bluffs, Iowa—School bonds in the amount of \$30,000 have been awarded the White-Phillips Company of Davenport.

Wayne County, Neb., School District No. 77 (P. O. Hoskins)—An issue of \$3,000 6 per cent. building bonds has been sold locally.

Auburn, Neb., Paving District No. 8—James T. Wachob & Co. of Omaha have been awarded \$15,500 5½ per cent. paving bonds at par.

Pawnee County, Neb., School District No. 12 (P. O. Pawnee City)—George Sheldon, of Lincoln has purchased \$1,500 building bonds.

Granite Falls, Minn.—The Minneapolis Trust Company of Minneapolis recently purchased \$30,000 4½ per cent. electric light bonds at par.

South St. Paul, Minn.—The Sinking Fund Committee has purchased \$15,000 fire department equipment bonds at a premium of \$150-101.

Portland, Ore.—The Harris Trust & Savings Bank of Chicago has purchased \$1,500,000 4 per cent. water bonds on a basis of 4.25 per cent.

Cheyenne County, Neb., School District No. 32 (P. O. Sidney)—The State has been awarded an issue of \$3,500 school building bonds at par.

Minneapolis, Minn.—The Minnesota Loan and Trust Company of Minneapolis has been awarded \$58,865.80 certificates of indebtedness at par.

Taylor County, Iowa (P. O. Bedford)—Road certificates in the amount of \$50,000 have been awarded the White-Phillips Company of Davenport.

Monowi, Neb.—R. A. Studley, of Monowi, purchased \$5,500 6 per cent. funding bonds at a premium of \$152.20-102.76, a basis of 5.76 per cent.

San Francisco, Cal. (City and county)—At a recent election \$10,000,000 Hetch Hetchy water bonds were authorized by a vote of 68,513 to 3,354.

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Loup County, Neb., School District No. 4 (P. O. Taylor)—Building bonds in the amount of \$1,500 have been awarded Frank Janicek, of Loup City.

Douglas County, Neb., School District No. 22 (P. O. Valley)—The Peters Trust Company of Omaha has been awarded \$5,000 school building bonds.

Clinton County, Iowa (P. O. Clinton)—An issue of \$18,000 4 1/2 per cent. funding bonds has been sold to the White-Phillips Company of Davenport.

Riverdale, Neb.—The Lincoln Trust Company of Lincoln has purchased \$8,500 5 1/2 per cent. electric light and electric transmission line and system bonds.

Burwell, Neb.—Sewer bonds in the amount of \$9,850, bearing 6 per cent. interest, have been turned over to Peterson and Schrieber of Omaha, contractors.

Vallejo, Cal.—An issue of \$400,000 water bonds has been sold to R. H. Moulton & Co. of San Francisco at a premium of \$22,289-105.57, a basis of 4.65 per cent.

Brush, Colo.—An issue of \$40,000 5 per cent. water extension bonds has been awarded Boettcher, Porter & Co. of Denver at 100.10, a basis of 4.99 per cent.

North Bend, Ore.—Freeman, Smith & Camp Company of Los Angeles have been awarded \$59,064 6 per cent. improvement bonds at 101.02, a basis of 4.94 per cent.

Seward County, Neb., School District No. 27 (P. O. Goehner)—James T. Wachob & Co. of Omaha were the successful bidders for an issue of \$9,000 5 1/2 per cent. school bonds.

Albany County, Wyo., Laramie School District (P. O. Laramie)—The Stock Growers National Bank of Cheyenne purchased \$75,000 school bonds at a premium of \$141-100.14.

Denver, Colo.—Antonides & Co. and Bosworth, Chanute & Co., both of Denver, jointly, purchased \$282,300 5 1/2 per cent. local improvement bonds, at a premium of \$5,120-101-78.

Los Angeles, Cal., Imp. District No. 31—Improvement bonds in the amount of \$1,000,000 have been awarded Blyth, Witter & Co. of Los Angeles at a premium of \$20,689-102.06, a basis of 5.33 per cent.

Coos County, Ore., School District No. 4 (P. O. Riverton)—The Lumbermens Trust Company of Portland purchased \$10,000 6 per cent. school bonds at a premium of \$411.10-104.11, a basis of 5.27 per cent.

Casper, Wyo.—Ordinances have been passed providing for \$32,184.66 bonds for Paving District No. 28; \$106,263 for Paving District No. 43; \$40,589 for Paving District No. 45 and \$20,473 for Paving District No. 49.

Pottawattamie County, Iowa (P. O. Council Bluffs)—The First National Bank of Council Bluffs has purchased \$60,000 4 1/2 per cent. road anticipation certificates at a premium of \$134-100.22, a basis of 4.31 per cent.

Los Angeles County, Cal., Long Beach City School District (P. O. Los Angeles)—R. H. Moulton & Co. of Los Angeles and associates have been awarded \$750,000 5 per cent. school bonds at a premium of \$25,425-103.39, a basis of 4.65 per cent.

UNITED STATES GOVERNMENT BONDS

Price range for week ending October 29, 1924, as reported by C. F. Childs and Company, 609 Second Avenue South, Minneapolis, Minnesota. Quotations on Libertys are in 32nds in accordance with the practice on the New York Stock Exchange. The Treasury Certificates, Treasury Notes, and Federal Land Bank Bonds, for convenience, are also quoted in fractions of 1-32.

Table with columns: Issue, High, Low, Close, Yld. Rows include 1st Liberty Loan, 2nd Liberty Loan, 3rd Liberty Loan, 4th Liberty Loan, Treasury.

Treasury Certificates and Notes

Table with columns: Issue, Bid, Asked, Yld. Rows include TD2-2 1/4s, TM-4 1/4s, A-4 1/4s, C-4 1/4s, TS-2 3/4s, B-4 3/4s, A-4 3/4s, B-4 1/4s, B-4 3/4s, A-4 1/2s.

Federal Land Banks Bonds

Table with columns: Rate, Maturity, Bid, Asked. Rows include 4 1/2s, 4 1/4s, 4 1/2s, 4 1/4s, 4 1/2s, 4 1/4s, 4 1/2s, 4 1/4s, 4 3/4s, 4 1/2s, 5s.

FOREIGN GOVERNMENT BONDS

Reported by bond department, Paine, Webber & Co., October 29.

Table with columns: Bid, Offer, Yld. Rows include Argentine Nation, Govt. of, 5 1/4s, June 16, 1925., Argentine Nation, Govt. of, 6s, Sept. 1, 1927., Argentine Nation, Govt. of, 7s, Feb. 1, 1927.

Table with columns: Country/Issue, Bid, Asked, Yld. Rows include Austrian, Belgium, Canada, France, Germany, Japan, Norway, Sweden, Switzerland, Un. Kng. of Gt. Brit. & Ire., Un. Knz. of Gt. Brit. & Ire.

STANDARD OIL QUOTATIONS

Quotations October 28

Table with columns: Companies, Bid, Asked. Rows include Anglo-American Oil, Borne-Scrymser Co., Buckeye Pipe Line, Chesebrough Mfg. Co., Continental Oil Co., Crescent Pipe Line Co., Cumberland Pipe Line, Eureka Pipe Line, Galena-Signal Oil, Gulf Oil Corporation, Humble Oil, Illinois Pipe Line Co., Imperial Oil, Indiana Pipe Line, International Petroleum, Magnolia Petroleum, National Transit Co., New York Transit Co., Northern Pipe Line, Ohio Oil Co., Penn. Mex. Fuel, Prairie Oil & Gas Co., Prairie Pipe Line, Solar Refining Co., Southern Pipe Line, South Penn. Oil Co., Southwest Pa. Pipe Line, Standard Oil of Indiana, Standard Oil of Kansas, Standard Oil of Kentucky, Standard Oil of Nebraska, Standard Oil of New York, Standard Oil of Ohio, Standard Oil of Ohio, pfd., Swan and Finch Co., Vacuum Oil Co., Washington Oil Co.

COURT REFUSES M. & ST. L. PLEA FOR BOND ISSUE

Judge Wilbur F. Booth in United States District Court October 27 denied the petition of W. H. Bremner, receiver for the Minneapolis and St. Louis Railroad, for permission to issue \$7,000,000 worth of receivers' certificates for rehabilitation and improvement projects on the road.

The court's denial of the petition constitutes a rejection of the recommendations made by a bondholders' committee by which it was proposed to carry out extensive improvements and thus place the road on a paying basis. Action on the committee's suggestions has been pending since last April.

The report of the committee, which was headed by Jules S. Bache of New York, carried recommendations for issuance of the \$7,000,000 of receivers' certificates in order that a rehabilitation and improvement program calling for expenditures of more than \$3,000,000 might be carried out and rolling stock to cost \$5,000,000 might be purchased.

The committee's report, based on an examination of the road by a firm of consulting engineers, had urged the purchase of rolling stock "since the equipment is inadequate for the business of the line."

ST. PAUL PHYSICIAN AND BANKER DEAD

St. Paul, Minn.—Dr. F. L. Beckley, prominent St. Paul physician and banker, died October 23 at St. Joseph's hospital following a brief illness.

Dr. Beckley was president of the Minnesota Transfer State Bank. He lived at 1754 Marshall avenue.

PERSONALS

F. A. Lemme, cashier of the Deposit Bank of Winona, Minnesota, has been elected president of the Winona Shrine Club.

* * *

Albin A. A. Anderson, assistant cashier of the Farmers and Merchants National Bank of Oakland, Nebraska, was married October 15 at Osceola to Miss Anna C. Carlson of that city.

* * *

B. H. Runge, cashier, First National Bank of Charter Oak, Iowa, was married to Miss Edna Doeringsfeld of Gilmore City, October 11. Mr. and Mrs. Runge will reside in Charter Oak.

* * *

H. De Witt Smith, formerly general superintendent for the United Verde Copper Company at Jerome, Arizona, has joined the staff of the industrial department of the New York Trust Company of New York.

* * *

Alex Healy, vice president of the First National Bank of Worland, Wyoming, recently returned home from a trip through the Northwest, during which he purchased 1,500 lambs to be raised near Worland this season.

* * *

George Anderson was elected assistant cashier of the Harrington State Bank, at Harrington, Washington, at a directors meeting held recently. Mr. Anderson has been bookkeeper in the bank for the last four years.

* * *

John L. Gray, for some time prominent in the petroleum business, has been elected a director and vice president of the Shaffer Oil and Refining Company, according to announcement made by H. M. Byllesby and Company. He has recently become general manager of the Shaffer company.

* * *

Joseph A. McCord, chairman of the board and agent of the Federal Reserve Bank of Atlanta, has resigned, effective December 31. In 1892 he became identified with the old Atlanta Trust & Banking Co. He was governor of the Sixth Federal Reserve district in Atlanta from October 31, 1914, until March 1, 1919, when he became Class C director, chairman of the board and Federal Reserve agent.

* * *

Miss Mary Vail Andress has been appointed an assistant cashier at main office of the Chase National Bank of New York City. From the standpoint of the position of women in banking, this appointment is unique, at least so far as New York City is concerned. Several of the larger banking institutions here have appointed women to official positions, but in every instance these officials have been detailed to uptown branches.

* * *

Louis E. Butler, who has been elected a director of the American Exchange National Bank, is president of the Travelers Insurance Company and president and director of the Travelers Indemnity Company, both of Hartford. In addition, he is a director of many other large institutions, among them are the First National Bank of Boston, First National Bank of Hartford, Connecticut River Banking Company, Phoenix Insurance Company, Travelers Bank & Trust Co. of Hartford, Hartford Chamber of Commerce, the Hartford Retreat. In 1917 the Secretary of the Treasury invited Mr. Butler to report on a plan of insurance for officers and men of the United States army and navy.

BUSINESS OPTIMISM IN THE NORTHWEST

The Weekly Market Letter of the Wells-Dickey Company, issued October 23, says:

"Optimism continues to rule in Northwest business. The report recently made by the bureau of economic statistics of the United States Department of Agriculture shows that the farmer's dollar of today has a purchasing power of 90 cents; compared with 66 cents in January, 1923, an increase of 24 cents, a large part of which has been gained during the past six months. This change has been brought about in two ways, first through an increase in the prices which the farmer has been receiving for what he sells, and second

through a decrease in the price which he pays for commodities consumed on the farm. This balancing of agricultural and industrial values has been due in no small measure to the working out of the Dawes plan, resulting in an increased purchasing power abroad and greater demand for small grains, metals, cotton, etc. As reconstruction progresses in Germany and her industrial production is injected into the channels of world trade, it is reasonable to expect that industrial values will be still further reduced. It is quite possible, in fact, that within the next few years the pendulum will swing back beyond center, thus placing agriculture in a favored position as compared to industry. The northwestern business man who can be pessimistic under present conditions needs to have his liver looked after."

DINNER GIVEN IN HONOR OF RETIRING BANK AUDITOR

Everett A. Baker, auditor, was the honored guest at a party given October 27, by the force of the Hennepin County Savings Bank of Minneapolis. Mr. Baker has been with the bank for 15 years and will soon return to his former home in the East.

A six o'clock dinner was served in the lunch room of the First National Bank building. W. H. Lee, president of the Hennepin County Savings Bank, in a short address paid a splendid tribute to Mr. Baker's efficient service during his long connection with the bank. Mr. Lee also mentioned the early days of the bank when all of the work was done by six people, including the officers, and contrasted present day conditions. W. F. McLane, vice president of the bank, served as toastmaster.

The following short talks were given: "To Our Girls," Howard Sargent; "To Our Boys," Emma Carlson; "To Our Future," Patricia Ketchum; "To Our Officers," Helen Westman; "Future Plans," Minnie Buzbee.

Charles H. Smith, the oldest member of the bank force—who has been with the bank for 54 years—responded to the toast "To Our Friend Who Is Leaving Us." As Mr. Baker is auditor and Mr. Smith the head bookkeeper, their work has been very closely related, and Mr. Smith in a very feeling and interesting way paid high tribute to the character, ability and trustworthiness of Mr. Baker, and stressed the fact that Mr. Baker will be greatly missed by all at the bank. He then presented Mr. Baker with a handsome watch as a testimonial of the love and esteem of his associates.

In a few fitting words Mr. Baker expressed his appreciation for the honor shown him, and his regret at severing his connection with the bank.

After the dinner the company adjourned to the large lobby of the bank where the remainder of the evening was spent in playing games and dancing. The details of the party were in charge of Emily Noreen, Florence Young and Hazel Peterson.

WE ALL VOTE

Every qualified voter will vote at the election next Tuesday, according to the clever ad writer of the Metropolitan Life Insurance Company. "Either you will go to the polls and declare your honest opinion on the political issues, or you will stay away from the polls and thereby cast a silent vote against a continuance of a democratic form of government." Here's a thought worth remembering.

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SATURDAY, NOVEMBER 1, 1924

Notice of Stockholders' Meeting November 4th

The 57 millions of qualified voters in this country can be considered as stockholders of the U. S. A. A special meeting for the election of officers of this 400 billion dollar concern will be held next Tuesday, November 4th. If you are a registered voter, it is your duty to cast your ballot for the ticket of your preference. No proxies go on this occasion. No one can vote for you, so recognize your responsibility of part ownership in this country and go to the polls and vote.

Let us have no repetition of the presidential election day of four years ago, when 27 million voters forgot or neglected to vote, and only 26 million went to the polls. If this is a representative government of free people, let us avoid such a spectacle as that of two years ago, when very slim minorities elected many U. S. Senators. Government by default or by small minorities is not the sort contemplated by the founders of this Republic. The franchise privilege was given us to use and not to annul by failure to vote. Let the millions of women who demanded the ballot remember this and take time from their domestic or social duties next Tuesday to go and vote.

In 1896 there were 80 per cent. of the qualified voters who went to the polls at that presidential election. This percentage has been steadily shrinking at every national election until 1920 when less than 50 per cent. of the voters discharged their franchise duties. Is it not time to get back to that 80 per cent. and make it 90 per cent. or better?

The welfare of this great nation demands that we know how the people stand on the one important question of the day.

Are we a nation of radicals, or is reason and sanity to be the controlling power? If the people of this country are being converted to the bolshevik doctrines of Communistic Russia the sooner we know it

the better. If the vast majority of the citizens are still sane and believe in the American Constitution and the industrial and social systems that have brought us to our present high state of civilization, then let us hear from them next Tuesday with a full vote

We can, if we will, destroy all that the past thousand years of progress has developed in the civilized countries of the world. We can wreck our monetary and banking systems and go back to barter; we can smash our industrial system and return to the primitive method of hand-made articles; we can paralyze our transportation systems and starve. A few years ago Russia blew up and did all of these things and the disastrous results are well known to all the world. We can indulge in such stupendous folly and commit national suicide, or we can hold fast to all the benefits mankind has won by persistent effort, and work for still better things, and can maintain the means of past progress and use them for greater prosperity. This is a matter for the voters to decide, but they can do so only by voting, not by being slackers. Let us all be on the job next Tuesday. Remember one thing—to stay at home is a vote against the basic principles of our form of government.

Milwaukee Hands LaFollette a Jolt

More than a hundred prominent citizens of Milwaukee of German extraction and members of the Wisconsin Club, formerly the Deutche Club, recently signed the following statement which is carried by the Associated Press:

Without commenting extensively on the wholly unprincipled effort to herd voters like cattle, we ask the voters to consider whether they want to introduce here the tyranny and chaos of Russia or to maintain the Government founded by Washington, preserved by Lincoln, and guarded and promoted most faithfully and zealously by Coolidge, the statement declared.

The leaders of this dangerous third party movement claim to be great friends of Germany and the Germans, but words come easily to some people. While they have talked, others have acted. While they have been liberal with fantastic promises, the administration has worked for the welfare of Germany, so that a fund of 800,000,000 gold marks has been provided, which will put Germany back on a sound basis.

Such a blast as this from the business and financial center of Wisconsin should give the La Follette boat a list to leeward even if the broadsides from Mr. Dawes and others outside of the Senator's own state do nothing more than shatter the upper works of this craft that is sailing up Salt creek or the river of class politics.

High Financing Methods of Promoters

J. Rufus Wallingford, known in fiction as a promoter extraordinary, frequently has his counterpart in real life. There is now on trial in the United States District Court at Sioux Falls, South Dakota, the case of the Government against the promoters and officers of the Midland Packing Company of Sioux City, Iowa.

This company was one of the big fraudulently promoted enterprises that played a part in separating central western farmers from several million

dollars with only large bunches of engraved stocks and a lot of troubles as a reward for their confidence and their hard earned dollars.

Details of the trial are about as interesting reading as any of the Wallingford stories and incidentally they expose the methods of promoters of enterprises organized solely with a view of making money from the sale of stocks. It is claimed that the Midland Company caused a loss of eight millions of dollars to investors. An old packing plant, valued at \$250,000, purchased by the promoters and mainly paid for in stock, was the basis for the operations of the schemers. This plant was turned over to the Midland Company for half a million dollars and about another million or so was expended on its enlargement. The whole assets of the concern were sold at a receivers sale a year or so ago for \$600,000.

How stock was sold and manipulated by the company's salesmen makes interesting reading. There were dummy sales running into millions of dollars. Evidence brought out before the court shows that stock valued at two and one-half million dollars changed hands without any cash figuring in the transactions, notes being signed in amounts from \$100,000 to \$750,000 by men whose individual resources did not amount to \$15,000. These sales were made at par value—\$100 a share—and later the stock was resold at \$125 a share. Salesmen received from 15 to 25 per cent. commission on the par value of the stock. Much distress was caused in South Dakota and western Iowa among those who were inveigled into buying stock, and among banks and bankers who purchased notes at a discount, hoping thereby to reap an unusual profit. The holding of paper of this class was the cause of a number of banks being closed.

It will be remembered that at the time the Midland Packing Company was being organized, another large packing concern—the Skinner Packing Company—was being promoted in Omaha, and other promotions, running into the millions of dollars, were under way in Nebraska, South Dakota and Iowa. These promotions, in the aggregate, caused a loss of approximately 20 millions of dollars to the people of these three states.

Involved in the Midland deal are citizens of Iowa who have previously borne excellent reputations, and it was the good repute of the pseudo officers of the concern that enabled the schemers to succeed in their highly artistic fleecing operations. It is one of the peculiarities of human nature that men sometimes will take the long chance of losing reputation and liberty for dishonest gains. It was so with the promoters of the Midland Packing Company. While they dishonorably gained hundreds of thousands of dollars it is a question which they, themselves, must answer whether this wealth will compensate them for the loss of honor and reputation and for the time they are likely to spend in prison as a result of their criminal acts.

There is a question as to whether the widespread publicity given to the Midland Packing Company fraud will be a lesson to investors in general. Other promotions of a dubious nature will spring up and plausible arguments and fallacious statistics with

promises of great gains for small investment will appeal to those who have money to invest and there will be repetitions of the Midland fizzle. Verily human nature is weak when it comes to withstanding the temptation to gain much for little or wealth without honest labor.

James Berwick Forgan

Elsewhere in the Commercial West will be found notice of the death of James B. Forgan, for many years a prominent figure in banking circles in the Central West.

Mr. Forgan was perhaps as well known in the Northwest as any of the more prominent members of the banking fraternity. He was born in St. Andrews, Scotland, in 1852, and educated in the public schools and academies of his native land. While in his 'teens he commenced his banking career with the Royal Bank of Scotland. After three years spent in the banking field in his home country he emigrated to Canada and became connected with the Bank of British North America, and later with the Bank of Nova Scotia.

As a representative of this bank he located in Minneapolis in 1888, where, for a while, he was in charge of the bank's branch office. In 1888 he became cashier and manager of the Northwestern National Bank of Minneapolis. His personality and efficiency as a bank officer attracted the attention of Lyman J. Gage, president of the First National Bank of Chicago, and later Secretary of the Treasury, who induced him to become vice president of the Chicago bank in 1892. In 1900 Mr. Forgan was elected president of the First National Bank of Chicago and in 1916 retired from the presidency and was elected chairman of the board of the First National Bank and the First Trust and Savings Bank of Chicago.

Mr. Forgan was considered one of the foremost authorities in the United States on banking. He was one of the prime factors in the formation of the Federal Reserve System and, until failing health forced his retirement, he was president of the Federal Advisory Counsel of the Federal Reserve Board and from 1914 up to the time of his death he was a director of the Chicago Federal Reserve Bank.

During the past six months, while at his summer home at Harbor Springs, Michigan, he wrote the story of his life, memoirs modestly presented in plain language. Two days before his death the first books were delivered from the press.

The American banking fraternity, through the death of Mr. Forgan, loses a member whose counsel was always most valuable, and the states of the Central West and Northwest deplore the loss of one whose confidence in their wonderful resources and potential possibilities never wavered.

Prosperity Thrust Upon Us

That the Northwest has entered upon a new era of prosperity is evident to anyone who will take the time to analyze the present situation. This prosperity has been thrust upon the people by a munificent Providence. It was not brought about by any legislation, either state or national; nor by any

cooperative effort on part of man; but rather by Mother Nature, working not alone in the Northwest but in other parts of the world as well.

In the pages of this issue of the Commercial West will be found reviews of northwestern business conditions, and for the excellent situation there are substantial basis. There are reasons for confidence in the belief that the prosperity now prevailing is not transitory, but is likely to last through some years to come.

During presidential election years there is always more or less expression as to the effects of election. This year seems to be an exception and business has been progressing in a most satisfactory way. In fact, trade conditions, the country's finances, and all other influences that affect the people indicate that no matter which way the election may go—not taking into consideration the third party—readjustment will go on in a most favorable manner.

The report of the Federal Reserve Bank of Minneapolis and of the Federal Reserve Board at Wash-

ington shows a most healthy financial condition. The volume of business, as reflected by the tonnage of the railroads and the movement of raw materials and manufactures, shows that conditions are exceptionally good. In fact, in the 16 largest cities of the country the volume of business is far in excess of the volume last year.

The large grain crops of the West and Northwest, with high prices, have wrought a wonderful change in agricultural communities and interior banks have more money than they can profitably loan.

The European situation, while not in the settled condition that means stability, is vastly improved. There remain uncertainties and irregularities but these will be adjusted.

The buying power of the world is increasing and it appears that whether we would have it or not, prosperity has been thrust upon us, notwithstanding all the little differences of the nations and the difficulties encountered in getting the world, as a whole, on a normal business basis.

THE BULL'S EYE BY THE SHARP-SHOOTER

A small group of dominating and vociferous reactionary ecclesiastics have for the time being got hold of the reins of office in the Presbyterian church, and have now accomplished a triumph they have long hoped to consummate, namely the bouncing of Dr. Harry Emerson Fosdick from the associate pastorate of the First Presbyterian church of New York City. He could stay, they said, if he would submit to the signing of his name to the Westminster Confession of Faith. He could not do that without publicly admitting the submission of his faith to force; and this no one could do and keep his self respect. So Dr. Fosdick has handed in his resignation. Incidentally he is a Baptist, though he is an apostle of the union of Christian denominations. He is one of the most powerful ministers in the whole round of Christian churches today.

The Westminster Confession of faith is one of the world famous documents. It is now about 300 years old. It is more fitting to present day needs than some other man-made things that are 300 years old. But for all that it is loaded with a lot of dead wood that no one in these lively days should be asked to carry on his soul's back. For example here is a paragraph: "Elect infants dying in infancy are regenerated and saved by Christ through the spirit, who worketh when, and where and how he pleaseth. So also are all other elect persons who are incapable of being outwardly called by the ministry of the word."

On the face of it this declaration seems to say that God elects whom he will save, and those not so elected are lost—be they infants or adults. The other class mentioned in this paragraph are supposed to be the heathen and others who have never heard the gospel. If such are elected they are saved. The inference seems to be that those not elected will be lost.

The desire to keep this beloved relic of ecclesiastical dogmatism on the books has kept the defenders of the faith busy for a century or more explaining. The general assembly of the church had not till about 20 years ago

been able to get across an official explanation of this clause called by objectors the "infant damnation" clause. But about 1902 the general assembly made this declaratory statement regarding it. "That it is not to be regarded as teaching that any who die in infancy are lost. We believe that all dying in infancy are included in the election of grace, and all are regenerated and saved by Christ through the spirit, who works when, where and how he pleases.

Fortunately one does not have to subscribe to the confession of faith to be admitted to membership in the Presbyterian church. Otherwise I would never have become a member of that denomination. But I am moved to ask how much anybody will ever know about God's disposition of infants or by what process of grace he disposes of them. We can never know any more about it than we can know of the other side of the moon. So why should we make some speculation about it a vital part of our faith?

All I care to know about what God will do with little folks too young to sin is what Jesus said about it: "Suffer little children to come unto me and forbid them not, for such is the Kingdom of Heaven." He did not say: "Suffer elect little children to come unto me." The word "elect" is a word of offense. Our saintly ancestors seem not to have known corner stones from stumbling blocks, so dearly did they cling to the doctrine of "election."

But a new day is at hand. Recently a conference of Presbyterian students representing 25 universities and colleges in this country, met in conference and resolved on certain things. One of the resolutions was a condemnation of the Fundamentalist controversy in the church, and the other was this:

"Inasmuch as devotion to Christ is the center of Christian living and the sole requirement of membership in the Presbyterian church, we believe that the Westminster Confession of Faith is unnecessary."

What the student body of today thoughtfully resolves will be the action of tomorrow. History in all lands has proved this. I am preparing to kiss the Westminster Confession of Faith a final goodbye in my day and generation.

OFFICERS OF WYOMING BANKERS ASSOCIATION

Sheridan, Wyo.—M. R. Collins, president of the Douglas National Bank of Douglas was elected president of the Wyoming State Bankers Association at the recent convention of the association held at Riverton, Wyo., F. H. Healey, president of the Stockgrowers National Bank of Saratoga, was chosen vice president; Harry B. Henderson of Cheyenne, secretary and A. J. Lowry of Thermopolis, treasurer.

SPOKANE PUBLIC UTILITY COMPANY PAYS DIVIDEND

Spokane, Wash.—Dividends totaling \$8,694 were paid in October to the common and preferred stockholders of the Interstate Utilities Company, of Spokane, Washington, according to John F. Davies, general manager. This is a quarterly dividend and is at the rate of eight per cent. on the common stock and seven per cent. on the preferred stock.

Northwestern Business Shows Substantial Improvement

Deposits in Banks of the Northwest at Peak and Loans Being Liquidated

The Business Review issued by The Northwestern National Bank of Minneapolis, says:

"Comment in banking circles in the Twin Cities at the time of the comptroller's call of October 10 centered chiefly upon the extraordinary deposit totals reached by the leading commercial banks. Aggregate Minneapolis deposits on that date were \$319,225,000, the previous high record being \$272,492,000, reached on March 31, 1924. It is the first time the \$300,000,000 mark has been chalked up in this city. Deposits have increased 18 per cent. in one year's time, the most substantial part of the gain having been made within the last two months, or since the movement of fall crops to market began. Since the comptroller's call of June 30, this year, Minneapolis banks have added approximately \$50,000,000 to their deposits. The gain has not been remarkable for all classes of funds; there have been only moderate advances made in savings and in the checking accounts of individuals and firms. It is the funds of country banks kept on deposit with city correspondents that are responsible for the rapid increase. Since grain crops began to move (or to be more exact, from June 30 to October 10), the leading Minneapolis banks which are used as depositories for out-of-town banks, show a gain in this class of deposits of \$32,000,000, or about 76 per cent. The funds of country banks held in Minneapolis commercial banks are now the greatest they have ever been, the amount being about \$75,000,000. They comprise nearly a quarter of all Minneapolis deposits. The former high point was reached in December, 1918, when they amounted to \$62,000,000. In October, 1914, they were \$35,000,000.

Effect of Early Marketing of Crops

"It will be remembered, however, that this is the time of year when the peak in these country funds is normally reached. Under ordinary conditions they pile up with considerable rapidity in the fall and then subside gradually during the winter and early spring. The marketing of grain came on in so pell-mell a fashion this year that the increase has been conspicuously sudden and heavy. With one exception (in 1918, when wheat production was second only to 1915 in size and all products were being marketed at almost fantastic prices) an increase comparable to this has never been experienced. In the boom times of the early 90's when large tracts of new land were being placed under cultivation each year, we may have had percentages of increase as large or larger than this, but never a gain so large in amount.

Loan Ratio Low

"The increase in deposits of Minneapolis banks (and doubtless in other northwestern banks as well) has been so great and sudden that loans have not kept pace with them. The ratio of deposits to loans in commercial banks (savings institutions and trust companies excluded) was 61 per cent. on October 10, deposits at that time being \$232,000,000 and loans and discounts \$142,000,000. This is the lowest ratio that has been recorded within the last 10 years and probably for a long period before that time. On June 30, 1924, the ratio of deposits to loans was 64 per cent., and on March 31, 1924, 71 per cent. The highest ratio of deposits to loans and discounts ever disclosed by a bank call in Minneapolis was reached in May, 1920, when deposits of commercial banks were \$183,000,000 and their loans and discounts were \$196,000,000, or a ratio of 107 per cent. It was the use of the rediscount facility provided by the Federal Reserve Bank that made this seemingly topsy-turvy result possible.

Borrowing Light

"The commercial demand for funds remains light and the interest rate low. Borrowing by country banks has practically ceased. Rediscounts at the Minneapolis Federal Reserve Bank were about \$8,000,000 on October 15, as compared with \$14,000,000 on August 30; the high point was reached in 1920, on October 29, when they were \$112,670,000. Signs of a stiffening in rates are now and then

observable in the East, but the money market is unsettled. Bank transactions in Minneapolis amounted to \$122,716,000 in the week ending October 8 as compared with \$103,622,000 during the preceding week, and \$84,986,000 during the week ending October 10 last year. This is an increase due almost entirely to the marketing of grain. The volume of business in Duluth is now nearly treble what it was a year ago, and of the 253 cities of the United States whose bank transactions are reported by the Federal Reserve Board, the Duluth figures are far ahead of all others in percentage of increase. It is notable that actual deposits of Duluth banks, however, between the dates June 30, 1924, and October 10, 1924, instead of increasing, showed a slight aggregate decrease. Working funds retained in banks by depositors at the head of the lakes are influenced more by iron mining than by agriculture; the immense grain shipments which have been attracted to Duluth, and which account for the great volume of bank transactions, have been financed largely in Minneapolis. The lull in mining, influenced by the steel industry, is shown in the record of ore shipments; loadings of ore in this district amounted to 118,349 cars in four weeks ending September 27, as compared with 192,331 cars last year.

Business in General Shows Improvement

"While a satisfactory liquidation of farmer loans at country banks is taking place, the liquidation of old debts owing to country merchants is scarcely under way. This seems logical enough as farmers would naturally seek first to stop the accumulation of interest charges on bank debts and back taxes. Intermittent rains during the past month, furthermore, retarded all country activities. Transportation, however, continued at a feverish pace. It is estimated by the terminal grain committee which is cooperating with the American Railway Association that on October 21, 34 per cent. of all northwestern grain had been moved to terminals. Besides this there are large quantities in country elevators. How much of this and the grain shipped out is stored and therefore still in the ownership of farmers cannot be determined. Some grain men say that farmers are cashing in on more of the grain hauled to the elevators than usual, and others, while agreeing that more is being sold than last year, say that farmers are selling no more than in average years. As for the coming of the day of a really sizable liquidation of debts owed to country merchants and the buying of much needed goods from them, it is probably not far distant. Since October 1, there has been a noticeable picking up of business with wholesale merchants, though it has been nothing remarkable, and some old accounts are being paid."

ANNUITY PAYMENTS TO CHIPPEWA INDIANS

Cass Lake, Minn.—Minnesota Chippewas are receiving their annuity payments of \$15.50 each from the Government, and a total of approximately \$190,000 will be paid out, according to an announcement by R. R. Wadsworth, of Cass Lake, superintendent of the consolidated Chippewa agency.

The last money taken from the tribal fund, which now totals approximately \$6,000,000, was the per capita payments of \$100 authorized by Congress last winter, following reports that certain bands of Chippewa were in need.

The annuity payments this year are smaller than usual because the principal, or tribal fund, was reduced by about \$1,250,000 as a result of last winter's per capita payment.

PHONE COMPANY PLACES RECORD STOCK ISSUE

Over 191,000 investors purchased the 150 million of new stock issued by the American Telephone and Telegraph Company, according to a statement of H. Blair, treasurer of that company. This is said to be the largest single block of stock ever placed by any corporation in the world, and it was all absorbed by the stockholders of the company, which number over 316,000.

Financial Situation in the Northwest

The report of John R. Mitchell, Federal Reserve agent for the Ninth Federal Reserve District, says:

"During the five weeks ending October 1, member banks in the larger cities had a rise in deposits exceeding 29 million dollars and simultaneously increased their loans 25 millions, purchased investments of 3½ millions and enlarged their reserves. Member banks in the agricultural sections were able to repay a large portion of their borrowings from this bank, such repayments being heaviest by the member banks in North Dakota. Crop financing is running at high-tide now, and much stronger than a year ago. Deposits of country banks with their Twin City correspondents increased more than 50 per cent. in the six weeks ending October 1, as compared with an increase of but 33 per cent. during the same period a year ago.

"Deposits and loans of member banks continued to expand during the first part of October. Loans of this Federal Reserve Bank declined during September and the first half of October, about 5½ million dollars. Federal reserve note circulation, meanwhile, expanded 5½ millions to meet crop moving demands. The discount rate of this bank was reduced from 4½ to 4 per cent., effective October 15.

"Our member banks in all of the agricultural sections of this district have reduced their borrowings materially from this bank during the month of September. The repayments were heaviest in North Dakota and smallest in Montana. Further evidence of the improving condition of country banks is found in the record of their deposits with their city correspondent banks. These bankers' deposits increased over 50 per cent. in the six weeks ending October 1. A year ago the increase during the same period was only 33 per cent. On October 1 this year these deposits were 44 per cent. larger than last year on the corresponding date.

"Deposits continued to expand in the first week of October. Country banks built up their balances with Twin City correspondents about 15 per cent. in one week. Demand deposits expanded 13 million dollars in 25 selected member banks reporting to this office. Their loans increased 10 millions and security holdings and reserves also were greater.

"Interest rates at Minneapolis were practically the same on October 15 as on September 15, but lower than a year ago.

"Commercial paper outstanding in this territory increased 22 per cent. during September, the greatest rise in this month in the last five years. The volume outstanding was 20 per cent. above a year ago.

"The loans of this Federal Reserve Bank showed a sharp decline of more than 4 million dollars during September. This was a reduction of nearly one-third. Acceptances were purchased amounting to more than 2 million dollars and security holdings increased about one-half million dollars during September. Federal reserve notes in circulation expanded 3 millions in response to the customary demand for crop moving. Member bank deposits increased 2½ millions and government deposits increased 2 millions. The cash reserves of this bank, as a result of these changes, increased nearly 11 million dollars during the month.

"During the first half of October member bank borrowings from this Federal Reserve Bank were reduced 1½ million dollars. Member bank reserve deposits showed an increasing tendency, which reflects the increase of demand and time deposits throughout the district. Federal reserve notes in circulation increased 2½ millions. The discount rate of this bank was reduced from 4½ per cent. to 4 per cent., effective October 15."

TRUST COMPANY ORGANIZED AT ST. CLOUD

St. Cloud, Minn.—Articles of incorporation of the St. Cloud Guaranty Trust Company, which will begin business in this city on December 1, have been filed with the Secretary of State. Starting with a paid up capital of \$50,000 it is planned to increase this capital gradually and to make it one of the large trust companies in the state. The board of directors will consist of 11 well known St. Cloud

business men who have been prominently identified with the banking interests of this city, including J. E. Cooling, J. A. Henry, W. S. Weber, Chas. F. Ladner, J. C. Crever, Ludger E. Fouquette, Harold W. Riley, D. J. Fouquette, Chris Schmitt, W. L. Rosenberger and W. B. Mitchell.

Officers of the new trust company will be elected in the near future. John A. Henry, well known local capitalist, who recently disposed of one of his drug stores in St. Cloud to the St. Cloud Drug Company will be one of the active officers of the company. Headquarters will be established in the First National Bank building.

EARNINGS OF NORTHWESTERN RAILROADS

St. Paul, Minn.—Marked improvement in the earnings of northwest railroads is shown in September reports to the Interstate Commerce Commission.

The Northern Pacific Railway reported net operating income of \$10,409,359 for the nine months ending September 30, which was a gain of \$1,793,267 over a year ago. In September net operating income of \$2,732,190 was a decrease of \$147,704 compared with September last year.

Northern Pacific's revenues for the nine months were \$66,715,985, a decrease of \$6,515,932 compared with last year. Operating expenses of \$53,188,961 showed a decrease of \$8,529,120.

The Great Northern led the northwest roads centered in the Twin Cities in gross revenues as well as operating income, the gross for the nine months period being \$75,027,928, a decrease of \$10,257,604 from 1923. Operating expenses of \$55,619,974 were \$10,949,848 under last year. The net operating income for the period was \$12,407,400, a decrease of \$867,707.

September net operating income of the Great Northern was \$3,082,268, a decrease of \$425,931, which is being overcome in October by a record haul of grain.

Notable improvement in earnings of the Omaha road was revealed in the \$2,115,402 net operating income for nine months, a gain of \$265,984 over last year, despite a decrease of \$491,203 in gross revenues, to a total of \$20,564,648. September net operating income of \$601,103 was an increase of \$267,746 over last year.

THIRD DIVIDEND PAYMENT TO CREDITORS OF SCHAEFER BANKS

St. Paul, Minn.—Checks in payment of a third dividend have been mailed out to all creditors of the 13 so-called Schaefer banks. This dividend makes a total of the following percentages paid the creditors of these banks:

Augusta State Bank, 48 per cent.; Chanhassen State Bank, 50 per cent.; Farmers State Bank, Colbogne, 80 per cent.; Farmers State Bank, Frontenac, 72 per cent.; Hamel State Bank, 58 per cent.; Farmers State Bank, Long Siding, 58 per cent.; Marine Mills State Bank, 78 per cent.; Farmers State Bank, New Prairie, 60 per cent.; St. Louis Park State Bank, 60 per cent.; Farmers State Bank, Skyberg, 56 per cent.; Merchants & Miners State Bank, Tower, 60 per cent.; Waconia State Bank, 60 per cent.; Farmers & Merchants, Watertown, 60 per cent.

As soon as the liquidation of the Mortgage Security Company is completed and the dividend collected on claims filed with the receiver on behalf of all these banks, the remaining uncollected assets will be sold under an order of the court and a fourth and final dividend declared and distributed.

As there was something over \$700,000 of worthless paper placed in these 13 banks by Mr. Schaefer and the Mortgage Security Company and the control of stock in each bank was held by the Mortgage Security Company, the amount realized and paid to the creditors is very gratifying.

DINNER GIVEN BY JACKSON COUNTY BANKERS

George H. Richards, secretary of the Minnesota Bankers Association, attended the dinner given by the Jackson County Bankers Association at Heron Lake, Minn., October 22. J. J. Maloney, cashier of the Farmers State Bank of Heron Lake, acted as toastmaster and about 30 bankers were in attendance.



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London Banker Says Gold No Disadvantage Here

Chicago, October 28—Frederick Hyde, managing director of the Midland Bank of London, one of the greatest financial institutions of Great Britain, who was in Chicago last week on his maiden visit to this country, disagrees with the opinions expressed recently by some British financiers that the large gold holdings here work a disadvantage to American banking. "These tremendous gold holdings in the United States should not be looked upon with disapproval," he said. "The gold has moved here normally because it has been more advantageous to South Africa to ship its gold to America and receive the difference in exchange, and I would not be surprised if it continued to flow towards the United States for some time to come. I cannot see wherein it places the American banker at a disadvantage simply because of the fact that you have here 50 per cent. of the world's supply. True, it increases credits and some bankers here fear this may bring about a period of inflation, but as soon as English prices come down to the American level, which does not seem likely, or American prices rise to the British level, which is quite probable, then the gold will return to us and thereafter the flow of gold between the Bank of England and your Federal Reserve Bank will become normal again. India has not been taking gold this year as it has in the past. The East Indian does not hoard his gold or save money, but transforms it into ornaments for the women of his family and it consequently passes out of circulation, but India will soon be taking gold again, and then the supply here will diminish."

Seeing America First

Mr. Hyde said he had not come here in the pursuit of business, but for the enjoyment of a holiday. "I have looked forward for years to a visit to the 'States' but something in the past has always prevented until this year," he continued. "This is a wonderful country and your city of Chicago is marvelous. I have enjoyed so much meeting people here and have been delightfully entertained by my friends here. As a matter of fact my time has been 'full up.' I have seen the principal cities of the East and now am going to Toronto, Montreal, Boston, and then to New York to take a steamer back home. In my travels I have learned that the surplus of credits here may be chiefly ascribed to the waiting policy everybody is indulging until the presidential election is out of the way. But that is only a short time away and then I should think the country will go ahead full speed again as conditions appear normal and sound. You have everything in your favor with fine crops of grain and cotton, and if cotton continues to decline it will go into greater consumption with us and thereby aid in returning the cotton industry to normal in Great Britain."

Describes Foreign Ailments

"Unemployment is not so marked now in England as it was; as I figure it there are not to exceed 700,000 people out of work there and normally even in the good times there are possibly 400,000 unemployed. Improvement in our condition is going on steadily although for a time it

was very slow, and I am mildly optimistic of the future. Settlement of the German reparations and the loan to Germany has opened the door to more friendly relations between all nations, and if Germany returns to prosperity the world will share in that. Just now, however, German industry is in the position of a man who has put all of his capital into his plant and then has no ready money for its operation. Consequently Germany's revival will be gradual, but with her expansion she will be in the market for larger quantities of supplies and that benefit will radiate everywhere. It is improbable that Germany under its changed economic conditions will be able to obtain mass production as cheaply and in such volume as before the war without a wholesale renovation of methods, and therefore there is no danger that Germany will soon again have a capacity for dominating international markets by a policy of underselling home manufacturers."

"Germans Recover"—Waldeck

A great tribute is paid to the restoration of Germany by a Chicago banker who delved deeply into financial and industrial conditions there.

"Germans are working now as they never did before," said Herman Waldeck, vice president of the Continental & Commercial National Bank, "and there is determination shown everywhere to regain the position in world affairs which Germany held before the war." Mr. Waldeck returned this week from abroad after spending several weeks on the continent, and, as he expressed it, "only too short a time in Germany." He believes that the loan to Germany which was so largely oversubscribed last week in the United States will be paid at maturity and that it will be influential in heartening all classes. "One realizes while in Germany," he added, "that he is in a country where there is a great deal of poverty, but everybody looks neat. The clothing worn provides ample evidence of distress, but it is clean, and there is no slovenliness visible. In order to give employment to the greatest number of people, for unemployment is one of the drawbacks there, the factories run eight hours a day for four days in the week. The charitable organizations are taxed to their capacity owing to the lack of unemployment which has been so general everywhere, but there is no sign given by the people of their destitution. There are few automobiles on the streets and roads, and those are mostly in use for business purposes. The people are not spending their money for luxuries, but are saving it in spite of the fact that wages are low and the cost of living high. Labor receives from \$1.25 to \$1.50 a day and some industrialists favor a reduction in wage, but I told them that wages could not be reduced, and on the other hand should advance."

Drummer Is Best Bet

"Industrial Germany is in perfect condition. The machinery is ready for business when it comes, and it will be brought in by the commercial travelers. The drummer will go to every country on the globe, work twelve hours or more a day, travel cheaply and live cheaply, and send

his orders home for the rehabilitation of industry. That accumulation of orders for goods will aggregate an enormous total and bring prosperity to the nation. The great mass of the people are in favor of the present form of republican government and there will never again be a return to monarchy and compulsory military participation. The people will never again submit to that. Stabilization of the monetary system of the country has been a great relief. A year ago farmers would go to the towns and cities with a load of produce and invest the money they received in the first things they could buy before values were further depreciated. They bought pianos even, and at some of the farms they have two or more pianos, and they bought land wherever they could. Now the situation is radically changed, and the accomplishment of this is one of the great economic miracles in history. The banks will not publish statements of their condition until next month, and I believe the world will be surprised by their display of solvency.

Banks Preserve Assets

"One of the Berlin banks showed that it has preserved the major portion of its assets and this is most remarkable. The world has been awaiting for an explosion, but it has not occurred. When a building falls in the boilers explode, but not in this instance. The new banking system is based upon real estate values. The national wealth of Germany is estimated at \$80,000,000,000, and the banks will issue only four per cent. of this in currency. So far they have issued only about \$1,000,000,000 in currency, leaving \$2,200,000,000 in reserve, and as a result German money has not fluctuated or depreciated since this rehabilitation has been accomplished, the only foreign money that has not. Railroad properties are in excellent shape. Motive power is in a high state of efficiency and the road beds are almost perfect, steel ties having been generally utilized in maintenance of way. New cars are cheaply constructed, but they are clean and that is a great deal in insuring comfort. Shipping has expanded tremendously and is now about 80 per cent. of the pre-war tonnage, and the port of Hamburg is a wonderful sight. The warehouses are not only in perfect condition, but are slightly, and capable of handling the enormous flow of grain and foodstuffs coming from this country."

Deans Home from Europe

H. G. P. Deans, vice president of the Illinois Merchants Trust Company, has returned to Chicago from a visit to Great Britain and continental countries, impressed with the improvement which is displayed in British and Italian industry. He believes that France has not yet turned the corner as the rehabilitation of the finances of that country has been dilatory and he thinks that perhaps Germany will require more time to pay its reparations than the recent agreement entered into calls for, and while not entirely optimistic concerning the future of Europe, he entertains the belief that a step in the right direction has been taken in supplying encouragement to Germany through the medium of the government loan so heavily oversubscribed. "Industrial conditions in England are better than statistics suggest," he said. "In normal times the number of unemployed in Great Britain approximate 400,000, while now it is double that number. Of course there is still room for great improvement in industrial lines there, but they are gradually working out their problems. The loan of \$200,000,000 to Germany is insignificant when the needs of that country are considered, but the encouragement offered to the Germans through the heavy oversubscription of the loan will have a heartening influence, and I believe that when the condition of the German banks is made public on November 1, the statements will indicate that they have preserved a large proportion of their assets under the most disturbing conditions a nation could pass through. Considering the brief period I spent in Europe, I covered a great deal of ground and the journey disclosed the superiority of our traffic conditions. In Europe you pass into another country every five or six hours, encountering a different

language and regulations and delays in proceeding. This is due to the fact that in every country they have a different rail gauge, and all this means a loss of time to the traveler."

Politics Chief Topic

L. A. Goddard, chairman of the State Bank of Chicago, finds that business is being held in check by the uncertainty which surrounds the presidential election this fall. "I believe that Coolidge and Dawes will be elected," he said. "Every line of information points to the success of the ticket they head when the votes are cast. But in the meantime the minds of the people are diverted from normal channels by the campaign which is now in progress. As a result it is holding everything back for the time being. However, there is still enough to do and in general our customers have no fault to find with the results of their endeavor. Our industrial and mercantile groundwork is essentially sound. There is plenty of money to be had at very low rates of interest and it is an exception when one finds either merchant's or an industry carrying even a normal stock of goods or material. People are not extended and they have practiced economies which have left them in a strong financial position and enable them to go ahead when the atmosphere is clarified of politics."

Stevens to Head Bankers

Eugene M. Stevens, vice president of the Illinois Merchants Trust Company, is slated for the presidency of the Bankers Club of Chicago when the annual meeting is held in December. Mr. Stevens was elected vice president of the club a year ago when Craig B. Hazelwood, vice president of the Union Trust Company, was elected president, and as it is traditional that the vice president automatically becomes president of the club, Mr. Stevens will be Mr. Hazelwood's successor. It is likely that John R. Washburn will probably be elected vice president of the club as he has been a member of the executive committee for two years. The annual meeting should have

(Continued on page 42)

New Issue:

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Swedish Government

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SWEDISH credit ranks high in the financial markets of the world. For the year ended June 30, 1924 ordinary revenues amounted to \$177,882,000 and ordinary expenditures \$166,124,000, leaving a surplus of \$11,758,000. The service of the national debt for the same period amounted to only 13.4% of ordinary revenues. At the present time only 20% of Sweden's indebtedness is represented by external obligations.

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Central State Bankers Elect Officers

Chicago, October 28—Members of the Central States Group of the Investment Bankers Association of America have elected officers which supply Chicago, Milwaukee and Indianapolis with leading representatives. W. T. Bacon of the Northern Trust Company has been selected to succeed Benjamin F. Taylor as chairman; S. W. White, manager of the bond department of the National Bank of the Republic, is vice chairman, and C. W. Love of Halsey, Stuart & Co., is secretary and treasurer. The executive committee is composed of Frank F. Winans of the National City Company, Robert A. Gardner of Mitchell, Hutchins & Co., Arthur G. Cable of the Guarantee Company, Arthur H. Guilbert of Spencer Trask & Co., Walter S. Brewster of Russell, Brewster & Co., Willits Pollock of the Second Ward Securities Company of Milwaukee and E. J. Wuensch of the Fletcher-American Company of Indianapolis.

Publicity Eliminates Crooks

Commending the Commercial West of Minneapolis and Chicago, Milwaukee and Indianapolis newspapers for their cooperation in suppressing fraud in this district, Benjamin F. Taylor, retiring chairman of the executive committee, paid a compliment to them for giving wide publicity to the operations of the association and the Investors' Protective Bureau, of which Arthur G. Davis of the Chicago Association of Commerce is manager. Mr. Taylor stated that within the last year the bureau had made excellent progress in its fight against questionable issues, shady promoters and bucket shops in this district. Follow-up methods have been influential in preventing the return of principals in firms which had been driven out of the financial district to new organizations under different titles and their operation to the detriment of the small investors whose chief reliance is placed in the word of brokers and banking houses that the securities recommended to them are the emissions of reputable industries and corporations. A continual check is kept in La Salle Street upon new investment houses and all financial advertising is first submitted to the bureau before acceptance by regional publications.

High Prices for Improvement Bonds

Chicago has realized the highest price for improvement bonds bearing 4 per cent. that it has received in more than ten years. A syndicate headed by A. B. Leach & Co., of Chicago, composed of A. G. Becker & Co., the Central Trust Company of Illinois, Bonbright & Co., Union Trust Company and Hill, Joiner & Co., all of Chicago, and the First National Bank of Detroit, bid \$4,333,918.75 for the three issues of 4 per cent. bonds covering improvements in Ashland Avenue, South Water Street and Roosevelt Road, totalling \$4,375,000. This bid is equal to \$99.081, comparing with a bid of 98.639 in 1922 and 92.347 in 1921, and exemplifies the influence of an easy money market and extremely low rates of discount, and it was accepted by Comptroller Martin J. O'Brien. The improvements call for the expenditure of \$945,000 in improving Roosevelt Road, \$1,500,000 in South Water Street and \$1,840,000 in Ashland Avenue. The issue was offered here subsequently at prices to yield from 3.05 to 4 per cent., according to maturity, and met with an overwhelming success. Another syndicate headed by the Northern Trust bid equal to 98.84 for the issue, the First Trust & Savings syndicate 98.607, Hornblower & Weeks 98.36, the Guaranty Company 98.289 and Halsey, Stuart & Co. 198.26.

Offerings Are Diversified

Offerings during the week were widely diversified in character and investment opportunities, including a new departure in the 200,000 shares of United States & Foreign Securities Corporation first preferred stock at 100 a share. This corporation has been organized by Dillon, Read & Co., to buy, sell and underwrite securities, following the lines established by British investment trust corporations in recent years, and operating in foreign as well as American issues. There was an offering of \$15,000,000 Columbia

Gas & Electric 7 per cent. cumulative preferred stock at par and accrued dividends, and this was also a marked success as subsequent sales were at 104 a share. An issue of \$2,500,000 Calumet Gas & Electric first and refunding 6s at 97 was oversubscribed. This company serves sixty-three communities in Northern Indiana and its net earnings for the year of \$359,293 compare with annual bond interest charges of \$150,000. A Chicago syndicate brought out \$1,000,000 First Joint Stock Land Bank of New Orleans 5s at 101½; \$15,000,000 Cuban Dominican Sugar Company first 7½s sold at 97½, and \$6,000,000 Los Angeles Gas & Electric Corporation general and refunding 5½s at 96½, all of which supplied an attraction to the investing public.

Michigan Offer Features

A feature of the week's new offerings here was \$2,000,000 first mortgage 6½ per cent. bonds of the Industrial Works of Bay City, Michigan. The issue matures in 1939 and went quickly at the offering price of 99 and interest. Fixed assets covered by the mortgage have a value of \$3,964,000 and net earnings for six years average \$550,209, against annual interest charges of \$130,000. The Illinois Merchants Trust Company brought out an issue of \$210,000 Jackson Michigan 4½ per cent. union school bonds at prices to yield from 4.10 to 4.20 according to maturity, ranging from 1927 to 1939. Other offerings of merit included \$1,350,000 Great Northern-Majestic Building 6½s at 100, \$2,200,000 Minnesota Power & Light 7s at 98, \$750,000 Andrew Jackson Hotel 7s at 100, \$125,000 Marengo, Illinois, community high school 5s at prices to yield from 4.10 to 4.25 per cent., and \$5,000,000 American Power & Light 6s at 94½.

Slowing down in realty demand and values is having its influence on real estate bonds, and while there is a broad market for industrial, public utility, state, municipal, corporation and foreign issues, the realty emissions have not only been sluggish, but weak. The suit begun by S. W. Straus & Co., for \$475,000 damages from the Sisson Company, owners of the Hotel Sisson in Chicago, to recover losses extended over a period of five years, is now reflected in Cleveland, where the Hollenden Hotel has passed into the bankruptcy court for an adjustment. The bonds of this company were only recently put out in Chicago by a La Salle Street banking house.

Election Hampers Trade

John G. Shedd, chairman of the board of directors of Marshall Field & Co., whose perspective of business and finance over more than half a century of Chicago's banking and mercantile life, is a firm believer in the future of business here, but he entertains the idea that upon the coming presidential election depends much of the country's immediate prosperity. "Tell me how the election is going and I will tell you how business will do in the next year," he said. "I fully anticipate that the country will go Republican at the election next month and that business will then move forward briskly when Coolidge is re-elected, but if it should not, then there is apt to be some disorder for some time afterward. I am optimistic, however. Conditions have a very substantial foundation beneath them. There has been no inflation and conservatism has not only been preached, but practiced as well. People have been frugal and merchants have been extremely cautious, and when the excitement of the election is over and if Coolidge and Dawes are elected we will see a marked change in the attitude of business men. So far their minds have been diverted by the problems placed before them by politics and business has naturally reflected this diversion.

Resents Reserve Attacks

"What some people find to base their attacks on the Federal Reserve System is beyond me. Our Federal reserve banks supply the bulwark of our safety. Had it not been for them the country would have been in an upheaval after the war. Business could not have gone on without them. By that I do not mean small business, but big business and all business would have gone to smash if it

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had not been for the sustaining influences of our banking system as it was revised 10 years ago. It safeguarded the affairs of industry, mercantile life and agriculture, and is not something to be jeered at and criticized. In this connection I wish to add a word of praise for General Dawes. The commission he was at the head of performed wonders in the rehabilitation of Europe, and these are reflected in the tremendous over-subscription of the German government bonds. With Germany reviving under the ministrations of the reparations commission the world will be sympathetically stimulated."

Chicago Stocks Firmer


After lagging behind ever since its new shares were brought out last spring, the Wrigley Company is now displaying signs of activity and the stock has risen another point on the Chicago Stock Exchange, showing an improvement of seven points from the low, when it was apparent that the Wrigley pool was taking no interest in its emissions. Now, however, the company issues a statement that net profits for the nine months ended September 30 after taxes and charges were \$6,758,835, equal to 3.75 a share on the 1,800,000 shares outstanding, compared with an annual dividend rate of \$3 a share. Stewart-Warner also improved two points after making public its statement of earnings for the third quarter of the year. The net from July 1 to September 30 was \$652,973, equal to \$1.37 a share, against \$1.09 a share for the second quarter and \$3.39 a share, in the corresponding period last year. Net income for nine months totaled \$2,662,523, equal to \$5.61 for the period, comparing with \$5,547,994, or \$11.72 a share, in the same time in 1923. The directorate ordered the payment of the dividend of \$1.25 which was declared six months ago, as against \$2.50 for the same quarter last year. Other stocks were firm as a rule. Middle West Utilities ran up 6 1/4 points and Vesta Battery 7 1/2. The Vesta pool was operating a year ago with signal success and then unloaded its holdings at a very profitable price, after which the shares went into retirement. Crane common sold up 3 1/2 points, Chicago Title & Trust 5, Thompson 2 and Swift International nearly a point. Swift & Co. was strong all week and met with a brisk demand, finally rising 1 1/4 points. In the bond section of the Chicago Stock Exchange there was an upward flurry in Commonwealth Edison first 5s, which crossed par with a betterment of half a point, and all of the traction issues were fractionally higher, but the general volume of business was small.

Unlisted Issues Firm

A firm tone prevailed in the trading of Chicago unlisted securities, according to John Burnham & Co., who said: "Early in the week some losses were registered, but during the last few days a rally brought them back to the old levels. Illinois tax exempt preferred issues have held steady and the majority of inquiries coming into the market were on the buying side. National Tea preferred is now ex-dividend and in demand at 102. Albert Pick preferred shows a gain for the week, stock now being in demand at 93 with offerings at 94 1/2. Renewed buying was noticeable in Chicago Mill & Lumber preferred at 95 1/2 with cheapest offerings at 97 1/2. A few trades were made in Wahl preferred around 82, the market closed 80 bid stock offered for sale at 82. Demand continued for Insurance Exchange Building preferred, but little is offered. The rumors of possible dividend action in Interstate Iron & Steel pre-

ferred stock has held that stock steadily above 70, and offered for sale at 73.

"Prices in the public utility group were inclined to be lower in most instances, and no trades were made in many (Continued on page 49)



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The Personal Equation a Factor in Banking

Essential Qualifications of the Successful Banker Outlined by a Worker in the Banks

The successful banker, besides being thoroughly familiar with economic conditions in his community, must above all else, be a student of human nature. To him is entrusted other people's money. He must first win the confidence of those whose earnings he would conserve. Then he must so invest this money that it will bring its owners safe and reasonable returns and at the same time make a profit for his institution.

Theodore M. Thronson, cashier of the First National Bank of Thief River Falls, Minnesota, outlines some of the qualifications of a successful banker as follows:

"Notwithstanding the fact that the country banker is using every available effort to benefit the community in which he conducts his business, a large majority of people fail to understand this. It is one of the banker's problems to convince the people that the bank is not an impersonal corporation, that it is truly a friendly institution, one whose success depends entirely upon the success of its customers.

"The banker must first create business and while creating business he is creating confidence and while creating confidence he must necessarily help to build the city in which he lives and the territory contingent to that city. He must be vitally interested in the needs of the farmers for their success is his success. The success and growth of the city is beneficial to its contingent territory. The wealth and prosperity of the country adds to the success of the village merchants and its people. In each case it is the banker's business to know and understand the needs of both in order that he can help the community grow and prosper and his success can be measured only by the success of his patrons.

Patronizing Home Trade

Speaking of the value of patronizing home trade Mr. Thronson says:

"However, the banker can help the community only in the same measure that the merchant and the farmer are willing to help each other. The life blood of the community is credit. Credit is an evidence of money. We get our money from the farmers, merchants and those who live within our border. If they make their money and spend it elsewhere we have no means of extending credit and this, in turn, means that we cannot give the aid that is necessary to build up a better city and a better rural community.

"By spending their money at home, the inhabitants of a community receive, both directly and indirectly, benefits which they would not otherwise have. Spending money in the home town builds up a commercial center, enabling the merchant to purchase goods that he knows he can sell and that his customers want and by so doing he is in position to offer his customers goods at the same price that his customer would get in larger cities and in larger stores."

* * *

WHAT COUNTY BANKERS' ASSOCIATIONS ARE DOING

Bankers of Dawes and Sioux counties, Nebraska, met recently to form an organization modeled after others in the state association. C. A. Minick, vice president, First National Bank of Crawford was elected president; B. L. Scovel, president, Chadron State Bank of Chadron, vice president, and John Coffee, secretary.

* * *

The Olmsted County Bankers Association, Minnesota, in session recently, voted to give \$200 for cash prizes at the Junior Live Stock Show to be held at Rochester this week.

* * *

Members of the Nobles County Bankers Association, Minnesota, at a recent meeting at Worthington, discussed the advisability of organizing a county vigilance committee similar to those now operating in a number of communities in the State of Iowa. The plan met with favor.

* * *

The Cass County Bankers Association, Nebraska, met and elected officers for the ensuing year as follows: President,

H. A. Tool, president of the Bank of Murdock; vice president, W. N. McLendon, cashier of the Elmwood State Bank; secretary-treasurer, Frank Domingo, assistant cashier of the Nebraska State Bank, Weeping Water.

* * *

Bankers of Todd County, Minnesota, met recently for the purpose of forming a county unit of the state association. Officers were elected as follows: President, John J. Reichert, cashier, Peoples National Bank of Long Prairie; vice president, William Rockman, of Grey Eagle; secretary-treasurer, J. C. Miller, cashier, First National Bank of Bertha.

* * *

In line with the program urged by the North Dakota Bankers Association for organizing county associations a meeting of the bankers of Cavalier County was held recently at Langdon, North Dakota, when a county association was formed with the following objects in view: to establish a standard in handling the business of the banks of the county, particularly in regard to rates paid on deposits, checking account balances and deciding upon a uniform scale of charges for exchange and various other items.

* * *

BANKER SOLICITS SUBSCRIPTIONS TO WIN REGISTERED SIRE FOR LOCAL HERDS

Bankers of the Northwest have engaged in many and varied activities in order to develop their community resources, but probably one of the most unusual ways of accomplishing this is by soliciting subscriptions to a paper, for the purpose of securing a registered Holstein sire, the prize in a subscription contest. This is what F. J. Hamerlick, cashier of the State Bank of Brushvale, Minnesota, did about a year ago. He won the sire which is now being used to grade up the herds of the farmers in his community. Improvement in the herds, he believes, justifies the time and effort he gave to this unique method of furthering the better farming movement.

* * *

MINNEAPOLIS BANK INAUGURATES MONTHLY SAVINGS PLAN

The Minnesota Loan and Trust Company of Minneapolis, has a plan for encouraging the opening and maintaining of savings accounts which helps the depositor to become a consistent saver. When the account is opened the depositor signs a pledge card, stating the amount which he wishes to save each month and the bank sends him a monthly statement reminding him of his self-imposed obligation. The plan promises to be popular with depositors.

THE BANKER'S CREED

I believe no man can be a good banker who is not first a good citizen—in all the term implies.

I believe good citizenship rests on ability and willingness to pull one's own weight—with capacity not only for sturdy self-help—but also due regard for the rights of others.

I believe that the more points at which we touch human nature and human interests the more alive we become and the longer we stay so.

I believe we cannot prosper by applying yesterday's obsolete methods to today—that each man is in some measure master of his community's destiny—that good government is a matter of business—not politics—that to assist in all material, moral and spiritual upbuilding, is the fundamental of enlightened selfishness.

I believe we need more men of every class who will appreciate this—who will stand for something besides themselves.

I believe in efficiency—service and fraternity—in a close-knit community of interests and hopes—in a sane, broad visioned stand that shall make for the banker-citizen, the banker-business men, the banker-farmer and the banker-everybody.—State Bank Division, American Bankers Association.

Death of James B. Forgan, Chicago Banker

Chicago—James B. Forgan, dean of the Chicago banking fraternity, chairman of the board of both the First National and the First Trust and Savings Bank, died at the Presbyterian Hospital, in this city, October 27.

James Berwick Forgan was born in St. Andrews, Scotland, on April 11, 1852. He was educated in the public schools and later attended Madras college and Forres academy. He decided to take up a banking career and his first engagement was with the Royal Bank of Scotland.

After about three years he decided to emigrate to Canada and became connected with the Bank of British North America, with assignments to Montreal, New York and Halifax. Still later he became paying teller and then inspector of agencies with the Bank of Nova Scotia. He married Miss Mary Ellen Murray of Halifax, N. S., in 1875.

Establishment of an agency of the Canadian bank in Minneapolis brought Mr. Forgan to the United States. After managing this branch for about three years, in 1888 he became cashier and manager of the Northwestern National Bank in Minneapolis. In that capacity he came to the notice of Lyman J. Gage, president of the First National Bank of Chicago and later Secretary of the Treasury under President McKinley.

Mr. Forgan was offered the post of vice president of the Chicago bank, accepted and came to Chicago in 1892. When Mr. Gage became Secretary of the Treasury Mr. Forgan was chosen to succeed him, but ill health necessitated an absence of nearly two years.

Then he returned to his duties and was elected president of the bank in 1900. He held that position until 1916. Then he was elected chairman of the board and was succeeded as president by Frank O. Wetmore.

As one of the banking authorities of the United States, Mr. Forgan played a large part in the formation of the Federal Reserve System. For several years and until failing health necessitated his retirement he was president of the Federal advisory council of the Federal Reserve Board. He also has been a director of the Chicago Federal Reserve Bank since its formation in 1914.

DEATH OF SECRETARY OF AGRICULTURE HENRY C. WALLACE

Henry C. Wallace, Secretary of Agriculture, died October 25 at the Naval Hospital in Washington, D. C., from complications following an operation.

Mr. Wallace was born in Rock Island, Ill., May 11, 1866, the son of Henry and Nannie Cantwell Wallace. In 1885, at 19, he entered the State Agricultural College at Ames, Iowa, but before the end of his second year there the abandonment by a tenant of one of his father's leased farms caused him to leave college and take charge of the property himself. In the spring of 1893 he was appointed assistant professor of agriculture at Ames under Professor Wilson. While a member of the college faculty Mr. Wallace made his start as a publisher. In 1894 with his brother John and Professor Charles F. Curtis he launched The Farmer and Dairyman, and soon afterward the two brothers took sole charge, and later joined their father who had become one of the owners of The Iowa Homestead.

Mr. Wallace became Secretary of Agriculture in the Harding cabinet on March 4, 1921, succeeding his friend and neighbor in Des Moines, Edwin T. Meredith, who was also editor and publisher of a large farm journal, Successful Farming.

C. T. JAFFRAY ADDRESSES MEMBERS OF THE MINNEAPOLIS CHAPTER, A. I. B.

C. T. Jaffray, president of the Soo Line and chairman of the Agricultural Credit Corporation, was the principal speaker before members of the Minneapolis Chapter of the American Institute of Banking at a dinner at the Dayton tea rooms, Wednesday evening, October 28. Mr. Jaffray spoke on business conditions in the Northwest.

"We shall have a sounder business on a better basis next year than we have had for four or five years past," Mr. Jaffray said, touching on the conditions brought about

by this year's harvests. "But one crop will not take the country out of the hole it has been in," he said. "One crop alone can not do this.

"We are carrying an overhead beyond all reason. Overhead means increased taxes, increased cost of coal and other commodities, increased freight expenses, and increased cost for everything used."

"Every dollar saved in business is just one dollar more towards the reduction of cost for the farmer. Take an interest in public life. Watch what your council and your state governments are doing. This is the beginning of the reduction of overhead," he asserted.

Silver trophy cups were presented to Eric Bolin and George Lecknyer, winners in the tennis and golf tournaments fostered by the chapter. Arnulf Ueland, first vice president, reported on the enrollment in the educational classes conducted by the chapter.

New Officers of Nebraska Bankers Association

Omaha, Nebraska—Harold H. McClucas, cashier of the Harbine Bank of Fairbury, Nebraska, was elected president of the Nebraska Bankers Association at the close of the two days' session of the organization October 23.

Other officers elected follow:

C. A. Smith, vice president Tilden National Bank, Tilden, re-elected chairman of the executive committee; J. S. McGurk, cashier Farmers State Bank, Overton, treasurer, and William B. Hughes, re-elected secretary. New members of the executive council are: A. R. Thompson, president Nebraska National Bank, Hastings, group 4; F. M. Warner, vice president Continental State Bank, Lincoln; J. B. Owen, vice president Stock Yards National Bank, Omaha; Frank Abegg, cashier First National Bank, Alliance; J. C. Flannigan, vice president Citizens Bank, Stuart, and W. R. Martin, cashier Commercial Banking Company, Stratton, elected as delegate-at-large.

Resolutions were passed asking that changes be made in the guarantee fund commission law, passed by the last legislature. This law provides for the administration of the law guaranteeing bank deposits.

The changes recommended by the bankers are the separation of the bureau of banking from the state department of trade and commerce; the creating of a department of banking and the requiring of the governor to appoint a secretary of the banking department from a list nominated by the guarantee fund commission.

The bankers would also create a separate fund from money to be collected in bank examining fees to defray the expenses of the department.

The bankers also passed a resolution urging an investigation of the value of a credit bureau law to prevent borrowers exceeding their credit by going from bank to bank.

VALUATION OF PROPERTY IN WISCONSIN FOR TAX PURPOSES

Madison, Wis.—The valuation of property for taxation purposes in Wisconsin as fixed by the state tax commission and certified to the secretary of state, totals \$4,950,463,117. Real property is valued at \$4,077,203,167, and personal property at \$873,259,950.

The valuations as fixed are the annual valuations on which the general property taxes for the state will be based.

Milwaukee County leads all other counties in the state in total valuations, the values as fixed by the tax commission in that county amounting to \$1,095,132,707. Dane County stands second, with valuations of \$249,348,102.

REDUCED FREIGHT RATES ON DAIRY CATTLE

St. Paul, Minn.—The 25 per cent. reduction in freight rates on both east and west bound shipments of dairy cattle and breeding sheep into the states of Minnesota, North Dakota and Montana will remain in effect until December 31, according to Northern Pacific freight traffic officials. The rates, it is explained, are in line with the general effort of the Northern Pacific to further the diversified farming movement and improve stock conditions throughout the Northwest.

Mellon Issues Statement Regarding Income Tax Publicity

Washington—In reference to an editorial in the New York World charging partisan purpose in the compliance by the Treasury with the mandatory provisions of an Act of Congress, Secretary Mellon has issued a statement in which he says: "The amendment to the Revenue Act of 1924 added to the provision under the former law which made open to inspection names of taxpayers, the requirement that there also be open to inspection the amount of tax paid, and in due course when the information was available it was opened to inspection. Presumably Congress in re-enacting specifically in the same act the prohibition against printing or publishing a part of a return, intended to have both provisions effective. Inspection where reason for it existed and not newspaper publication solely to satisfy idle public curiosity. The World sees fit to ignore the penal statute against printing or publishing and such action is alone responsible for just what it pretends to condemn—partisanism. The Treasury had no alternative and criticism would rightly have been had it not complied with law.

"In connection with the opening in the collector's office of each district of the list showing the amount of income tax paid by each person, in accordance with the provisions of Section 257(b) of the Revenue Act of 1924, the Treasury desires to call the attention of all persons to the provisions of Section 3167 of the Revised Statutes which provides in part:

"* * * and it shall be unlawful for any person to print or publish in any manner whatever not provided by law any income return, or any part thereof or source of income, profits, losses, or expenditures appearing in any income return; and any offense against the foregoing provision shall be a misdemeanor and be punished by a fine not exceeding \$1,000 or by imprisonment not exceeding one year, or both, at the discretion of the court; * * *"

Income Tax Publicity

Now that the Treasury Department has, in compliance with the Federal law under which it operates, declared the tax returns open to public inspection, making it possible to obtain the names of each income taxpayer and the amount of tax paid or payable during the current year by him, it is in order to inquire what good has been accomplished. Morbid curiosity about the affairs of wealthy individuals has in a manner been satisfied (or has it been satisfied?). Soap box orators and demagogues quite generally have been afforded some ammunition. Competitors have been furnished some information of doubtful value. But who has obtained any real benefit? There is but one way of answering that question, and that is by asserting that no good whatever has been accomplished and that none is likely to grow out of the practice thus initiated.

Certainly no aid can be expected in the enforcement of the law. Tax evasion is just as feasible at it was before the policy of "publicity" was inaugurated. The amount of income taxes the individuals in question pay bears no relation whatever to their total income. Holdings of exempt and partially exempt securities, to say nothing of holdings of issues with tax-free covenants, and to say nothing of benefactions, figure largely in determining the amount of tax paid or payable. So do deductible losses and other legal deductions. Even if the public knew or could approximately estimate the amount of an individual's income it could not therefore make even an intelligent guess whether that individual had evaded any part of his tax. The information now made public is, in sort, meaningless and perfectly useless except as a sweet morsel to the curious, and as a prolific source of ill will, class feeling and baseless charges of one sort and another.

If there were any assurance that this intrusion on the private affairs of individual citizens were the "be-all and the end-all" of the whole affair not nearly so much resentment would have been stirred up by its publication. But of such assurance there is none. Access to full returns granted to congressional committees is even more to be

condemned. And who knows what the next step may be? Congress seriously considered a proposal to open all the records of the Treasury Department to the public, and apparently at one time intended to include such a provision in the law. The only way to be sure that the next Congress will not actually do so is to require each candidate in the coming election to pledge himself to use his influence and vote if elected to bring about a complete change of policy as to income tax management and to punish refusal so to pledge himself with defeat at the polls. Can the rank and file of the voters gain their own consent to such action within the next 10 days? The time has most decidedly come for action in this matter.—New York Journal of Commerce.

NO AID FOR SNOOPERS

Under the above head line The Minneapolis Tribune runs the following:

Whether or not the law permits the publication of the income tax returns of individuals and firms is a matter of indifference to The Tribune.

In either event The Tribune will not print them.

The law was not passed in good faith. The purpose is not to disclose what income tax the individual pays, but to make public his income.

If there is any public service done by making this information available to the public, it will be fully done by the collector of internal revenue. If any earnest citizen wants to check on his neighbor's income for the public good, he should be willing to go to the office of the collector of internal revenue.

To the snoopers who merely want to know his neighbor's business, The Tribune feels no responsibility of service.

The Tribune feels that it might as well print for the benefit of the Nosey Neighbor what the individual owes the grocer; what his wife pays for her dresses; the pay-rolls of every concern, and the credit rating of every individual.

The sovereign American citizen in his land of the free and home of the brave has little enough privacy as it is. He ought to be allowed to hug his own little income to his bosom, in glee or sorrow, without the Public (with a capital P) sniffing around him.

INCOME TAXES MADE PUBLIC

One of the most obnoxious provisions of the Revenue Act passed at the last session of Congress was that providing for the publicity of income tax payments. This is one of the features of the act condemned by the President when he reluctantly signed it, since in each internal revenue collector's office the amount which the citizen contributes to the Treasury must be exhibited to the curious and the taxpayer's business rivals. This provision has now been put in force, as appears from the announcement by the Treasury Department that lists of Federal taxpayers, showing the amounts of income paid by each, have been made available for public inspection. Some newspapers have already printed such lists in their columns. There seems to be for the moment some confusion in respect to the extent of the publication allowed, for one section of the law makes it a misdemeanor for any government official to divulge, or for any person to publish, any income return or any part thereof, or source of income, profits, losses or expenditures appearing in any income return. The publicity feature of the law has become at once the subject of widespread criticism from varying points of view. The Department of Justice has received many inquiries regarding the publication in the press of the income tax records. Officials of the department, it is announced, will make a careful study of the question and in due time will determine whether such publication is permissible. Meanwhile, the responsibility therefor must rest upon those who publish details of individual incomes.—Bradstreet's.

TODAY, for the first time in the sixty years' history of The First National Bank in Minneapolis, deposits of this institution reached the total of *One Hundred Million Dollars*. These deposits, by far the greatest ever recorded by any bank in the Northwest, reflect not only the strength and stability of The First National Bank, but likewise the tremendous development and the increasing prosperity of the whole territory.


The **FIRST NATIONAL BANK**
IN MINNEAPOLIS

Capital and Surplus, \$10,500,000

Bank established in 1864

SKANDINAVISKA KREDITAKTIEBOLAGET

GÖTEBORG

STOCKHOLM

MALMÖ

Branches in all parts of Sweden

Own Funds.....	Kr.	182,000,000.—
Deposits, December 31, 1923.....	ca. "	693,000,000.—
Total assets, December 31, 1923.....	" "	1,032,000,000.—

Transacts all kinds of banking and exchange business. Inquiries and correspondence invited.

Telegraphic address "KREDITBOLAGET"

What is the Outlook for National Banking?**Discussion of the Question from Various Points of View**

The investment bankers gained prestige by the solidarity of their recent convention. It was followed by the American Bankers Association convention of commercial bankers, of which the reverse is true. Instead of solidarity there were many signs of a gathering storm in the open avowal of dissensions between antagonistic financial interests, and heresies in principle, weakening the foundations of our several banking systems. The Federal Reserve Bank charters have less than half their term to run. It is none too soon to consider the prospects of their extension in less than a decade, since there is ripening jealousy between the compulsory and optional members. If the membership had been limited to the national banks, which were legislated into membership, it would have been possible to restrict the functions of the system to the issue of currency to replace the national bank notes, the rediscount of paper against commercial assets and gold, and the regulation of the reserve.

Banking Power of National Banks

The admission of state banks with different powers and functions created inequality of earning power between these two elements of the Reserve system. The state banks have responsibility only for their individual reserves, and none regarding national reserves. They have and should have powers regarding the quality of their business differing from those of the keepers of ultimate reserves for the nation. But their earning powers are so much greater than those of the Reserve system that the reserve banks have been forced into competition with member banks for profits to meet expenses and dividends. The result was the establishment of department store banking by the reserve banks, and the deterioration of the quality of reserve bank resources in reliance upon the rediscount privilege in case of need. Nevertheless the state banks' superiority in earning capacity is so great that national banks are becoming state banks. The president of the national bank division, T. R. Preston, presented figures showing that the national banks' proportion of the banking power of the country had shrunk from 75 per cent. to 48 per cent., and that within six years 174 national banks, with two billions of resources, had become state banks. The tendency was strongest where branch banking privilege is widest, and there is incompatibility between individual banking and branch banking. There are now 21,350 state banks, and 8,115 national banks. The national banks are thriving, their resources having increased a billion within a year, but the state banks hold \$33,000,000,000 of the nation's \$55,000,000,000 total banking resources, and they resent the regulation of their membership in the Reserve system.

Par Collection

There are other reasons for asking how long the Federal Reserve System will remain as it was established. The small banks oppose the Federal Reserve's par collection of checks as lessening their exchange earnings, and they want again to earn interest on their reserves. Last week the National Association of Credit Men declared that its weight would be thrown to protect these economic advantages for all by supporting the Federal Reserve System. In the national bank section of the convention there was a discussion of the Comptroller of the Currency's sugges-

tion that the national bank currency circulation on national bonds should be continued, and even extended to assist the refunding of the national debt. The reserve banks need the support of their circulation privilege, the country has a sufficiency if not an excess of currency without the national bank currency. The Treasury should finance itself from its tax resources in peace, and the banks should be conducted on banking principles, instead of as Treasury adjuncts, as during the war.

Favor of Reserve System

President Coolidge sent the convention a letter praising and supporting the Reserve System, and it is not superfluous. That appears from the results of the answers of 5,000 banks to a questionnaire regarding the esteem in which the Federal Reserve System is held. Only 2,876 voted that they would retain membership to save the system's existence; 725 voted that they would not. And yet 4,024 voted that the system should be perpetuated as beneficial to the agricultural, commercial, and banking interests of the country. It is almost sure that at the next session of Congress there will be laws proposed for running the Reserve System in support of farm prices. Several politicians have so declared in their campaign speeches, and the chairman of the American Council of Agriculture announced the preparation of legislation to be presented at the next session of Congress "to secure an American price on exportable farm crops independent of the world price for the surplus." Friends of the Federal Reserve need to rally if they would not see control of our banking system pass to the farmers and politicians.—The Annalist, New York City.

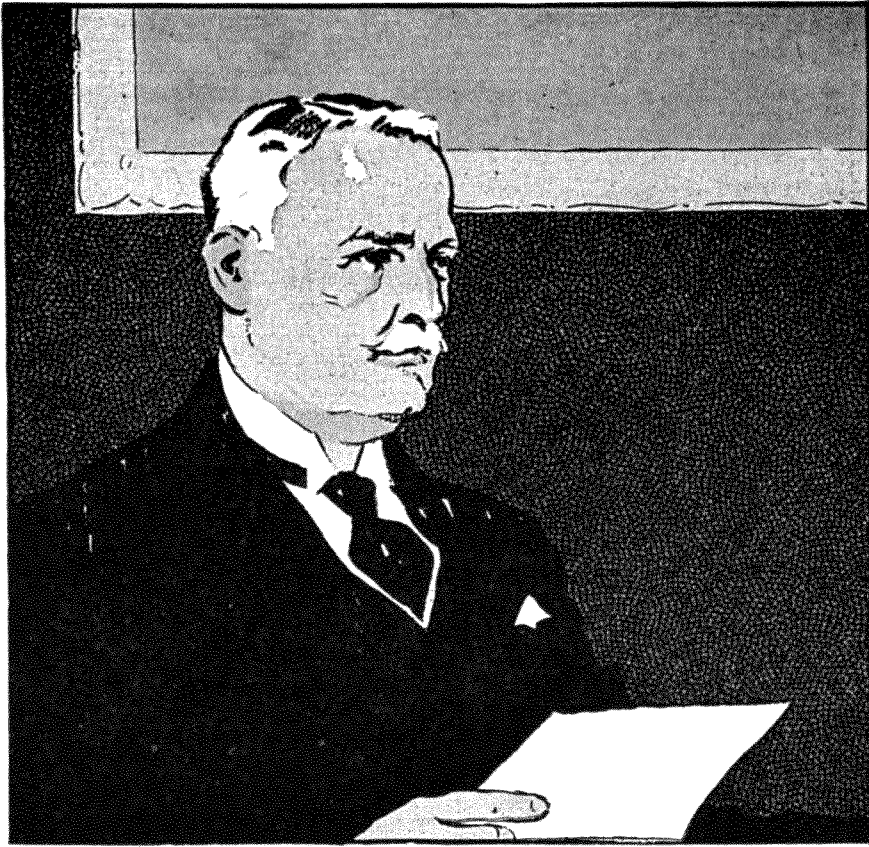
NEW EQUIPMENT FOR THE RAILROADS

New York—According to an analysis of the railroad rehabilitation program made by Robert S. Binkerd, vice chairman of the committee on public relations of the eastern railroads, the railroads of the country have, in the three years since 1921, invested more than \$1,600,000,000 in new cars and locomotives. Mr. Binkerd explained that this represents only a part of the improvement effected in the transportation situation since the passage of the Transportation Act of 1920. Mr. Binkerd's statement follows:

"The car service division of the American Railway Association announces that in the first nine months of this year, 120,727 new freight cars and 1,657 new locomotives were installed in service on Class One railroads; and that 49,702 freight cars and 285 locomotives were still on order.

"This means that in the three years since 1921; the railroads have bought 454,654 new freight cars and 7,348 new locomotives. As the average price of a freight car is about \$2,250, the freight car purchases mean an investment of more than \$1,000,000,000 of new capital. The average price of new locomotives is about \$50,000 each, so that the locomotive investment is more than \$350,000,000.

"During these same three years the railroads also bought and installed approximately 8,000 all-steel passenger train cars. These cars average about \$30,000 apiece and represent an investment of about \$240,000,000. Altogether, therefore, during these three years the railroads have invested more than \$1,600,000,000 in new cars and locomotives."



The Banker

The banker knows the value of money and what can be done with it.

He avoids the rapid depreciation which follows the purchase of a cheap car—a depreciation multiplied many times in the purchase of a very expensive car.

He buys a Jordan because he knows that aside from appearance, comfort, performance and economy in operation, it possesses that great qualification—lasting value. Being imitated always he must ever display good judgment.

Northwestern Automobile Company

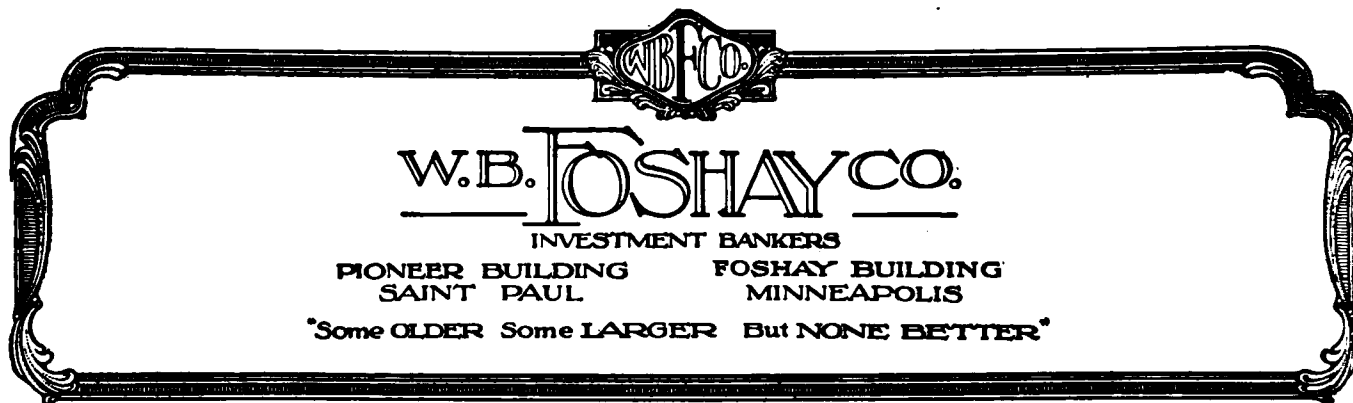
1500 Harmon Place, Minneapolis, Minn.

Phone Atlantic 6965

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J O R D A N

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Using Window Displays to Avertise the Bank

Stanley G. Boberg of the Woodlawn Trust and Savings Bank of Chicago. An Address Before the Financial Advertisers Convention, Richmond, Virginia

At the Woodlawn Trust and Savings Bank of Chicago, we consider window display advertising one of the most important items of our yearly advertising program. Our corner location on one of the busiest outlying streets in Chicago is such that thousands of people pass our display windows daily and this form of advertising is worth hundreds of dollars to us as a merchandising method of selling the bank to the community. Attractive windows are a factor in securing new business, promoting good will, making the bank distinctive and in general, making a good impression.

Windows of merchants and department stores have been made so attractive that it is a delight to the general public to wander down a business street for no other reason than to "window shop." I have done it, you have done it, and banks can learn a valuable lesson from other lines of business who use their windows to compel public attention. People like to do "window shopping" and the bank can cash in on this friendly attention which is so readily manifested by the public mind. In fact people will go out of the way to look at the displays if they are interesting, distinctive and meritorious, thereby making the bank stand out in a manner not otherwise possible.

Lively Imagination Essential

The man in charge of the window advertising must be able to visualize the finished display much as a sculptor sees in his mind's eye the finished statue when he starts to carve the rough block of marble. Although the public may not know anything about composition, art work, complementary colors, the relation of the background to the display or the typography of the message, yet, when these things are studied and carefully worked out, the public will react to the arresting quality of the display and its message.

Someone has said that no window is big enough to hold more than one idea, and that is true. Savings displays are probably more often used than any other form of display, and it is easy to make beautiful windows that stop the passers-by long enough to deliver a savings message. Last fall we made use of the season in one of our windows. To the right was a section of hollow tree trunk showing a squirrels' nest full of the winter supply of nuts with two stuffed squirrels in the act of laying by more acorns and nuts; to the left was an immense pumpkin and the background and floor of the case was simply a mass of red autumn leaves and bittersweet. In the center was a card with the words "When the frost is on the pumpkin all nature saves. Open your account today." This simple display was one of the most successful we have had, to judge by the amount of comment that it elicited.

Specific Displays Bring Results

Getting down to other specific displays that we have used effectively, I might mention now that a display used to advertise the partial payment plan of buying bonds. This window made its appeal through the romantic and adventure-loving side of human nature. The background portrayed an old Spanish galleon or treasure ship under full sail; the bottom of the window was covered with sand and partly buried in the sand was a treasure chest

with an immense old key in its lock. A silk cord tied the key to several bond club cards in the center and on the right was a card inscribed "Your Treasure Ship is not far away. Start a bond club and unlock your Treasure Chest of compound interest, etc." Just in front of the treasure chest were two old silver mounted flintlock pistols. The amount of interest shown in this display with those two old guns in the foreground, was astonishing. While seated in the restaurant across the street one noon, I watched the people as they stopped to look at the treasure ship, treasure chest, the curious key and guns, and above all to read the message. A marked increase in the number of bonds clubs started was the result of this display.

The Artist's Part in the Display

The artist's work on that exhibit was a little more elaborate than usual but the total cost was exactly \$30. However, the display immediately following made use of some of the same properties, so that we really got two displays without much additional expense. The chest and pistols were removed, leaving the sand and background in the window and a sign was tacked over the ship reading "Vacation days are over. Did you have a good time? Did you have enough money? Start saving now for your next vacation, etc." The scene had been transformed very simply from buried treasure on the beach to a deserted looking bathing beach with two small toy canoes turned over on the sand. So, you see, the art work incidental to one display can sometimes be revamped to use at another time. Travelers cheque service always lends itself to attractive show windows for foreign scenes and vacation places of much pictorial beauty can be incorporated into the display.

Right now, I might mention a method we make use of to give an illusion of depth to the window as well as adding somewhat to its artistic merit. Instead of having a drape covering the whole back of the window, the drape only covers the right and left-hand portions, leaving the center open. In the center we place scenic or decorative panels which pertain specifically or generally to the particular display. For a time last winter one of these panels was painted to represent a leaded glass window with snow falling through the blue night. The effect produced was far more decorative than if the drape had covered the whole background. These panels also give atmosphere and character to the display. For spring a scenic panel of decorative trees and grass, done in broad poster style, harmonized with several displays. Later the panel was changed and a ship in mid-ocean with gulls flying about was the central note in a window devoted to "Save now for your vacation." The use of the background panels is, of course, only a variation from the usual poster set in front of the background, but variety is what makes the layout of any advertising interesting.

Other panels we have used show the door to the safety deposit vaults, used with safety deposit and storage vault exhibits, also sunset scenes with trees silhouetted against a rosy sky, used in connection with "Save for Old Age" displays.

Getting Ideas from Employees

We recently had a 30th anniversary celebration and I

was so busy with other matters incidental to getting out the necessary advertising for that event that I resolved to enlist the aid of our employes in securing suitable ideas for the windows. A prize of \$5 each for the winning suggestions was offered and nearly all 70 employes eagerly responded with their ideas. One of the winning displays was entitled, "Evolution in Banking." It consisted of seven posters beginning with the stone age, "No money, no banking;" second in the series were shown the ancient traders and Egyptians, "no banking, crude money;" third, a temple of ancient Greece, "temples were treasure store houses;" fourth, an old money lender or goldsmith of the Middle Ages. "Beginning of a credit system;" fifth, "The first savings bank in Scotland, 1810;" sixth, "The first bank in Woodlawn, 1894, The Woodlawn Trust and Savings Bank;" and last, a picture of our present bank building. In front of each poster, except that of the stone age, was a card on which was fastened an actual coin of each period, from an ancient Egyptian to the modern coins.

The interest of our employes in the window contest was astonishing. Many valuable suggestions were received which will be produced later. One was quite humorous—it was suggested that a dollar bill be posted on a card with a head, arms and legs painted around it so that it would look like a little person, and a picture of the bank near by. This is to be done in cartoon style for the dollar is pleading "Save Me, Save Me!" Not a bad idea, and we may use it some time.

Holidays, local happenings of interest, matters of community pride, campaigns for charity, such as the Red Cross and Near East Relief are all given display space.

Ideas Plentiful

Ideas for window use can be found everywhere if one can but interpret them into window dimensions and visualize the result. For instance, some months ago a lady called at my desk with a cardboard box that contained \$40 in currency, the box and money both damaged by fire or intense heat. She explained that her husband, who was a traveling man, had come home unexpectedly and in her hurry to prepare a nice dinner she forgot this money which she had secreted in the oven. Too late, she remembered but the box and money were only brittle and scorched ash although the denominations were still distinguishable. We forwarded the burnt money to Washington and secured a refund, but as soon as it was mailed the thought came "why was I so quick in sending it away." We could have made the refund ourselves and used the burnt money in a window display with the caption "Don't do your banking in an oven." Then when we were through with the display we could get the refund from Washington. By being on the alert, you see, good displays can be evolved from events that occur in the ordinary run of banking business.

If any of you are planning to build new bank buildings, urge your architects to incorporate in the design at least two good display cases or windows so that this valuable means of forming a friendly contact with the public is not overlooked.

BANKER'S RECORD AS REAL ESTATE AGENT

Aurora, Neb.—The record of one banker in Hamilton County who does a considerable real estate business after banking hours is encouraging in showing a large transfer of real estate during the past six months, with increasing values.

Fred Burr, vice president of the Giltner State Bank, Giltner, Nebraska, during the past six months has sold real estate aggregating in value two hundred thousand dollars. The deals have all been made after banking hours and at night.

The average price of this land sold by Mr. Burr during the last six months is approximately \$118 per acre.

*A N E X T R A M E A S U R E
O F S E R V I C E*



POLICY

POLICY is the body of principles which guide the conduct of the organization. Every business concern has a policy because even no policy is a policy

In this institution the policy is definite and pronounced. It calls always for constructive financial service to American business. In war or peace, in storm or calm, there has been no departure from that policy.

Five thousand customer banks and many thousand individual customers attest it. It is one of the striking components of the *extra measure of service* normal to these banks.

**The CONTINENTAL and
COMMERCIAL
BANKS**

CHICAGO

RESOURCES MORE THAN
500 MILLIONS

OSCAR LONEGREN & CO.

Established 1900

PUBLIC ACCOUNTANTS

Barnum Building, Minneapolis, Minnesota
N. W. Nat'l Bank Building, Grand Forks, No. Dak.

AMERICAN EXCHANGE NATIONAL BANK

Hamilton M. Peyton, Chairman of the Board
 William G. Hegardt, President
 Isaac S. Moore, Vice President
 J. Daniel Mahoney, Cashier
 Colin Thomson, Assistant Cashier
 Edward L. Palmer, Assistant Cashier

of DULUTH

Capital, Surplus and Profits
\$3,000,000.00

OLDEST BANK AT THE HEAD OF THE LAKES

Analyzing Bank Costs Shows Need for Fair Service Charges

A. B. Barker, Manager, Toronto Clearing House, Toronto, Canada

The Federal Reserve Bank of New York recently issued a most interesting pamphlet showing the varying ratios and cost of operation to earnings in the banks in that state. For purpose of permitting more accurate comparison, the banks have been divided into groups, according to location and amount of capital, and the figures for each group averaged. No names are given, of course, but with these averages before him, the banker is able to see whether his expenses and returns are above or below the average for that group to which his ratio belongs. These groups are divided into two classes, those located in New York City, and those located elsewhere in the state.

The ratios expressed in percentages for all classes are as follows:

Capital—	
1. Capital funds to gross deposits.....	16.1
Loans—	
2. Loans and investment to total available funds..	85.1
3. Loans and investments.....	56.9
Deposits—	
4. Demand deposits to gross deposits.....	57.2
Interest paid on deposits to gross deposits.....	2.1
Earnings—	
5. Gross earnings to loans and investments.....	6.2
7. Gross earnings to total available funds.....	5.2
8. Net earnings to total available funds.....	1.6
9. Net earnings to capital funds.....	13.6
Disposition of gross earnings ratio of the following items to gross earnings—	
10. Salaries and wages.....	18.8
11. Interest paid on borrowed money.....	1.6
12. Interest paid on deposits.....	34.3
13. Taxes	4.7
14. Other expenses	11.2
15. Total expenses	70.6
16. Net earnings	29.5

From this it is evident that the actual profits to the banks from their operations are not excessive. They are, in fact, so small when compared to those in any other line of trade, that unless particular care is taken to avoid losses the business could not continue.

A carefully managed bank which adds to its reserve funds each year, and makes full provision for possible bad and doubtful debts, will in the ordinary normal course of business steadily grow and increase its business if the country continues to prosper. There is no record of a bank prospering while the country in which it operates does not. One is the complement of the other.

Operating Costs High

Canadian bank records are not available in similar detail, and it is, therefore, impossible to compare the results in the two countries as the branch system here introduces a factor which has no counterpart in the United States. Some of these banks have branches, it is true, but not outside the limits of the state in which the main office is situated, and there is, therefore, not the same difference in local conditions that Canadian banks must meet.

The figures showing the disposition of the gross profits, indicating that more than 70 per cent. goes in cost of operation, are worth careful studying by both bankers and public, by the former because few particularly among the younger generation realize just what their costs of operation are.

In other lines of business the main point upon which stress is laid is the amount of profit which the business must produce in order to exist, but in banking the great point emphasized is the necessity of giving service to the

public. This, of course, is a good talking point as the sales manuals have it, but there is another point just as important, that a fair price must be paid for this service. A bank is organized to serve the business needs of the country, and to the extent it performs these services it is entitled to a fair remuneration. Unfortunately many of the spokesmen for the banks in the past have treated this in a more or less apologetic way as if profit were the last thing thought of, and it cannot be wondered at then, that the public have taken them at their word. This is partly due to the methods of building up business which formerly were so much in evidence. At one time the banks had comparatively few branches, and rates of commission on items drawn on outside points were fairly well maintained. Competition reduced these, and also relaxed the regulations governing the use of checking accounts and other services, as when a new branch was opened the first thing the manager did, usually, was to offer more service, or the same at lower rates than the other banks.

Too Much Competition

The rates for loans and discounts were held more firmly, as these were controlled by head office, and when the officials there could lend freely in other centers with which they were familiar at six or seven per cent., they were not likely to consider applications at lower rates in new fields. The rates of commission and other charges for service were, therefore, all the local manager had to work on, but he worked and finally succeeded in getting them down to a point which yielded little or no return. American practice was frequently quoted, but the safeguards to that practice, which protected the American bank from giving these services at below actual cost were ignored.

For some years now attempts have been made by the banks to retrace their steps in this respect, but with small success. The attempt has attracted attention as at the last revision of the act, it was proposed to abolish commissions altogether, or to cut them to absurdly small figures, but Mr. Fielding laughed the proposal out of court. As it is, the limits set in the act allow charges which barely cover the interest on the amount while the item is outstanding.

Charging for Service

In their handling of the matter the banks seem to have made a tactical error by referring to the charges for commissions as "the minor profits." It would have been better to have instituted "a charge for service," and specifying in what the service actually consisted. The public are generally reasonable when they understand clearly, and willing to pay a fair price for what they want, provided they think no one is getting the same thing at a lower rate.

The express money order business is a good illustration of this. The rates are not low, but are the same to all, whether the purchaser buys one order or 20. Bank rates on drafts are lower on amounts of over \$50, and bank money orders cost the same as express orders for smaller amounts, but there is an impression that the purchase of express orders is easier and quicker, and while this has much to do with the fact that the express companies have the lion's share of the small remittance business of the country, the fixed rates to everyone have much influence.

The fixing of the charge for service would also "sell the idea" more completely to the managers and staffs of branches.

These are the ones who meet the public, and the idea of charging for a definite service would appeal more strongly to them than that of standing out for what is to

Duluth—A Terminal Point

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DULUTH, MINN.

Surplus and Profits \$2,200,000.00

them, a problematical profit from a customer who realizes, as they do, that there are other banks in the town anxious for his business. Once let them realize clearly, however, that the banks are organized to sell service as well as credit, and it will not be long before rates will be adjusted on a basis fair to all.

Rates of Loan Companies

In regard to rates charged by banks, it is interesting to compare the attitude of the public towards banks and loan companies. Both lend funds to borrowers. The valuation of the security by the latter takes a longer time, and involves the payment of fees to both valuator and to the solicitor who searches the title. When the borrower has executed the document he receives the proceeds of the loan, less the deductions referred to, and the service of the loan company stops there, except to check up interest payments, and to see that the borrower keeps alive the insurance policies. The public apparently consider that no one is compelled to borrow from a mortgage company, and that if one does he must pay the market price for the service rendered.

With a bank it is entirely different. Infinitely more service is expected from the bank than from the loan company, and when a bank finds it necessary to forcibly realize on its security, this action causes widespread criticism among the friends of the delinquent borrower.

Had the same party, however, defaulted under a mortgage, and lost his property under foreclosure, such action by the loan company would have been considered the correct procedure, and any criticism would have been directed at the man who had defaulted.

DEPOSITS IN SAN FRANCISCO NATIONAL BANKS

San Francisco—This city's five national banks, of which one, the Pacific National, was instituted September 17, show total resources of \$334,517,000 on the October 10 call. Deposits are \$266,564,000. These figures compare with \$273,646,000 resources and \$209,735,000 on the call of June 30 in which only the First National, Crocker National, Anglo and London, Paris National and Bank of California N. A. reported.

Wells Fargo Bank and Union Trust Company, which until this year was a national bank with trust company affiliation, now shows \$145,190,000 resources and \$120,626,000 deposits. United Bank and Trust Company, which also deserted the national field to become a branch banking institution, shows \$487,548,000 resources and \$41,551,000 deposits. This latter is the institution headed by Rudolph Spreckles and former Senator Phelan of California.

FRANCE'S REVENUE FROM TOBACCO SALES

New York—The sale of tobacco in France which is a government monopoly has produced revenue amounting to 1,292,026,200 francs during the first eight months of this year as against 1,133,532,000 francs during the corresponding period in 1923 according to advices received by the Bankers Trust Company of New York. Revenue from the sale of matches and automatic lighters, which is another government monopoly has also risen from 69,901,000 francs

during the first eight months of 1923 to 73,291,300 francs for the corresponding period this year.

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MINNEAPOLIS

Stock and Bond Quotations

MINNEAPOLIS BANK STOCKS

	Div. Rate	Bid	Asked
	Pct.		
Camden Park State	5	130	
Central State	10	200	225
East Hennepin State Bank		200	
First National	*12	245	255
Gateway State		130	
Marquette Nat. & Marquette Trust		250	
Mercantile State		90	100
Merchants & Manufacturers State		130	140
Metropolitan National Bank	6	125	135
Midland National Bank	8	160	165
Millers & Traders State	6	170	
Northwestern National	12	220	240
Union State	8	170	

*3 per cent extra dividend.

ST. PAUL BANK STOCKS

	Div. Rate	Bid	Asked
	Pct.		
American National	6	150	160
Great Northern State	10	125	
Merchants National	10	225	
Mounds Park State Bank	20	250	
National Exchange	6	130	
Payne Avenue State	10		225
St. Paul State	10	250	

DULUTH BANK STOCKS

	Div. Rate	Bid	Asked
	Pct.		
American Exchange Nat'l Bank		185	
City National Bank		200	
Duluth National Bank		150	
First National Bank of Duluth		225	
Minnesota National Bank		130	
Northern National Bank		200	
St. Louis County State Bank		20	
Western State Bank, West Duluth		200	

MINNEAPOLIS CORPORATIONS

	Rate	Bid	Asked
Archer-Daniels-Midland, pfd	7	86	88
Minneapolis Thresh. Machine, pfd	7	85	85
Munsingwear Corp., pfd	7	99	101
Northern States Power, pfd	7	93 1/2	97 1/2
Northwestern Fire & Marine, com	10	170	
Russel Miller Milling, com		150	
Russel Miller Milling, pfd	6	94	
Tri State Tel. & Tel., pfd	6	8 1/2	9

ST. PAUL CORPORATIONS

	Div. Rate	Bid	Asked
	Pct.		
Foote, Schultz & Co., pfd	7	85	95
St. Paul Fire & Mar. Ins. (par \$25)	14	75	
St. Paul Union Stockyards	6	85	100
West Publishing, com	10	400	
West Publishing, pfd	6	100	110

LOCAL BONDS

Quotations by The Minnesota Loan & Trust Co., Minneapolis			
	Rate	Bid	Asked
Dakota Central Telephone	6	101	103
Donaldson Realty Co. 1st, 1925	6	100	
Duluth Street Ry. 1st, 1930	5	92	94
Duluth Street Ry. Gen. 1930	5	80	85
First Nat. Soo Line Bldg. 1st 1930/5	5	5 1/2 B	5 1/2 B
Geo. A. Hormel & Co. 1st 1930/34	6 1/2	6.30 B	6.00 B
Island Warehouse Co. 1st 1943	6	98	100
Marshall-Wells Bldg. Corp. 1930/7	8 1/2	6.25 B	6.00 B
Minneapolis Gen. Elec. 1st 1934	5	100 1/2	
Minneapolis Gas Light 1st 1930	5	94	96
Mpls. Gas Light Sec. Notes 1930	6	100	101
Mpls. Str. & St. P. City Joint 1928	5	95 1/2	96 1/2
Minn. & Ontario Pr. Co. 1926/8	6	101	
Minn. Pr. & Lt. Co. 1950	6	101	102 1/2
Minn. Tribune Co. 1st 1942	6 1/2	101	102 1/2
Northern States Pr. 1948	6	100	102
Northern States Pr. 1941	5	93 1/2	94
Northwestern Elev. Co., Ltd. 1930/2	6 1/2	100	6.25 B
Northwestern Terminal Co. 1920/5	6	96	6.25 B
Ottertail Pr. Co. 1st & Ref. 1923	6	100	
Ottertail Pr. 1939	6 1/2	99 1/2	101 1/2
Pillsbury Flour Mills 1933	7	98	100
Pillsbury Flour Mills 1943	6	98 1/2	99 1/2
Powell River Co., Ltd. 1926/9	6	100 1/2	
Red River Lumber Co. 1st 1928	5	98	
Red River Lumber Co. Notes 1925/7	6	101	
Red River Valley Pr. 1944	6 1/2	99 1/2	101 1/2
St. Croix Power Co. 1929	5	96	
St. Paul City Ry. Cable Cons. 1927	5	95	96 1/2
St. Paul Gas Light 1st 1944	5	96 1/2	97 1/2
St. Paul Gas Light Gen. 1952	6	101	103
St. Paul Union Stockyards 1946	5	95 1/2	97 1/2
Tri State Tel. & Tel. 1942	5 1/2	101 1/2	103 1/2
Twinn City Telephone Co. 1st 1926	5	99	100 1/2
Union Public Service 1st 1936	6	96	98
Watab Paper Co. 1st 1942	6 1/2	99	102

CHICAGO BANK STOCKS

Quotations October 28 by John Burnham and Company, 41 South La Salle Street, Chicago, Illinois.

	Bid	Asked	Book Value
Calumet National	235		149
City National Evanston	300		287
Continental & Com. Nat.	303		258
Drovers National	200	204	150
First National	452		374
Irving Park National	215		178
Kenwood National	245		212
Mutual National	285	290	220
National Bank Republic	202	205	197
National City	173	176	183
Stock Yards National	285	295	198
Washington Park National	250	270	146
Aetna State	190	200	166
Austin State	225		182
Central Mfg. District	360	375	229
Central Trust Company	236	237	170
Chicago City	350		328
Chicago Joint Stock Land	138	144	125
Chicago Lawn State	220	240	154
Drexel State	230		199
Drovers Trust and Savings	325		294
Franklin Trust and Savings	225		258
Garfield Park State Savings	206		127
Greenebaum Sons	425		300
Guarantee Trust and Savings	235	245	204
Halsted Street State	210		193
Harris Trust and Savings	360	370	258
Home Bank and Trust Co.	260	270	154
Hyde Park State	215	225	200
Illinois Merchants Trust	400	403	346
Independence State	200		127
Kaspar American State	200	220	127
*Lake Shore Trust	220	226	195
Lake View Trust and Savings	276		253
Lawndale State (new)	360	370	218
Liberty Trust and Savings	200	225	135
Lincoln Trust and Savings	185	200	175
Mercantile Trust	200		158
Mid-City Trust and Savings	200	225	139
Noel State	195	210	126
Northern Trust Company	370	377	355
Northwestern Trust and Savings	285		174
Oak Park Trust and Savings	200		170
Peoples Stock Yards	265		139

Peoples Trust and Savings	236	240	170
Pioneer Trust and Savings	200		158
Pullman Trust and Savings	208	217	181
Reliance State	235	240	136
Roseland State	235	300	179
Security Bank of Chicago	335	340	249
Schiff Trust and Savings Bank	275	300	118
Sheridan Trust and Savings	300		165
South Chicago Savings	258	264	178
South Side Trust	210	220	142
South West Trust	190	200	156
State Bank of Chicago	550		342
State Bank and Trust, Evans	305	325	238
Union Trust Company	370	375	284
West Englewood Trust	275	285	153
West Side Trust & Savings	245	255	133
West Town State	245		146
Wiersema State	190		203
Woodlawn Trust and Savings	255	265	154

*New stock.

CHICAGO SECURITIES

Quotations October 28 by John Burnham and Company, Inc., 41 South La Salle Street, Chicago, Illinois.

	Bid	Asked
American Light & Tract., com	136	138
American Light & Tract., pfd	91	93
Beatrice Creamery (\$50 par)	59	62
Beatrice Creamery Co., pfd	102	105
Borden Co., The, com	126	128
Borden Co., The, pfd	102	105
Brunswick-Balke-Coll., com	94	
Brunswick-Balke-Coll., pfd	96	99
Bucyrus Co., com	87	91
Bucyrus Co., pfd	102	
Butler Brothers (\$20 par)	33	33
By-Products Coke Corp., com	42	
By-Products Coke Corp., pfd	101	104
Chi. Ry. Equip., com. (\$25 par)	43	45
Chi. Ry. Equip., pfd. (\$25 par)	26	27
Commonwealth Power Corp., com	96	99
Commonwealth Power Corp., pfd	74	77
Cont. Gas & Elec. Pr., pfd	88	92
Cont. Gas & Elec., com	87	89
Creamery Pkg. Vot., Com. (no par)	30	32
Creamery Pkg. n. v., com. (no par)	29	31
Creamery Package Co., pfd	99	100
Elgin National Watch (\$25 par)	49	
Fairbanks-Morse, pfd	102	104
Gossard Co., H. W., pfd	92	96
Hercules Powder Co., com	84	89
Hercules Powder Co., pfd	103	106
Holland-St.-Louis Sugar (\$10 par)	4	4
Illinois Traction, com	100	103
Illinois Power and Light, pfd	92	95
Kellogg Company, pfd	98	102
Keystone Steel & Wire Co., com	39	42
Keystone Steel & Wire Co., pfd	83	89
Kraft, J. L., & Bros. Co., pfd	96	99
LaSalle Extension, com. (\$10 par)	12	
LaSalle Extension, pfd. (\$10 par)	12	
Michigan Sugar Co., (\$10 par)	6	7
Michigan Sugar, pfd. (\$10 par)	7	8
National Grocer, com. (\$10 par)	6	7
National Grocer, pfd	84	87
National Tea Co., pfd	102	105
Northern States Power, com	101	
Northern States Power, pfd	93	96

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SAINT PAUL

First Nat.-Soo Line Bldg.
MINNEAPOLIS

Am. Exch. Nat. Bk. Bldg.
DULUTH

Palmolive Co., com. (no par).....	75	...
Palmolive Co., pfd.....	102	104
Pick, Albert & Co., pfd.....	92	94
Spalding, A. G. & Bros., 1st pfd.....	97	100
Sullivan Machinery Co., (no par).....	59	62
Tri-City Ry. & Light, pfd.....	80	83
U. S. Gypsum Company, pfd.....	109	111
Utah-Idaho Sugar Co. (\$6 par).....	2	3
Wahl, The Co., pfd.....	80	83
Western Grocer Co., com.....	75	81
Western Grocer Co., pfd.....	100	...

BANK TRANSACTIONS

Washington—Debits to individual accounts, as reported to the Federal Reserve Board by banks in leading cities, aggregate \$10,768,000,000 or 14.5 per cent. more than the total of \$9,403,000,000 shown for the preceding week. New York City reports an increase of \$804,000,000, Chicago, an increase of \$113,000,000, Boston, an increase of \$105,000,000 and Philadelphia, an increase of \$46,000,000. As compared with the week ending October 24, 1923, debits for the week under review show an increase of \$1,582,000,000 or 17.2 per cent. Most of the important centers report gains for the year. New York City reports an increase of \$1,018,000,000, Boston, of \$90,000,000, Chicago, of \$66,000,000 and Minneapolis, of \$46,000,000. Aggregate debits for 141 centers for which figures have been published weekly since January, 1919, were \$10,139,857,000 as compared with \$8,837,171,000 for the preceding week and \$8,626,127,000 for the week ending October 24, 1923. Debits to individual accounts were reported to the Federal Reserve Board for banks in 253 centers, of which 243 are included in the summary by Federal Reserve districts.

City	Week ending		
	Oct. 22, 1924	Oct. 15, 1924	Oct. 24, 1923
New York.....	\$5,207,416,000	\$4,403,731,000	\$4,189,881,000
Chicago.....	755,552,000	642,450,000	689,272,000
Boston.....	439,711,000	333,002,000	347,720,000
Philadelphia.....	373,202,000	327,139,000	338,230,000
San Francisco.....	207,426,000	186,387,000	176,746,000
Pittsburgh.....	204,999,000	186,978,000	197,541,000
Detroit.....	181,636,000	154,831,000	170,664,000
Los Angeles.....	178,681,000	160,732,000	177,009,000
St. Louis.....	173,301,000	163,122,000	184,970,000
Twin Cities.....	166,899,000	171,576,000	119,905,000
Cleveland.....	145,168,000	152,837,000	138,133,000
Minneapolis.....	125,808,000	129,719,000	79,443,000
Kansas City.....	96,368,000	89,181,000	79,435,000
Baltimore.....	91,330,000	85,650,000	81,100,000
New Orleans.....	81,372,000	83,838,000	69,409,000
Milwaukee.....	74,123,000	63,112,000	62,643,000
Dallas.....	58,400,000	48,530,000	53,699,000
Duluth.....	52,691,000	58,105,000	19,978,000
Omaha.....	50,686,000	45,057,000	50,744,000
Washington.....	48,447,000	43,353,000	41,933,000
Portland.....	47,363,000	47,219,000	40,020,000
Seattle.....	46,129,000	43,658,000	39,965,000
Denver.....	41,676,000	40,489,000	38,689,000
St. Paul.....	41,081,000	41,857,000	40,362,000
Des Moines.....	24,377,000	25,700,000	19,445,000
Sioux City.....	15,924,000	18,957,000	18,700,000
Spokane.....	12,274,000	11,649,000	11,903,000
South St. Paul.....	7,679,000	6,537,000	...
Sioux Falls.....	3,680,000	3,639,000	3,594,000
Fargo.....	3,477,000	3,280,000	3,067,000
Helena.....	2,741,000	2,315,000	2,479,000
Billings.....	2,555,000	2,666,000	2,000,000
La Crosse.....	2,534,000	2,557,000	2,235,000
Grand Forks.....	2,314,000	2,113,000	2,358,000
Superior.....	2,192,000	2,187,000	1,959,000
Minot.....	2,105,000	1,776,000	1,023,000
Aberdeen.....	1,746,000	1,916,000	1,249,000
Winona.....	1,021,000	963,000	1,050,000
Jamestown.....	645,000	692,000	559,000
Red Wing.....	614,000	619,000	572,000
Dickinson.....	447,000	484,000	350,000
Total, 243 cities.....	\$10,768,238,000	\$9,402,734,000	\$9,185,949,000

SPOKANE BANKERS APPROVE MELLON'S PLAN

Spokane, Wash.—Spokane bankers gave their endorsement to a plea recently made to bankers of the country by Secretary Andrew W. Mellon of the Treasury Department in a message read to the convention of the American Bankers Association at Chicago. In it, Mr. Mellon advocated a return to a great use of silver dollars instead of paper, in the interest of economy of operation of the Treasury Department.

"The Old National Bank approves the idea," said President W. D. Vincent. "For sentimental reasons, we have for a long time been paying the express on silver dollars on shipments from San Francisco, to put them in circulation in Spokane. This is a silver region, and we want to keep silver as the leading circulating medium."

"When hard money days return, good times will come back," said E. E. Flood, vice president of the Exchange National Bank. "I've always been a hard money man and I always will be, and I want to approve the suggestion of Secretary Mellon."

History, according to President A. W. Lindsay of the Fidelity National Bank, shows that not more than one

silver dollar per capita can be kept in circulation in the nation, and he endorses Secretary Mellon's plan up to the issuance of \$100,000,000 silver dollars. He sees it as an economy to the Government, also.

President R. Lewis Rutter, of the Spokane and Eastern Trust Company approves the plan also, among his reasons being the greater facility with which it may be handled by bank employes. "It is much easier to count than paper money," he said, "because the hand and the eye work together in handling it and there is therefore much less likelihood of error."

PRESIDENT OF HARTLAND, WISCONSIN, BANK IS DEAD

Hartland, Wis.—Harry W. Goodwin, attorney and president of the Bank of Hartland, died October 13 at Columbia Hospital in Milwaukee after a short illness. He was 64 years old. He was a graduate of the University of Wisconsin law school of the class of 1889.

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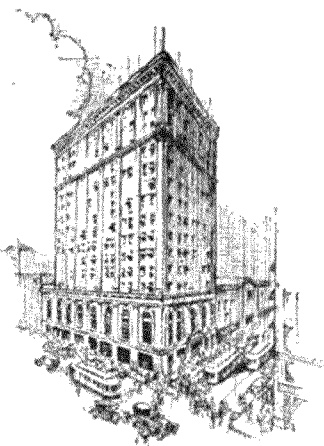
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New Banks and Changes

MINNESOTA

New Bank Incorporated

Balaton—The Farmers and Merchants State Bank has been incorporated.

First National Bank Closed

Ulen—The First National Bank is reported closed. It was capitalized at \$25,000, with Chas. J. Lofgren as president and E. A. Westin, cashier.

East End State Bank Chartered

Cloquet—The East End State Bank has been chartered with a capital of \$25,000. H. C. Hornby has been elected president and William Knutilla, cashier.

Randall Banks to Consolidate

Randall—The Randall State Bank and the Farmers and Merchants State Bank will consolidate about the first of November under the name of the former. Stockholders will remain the same.

H. J. Coleman Buys Bank Control

Mountain Iron—H. J. Coleman of Eveleth has purchased the controlling interest in the Mountain Iron First State Bank, from the Mountain Iron Store Company and John A. Erickson, Jr. Mr. Erickson has resigned as cashier and will be succeeded by Mr. Coleman as vice president and cashier.

NORTH DAKOTA

Peoples Bank Reopened

Calvin—The Peoples Bank which has been operating under special deposit since November, 1923, has been reopened with Neal Nicholson as president and C. A. Berg, cashier.

State Bank Open for Business

Langdon—The State Bank of Langdon is open for business with a capital of \$25,000. The following officers have been elected: Neil Power, president; J. D. Roach, vice president; R. B. Pollock, cashier and Stewart Robertson, assistant cashier. The State Bank is a reorganization of the Citizens State Bank which has been operating under special deposit for the past year.

WISCONSIN

Belmont Banks Will Consolidate

Belmont—Arrangements are being made to consolidate the Belmont State Bank and the Farmers State Bank.

C. A. Gray Advanced to Cashier

Superior—C. A. Gray has been advanced from assistant cashier to cashier of the Superior State Bank to take the place of O. H. Whittaker who resigned on account of ill health, and will reside on his farm at Middle River. R. M. Harnish has been elected assistant cashier to succeed Mr. Gray.

IOWA

R. L. Ohman Purchases Bank Stock

Clarinda—R. L. Ohman has purchased an interest in the Clarinda National Bank, and been elected vice president.

Farmers Savings Bank Closed

River Sioux—The Farmers Savings Bank, capitalized at \$20,000, is reported closed. Raymond Onsott was cashier.

State Bank of Redfield Closed

Redfield—The State Bank of Redfield, capitalized at \$25,000, is reported closed. S. M. Holmes was president and Parke Rogers, cashier.

Lake Park Bank Closed

Lake Park—The Iowa Trust and Savings Bank, capitalized at \$85,000, is reported closed. H. H. Lamp was president and E. Moeller, cashier.

Bradgate State Savings Bank Closed

Bradgate—The Bradgate State Savings Bank is reported closed. It was capitalized at \$20,000 with C. M. Leaning as president and A. V. Pederson, cashier.

New Assistant Cashiers at Grinnell Savings Bank

Grinnell—At the annual meeting of the stockholders of the Grinnell Savings Bank, Clara Stahl and Dudley J. Cowden were elected assistant cashiers. All other officers were re-elected.

New Officers at Poweshiek County Savings Bank

Brooklyn—E. W. Jones has been advanced from cashier to president of the Poweshiek County Savings Bank to succeed Will G. Pierson, who has resigned to enter into real estate business. C. W. Fowler, Sr., has been elected second vice president, and C. W. Fowler, Jr., has been advanced from assistant cashier to cashier.

First National Bank Chartered

Hamburg—The First National Bank has been chartered with a capital of \$50,000 to succeed the Bank of Hamburg which has been closed. John Lingo has been elected president; James Bogan and J. E. Morgan, vice presidents; Edgar D. Kiddoo, cashier and F. J. Leiss, assistant cashier. The bank will open for business soon.

MONTANA

L. W. Oberhauser Purchases Bank Stock

Stevensville—L. W. Oberhauser, formerly of Missoula, has purchased the interest of L. A. Holt in the First State Bank and has been elected president to succeed Mr. Holt.

W. N. Purdy Resigns as Cashier

Bozeman—W. N. Purdy, cashier of the Security Bank and Trust Company since its organization, has resigned to devote his time to his interests in the Gallatin Valley Seed Company of which he is treasurer, but will retain his interest in the bank. A. G. Berthot, vice president, will also assume the duties of cashier.

NEBRASKA

Rollin Buell Resigns

Verdon—Rollin Buell has resigned as cashier of the Verdon State Bank.

Promotions at Bank of Syracuse

Syracuse—D. P. West has been advanced from cashier to president of the Bank of Syracuse, and M. H. Rodgers from assistant cashier to cashier.

New Officers at First National

Wausa—T. A. Anthony, president of the First National Bank, has resigned and placed his stock on the market. Emil Engdahl has been elected president to succeed Mr. Anthony; C. M. Baird has been advanced from assistant cashier to cashier and Helen C. Johnson elected assistant cashier.

WYOMING

Rawlins National Increases Capital

Rawlins—The Rawlins National Bank has increased its capital from \$100,000 to \$150,000.

Control—Central Minnesota Bank

We have available bare control of wonderfully fine bank located in an entirely modern town of about 3,000 population; has good schools and churches of all denominations, also other very desirable living conditions. Deposits more than 15 times the capital; no borrowed money. Always a reserve bank. Investment around \$11,000. Proportionate responsible guaranty on paper. Good earnings. Good salaries. We consider this highly attractive. Inquire file No. 276.

We have competent cashiers, assistants, stenographers, posting machine operators and bookkeepers available for points Montana, North and South Dakota, Wisconsin, Minnesota and Iowa.

WE MAKE NO CHARGE TO EMPLOYER
Write us when in need of help.

THE CHARLES J. DAWSE COMPANY

821-23 Palace Building, Minneapolis, Minn.

Citizens National Bank Reopened

Cheyenne—The Citizens National Bank has been reorganized and reopened for business.

ILLINOIS

First Trust and Savings Bank Reopened

East Moline—The First Trust and Savings Bank closed July 1, has been reopened with John F. Delany as cashier. The interior of the building has been redecorated.

Sweden's Gold Standard Gauged by Policy of the United States

New York—The maintenance of Sweden's gold standard depends upon the financial policy of the United States, because the value of gold is at present dictated by the dollar, according to O. Rydbeck, head of Skandinaviska Kreditaktiebolaget, the biggest bank in Scandinavia.

Mr. Rydbeck, who is now in America, said that so far as domestic conditions were concerned Sweden was eminently fitted to maintain the gold standard which was established last spring. The state budget had been cut down rigorously and the national debt in proportion to the country's population was probably smaller, he said, than that of any other European country, being less than \$70 per capita. The revenue from the Swedish state railways and other state enterprises was running considerably larger than the interest on the entire national debt, while the whole of Sweden's bonded debt to foreign countries was at present small, probably not more than \$90,000,000, and the foreign trade and banking balances with other countries were practically "at equilibrium." Meanwhile, he said, political conditions were healthy.

"The effectiveness of the gold standard as a stabilizer depends upon other things besides stable domestic conditions, however," the Swedish banker asserted. "It depends also upon the market value of gold, and this cannot be stable so long as it is solely dependent on the United States gold purchases made at dollar par. Not until gold is again in demand throughout the world and trade in gold is free will its value become stable.

"At present Sweden and the United States are the only countries in the world that have returned to the gold standard. As the value of gold now fluctuates with the value of the dollar the question of whether Sweden can maintain her standard or not depends on the financial policy of the United States. As long as the price levels in the two countries follow similar trends Sweden can continue to redeem her notes in gold, but should the price levels become widely divergent, Sweden would have to face the choice of letting the krona fluctuate with the dollar or freeing herself again from the gold standard."

The bank of which Mr. Rydbeck is managing director is one of the two or three banking concerns which have weathered the post-war crisis in Scandinavian countries. Established 60 years ago with a paid-up capital and reserves of about \$270,000, it has now accumulated paid-up capital and reserves of 182,000,000 kroner, or about \$48,700,000. Its present total assets are about \$276,000,000. The bank has its headquarters in Stockholm and is closely connected with eight of the leading provincial banks and six smaller banks in Sweden. Through these banks and its own branches the institution is directly represented in over 400 places in Sweden.

Will Buy So. Minn. Bank

Prefer one located in Southeastern section of Minnesota. Must be clean and priced reasonably. Can handle up to \$20,000 cash payment and will assume additional amount if necessary.

This client has been engaged in the banking business in that territory for a number of years and would like to buy another bank not too far from present location.

Correspondence will be treated confidential.

BANKERS SERVICE COMPANY

618 Builders Exchange

Minneapolis, Minn.

ATTENTION BANKERS

Our employment service is available to you without charge or obligation. We are constantly in touch with the employment situation and in position to give your orders for experienced bank help our immediate attention. Wire, telephone or write your immediate or future requirements.

THE PERSONNEL BUREAU

1014 Lumber Exchange Bldg.

MINNEAPOLIS, MINN.

Bank positions.

Controls.

Minority Interests.

Lumber, bank and commercial departments — male and female.

CASHIER --- FULL CHARGE

CENTRAL MINNESOTA—town 1,000 population—German Protestant preferred—excellent line-up for good man—necessary to purchase 30-35 shares.

Close to Twin Cities—a real proposition for capable banker. We strongly recommend our—

Bank No. 4810.

Northwestern Placement Bureau Minneapolis

BANK HELP FURNISHED — NO CHARGE TO EMPLOYER

THE NORTHWESTERN TRUST CO.

Acts as Executor, Administrator, Trustee, Guardian, Receiver and Agent, and handles all classes of Investment Securities.

Affiliated with the First National Bank

ST. PAUL, MINNESOTA

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Value of Mails in Soliciting Insurance Business

The value of intelligent use of the mails in developing business and systematizing the solicitation work of an agency force is discussed by William W. Rice, Chicago broker, in an article on "Letters That Aroused Our Torpid Prospects," in a recent issue of "System." Mr. Rice said that in a large business direct mail methods are usually well understood and employed as a means of increasing sales at a reasonable cost, but that this factor is very often overlooked in a smaller organization. He said that he believed that it was of even greater importance in the smaller office than in the larger, however, and cited the experience of his office as a result. Where the agency has only a few men out selling, it must provide the proper direction for their work and see that their efforts count to the utmost in order that a sizable aggregate profit may be made. The best means of doing this is through an intelligent use of the mails and for this reason the Rice agency has made the mail order campaign an important part of its office routine.

Creates Worth While Prospects

Mr. Rice said that by the use of letters they have changed their definition of a prospect. They now consider a man a real prospect only when he has shown that he is interested in the proposition. The mails are used to create prospects of this class, and the agents in the office try to confine their personal selling to these real prospects who have expressed such an interest as to respond by mail. Mr. Rice said that an agent can probably make 12 calls a day in cold canvass, while the follow up on a mail campaign would probably reduce the number of daily calls to six. However, in the case of the cold canvass, at least eight of the prospects would not be interested and the other four might or might not be live prospects. On a follow-up plan, all six are interested and two or three should be closed each day instead of the one in the other case.

Uses Striking Letters

In working up the letters to be sent out, Mr. Rice has departed from the paths usually suggested by the orthodox experts on direct mail campaigns and employs most of the recognized devices of mail order selling. It is usually stated that the insurance sales letter should be dignified before all else, but Mr. Rice has found that greater results can be obtained through the use of striking letters, leaving the matter of dignity and respect to the direct dealings with the prospects, rather than on the preliminary mail approach. He does not use anything freakish, but does not permit the style to be tied down by dignity. One point that is always made in this office is in connection with the enclosures, no sales letter leaving the office without a return government post card. This card always carries a place for the signature of the prospect, with some means of attracting the prospect's attention to the dotted line, such as a highly colored arrow. There is a human interest appeal in the signature and he has found cases where prospects have been interested and later sold merely through the human weakness to sign the card and send it in, although not interested in the first place.

A Postmaster Supplies Ideas

Postmaster W. J. O'Callaghan of Nashville, Tennessee, through the trade extension section, is bringing out in his bulletin practical ideas on how to use the mail to stimulate business. His recent bulletin takes up the subject of fire insurance by mail. Here is what the postmaster said:

What is Fire Insurance? It's a bet at long odds that few people desire to win. One house in 1,250 burns, so say the statisticians. Under the law of averages, and through a government of fire protection, the mite of the individual defeats the might of the fire fiend; little Jack Premium climbs the bean stalk policy and slays the giant of disaster.

Can You Sell Fire Insurance by Mail? Every fire underwriter of our acquaintance says, "No," but we say "Yes." Mr. John Howie Wright, the versatile and able editor of

"Postage," a direct by mail magazine, files this challenging slogan on his editorial masthead:

"Anything That Can Be Sold Can Be Sold by Mail."

And to every challenger on the high seas of business who calls, "Who are you?" he replies in the language of one of America's greatest admirals, "My name is Jack Berry, half Irish, half Yankee. Come on," and like Jack, John has never lowered a flag or showed his heels to an adversary. So the gunboat Nashville of the Admiral News Postal Fleet is going to attack the fire underwriters' fort. We want you to surrender more letters, but we are going to give you a mighty fine policy for a very small premium.

To state a case, say there was a fire in the 500 block of Woodland Street this morning. The afternoon papers will advise you of the fact. You know better than we that everyone in that block was thoroughly sold on fire insurance while the fire burned, especially if the wind was high, and they will be in splendid humor for signing on dotted line for several days after.

In the back of our city directory you will find a list of streets giving the house numbers on those streets. It is permissible to address a letter or circular as follows:

"Occupant,

510 Woodland Street,

Nashville, Tennessee."

Learn a lesson from the smithy. "Hit while the iron is hot." Read your paper, locate block of fire and then address a letter or circular to every occupant of that block. If the occupant doesn't own the house, he certainly owns furniture, and possibly an auto. Be sure to enclose a stamped card for return. The stamp is the thing. The easier you make the way, the more likely you are to receive a reply.

Make It a Form Letter—Have Them in Stock. And remember, the first line of that letter must be interesting enough to get attention. If it is not, you are wasting time and postage. Very few men can write such a letter. What are letters? Medicine. A quack may kill the patient. A good doctor knows what to prescribe. Advise with a professional.

What is a Challenge? A Dare. If you call our bluff, we both win. "Mail early."

NATIONAL SURETY LOSES NEBRASKA CASE

The National Surety of New York has lost out in the courts of Scottsbluff County, Nebraska, in its suit to recover from the state bank deposit guaranty law \$12,000, representing the amounts it had to pay on two bonds covering the excess deposits of the county treasurer in two state banks that later failed. At the time the bond was given the state law that limited the amount a treasurer might deposit to one-half the capital and surplus of a bank was supposed to be in effect, and the county purchased the bond because it was necessary to have a safe place to keep its extra money at times.

Later the supreme court, in a case from another county involving this same law, held that it had been repealed by implication when the legislature provided a system of guaranty for all deposits in all state banks, and that consequently there was no such a thing as an excess deposit and the guaranty fund must repay all bona fide deposits of money. It was upon this decision of the supreme court that the surety company based its suit. The judge held with the state. The cases will be appealed at once to the Supreme Court.

MILWAUKEE AUTO ACCIDENT FIGURES

Milwaukee, Wis.—A report showing that auto accidents in Milwaukee have increased more than 28 per cent. in the first six months of 1924 as compared with the similar period of 1923 was a feature of a Milwaukee safety commission meeting to make plans for Safety Week.

According to Ralph Moody, statistician for the commission, who presented the figures, the increase in fatal and minor accidents was much greater proportionately than the increase in the number of autos, which naturally increases danger to both motorist and pedestrian.

The Meaning of Capital

In ancient times every man lived unto himself. His food, his clothing and his dwelling were all the product of his own hands. He saw his neighbor producing what he could not have, and the trading instinct arose. From this beginning has grown our present economic system—a huge cooperative association, in which the simplest meal may be gathered from the corners of the earth, and the clothes and dwelling of one man are the product of a thousand hands.

The numerous commodities which make our modern life so bountiful must be developed, by human energy and toil, from natural resources. Before mankind can be harnessed for this production, the accumulation of wealth—which we call capital—must be brought into play.

Capital is of two kinds. The first is that which is necessary to carry on established industry, and on this the return is certain and prompt. This capital is the more widely distributed, since it is made possible by millions of savings accounts invested in this "gilt-edged security."

There is also the capital which is invested in new ventures—paving the way for the industry of the future—the return on which is uncertain and distant. This is usually supplied by men of wide vision and great courage, who use their resources in the development of untried plans and experiments, with no thought of immediate return.

All capital serves a useful purpose. Even the wealth of the "idle rich" is put to good use, since the banks in which it is deposited lend it for the development of new enterprises.

There is a mistaken belief that capital is restricted to a few. As a matter of fact every man—except the improvident fellow who lives from hand to mouth—owns useful capital in some degree. Pennsylvania Railroad today has 135,000 stockholders; the United States Steel Corporation has 150,000 stockholders; Cities Service Company has 150,000 stockholders and American Telephone and Telegraph has 200,000 stockholders. This wide distribution of ownership is becoming more general, and the world is benefiting thereby.

Capital provides the worker with the means to produce his commodity. The solid rock of our industrial success is the judicious use of capital.

THRIFT WEEK IN JANUARY 1925

National Thrift Week is one of the foremost annual celebrations of this kind in so far as educational and financial interests are concerned. As has been the usual custom since 1916, when this movement first began, National Thrift Week 1925 will open on Benjamin Franklin's birthday, January 17 and will continue until January 23, each day of this week being devoted to some specific thrift enterprise. The basis of this educational program is based on the following "Ten Steps to Success."

Work and earn, make a budget, record expenditures, have a bank account, carry life insurance, own your home, make a will, invest in safe securities, pay bills promptly and share with others.

The new feature this year will be the observance of "Safe Investment Day," instead of "Make a Will Day." This has been introduced as warning to thrifty savers because of the tremendous loss, estimated \$1,000,000 a year, in unwise investments.

LIQUIDATION OF THE BANCO LOPEZ OF COLOMBIA

Washington—The liquidation of the Banco Lopez of Bogota, Colombia, which suspended payment on July, 1923, is now making gratifying progress under the administration of Mr. Jesus M. Marulanda, the superintendent of banks, according to report to the Department of Commerce from American Minister Piles, Bogota. According to the last statement published by the latter, the Banco Lopez has assets valued at about \$2,800,000 with which to meet total liabilities to depositors, foreign banks, etc., of \$872,164.83. The large remaining balance is to be utilized for the benefit of the holders of the \$1,800,000 in outstanding paid up capital stock. Since, however, depreciation may occur in some of the assets it is estimated by the superintendent of banks that stockholders will be indemnified at

approximately \$35 per share on the \$40 par value. Others state that this estimate is a trifle too sanguine, placing the ultimate balance available for stockholders at from \$20 to \$30 a share. In any event creditors should sustain no loss and shareholders will be returned a large proportion of their investment, a result which few anticipated at the time of the crisis of last summer. It is important that creditors are granted until November 20, 1924 to file claims against the bank. Meanwhile depositors are being paid in Colombian currency and other creditors offered interest bearing paper in partial, temporary settlement.

SOUTHERN CALIFORNIA BANKS

Correspondence invited from Bankers desiring to buy control in California.

SANDERS-McCULLOCH CO., Bank Brokers
Suite 1005, Story Building, Los Angeles

R. M. BISSELL,
President

WILLIAM WALSH
Secretary

Twin City Fire Insurance Company

MINNEAPOLIS, MINN.

All agents today are selling SERVICE.

The Company furnishing the best service is the most valuable to you.

Fire, Tornado, Hail, Automobile, Tractor Insurance

Organized 1911

STERLING FIRE INSURANCE COMPANY

INDIANAPOLIS, IND.

January 1, 1924

Assets	\$2,879,690.19
Liabilities	248,551.21
Cash Capital	850,000.00
Reinsurance Reserve	1,181,043.35
Surplus to Policyholders.....	1,450,095.63

**Automobile, Fire, Lightning,
Tornado, Hail and Rain Insurance**

WESTERN DEPARTMENT

JOHN H. GRIFFIN, GENERAL AGENT

NEW YORK LIFE BLDG., MINNEAPOLIS, MINN.



Pulling Power

Throbbing with the common emotions of life are the colorful reproductions from oil paintings which embellish the letters of the Lincoln National Life circularizing campaign.

Expressive pictures are used to illustrate all of the graphic letters which are being sent to the prospects of Lincoln National Life agents.

The striking benefit of this spectacular circularizing program is another reason why it pays to

LINK UP WITH THE LINCOLN

THE LINCOLN NATIONAL LIFE INSURANCE CO.

"Its Name Indicates Its Character"

Lincoln Life Building Fort Wayne, Indiana

Now More Than \$325,000,000 in Force

What Investors Should Know About Government Bonds

**B. A. Tompkins, Vice President, Bankers Trust Company of New York, Chairman of Committee on Government Bonds.
An Address Before the I. B. A. Convention at Cleveland, Ohio**

On August 31, 1919 the net debt of the United States was slightly in excess of \$25,475,000,000. On August 31, 1924 this had been reduced to slightly over \$21,000,000,000. This reduction, approximating \$4,500,000,000 was effected by the introduction of economies in government, the increased tax revenues resulting from a more moderate, but in its effect more lucrative, tax law than that which had prevailed during the war period, and by government liquidation of excess war assets. The Treasury sinking fund has retired the debt at the rate of approximately \$1,000,000 per day, and Great Britain's annual payments to us on account of her debt are at the rate of about \$500,000 per day.

With one exception the problem of funding maturities during the past year has been met by the issuance of short time debt. Certificates of indebtedness and Treasury notes aggregating \$1,100,000,000 have been absorbed without disturbance to the money markets. So skillfully has the Treasury Department gauged the absorptive capacity of the country at the respective periods, and so keen was the department's analysis of the trend of money rates that the financial structure of the nation has in no instance been disturbed by the successive operations.

Lowering the Interest Rate

A year ago when the long dated debt of the Government was selling on a $4\frac{1}{2}$ per cent. basis, considerable pressure was brought to bear on the Treasury Department to attempt the flotation of a long term government bond to bear interest at $4\frac{1}{2}$ per cent. Mr. Mellon was unwilling to go to Congress for the necessary authority to borrow money on a long term basis at that rate. Subsequently, when Liberty $4\frac{1}{4}$ s crossed par, it was again urged upon the department to attempt the flotation of a $4\frac{1}{4}$ per cent. issue, and there have been recent suggestions that a long term four per cent. bond could be successfully marketed. That the department is not yet willing to consider long term financing, is evidenced by the issuance on September 15th of \$300,000,000 one year notes with a $2\frac{3}{4}$ per cent. coupon.

Policy of Short Time Paper Borrowing

Whether the policy of borrowing on short paper will be continued by the department is a matter of conjecture. Within the next nine months maturities in excess of two billions will fall due. Within four years from this date maturities exceeding \$7,500,000,000 will have to be met. Of the total, approximately \$3,000,000,000 is represented by Third Liberty Loan bonds which mature on September 15, 1928. It is now urged by students of the Government's fiscal situation that an attempt be made to refund at least a portion of these maturities by the issuance of long time debt. It has been pointed out that the taxes collectible under the new tax law are conjectural. For the month of August just past, income and profits taxes are reported as the lowest since the Armistice. The recent sharp decline in internal revenue receipts points to the uncertainty of the future yield from that source. This trend compels attention to the thought that before the fiscal legislation passed in the last Congress is reflected in a Government deficit, it would be well for the Government to put its house in order and provide, at this time of easy money, for the funding of at least a major portion of the two billions currently maturing.

Liquidation of Government Securities

Prevailing prices for Liberty Bonds, occasioned in a large measure by the operation of the Government's sinking fund and by the purchases of institutions seeking an outlet for the increased deposits which have flown to them during the last six months, serve to make the operation feasible at this time. The holdings of all reporting member banks of United States obligations had arisen on September 3, 1924 to \$2,499,864,000. Any tightening of money rates, due either to accumulative European borrowings, or to commercial demands on this side to meet the requirements of expanding business, would probably find member banks liquidating the Government securities which have

been purchased as in the nature of a secondary reserve. The price depression which would result would obviously make more difficult a refunding operation which might quite easily be accomplished at this time.

New York Federal Reserve's New Home Largest Bank Building

New York—The Federal Reserve Bank of New York is now officially at home in its new building, 33 Liberty Street. The new home is one of the largest bank buildings in the world and has a vault which comes nearer being burglarproof than any ever before constructed. Besides passing successfully through tests in which TNT, dynamite, oxy-acetylene torches and jack-hammer or pneumatic drills were used, the vault has been constructed in solid rock, well below the tidewater level, making it virtually impossible for any one to bore in from the outside and next to impossible for any one to gain access from the inside of the build without the knowledge of its mechanism.

Cost \$14,000,000

With its official occupancy of the new building, the Federal Reserve Bank authorized the publication of facts and figures on the building which heretofore had not been known except to Government officials, Reserve Bank officers and the builders. The cost of the new building was \$14,000,000, including equipment, or about \$4,500,000 less than the early estimates, which created much comment in Washington. Economy was effected in almost every detail.

The foundation work was the largest job of its kind ever attempted in New York City. Instead of sinking deep foundation pillars the Reserve Bank excavated the entire space necessary for a foundation capable of holding the 15-story building and utilized this entire space for five floors, which are below the street level. The building itself rests on 99 concrete piers built in the enclosed portion of the foundation.

Vault Carved in Solid Rock

The vault at the west end of the building, was carved out of solid rock. It has three levels with total space equivalent to that afforded by 40 average New York apartments, in which will be placed the securities and cash of the bank which heretofore have been kept in 11 vaults, located in five buildings in the financial district. The vault doors furnish additional burglar protection, being of the revolving type and six in number. Each is a cylinder which turns on a verticle axle inside a steel frame, which in turn is securely embedded in the walls of the vault. The three main doors are 10 feet thick and weigh 230 tons each, while the emergency doors are eight feet thick and weigh 185 tons. Through the center of each cylindrical door there is a passageway four feet wide and to give access to the vault the cylinder is revolved so that the passageway leads directly into the vault. On each floor level of this vault there will be employed constantly during the day a force of clerks averaging between 60 and 80 persons.

Ohio and Indiana Supplied Building Stone

While economy was effected through excavating and utilizing the entire space needed for foundation for housing parts of the bank, one of the greatest savings was in the selection of stone for the bank's building exterior. This came from the lime stone quarries of Indiana and the sand stone quarries of Ohio. For the most part the selection was made from that part of the output, which, because of color markings, the quarry men usually consider worthless, as heretofore no market had existed for it. It was the opinion of the architects of the building, however, that the grained, colored and mottled lime stone would make attractive a wall surface otherwise devoid of ornament. The general type of architecture, both interior and exterior, is early Italian renaissance.

The building occupies the whole block between Liberty Street and Maiden Lane and Nassau and William streets,

BANKERS planning to install new furnishings

will find it to their advantage to call at our office or communicate with us. We design and install equipment complete. We give you a large selection of materials, economy of construction and first costs. Look over our plant and judge as to our ability to serve you.

Department of Bank Equipment

NORTHWESTERN MARBLE & TILE CO., Minneapolis

with the exception of a small plot at the William Street end. It is designed to house the bank's present staff of 2,500 persons and allow for future growth.

The Iron Industry in 1923

Washington—In magnitude of operations and of production the iron and steel industry recorded in 1923 its most remarkable peacetime year, according to figures compiled by Ernest F. Burchard and Hubert W. Davis, of the geological survey. The increase in the production and shipment of iron ore in 1923 as compared with 1922 amounted respectively to 47 per cent. and 38 per cent. The production of iron ore in 1923 was the fourth largest yet recorded, about equal to that in 1918. Every producing state except California, Missouri and Montana made an increase in 1923. The average value per ton of iron ore at the mines in 1923 was \$3.45, which is 33 cents more than in 1922. The stocks of iron ore at the mines at the end of 1923 were 10,165,875 gross tons, a decrease of three per cent. from those of 1922.

Iron ore mined in the United States in 1922 and 1923 (in gross tons) exclusive of ore containing five per cent. or more of manganese is here given by states:

State	1922	1923	Percentage of increase or decrease in 1923
Alabama	5,234,568	6,783,146	+30
California	3,204	2,779	-13
Colorado	513	4,102	+700
Georgia	24,149	117,321	+386
Idaho	200	1,290	+545
Michigan	10,452,578	14,174,468	+36
Minnesota	28,768,960	44,348,296	+54
Missouri	58,408	53,546	-8
Montana	21,726	17,751	-18
Nevada	51	9,578	+18680
New Jersey	90,359	307,733	+241
New Mexico	118,038	205,218	+74
New York	444,381	541,922	+22
North Carolina	17,279	59,684	+245
Pennsylvania	780,836	993,441	+27
Tennessee	156,464	267,275	+71
Utah	15,018	57,752	+285
Virginia	30,971	155,977	+404
Wisconsin	577,024	871,416	+51
Wyoming	332,800	378,747	+14
	47,128,527	69,351,442	+47

RADIO APPARATUS SOLD IN 1923 VALUED AT \$48,032,927

Washington—First official information as to the output of the rapidly growing infant radio industry was made public by the census bureau October 8, showing the value of radio apparatus and tubes to have aggregated \$48,032,927 last year.

The biennial census of manufactures for 1923 discloses radio apparatus valued at \$43,460,676 was manufactured. That included 414,588 tube receiving sets, valued at \$12,065,992; 116,497—crystal receiving sets, valued at \$550,201; 1,073 transmitting sets, valued at \$900,230; 1,889,614 head sets, valued at \$5,352,441, and 508,001 loud speakers valued at \$5,620,961. Also included were 1,700,024 transformers, valued at \$3,773,213; 1,089,721 rheostats, valued at \$716,774, and 355,161 lightning arresters, valued at \$196,534.

Radio tubes manufactured for sale as such, a part of which were sold to manufacturers to complete receiving sets and the value of which therefore is included also in the value of receiving sets, numbered 2,601,575 and were valued at \$4,572,251.

CITIES SERVICE COMPANY EARNINGS

New York—Gross earnings of Cities Service Company for the 12 months ending with September 30, 1924 were \$17,176,054 as compared with \$16,657,793 in the corresponding period of the preceding year. In the same 12 months, net earnings amounted to \$16,561,259 as compared with \$16,

140,017. Net to stock and reserves was \$14,456,050, which is 2.85 times the preferred stock dividends, as compared with \$13,485,512 for the 12 months ending September 30, 1923, which was 2.71 times the preferred stock dividends.

Net to common stock and reserves was \$9,380,140, equivalent to \$20.35 a share on the average amount of common stock outstanding, as compared with \$8,515,300 or \$18.32 a share for the 12 months ending September 30, 1923.

MONTANA MORTGAGE INVESTMENT SERVICE

B. KESSELHEIM, Inc.

EXPERT AND EXPERIENCED SERVICE FOR MONTANA FARM MORTGAGE INVESTMENTS

217-219 FRATT BUILDING BILLINGS, MONTANA



Nicollet at Lake St. Minneapolis Established 1904

This school specializes in high grade business training, including banking.

Accredited by the National Association of Accredited Commercial Schools.



It's Playtime in the South

The Burlington

—will take you there—
—quickly—safely—
in perfect travel comfort.

3—FIRST CLASS TRAINS DAILY—3
Dining car for all meals

	Chicago Limited	North Coast Limited	The New Oriental Limited
Lv. Minneapolis	7:20 p. m.	8:30 p. m.	7:05 a. m.
Lv. St. Paul	8:00 p. m.	9:30 p. m.	8:00 a. m.
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Recent Legal Decisions and Question Box

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Verbal contract with an agent or broker to sell land for the owner or to obtain a purchaser therefor is void

The plaintiff brought this action to recover a commission on the sale of land. Plaintiff stated that there was an oral contract to pay a commissions of \$5 per acre. The Supreme Court of Nebraska, 199 Northwestern, page 811, held that a verbal contract with an agent or broker to sell land for the owner or to obtain a purchaser is void.

* * *

Bank has no right to take charge of farming operations of its depositors

Appeal from an order sustaining demurrer of counter claim interposed as defense. The plaintiff bank brought an action on two notes against the defendant. In his answer defendant says that by the negligent management of one of defendant's farms in a foreign state he was damaged in a sum greater than the amount of the notes and sets this up as counter claim. The Supreme Court of North Dakota as reported in 199 Northwestern Reporter, 941, holds that the contract to take care of defendant's farm was ultra vires and as such any damages arising by the fact of mismanagement could not be enforced against the bank.

It is a matter of common knowledge that the National Banking Act and the acts of the various states prescribe regulations for the conduct of the business of such banking corporations, and place limitations upon their powers. And it is well settled that because of the nature of the business, the relation which it bears to the fiscal affairs of the people and the revenue of the state, the banking business is a proper subject for regulation under the police power of the state, and that such power extends even to the prohibition of engaging in the business of banking.

The regulations and limitations imposed upon banking corporations are intended to safeguard the rights of the depositors; and to that end such corporations are generally prohibited from entering into any business ventures other than those reasonably necessary to effectuate the business for which the corporation was created, namely, the business of banking. The contract in this case did not involve a banking function, but one of a wholly different nature. The general rule is that a banking corporation has no power to assume any duties of the nature which it is claimed were assumed here.

* * *

Receipt of a certificate of deposit does not make the holder thereof a holder in due course so as to enable him to come within the guaranty law

In December 1920, Winside bank was hard pressed for ready cash. The president sold a majority of the stock to Spalding and Waldron for \$10,000. This was deposited in the bank in an account designated "Waldron and Spalding, trustees." The president also assigned his property to these two parties in trust, the proceeds to be applied to the trust fund to take up any bad paper in the bank. A note belonging to the president and part of his assigned assets was credited to the trustee account, in the sum of \$9,287.60. Three months later Spalding and Waldron drew a check on trustee account for \$1,600 to the president which was deposited in the bank. The president then drew two checks of \$8,000 each to Spalding and Waldron. For these checks four certificates of deposit for \$2,000 were issued by the bank to Spalding and Waldron totaling \$16,000. One of these certificates was filed with the receiver of the bank, claimant alleging that it was a claim which came under the guaranty law. The Supreme Court of Nebraska in discussing the case said in 199 Northwestern Reporter, 812:

In order to create a deposit which will be protected by

the guaranty law, as the term "deposit" is understood in section 8033, Comp St. 1922, it is necessary that money or its equivalent shall in intention and effect be placed in or at the command of the bank under circumstances which do not transgress specific limitations of the bank guaranty law.

In determining whether a transaction creates a "deposit" within the protection of the guaranty fund, the law will look through all semblances and forms to ascertain the actual facts as to whether there has been a bona fide deposit, and, if not, the guaranty fund does not protect the transaction, no matter how it may be evidenced.

It is next urged by appellant that, even though it be conceded that the transaction leading up to the issuance of the certificates was not a deposit within the meaning of the depositors' guaranty law, appellant being an innocent purchaser of a negotiable instrument is entitled to the protection of the guaranty law. Since this appeal was lodged in this court, and the brief of the appellant filed, this court has passed upon the direct question presented in the present case adversely to the contention of the appellant.

* * *

Oral agreement not to bring suit on note does not constitute a defense thereto

Action brought on promissory note by the payee against the maker. Bank president (bank being payee) promised maker that he would not be liable thereon. There were several other joint makers. The Supreme Court of Nebraska in 199 Northwestern Reporter, 803, holds:

One to be an accommodation maker of a promissory note must not receive any benefit or consideration directly or indirectly by way of the transaction of which the note was part, and the transaction must be one primarily for the benefit of the payee. "A consideration moving to one of several joint makers of a promissory note is good as to all." First National Bank vs. Golder, 89 Neb., 377, 131 Northwestern Reporter, 600.

A promissory note, in the usual commercial form is a complete contract in itself, and its terms cannot be varied or contradicted by parol evidence. One whose note to a bank is past due, and who is required to procure additional security in order to obtain a renewal thereof, in so doing is not acting as the agent of the bank, even if the bank's officers suggest that he procure a certain person. The making of such a promise, if it could be proved, was not, under the facts disclosed, within the apparent scope of these officers' authority, and is not binding on the bank, unless specially authorized, or, with knowledge of the fact, approved by the bank's directors.

An agreement pleaded as a defense to an action on a promissory note, brought by the payee bank, that at the time of its execution and delivery it was agreed between the payor and the payee that the note was to be used for the sole purpose of enabling the payee bank to satisfy the demands of the national banking authorities then being made upon it, does not constitute a defence; the fraud, if any, being in this agreement, and not in the note, nor in the consideration for it.

* * *

Equitable mortgage created by redemption of foreclosure judgment against co-tenant is prior to mortgage by co-tenant subsequent to original mortgage

The plaintiff, Ralph L. Kirsch, and the defendant, McGregor, owned a tract of land as tenants in common. They gave a mortgage to the defendant Scandia Bank. Afterwards McGregor gave a mortgage upon his undivided one-half to the same bank. The plaintiff paid one-half of the Scandia mortgage first mentioned. Afterwards it was foreclosed. Within the year of redemption the plaintiff redeemed as part owner. After the plaintiff redeemed he paid taxes on the land, interest on a first mortgage prior to the Scandia mortgages, and expended money for necessary improvements. He was in possession, managed the

farm, and received the rents and profits which were in excess of the cost of improvements and taxes.

The Supreme Court of Minnesota held in 199 Northwestern Reporter 881, that by his redemption he obtained an equitable mortgage upon the undivided one-half interest of McGregor for the amount which he paid in redemption and such mortgage is prior to the mortgage by McGregor of his undivided one-half to the Scandia bank. It is held that in this action for partition he is entitled to contribution for taxes and interest and money paid for necessary improvements, but must apply profits made, and for the balance he may have contribution prior to the McGregor mortgage of an undivided half to the Scandia bank.

* * *

Indorsement without recourse does not prevent indorser from assuming liability by some other written contract of guaranty

Action brought on promissory note against the defendant, a banking corporation. The plaintiff was also a bank. The president of the defendant bank was also secretary and treasurer of a large manufacturing corporation, a customer of the defendant bank. This latter corporation negotiated a line of credit with the plaintiff bank with the understanding and agreement that all of this paper should be guaranteed by the defendant bank. The president of the defendant bank (also president of the customer corporation) signed a guaranty of said paper and caused the cashier of defendant bank to sign a letter explaining the transaction in detail which was sent to the plaintiff. The cashier knew nothing of the contents of the letter. In holding the defendant liable on the guaranty the Supreme Court of Minnesota in 199 Northwestern Reporter 901, holds that the indorsement without recourse does not constitute a contract between plaintiff and defendant nullifying the contract of guaranty. Such contract of indorsement protects the indorser without recourse against liability by reason of the indorsement. Such an indorsement has no tendency to relieve the indorser from his obligations arising from his separate contract of guaranty. The indorsement "without recourse" frees the indorser from all responsibility for payment of the bill. Such an indorsement does not prevent the indorser from assuming liability by some other written contract of guaranty, as was done in this case.

If the president acted in behalf of both corporations, as claimed, his knowledge is knowledge of defendant bank. His adverse interest under these circumstances does not relieve the bank from being charged with his knowledge. Had he not been the sole representative of the bank, the rule would not apply. We think, however, that defendant cannot escape the consequences of the acts of its cashier upon his attempted explanation to the effect that the president of the bank prepared the letter, and that he (the cashier) signed it without knowing anything as to its contents. The cashier is, under such circumstances, chargeable with the same knowledge that he would have acquired had he read the letter. A corporation cannot escape liability by its executive officer saying he signed letters without reading them.

NORTHWESTERN MILLER TO BROADCAST WEEKLY FLOUR TRADE REVIEW

Arrangements for broadcasting the flour, millfeed and flax summary reports printed each week in the Northwestern Miller, over WCCO the Gold Medal radio station, each Wednesday at 6:30 p. m., has been announced by Harry Wilburn, manager of WCCO. Henry A. Bellows, editor of the Northwestern Miller, will be the official announcer. He will read the report and go into discussion of the topics, according to the announcement.

NEW NORTHWESTERN PATENTS

The following patents were issued October 21, 1924, to Minnesota and Dakota inventors, as reported by James F. Williamson, Patent Attorney, 925-935 Metropolitan Life Building, Minneapolis, Minnesota:

P. L. Anderson, Minneapolis, Minn., reel; L. B. Behnke, Duluth, Minn., piston ring; K. B. Brynildson, New Richland, Minn., illuminated license plate holder; A. J. Davis, Min-

neapolis, Minn., temperature maintaining apparatus; A. V. Edstrom, Welch, Minn., fruit picker; F. H. Godfrey, St. Paul, Minn., automobile disk wheel; L. S. Hackney, St. Paul, Minn., control extension for tractors; E. E. Johnson, St. Paul, Minn., sewage screen; H. G. Lidquist, Minneapolis, Minn., flying machine; I. A. Moe and C. O. Halling, Milan, Minn., egg candling and measuring device; A. Nelson, Sauk Center, Minn., platform attachment for windows; W. Taibert, East Grand Forks, Minn., wrench; E. B. Larson and W. H. Murphy, Spanish, N. D., piston groove scraper; J. Love, Huron, S. D., hair clipper; R. R. Carey and L. Mixsell, Leighton, N. D., percussion fuse; A. B. Nelson, Aberdeen, S. D., electrical soldering iron; E. T. Shucker, Rapid City, S. D., handling grease compounds; C. D. Symms, Sioux Falls, S. D., spark plug case; H. C. Wallace, Fargo, N. D., fan blower.—(Advertisement).

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 37 years' practice. Expert Assistant, C. C. Reif, 12 years Examiner and lately a Principal Examiner in United States Patent Office.

Howard Fischer
PATENT ATTORNEY — ENGINEER
 1026 Merchants Bank Building St. Paul, Minn. 207 Ouray Building Washington, D. C.

LEGAL DECISIONS
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Cost of Nonpartisan League Experiments to N. D. Taxpayers

Fargo, N. D.—“Outside of losses that have been sustained and which the taxpayers have not yet made good, the industries established in North Dakota through the instrumentality of the Nonpartisan League have directly cost the state \$2,807,752.05,” says a writer in The Fargo Daily Forum.

“This is the sum that has been levied against property for the years 1919, and 1921 to 1924, inclusive, and the amount that has been spent from direct legislative appropriations, according to a statement announced recently by John Steen, state treasurer.

“No taxes whatsoever have been levied so far to provide funds with which to meet the principal of outstanding bond issues, now aggregating more than 21 millions of dollars, nor is any account taken of the losses of the Bank of North Dakota, the actual operating losses of the North Dakota mill and elevator, or the losses of the farm loan department of the state bank.

“Neither do the figures take into account the losses sustained in the Werner creamery, nor do the taxes so far levied provide for meeting all of the losses of the home builders association.

Levied Over \$3,000,000

“For the five years that levies have been made to meet interest payments due on bond issues, and to pay part of the home builders loss, the state has levied \$2,336,752.05 against the property of the people of the state.

“These levies have been divided as follows among the several bond issues, and the home builders association:

Bank bonds	\$497,526.77
Mill and elevator	775,364.90
Real estate bonds	959,273.18
Home builders	104,587.20

While it is not possible to at this time determine accurately the losses of the Bank of North Dakota, the bonds on which have cost nearly a half million dollars in taxation to meet interest payments, more than two millions of the bank's funds are tied up in closed banks, and there are other items on which the bank cannot realize if liquidated.

Mill Takes Big Loss

“As to the mill and elevator, with its loss of about two-thirds of a million dollars, the tax levies approximating three-quarters of a million dollars absorb a material part of the loss charged against the institution, although the tax levied for 1924 isn't available until after December 1, this year, and the losses by the time the present tax year is ended will be materially greater.

“Only about a third of the home builders association losses have been taken care of in the levies so far made.

“The real estate loan department interest levies of nearly a million dollars have been caused through the failure of the prior administration to make safe loans, the state being required to take over a considerable acreage on the foreclosure of loans many of which were purely political. There is no way of anticipating the outcome of this venture, although the taxpayers have been called upon to pay nearly a million dollars to meet interest payments.

“Of the whole amount that has been levied to meet interest payments, Cass has had to pay \$37,775.76 in bank bonds interest; \$59,345.30 in mill and elevator bond interest; \$73,729.94 in real estate bonds interest, and \$8,127.88 of the home builders loss, or a total of \$178,978.88.

“In addition to the levies for interest and home builders losses, the industries have cost the state \$215,000 that was appropriated to the industrial commission; \$115,000 that was appropriated to the home builders association; \$16,000 that was appropriated for printing bonds, and a fund of \$125,000, levied for the creation of a mill and ele-

vator fund, has been used, most of it to pay the losses of the Drake mill.

1924 Levies

“The 1924 levies for industrial bond interest and home builders loss, as reported by Mr. Steen, total \$120,704.88 for the bank bonds; \$301,807.19 for mill and elevator bonds; \$281,799.57 for real estate bonds, and \$50,300.84 to be applied on the home builders loss.”

BANK DEPOSITS IN NORTH DAKOTA INCREASING

Bismarck, N. D.—Bank deposits are beginning to go up in North Dakota. With receipts from the 1924 crop only partially reflected in the abstract of statements of banks and trust companies, called for by State Bank Examiner Gilbert Semington as of September 17, 1924, deposits in state banks show an increase of \$3,130,873.77 in two and one-half months.

The reserve of the state banks also is showing an upward trend, increasing during the period to a point where reserve of all state banks is \$5,466,601.48 above the required amount.

The next statement of all of the state banks, after much of the 1924 crop has moved, is expected to show a remarkable increase in bank deposits and in reserves of banks, according to Mr. Semington.

Bank deposits had been dwindling in North Dakota for a long period, with many banks closing. They dropped from \$91,267,825.80 on September 8, 1923 to \$71,642,352.23 on June 30, 1924, but again are on the upward trend and reached a total of \$74,763,226 on September 17. The total reserve on September 8, 1923 was \$10,356,909.18; on June 30, 1924 it was \$8,292,983.32, and on September 17 last it was \$11,477,427.94.

The total reserve required September 17, 1924 was \$6,010,826.46. The abstract shows also that banks have been able to liquidate much of their indebtedness recently the bills payable showing a decrease of \$1,097,279.31 over the previous report. Deposits subject to check increased \$3,355,313.63 in the last two half months in 512 state banks and four trust companies reporting, while time certificates of deposit showed a decrease of \$571,850.44.

NORTH DAKOTA FARM WEALTH IS \$392,409,000

Fargo, N. D.—North Dakota this year produced a total of \$392,409,000 worth of new agricultural wealth, Joseph M. Devine, commissioner of immigration, told the Fargo Rotary Club at a recent meeting.

“The total value of all grain production for 1924 estimated as of October 1, is \$269,720,000,” he said. “This particular grain production measures the old one-track North Dakota farm and farmer up to 1916. The value of the so-called diversified products produced upon the North Dakota farms for this year, amounts to \$122,690,000. This particular statement of value measures the new North Dakota farm and farmer of 1924. All his eggs are no longer in one basket.

“The total estimated value of all agricultural products as of October 1, 1924, is \$392,409,000, a per capita value for every man, woman and child in the state of \$604. The average dollar value for each farm is \$5,605.”

DEATH OF PIONEER NORTH DAKOTA BANKER

Forest River, N. D.—William R. Johnstone, president of the Forest River State Bank, a resident of North Dakota since 1878 and three times a member of the State House of Representatives, died October 19 of pneumonia.

TRUSTED EMPLOYE ROBS BANK

New York—Wallace L. Conner, a former cashier with the Sumner Savings Bank at 14 Graham Avenue, Brooklyn was arrested October 21, while assisting at an inspection of the bank's books, charged with having forged the name of a depositor to a draft for \$4,000. Mr. Conner confessed his guilt and stated that in the 12 years he was employed at the bank he had embezzled \$80,000 of the bank's funds, which he covered through false entries on the ledgers.

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Reincorporation of the Homestake Mining Company

Lead, S. D.—The Homestake Mining Company, for almost 50 years known as the corporate name of one of the greatest gold mines in the world, has applied for an extension of 50 years on its charter of incorporation, according to circular letters received here by stockholders. The company, organized under the laws of California, proposes to make December 1, 1924, the date of the extension, although the old franchise would be valid until November 5, 1927.

"It's mere legal formality," stated Chambers Kellar, chief attorney for the company, "but, nevertheless marks a milestone in the history of the company."

Early in 1876, Moe and Fred Manuel, brothers, and Jack Harney, discovered rich float quartz, which led to the discovery of a rich vein which they named the Homestake. A little digging uncovered a gigantic piece of rich quartz weighing 200 pounds. The next day they opened up more ground and soon staked out the Old Abe, Terra and Father DeSmet mines. Eager capitalists bonded the Homestake for \$40,000 and the Old Abe for \$5,000, but did not buy.

The Manuels continued to develop the Homestake and the Old Abe. In the fall they built a road to Kirk and erected a crude mill. Ore was hauled to the mill by ox teams and \$5,000 was taken out that winter. During the subsequent summer they sold their claims, the Homestake bringing \$70,000, the Old Abe \$45,000, and the Terra \$35,000.

The Homestake Mining Company was incorporated on November 5, 1877, at San Francisco, California, where the main office of the company is still located. The charter was good for a term of 50 years. The mine has been prosperous all along. For 40 years the company has paid dividends constantly increasing in size, and has, likewise, increasing in size of its operations, grown from less than 10 acres to 2,000, to say nothing of timber lands and lands bought for water rights.

RANGE AND CATTLE CONDITIONS IN SOUTH DAKOTA

Watertown, S. D.—South Dakota ranges, in common with those in virtually all western states, underwent a slight deterioration during the month of September because of continuation of drought, according to the western live stock and range report of the bureau of agricultural economics made public here.

In some northern sections, the report notes, rain came, but too late to benefit the ranges materially. The feed situation is described as good in parts of this state, while stock in the range sections of South Dakota is reported to be in good condition and moving to market rapidly.

"In western South Dakota," the report says, "grass is well cured, but short in places. Water is short on some ranges and feed is short in the southwestern part. Cattle are being shipped close. Feed generally is ample in other sections and stock is in good shape."

The condition of ranges in South Dakota on October 1 this year was set at 85 per cent., as compared with a condition of 86 per cent. a month before and 105 per cent. a year before. The condition of cattle in this state was set at 92 per cent. October 1, compared with a condition of 95 per cent. on September 1, 1924, and 96 per cent. October 1, 1923. The condition of sheep was 96 per cent. on October 1 in this state as against conditions of 96 per cent. the month before and a year before.

WHAT GOVERNMENT OWNERSHIP OF RAILROADS WOULD COST IN TAX REDUCTION

Sioux Falls, S. D.—Minnehaha County would lose more than \$100,000 in railroad taxes should government ownership of railroads, urged by Robert M. LaFollette, presidential candidate, become a fact, according to W. L. Harding, former governor of Iowa, during his address in support of the Coolidge-Dawes candidacy at the coliseum recently.

Figures in the office of County Auditor F. E. Ward show that railroads in Minnehaha County, consisting of 173.06 miles of trackage, paid taxes in 1923 totaling \$115,504.24 on a valuation of \$6,113,600. Of this amount the state received \$11,616.22 and the county, \$103,888.02.

Mr. Harding said this tax would be wiped out under government ownership, and since the money is part of that needed to carry on the work of the county it would result in an added burden on the taxpayers.

WOOL BUYERS IN SOUTH DAKOTA SEEK CONTRACT FOR 1925

Newell, S. D.—An unusual feature in the wool situation in this territory is the attempting of wool buyers at this time to contract for next year's clip, offering, it is said, 40 cents with a \$1.00 per head advance. This is tending to make sheepmen wary, and so far as has been learned no sales of 1925 wool have been made in this section.

YANKTON BRIDGE TOLLS LARGER IN THE AGGREGATE

Yankton, S. D.—Receipts from tolls at the Missouri River bridge here during celebration week totaled \$11,142.39, it is announced by bridge officials. This is a greater sum than had been anticipated. Daily traffic this week is continuing steady, with receipts of \$240.95 from 7 A. M. Monday to 7 A. M. Tuesday, the first week-day following the celebration.

THE FARMER'S MONEY

One of the uncertainties which was troubling the country's business men until a comparatively short time ago was the condition of the farmer and the fact that agricultural products and farm products were selling relatively so far apart, with the disadvantage heavily against the farmer. This uncertainty has been substantially dissipated in the last few months by the rise in grain prices and the flow of his well-earned reward, in the shape of money, into the farmer's hands.

Estimates of money benefits the farmer will receive this year are being printed. Present indications, according to the Howard-Moorhouse analyses of agricultural conditions, are that farmers will have approximately \$9,900,000,000 cash income during the crop year. This compares with \$9,540,000,000 last year and represents an increase of 3½ per cent. Farmers, they say, in every section of the country except the Pacific coast states, will have at least as much money as last year. The northwestern wheat belt, from Kansas to Montana, will have 25 per cent. more cash income; the cotton belt probably five per cent. more. The corn belt, the northeastern dairy states, the tobacco belt and the western range states will just about break even. The Pacific coast will suffer a loss of 10 per cent.

They estimate that the purchasing power of the farmer's cash income this year, after allowing for taxes and interest, will be 103 per cent. of pre-war. Prices of articles the farmer buys are lower than a year ago, and agricultural communities throughout the country, with the exception of the Pacific coast, will do business equaling or exceeding that of last year.—The Bache Review.

OVER 4,000 NEW SETTLERS FIND HOMES IN ONTARIO

Toronto, Ontario—During the past year the Ontario department of agriculture, through its colonization branch, has located upwards of 4,000 settlers upon farms in old Ontario, according to a statement of H. A. MacDonnell, director of the branch.

These settlers are in addition to those located in northern Ontario by a different branch of the department. Those going north are mostly of foreign extraction. Those settled in old Ontario are from agricultural regions in Great Britain.

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Survey of Water Supplies in Central Montana

Government Report Gives Advice on Drilling Wells in Musselshell and Golden Valley Counties

Washington—Central Montana, long known as a vast range for cattle, horses, and sheep, with well-ordered ranches, picturesque cowboys, and old-fashioned round-ups, has at last met its inevitable destiny. Like other semi-arid regions of the West, it has finally been occupied by the homesteader, the settler from the East who sought to make here a home of his own—who wanted to develop a farm that would support him and his family. Some of the old stockmen contemptuously called him the "nester," for their long experience with droughts in this country gave them little faith in the possibility of farming it, and they viewed with hostility and despair the network of line fences that dissected and ruined the ranges. This region, like all new countries, has had its ups and its downs—its bumper crops and its disastrous crop failures; but the final chapter of the heroic and often pathetic struggle to develop this great region of arable and fertile soil has not yet been written and will not be written for years to come.

One of the most serious difficulties encountered by the new settlers was that of obtaining water for domestic use and for the farm animals. One farmer would obtain a good well; another nearby would fail to find water or would get only salty water that might be unfit even for cows to drink. At the same time the new or rapidly growing towns had great difficulty in obtaining public supplies, and the railroads had trouble in getting water for their locomotives.

For several years the Interior Department, through the Geological Survey, has been studying the relation of the rock structure in eastern and central Montana to the occurrence of ground water and mapping the region, township by township and section by section, with reference to the water-bearing formations. These studies have shown that the series of rock formations that underlie the region differ greatly in their capacity to hold and carry water. Some formations include many lenses of sandstone that yield adequate supplies of potable water; others are so shaly that they will yield only meagre seeps of water, generally salty. Moreover, these formations do not lie flat but are everywhere bent and folded, so that a good water-bearer that underlies a given quarter section of land may on one side of this quarter section be bent upward and eroded away and on the other side may dip down and pass beneath shale beds that can be drilled through only at great cost.

A report on the ground water conditions and well prospects in Musselshell and Golden Valley counties, by A. J. Ellis and O. E. Meinzer, has recently been published by the Geological Survey as water supply paper 518. This report was prepared in cooperation with the state engineer, the department of chemistry of the Montana State College at Bozeman, and the water laboratory of the Montana state board of health. It should be of value to the well drillers and farmers and to all those who for any reason need to develop additional water supplies in these counties, for

it not only describes the general conditions in the area but considers the well prospects in detail in each township. A copy of this report may be obtained from the Geological Survey, Washington, D. C.

Similar studies of ground water have been made in Rosebud, Treasure, Yellowstone, Big Horn, and Fergus counties, Montana. The reports on these counties have not yet been published, but the Geological Survey will furnish all available information to any citizen of these counties who may want to develop a water supply on his own property.

EXPORTS OF BUTTER FROM MONTANA

Great Falls, Mont.—Production and manufacture of dairy products have so increased in the Great Falls territory during the last two years that within that period the city has changed from an importer to an exporter of butter, E. J. Gilmartin, general manager of the Northern Creamery Company, told the Advertising Club in an address at a recent meeting. During the winter of 1922-23, butter was shipped into Great Falls and during the last summer 32 carloads of the product was exported from the city. In the summer of 1923, the city's butter exports totaled 14 cars.

Illustrating the volume of butter production reached by the Great Falls territory in the peak season, Mr. Gilmartin said that last June enough was handled by his company to supply the city for five months. In 1923, Mr. Gilmartin was with a creamery company in Spokane that handled Montana dairy products and in that year he purchased more cream from the Great Falls district for the Spokane house than was handled by the Great Falls Dairy Products Company, predecessor of the Northern. This year, nearly all of the local cream formerly shipped to Spokane has been manufactured into butter in Great Falls.

INCOME TO THE GOVERNMENT FROM TIMBER LANDS

Missoula—Sales of national forest timber for the past quarter in District 1 amounted to 15,185,000 feet, valued at \$31,564.69, or slightly more than \$2 a thousand.

Cutting operations on timber chances within the national forests were valued at \$100,393.65. The cut was 36,421,000 feet, bringing less than \$3 a thousand feet.

The total cut for the fiscal year, so far, has been 102,219,000 feet, valued at \$315,229. The total sales have been 45,170,000 feet, which brought the forest service \$133,301.

During the quarter the Coeur d'Alene forest led in timber cut, with 7,683,000 feet. Kootenai was close second, with 7,270,000 feet, and Kaniksu third, with 1,083,000 feet. The Lolo forest sales for the quarter were the highest, 5,631,000 feet, bringing \$10,110. On the Absaroka 3,782,000 feet were sold, bringing in \$4,336,000.

Receipts to the amount of \$5,251,903 for the fiscal year of 1923 from various uses of the 146 national forests in this country, has been announced by the forestry service. Tim-

ber sales and live stock grazing brought the largest amounts, all of which will be paid into the United States Treasury.

Timber sales totaled \$3,020,037 and fees for grazing permits brought \$1,915,561. The third largest amount, which brought \$207,637, was paid for leasing of summer homes and other purposes with water power leases adding \$82,915. The balance was from miscellaneous sources, including damages, trespassing and the like. The 1923 receipts were \$83,915 less than for the previous year, it is stated, due to a smaller number of grazing permits.

The 17 national forests in California sold the most timber, with the national forests in Washington and Oregon in second place. Utah, Nevada and southern Idaho grazed the most live stock.

AGRICULTURAL CREDIT CORPORATION BUYS MONTANA SHEEP

Helena, Mont.—Ewes for breeding purposes totaling 25,638, chiefly of fine wool types, were bought in Montana in the last month by the Agricultural Credit Corporation of Minneapolis for placement on the farms of other north-western states, principally of eastern North Dakota, in flocks of from 50 to 100.

Shipments were 23,160 to North Dakota; 2,028 to Minnesota; 225 to Wisconsin, and 225 to South Dakota.

In addition, 5,000 ewes were bought in northeastern Montana for local distribution, according to the same plan.

These sheep were bought considerably below the present market price. Sam F. Crabbe and Elmer E. Crabbe, representatives of the corporation, say, and represent virtually the entire surplus of breeding sheep in Montana this year.

KEVIN-SUNBURST OIL FIELD OUTPUT

Helena, Mont.—Production of crude oil in the Kevin-Sunburst field in Toole County, based on the run of the pipe line company, serving this field, exceeded that of the Cat Creek field during the quarter ending September 30, for the first time in the history of those two fields.

As shown in the report of the Illinois Pipe Line Company to the State Board of Equalization, that concern transported from the field to the railroad during the months of July, August and September, 397,743 barrels of oil, while the run from the Cat Creek field as reported for those three months by the Mutual Oil Company, which owns the pipe lines serving that field, was 365,890 barrels, the total movement from the two fields for the quarter being 763,633 barrels, or an average of 254,544 barrels per month.

MONTANA POWER EARNINGS

New York—The Montana Power Company, including subsidiaries, for quarter ended September 30, 1924, reports a surplus of \$687,322 after taxes and charges, compared with \$712,267 in the third quarter of 1923. For nine months ended September 30 surplus after taxes and charges totaled \$2,273,005, against \$2,513,187.

MINNESOTA DAIRY COW CHAMPION MILK PRODUCER

A production record of 31,936.3 pounds of milk and 1,046.45 pounds butterfat in 365 consecutive days makes Yesletine Piebe, a purebred Holstein, one of the few cows in the world that have produced more than 30,000 pounds milk and 1,000 pounds butterfat in one year. This cow made her record as a six-year-old on the farm where she was born, owned by A. F. Wendlandt & Son, of Northfield, Minnesota. Her record was made also under conditions similar to those found on the average dairy farm where most of the dairyman's time is devoted to field work. She received no special attention and during the summer months ran on sweet clover pasture 20 hours a day. In addition to pasturage she received 32 pounds of a grain mixture daily.

PROVERBS OF ITALY

The oak doesn't fall at the first stroke.
Any plan is bad which is not susceptible to change.
When the ship has sunk everyone knows how she might have been saved.

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POLARINE "F" Is the One Oil to Lubricate Them Perfectly

The development and production of Polarine "F" makes the line complete. There is now a Polarine oil exactly suited to the needs of every make and model car and truck.

The only safe guide in the vitally important matter of proper lubrication for passenger cars and commercial trucks is the chart of recommendation prepared by our engineers.

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Increase in Canada's Trade with European Countries

During the 12 months ended June 30 last, according to the London Times Trade and Engineering Supplement, the United States imported goods from the Dominion of Canada to the value of £83,500,000 and from the United Kingdom to the value of only £68,000,000. As reported to the Bankers Trust Company of New York by its English Information Service, the Times comments on this as a disquieting fact revealed by the study of the foreign trade returns of the United States, and states that during the five years before the war, British exports to the United States averaged £56,000,000 in value annually; the next important sources of supply for the United States being Germany with £35,100,000 worth of merchandise, then France with £26,000,000; Cuba was fourth and Canada fifth. The market for British goods found in the United States covered a very wide variety of manufactures, mostly of high grade character, and therefore entailing the employment of a large amount of labor. Now, however, says the Times, Canada has taken the place of the mother country as the principal exporter to the United States. The reasons given why the Dominion has so greatly increased her sales to her southern neighbor are the circumstances that American capital permeates Canadian industry, and that the American demand for newsprint and pulp is very heavy, and it is commented upon as noteworthy also that a fairly wide range of manufactured goods helps to swell the total. The extent of Great Britain's loss is shown by the fact that her percentage of the value of total imports of the United States during the 12 months ended June last, fell to 9.6, compared with 11.6 during the preceding 12 months; whereas Canada's percentage rose from 10.9 to 11.7.

Canada's trade position in relation to the United States and Great Britain is shown greatly to have improved during the past three years. In 1921 the Dominion was a debtor to the United States after settling her trade balance with Great Britain, of which country Canada was a creditor, to the amount of \$28,626,000; whereas the triangular settlement for the past year leaves Canada a net creditor of Great Britain for \$16,116,000. This is brought about by the fact that Canada has greatly increased her exports to Great Britain, while imports from the United States to Canada have been reduced to a much greater extent than exports from Canada to the United States.

GREAT INCREASE IN CANADIAN MINERAL PRODUCTION

Toronto—The report of the mineral production of Ontario for the first six months of 1924, has recently been published and it shows that the total production for the province is \$37,997,776. In 1893, the production for the whole year was \$6,120,753, so that in 30 years, the production of minerals in Ontario has multiplied itself approximately 13 times. Production from the Porcupine district is \$10,259,351 for gold, and \$57,899 for silver, so that the gold production alone from the Porcupine district in six months is greater than the total production for all minerals in 1903.

Kirkland Lake area shows a production of \$1,359,007 for gold and \$4,534 for silver. The silver production was 5,008,256 ounces, of which Cobalt produced 3,394,309 ounces, South Lorrain, 1,227,855 ounces, and Gowganda, 252,321 ounces. The production of metallic nickel increased 53 per cent. over that for 1923, and copper increased 57 per cent.

NEW COMPANY MAY TAKE OVER HOME BANK ASSETS

Ottawa—The decision to apply for a charter for a company to take over the assets of the Home Bank and to administer them is considered in some quarters as pointing a way by which the government might, with warrant, make a compassionate grant for the relief of the Home Bank depositors, pending a winding up of the estate.

Some there are who think that if the liquidating is allowed to take place in a gradual manner, thus affording full opportunity for realizing on the assets, considerable may be saved from the wreck. They also think that

through this method of handling, the government might be persuaded to make a compassionate grant, recouping itself as far as possible out of the proceeds following liquidation.

It is admitted that this is a new departure in the liquidating of an insolvent bank, but in this connection it is pointed out that such action was only made possible last session through an amendment to the Winding-Up Act.

A prospectus has been prepared providing for the chartering of a \$3,000,000 corporation to be known as the Home Bank Assets, Ltd. This company will liquidate the assets of the Home Bank. The chief assets which will be taken care of under this plan are the New Orleans Railway, the Frost Timber Limits, Ogilvie Company, Montreal, and the Pellatt Account in Toronto.

NEW HIGHWAY CONSTRUCTION IN CANADA

Port Arthur, Ont.—Contracts for construction of 400 miles of road stretching from Port Arthur to Winnipeg have been let at an approximate cost of \$16,000,000, according to an announcement by A. W. Campbell, Dominion highway commissioner. The new road will form the last link in the 3,000 mile trans-Canada highway running from Halifax to Vancouver.

The new highway which is expected to have an important effect in increasing the automobile tourist trade from the United States will, it is believed, be open for motorists by August, 1925. It will traverse the finest scenic regions in Canada. Last year nearly 2,000,000 American automobiles entered the Dominion. Tourist traffic returns an average of \$25,000,000 in revenue to the Dominion annually.

Automobile owners in Canada, Mr. Campbell said, are footing the bill for construction and maintenance of highways to an increasing extent. Revenue from licenses for motor vehicles will be in excess of \$13,000,000 this year. In 1920 it amounted to only \$6,000,000.

Highway improvement is being carried on rapidly throughout Canada. Farmers in the prairie provinces where agriculture is experiencing a rapid growth are strong advocates of good roads. The Dominion's investment in highways now totals \$600,000,000.

MORE THAN A MILLION TELEPHONES IN CANADA

Winnipeg—Installation of telephones in Canada has passed the 1,000,000 mark, according to Hon. V. W. Smith, minister of railways and telephones for Alberta in an address here before the Dominion telephone convention.

"There is a telephone for every nine people in the Dominion," said Mr. Smith, "or an average of one for every two families. Canada stands second to the United States in the use of telephones in proportion to population. The Canadian telephone business represents an investment of \$187,000,000 and gives employment to 21,000 persons. In addition there is a large number of manufacturing concerns supplying material for development and maintenance of the service."

Government ownership of telephone service, Mr. Smith declared, has proved successful in the prairie provinces of Manitoba, Saskatchewan and Alberta. "Alberta's system," he said, "gives service to 70,000 subscribers and has a long distance mileage of 35,552 miles."

BUSINESS GAINS IN WESTERN CANADA

Toronto—J. A. McLeod, general manager of the Bank of Nova Scotia, who spent the past five weeks in western Canada, where in company with G. S. Campbell, president, he visited all branches of the bank as far west as the Pacific Coast, states that generally there is an improvement in business in western Canada. There was no doubt that the general economic situation had improved very measurably as a consequence of the impetus supplied by the season's crops and more especially by the high prices which have prevailed since marketing began.

Eastern manufacturers and distributors, he declared, may feel some disappointment that business in the West has

not picked up in the degree anticipated, but the explanation lies in the fact that the farmer is conserving his resources. He has learned the lesson of economy in a rigorous school and he is using the proceeds of his crop to discharge as large a percentage as possible of the debt which has been hanging over him for several years. He is not buying goods or undertaking commitments other than absolutely necessary.

Speaking from the standpoint of the bank Mr. McLeod declared that collections were better than a year ago and where advances have been made in order to aid in the movement of the crop such advances are being promptly discharged on or before the maturing date. He described conditions in British Columbia as fairly satisfactory. The Pacific Coast Province of course had not been hit as hard as the Middle West during the deflation period because her industries are more varied. This year the lumbering industry is quiet, but mining is enjoying a period of prosperity.

Provincial Savings Offices in Canada

An increase in deposits from \$7,400,000 to \$10,050,000 is shown by the report of the Provincial Savings Bank for the financial year ending August 31. The net profits have likewise increased from \$29,181 to \$51,864, and the number of depositors from 18,515 to 26,588.

The reducing of the interest rate of the Ontario Provincial Savings Bank from four per cent. to three per cent., which has just been announced, to take effect on November 1 at the beginning of the new fiscal year in that province, raises the question whether the Manitoba Savings Bank will be able to maintain the four per cent. rate.

Since the deposits in the Ontario institution now total \$21,000,000, Provincial Treasurer Price counts on saving \$210,000 a year on interest payment. The report containing the announcement also says:

"The action of the government is also influenced by the decrease in the prevailing rate of interest since the savings offices were instituted two and one-half years ago. Short term money can now be borrowed around four per cent., and long date at 4½ per cent., with every appearance, it is said, that there will be further declines. This price, it is indicated by the department, is always net to the government, so there is very little justification for the province continuing to pay four per cent. for depositors' money in addition to the overhead incumbent, estimated at one per cent., upon maintenance of the savings offices."

The conservative party in Ontario, when in opposition, criticized the establishment of a provincial savings bank by the Drury government. It proved to be a rather popular venture, however, and the Ferguson government has continued it. The reduction of the interest rate may be taken by opponents of the government as an indication that it is not very friendly to the idea of a provincial savings bank, but on the other hand the fact that public loans can be obtained at a lower rate of interest must be considered, for neither the Ontario nor Manitoba governments established the savings primarily to give depositors a higher rate of interest, but rather to secure money at a lower rate for provincial purposes.

The great growth in deposits both in Ontario and Manitoba during the past year has been due both to the four per cent. interest rate and the recent bank failures, which caused some demand for greater security for deposits. If the interest rate is reduced, and if, also, the people are reassured in regard to the banks by the new government inspection, there may be a falling off in provincial savings deposits.—The Manitoba Free Press.

SALMON PACKING INDUSTRY IN BRITISH COLUMBIA

Vancouver, B. C.—Restoration of the salmon canning industry of the Fraser River which used to net \$30,000,000 annually to Vancouver and New Westminster, will be attempted through establishment of a chain of hatcheries along the river breeding sockeyes, according to an announcement here by Hon. Ernest LaPointe, Dominion minister of marine and fisheries.

"British Columbia's salmon pack this year will total 1,500,000 cases, according to estimates of the fisheries de-

partment, a gain of 150,000 cases over the 1923 output. The output of steelheads, sockeyes and chums is larger than last year, due to heavy runs in the Skeena and Naas rivers. The pack of chums is more than twice the 1923 production.

"British Columbia accounts for the entire salmon pack of Canada and produces nearly 50 per cent. of the Dominion's entire fisheries output."

CANADIAN FARMERS PLANTING TREES

Saskatoon—That the farmers of western Canada are now giving increasing attention to the improvement of their home surroundings is shown by the fact that they have not only planted 2,250,000 trees distributed from the Canadian Government forestry stations at Indian Head and Sutherland, Saskatchewan, this year, but have also purchased large quantities from private nurseries.

BUILD PUBLIC WORKS DURING WINTER

There is much to be said in favor of carrying on the construction of public works through the winter months. In the first place employment will be provided for a great army of men usually idle at this time of the year. Any relief of this problem of unemployment, alone, should be welcomed by every community, for with the onset of cold weather, many lines slow down if they do not suspend entirely.

Then, public works are very urgently needed in many places, and their completion several months earlier would mean a great benefit to the community. Practically every city and town has over-crowded schools and hospitals. Police and fire stations will generally be found in dilapidated condition or deficient in capacity. A careful canvas of the situation will no doubt disclose the need for other public structures such as pumping stations, power houses, field houses and recreation centers, institutions for the homeless or the feeble minded, or perhaps a new city hall or court house, which could be built in the winter.

The community would obtain a two-fold benefit from such enterprise: it would hasten the completion of needed public buildings, and it would eliminate the distress due to winter unemployment of its craftsmen.

That winter construction is practical every architect and contractor knows. The principles of cold weather concrete work are now well known and easily applied. The greatest obstacle is the long established habit of doing nothing in winter. Let's get rid of the habit.

MORE TIME GRANTED BANK TO MAKE PAYMENTS

Denison, Iowa—The hearing regarding the solvency of the Bank of Denison, which was being heard before E. J. Kelly, attorney, of Des Moines, who was appointed as a master in chancery, was brought to a close October 24 by agreement. The petition of the creditors was continued and a receiver will be appointed to liquidate the affairs of the bank. The institution will be given until March 1, 1926, to pay 33⅓ per cent. of the claims it owes. Failing to do so the bank will automatically become bankrupt. If it pays the first 33⅓ per cent. the receiver will have a year for the second and third, and another year for the remainder. If the bank fails to make the payments as stated it will automatically become bankrupt.

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A medium for the sale of Banks, Stocks, Municipal Bonds, Real Estate, Farm Lands, Stocks of Merchandise; for the man who wants a Bank Position or a Location for a Bank, Investment or other Business.

Rates for advertisements in this department are 4 cents per word each insertion. Words displayed in capitals, 8 cents per word. Initials, name, address, location and abbreviations count as one word each. Copy paragraphed, twenty-eight cents per line. CHECKS, CASH OR POSTAGE STAMPS MUST ACCOMPANY ALL ORDERS. All answers to advertisements under key numbers must be accompanied by a two-cent stamp. Address Commercial West Co., Minneapolis, Minn.

SITUATION WANTED

Cashiership wanted by young married man thoroughly experienced in country banking and insurance; strong references. Address "D18," Commercial West. (84-18)

SITUATION WANTED

Competent, experienced young lady bookkeeper-stenographer wants responsible position immediately; age twenty-five. Address "E16" Commercial West. (84-17)

LONDON BANKER SAYS GOLD NO DISADVANTAGE HERE

(Continued from page 13)

been held last week, but it was decided to postpone it until after election day.

Another Bank Organized

Chicago is to have a new neighborhood bank in a section of the city between Madison and Twelfth streets, John J. Arnold, former vice president of the First National Bank, having organized the Allied State Bank, which will occupy a new building to be completed before next summer. The bank is capitalized for \$100,000 and has a surplus of \$25,000, and the building will cost approximately \$125,000. The old building on the triangle at the intersection of Ogden Avenue, Wood and Van Buren Streets, will be torn down on December 1 and the new three-story structure will be built according to plans prepared by Architect, J. E. O. Pridmore. The basement will be utilized for safety deposit vault, directors' room and the real estate department, and will be completely equipped. The ground floor will be used entirely by the commercial and savings departments with the tellers' cages and officers' desks ranged on the Wood and Van Buren Street sides, while the entrance will be on Ogden Avenue. A mezzanine floor will take care of the accounting department, while the third floor will be divided into offices. Edward E. Kastner will be vice president and cashier of the new institution. For ten years he was manager of branch banks of the Traders Bank of Canada, and in 1912 he was in charge of loans and discounts of the Mid-City State Bank, later occupying a similar position with the Fort Dearborn Trust & Savings Bank. He went to the Continental & Commercial Trust & Savings Bank in 1922 when that institution took over the Fort Dearborn banks, but retired on August 1 to become associated with the Allied State Securities Corporation as vice president. Associated with Mr. Arnold in the new banking enterprise are M. P. Kelly, W. D. Hunter, John C. Hector, Eugene Massey, Francis Raymond, S. C. Postlewait and Benjamin C. Graham.

Protect Wilson Stockholders

Members of the bankers' committee of Wilson & Co., are in favor of including in the plan of reorganization a provision which will prevent the elimination of the holders of the junior issue. Sentiment in favor of proposition has been gaining ground since the sessions were held in New York, and the organization of a committee to represent the interests of the common stockholders has been in consonance with this idea. Frank O. Wetmore, president of the First National Bank, and Eugene M. Stevens, vice president of the Illinois Merchants Trust Company, who went to Cleveland last week to participate in the sessions of the committee, did not return to Chicago until Monday. The meeting was held in Cleveland in order to prevent interruptions which are unavoidable in Chicago and New York and the bankers felt that would accomplish more during their sessions for that reason alone.

To Cut Balance Rate

A committee composed of Frank O. Wetmore, president of the First National Bank, Arthur Reynolds, president of the Continental & Commercial National, and Eugene M.

Stevens, vice president of the Illinois Merchants Trust, has recommended to the Chicago Clearing House Association the advisability of reducing out-of-town balance rates from 2 to 1½ per cent., but there will be no change made in the 3 per cent. rate now being paid on savings accounts. The committee takes the ground that country balances are temporary and fluctuating resources, while savings are the permanent loanable funds of a bank. Action will be taken at the next monthly meeting of the association, and whatever its recommendation to the clearing house committee is, it will be carried out. In New York, the banks have for some time been paying only 1½ per cent. on balances, and Chicago banks have been feeling the effect of this difference in the large accumulation here of funds at a time when commercial paper has been selling as low as 3 per cent. for prime names and the outside rate has been 3½ per cent.

Banking News Notes

Henry Bell, managing director of Lloyds Bank, Inc., of London, is in the United States on a tour of inspection of the leading cities and is expected to visit Chicago next week.

Robert Stevenson of Stevenson, Perry, Stacy & Co., has gone to New York to take up his residence there for several months, with headquarters at Brown Bros. & Co.

Gen. Robert E. Wood, who recently resigned as vice president and manager of the sales department of Montgomery Ward & Co., has been elected vice president of Sears, Roebuck & Co. Returning from New York, Julius Rosenwald announced his selection of Gen. Wood and his retirement as president in favor of C. M. Kettles. Referring to his option to purchase \$5,000,000 of the common stock of Sears, Roebuck & Co., which he donated to the corporation three years ago, Mr. Rosenwald said he would not exercise it until after the first of the new year.

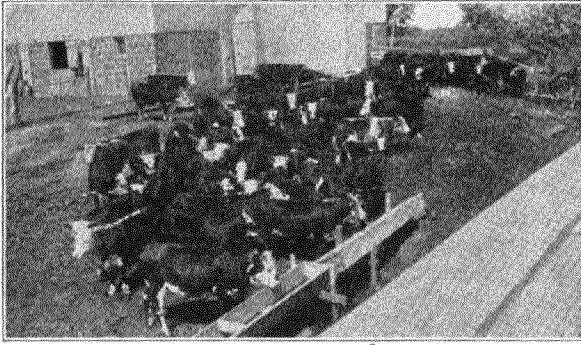
James F. Atkins, formerly with Blair & Co., is now associated with Bartlett & Gordon, Inc.

Guy W. Cooke, assistant cashier of the First National Bank, has returned from Richmond, Va., where he attended the annual convention of the Financial Advertisers' Association. Mr. Cooke was one of the organizers and charter members of the association, and served as its president in 1917 and 1918, and has again been elected to represent it on the National Advertising Commission for a term of three years.

Craig B. Hazlewood, vice president of the Union Trust Company, has returned from a brief outing spent at French Lick Springs.

Henry R. Kent, president of the newly organized Guardian National Bank, has opened his offices in room 208, National City Bank Building. Opening of the Guardian National depends upon when the National City and the National Bank of the Republic move into the newly acquired National Bank of the Republic building, formerly occupied by the Corn Exchange National. President Woodruff of the National Bank of the Republic has been anticipating that changes in the interior of the banking floor would be completed by November 1, but the renovation has taken longer than had been anticipated and he now says the combined National Bank of the Republic and National

(Continued on page 49)



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O. W. Raynum, Asst. Cashier
Roy Ferguson, Asst. Cashier
A. A. Bibus, Asst. Cashier

Review of the Live Stock Markets

By Minnesota Department of Agriculture, Carl A. Marzolf, Market Reporter

South St. Paul, Minn., October 28, 1924—Reduced country loadings all around the circuit as well as locally last week found all classes at the close on a 25 cent to 50 cent higher level. Monday of this week saw a generous run at all markets but in most instances all of last week's advance was maintained with the exception of in-between grades of fat she stock, these averaging weak to 25 cents lower for the day.

Recent advances in the fat yearling market at Chicago and other points brought in a few such offerings here, one load arriving last Wednesday consisting of 32 head of choice quality Shorthorns which realized \$11.50, highest price on this market since December, 1923. Other good and choice grade offerings scored within a range of \$9.00 to \$10.50, while a number of loads of medium quality grassers which had had an additional grain ration sold at \$7.00 to \$9.00. Grass fat beeves also carried the top cattle of the year to date, a number of cars from the Chinook Montana district arriving Saturday which were of outstanding quality and finish. Tops from these were weighty 1485-lb. averages which earned \$9.00, several other loads selling at \$8.00, with plainer kinds downwards to \$6.50. One lot of cows, also from the same shipment, earned \$6.00.

Bulk of the grass steers and yearlings of plainer quality kinds have sold within a price range of \$5.00 to \$6.50. Fat she stock has been offered in fairly liberal numbers, although seemingly no attempt is being made on the part of western ranchers to sell off their breeding stock. A few of the best young cows and heifers have sold in load lots from \$4.60 to \$5.75, the ordinary run of fat cows and heifers turning largely at prices of \$3.00 to \$5.00. Canners and cutters are still in broad demand at prices of \$2.25 to \$3.00. Bologna bulls also shared in the week's advance, closing 25 to 50 cents higher with a spread of \$3.25 to \$3.75 taking most sausage bulls.

Veal calves experienced a mild reaction since last Tuesday, the market averaging 50 cents higher today with a spread of \$8.00 to \$8.25 taking most top sorts.

Feeder outlet has been of fair dimensions during the period under review, although with the indications of a great deal of soft corn in the country which will have to be fed, country outlet has not broadened in a way that was to be expected. Price advances of 25 to 50 cents were credited to most classes at the close last week, although plainer kinds were slow sellers on late rounds. Top fleshy feeders earned \$7.25 to a yard trader, a sizable string of better grade western rangers selling around \$6.10 to \$6.50, bulk of all offerings which graded common and medium realizing \$2.25 to \$6.00.

Weight has been the principal price determining factor in the hog market the past week, with lights and underweights including 130 to 170-lb. averages in disfavor and under pressure on the part of slaughterers. The runs have

included generous numbers of underweights, which are seldom a very desirable product from the packers' standpoint, and too heavy to be wanted by feeders, and some of these kinds are \$1.00 or more lower than a week ago, while better grades of 170 to 300-lb. averages and packing sows show discounts of 50 to 75 cent. Pigs have also dropped about \$1.00 per hundredweight in line with hogs.

On the Tuesday market desirable grades of 190 to around 250-lb. averages sold mostly at \$8.50 to \$8.75 with one load of choice butchers averaging around 225 lbs. at \$9.00. Lightweight offerings made up the bulk of the receipts, good 180 to 190-lb. averages being salable mostly from \$8.25 to \$8.50 with 160 to 180-lb. offerings largely \$7.50 to \$8.25. Occasional loads of choice 160 to 180-lb. averages sold to shippers and traders from \$8.00 to around \$8.50. The 130 and 150-lb. hogs were sorted out at \$7.00 to \$7.50. Packing sows were scarce and mostly 25 cents lower, bulk of the good sows selling at \$8.25 with some down to \$8.00. Bulk of the pigs sold from \$5.00 to \$7.00.

Prevailing prices for lambs are weak to 25 cents lower than a week ago, bulk of the light and handyweight lambs bringing \$12.00 to \$13.00 Tuesday, with heavies at \$9.75 to \$10.75 and culls \$8.50.

Good to choice yearling wethers are selling around \$10.00, aged wethers about \$7.00. Aged ewes are going to packers from \$4.50 to \$6.00, culls \$2.00 to \$3.50.

Breeder buyers are taking good useful ewes from \$5.00 to around \$8.00, yearlings up to \$9.50 or better. Several loads of choice range feeding lambs sold this week at \$12.50 to \$12.75, with two loads of range feeding yearling wethers at \$10.00.

CHICAGO

Chicago, Ill., October 28, 1924.—The past Tuesday-to-Tuesday period saw the price spread between heavy steers and yearlings widened considerably. As the week closed, big weight bullocks frequently sold from \$1.75 to \$2.25 below comparable kinds of fat youngsters, present values showing the widest spread of the year. Yearlings and handyweights were credited with a 25 cent or more advance while in-between grades of heavy cattle closed 25 to 50 cents lower. Best yearlings late in the week reached a new high top of \$12.85, highest price paid for cattle of any weight this year. On the same session, practical top for heavy bullocks was \$10.65, averaging 1488 lbs. and being of choice quality.

Many short fed offerings were marketed during the past week, indicating that producers intend to market their corn rather than take a chance on the returns to be obtained from finishing long fed beeves. Should this tendency continue on the part of feeders the probability is that finished steers, especially the weighty kinds, will command a substantial premium, and that in the not far distant future. Another factor which seems to bear out the tendency on the part of feeders to liquidate heavy cattle was the demand

(Continued on page 45)

Favorable Fall Planting Conditions in the Northwest

Office of Commercial West, October 28—The crop and business report of Federal Reserve Agent John R. Mitchell, issued this week, says:

"Fall work advanced rapidly during the first half of October in some sections. South Dakota reported fall plowing nearly up to the usual mark and excellent progress made in threshing, corn cutting and silo filling. The Bureau of Agricultural Economics stated in their October 15 Crop Notes that more than one-half of the South Dakota corn acreage had matured without frost damage. In North Dakota, owing to unfavorable weather, little progress has been made in fall work. It is estimated that with the most favorable conditions all threshing cannot be completed until late November. Low temperatures have minimized shocked grain losses by preventing sprouting, but discoloration will result in loss of grade. A distinct advantage of the large amount of rainfall in North Dakota is the great improvement of the condition of the soil for fall plowing. Some rye was still being sown, and some was above the ground. Favorable planting conditions and favorable prices at planting time may result in even greater increases in rye acreages than the 14 per cent. indicated by farmers in the August 1 report of "intentions to plant."

Head of Lakes Grain Movement

"The grain movement to the Duluth-Superior harbor during September made a new record for all time, according to a statement by the secretary of the Duluth Board of Trade. A total of 44½ million bushels of grain was received, as compared with 15 million bushels in the same month last year. About 29 million bushels were shipped from the harbor during September, practically all by the water route, as compared with 10 million bushels a year ago. Every grain showed an important increase in receipts at Duluth-Superior, both as compared with August and as compared with September last year. Wheat receipts were largest, totaling 16½ million bushels, with rye and oats second and third, amounting, respectively, to 11 and 9½ million bushels. Rye shipments were larger than wheat shipments during September, in spite of the much smaller crop and receipts of rye.

Grain Receipts at Minneapolis and Duluth

"Receipts of all grains at Minneapolis and Duluth-Superior combined, totaled nearly 86 million bushels in September, a volume double that in September a year ago. For these two centers, receipts of wheat alone totaled 36½ million bushels. Receipts of oats were 22 million bushels, rye nearly 13 million bushels and barley more than nine million bushels. Receipts of flax were smaller than had been expected in view of the large crop and amounted to less than 4 million bushels in September, or practically the same amount as arrived in September, 1923, from a smaller crop. Slightly more than one million bushels of flax were shipped down the lakes during the month.

"Grain stocks are not large considering the unusual quantities which arrived during September. At the end of the month, northwestern terminal stocks of all grains amounted to 42 million bushels, as compared with 31½ million bushels last year. Of this total, 19½ million bushels consisted of oats, which showed the greatest increase in volume of stocks which has been recorded by any grain in a single month since our record began in 1920. Stocks of wheat amounted to nearly 14½ million bushels, as compared with a little over 13 million bushels last year. Stocks of rye declined a third during September and were less than one-half as large as in September last year."

Grain Embargo at Duluth

Early this week an embargo on grain to Duluth was announced by the Minnesota Warehouse Commission. Large amounts of other grains than wheat account for the congested condition. Up to October 24 Duluth, this crop year, has received 95 million bushels of all grains, compared with 29 million bushels for the corresponding period last year. The total public elevator capacity of Duluth is 36 million bushels, while the capacity of Minneapolis public elevators is 38 million bushels.

From August 1 to October 24, 1924, receipts at Minneapolis, were: Wheat, 44 million bushels; all other grains, 47 million bushels; total, 91 million bushels. During the same period, receipts at Duluth were: Wheat, 44 million bushels; other grains, 51 million bushels; total, 95 million bushels.

For the corresponding period last year, wheat receipts at Minneapolis were 36 million bushels; other grains, 27 million bushels; total, 63 million bushels; and receipts of grain at Duluth were 16 million bushels, and other grains 13 million bushels; total, 29 million bushels.

In commenting upon the unusual grain receipts at Duluth, the Review, published by the Northwestern National Bank of Minneapolis, says:

"The heavy export demand, with the closing of lake transportation coming steadily nearer, is responsible for the extraordinary grain business at Duluth and the "edge" which that market has held over Minneapolis. Receipts of wheat from August 1 to October 22, this year and last, at the five principal spring wheat markets were, in bushels:

	This Year	Last Year
Minneapolis	40,630,000	37,671,000
Duluth	40,527,000	15,903,000
Chicago	48,622,000	29,931,000
Milwaukee	5,572,000	752,000
Sioux City	644,000	653,000
	<hr/>	<hr/>
	135,995,000	84,910,000

"A Duluth press despatch states that on October 21, for the first time in history, receipts of all grain at that port were equal in amount to those of Minneapolis in the same period."

World's Exportable Wheat

In a cable received from Rome October 26, the International Institute of Agriculture forecasts the exportable surplus of wheat of the exporting countries for the grain year 1924-25 as follows:

Canada, 204,000,000 bushels.
United States, 244,000,000 bushels.
India, 38,600,000 bushels.
Argentina and Australia, 310,000,000 bushels.
Other countries, 29,400,000 bushels.
World total, 826,000,000 bushels.

The corresponding estimate for 1923-24 was 952,000,000 bushels, and the actual exports 812,000,000 bushels. The institute's estimate of the requirements of the importing countries for the present grain year is 808,000,000 bushels.

It is to be observed that there is in the institute statement provision for a carryover on August 1 next of only 18,000,000 bushels of wheat. This would indicate that the southern hemisphere within six months of their harvest would have shipped practically all of their available surplus.

Crops in England

The London "Times" final crop report giving condition of the United Kingdom crop on October 1 is as follows: Wheat, 88.6, against 90.3; barley, 85.2, against 88.6; oats, 90.5, against 93.1; beans, 86.9, against 88.4; potatoes, 82.3, against 86.5. Damages to the cereal crop are estimated from 10 to 20 per cent., while increased harvest costs are assessed a similar percentage. Prolonged exposure has adversely affected the milling quality and selling value of wheat.

China's Wheat Yield

A conservative estimate of the wheat production of China is from 200,000,000 to 300,000,000 bushels for a normal year. Owing to the scarcity of rain during the spring months the wheat crop of North China was seriously affected. It is estimated that this region produced a 50 per cent. crop. On the other hand, central China, which represents the great Yangtze Valley region, enjoyed a good crop of wheat, which probably would be considered normal. South China's wheat crop was harvested before the summer floods had

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seriously affected large areas in seven provinces of the country.

Lithuania's Crop Conditions

According to latest official statistics, Lithuania's crop returns for this season are considerably higher than last year with the exception of rye. Production of wheat is 10 per cent. higher than last year; oats, 11 per cent.; peas, 30 per cent. Rye production is 15 per cent. lower. It is expected by the trade that relatively large quantities of grain will be exported from Lithuania this year.

The Flax Situation

The Argentine flax area for this season is now reported at 5,906,000 acres, compared with 5,255,000 acres for last year, according to a revised estimate cabled the Department of Agriculture at Washington by the International Institute of Agriculture at Rome.

In its market letter of October 25, The Archer-Daniels-Midland Company says:

"There are always a few speculators who think flaxseed should move up and down with other grains who may not be well informed on supply and demand, and we had a sharp decline in seed values. On Monday, October 20, receipts in the two markets were 519 cars; Tuesday, 371 cars; Wednesday, 161 cars. All crushers were active buyers and the market reacted. In the meantime the by-product—a stock food—was neglected, and declined equal to six to eight cents per bushel. Oil consumers should consider cake values, as well as seed in calculating the cost to make oil.

"Receipts of cars are sometimes misleading and cause unreliable crop estimates. There have been days when the shipments from Minneapolis were more than the receipts. For the week ending October 20, Minneapolis receipts were 565,000 bushels—shipments 448,000 bushels, and most of this went to Duluth. Minneapolis mill consumption is about 250,000 bushels weekly."

REVIEW OF THE LIVE STOCK MARKETS

(Continued from page 43)

from feeders for nothing but lightweight offerings and then only at barely steady prices.

Western grass values showed no appreciable change, offerings meeting a fair reception at prices at \$6.50 to \$7.25 mostly. Fat she stock had the advantage of a light supply in the face of an active demand with the result that values scored 25 to 50 cent gains from the low point last week, bulk closing around \$4.25 to \$6.00, with corn fed cows upwards to \$7.00. Odd loads of fat yearling heifers sold up to \$10.00, mixed offerings in with steers as high as \$12.00.

Sausage bulls advanced from 15 to 25 cents, bulk closing around \$4.00 to \$4.25, while canners and cutters were fully 25 cents higher, closing prices finding \$2.75 to \$3.25, a popular basis for all but strongweight cutters which sold upwards to \$3.50.

Veal calves scored a 25 to 50 cent gain, closing from \$10.00 to \$10.50, outsiders handpicking upwards to \$11.00.

Stocker and feeder values showed little quotable change, country trade taking stocker offerings largely around \$5.50 to \$6.25, with feeders from \$6.50 to \$7.25, weighty meaty feeders occasionally up to \$7.50 or higher.

Decided unevenness and sharp discrimination feature the trade in hogs. A burdensome flood of common and underweight hogs, far in excess of current trade requirements, is showing up at this market, a holdover of 25,000 Monday followed by a carryover of 22,000 Tuesday, many of which

were light and undesirable grades, giving some indication of what sellers are up against. There is, on the other hand, a lively scramble for better grades weighing up around 200 to 300 pounds and better, the heavy butcher standing at the top of the price schedule. The wide range of weights and grades coming and the marked preference shown for heavy butchers has resulted in a spread of \$4.00 per hundredweight, or more on butcher and bacon hogs, light weights being salable as low as \$6.00 Tuesday while best heavy butchers sold slightly above \$10.00. Good and choice 200 to 350-lb. butchers sold from \$9.40 to \$10.00 with a few loads of best heavy butchers at \$10.10 and \$10.20. The majority of 160 to 190-lb. weights brought \$7.75 to \$9.25 with 140 to 150-lb. averages largely \$6.50 to \$7.25. Bulk of the strongweight slaughter pigs sold at \$6.00 to \$6.25, packing sows mostly \$8.50 to \$8.80.

An avalanche of fat lambs flooded the Monday market this week and buyers were quick to seize the opportunity to slash prices. Values declined mostly 25 to 50 cents, although trade held a steady to strong level Tuesday. Most of the fat lambs are going at \$13.25 to \$13.50 with a few upward to \$13.75. Fat ewes are selling from \$5.00 to \$7.00, some range wethers averaging 133 lbs. going Monday at \$7.50. Good to choice range feeding lambs are selling from \$13.00 to around \$13.75. Shortmouthed breeding ewes are earning \$6.50 to \$7.50.

SIOUX CITY

Sioux City, Ia., October 28, 1924—Lighter receipts featured the trade in the cattle division last week, the run totaling 19,700 compared with 23,000 the previous week and 15,000 a year ago. The market held a firm tone on good light beef cattle but the advances noted early in the week on stockers and feeders were lost with a considerable

(Continued on page 49)

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Grain Export Demand Lags; Chicago Futures Fall

Chicago, October 28.—There has been a marked revision in opinion on the Chicago Board of Trade during the past week concerning future prices of grain and it is a matter of record that some of the largest holdings of wheat, corn, oats and rye have been liquidated and a number of prominent traders who were a few months ago the leaders on the bull side are now arrayed on the short side of all grains. This profit-taking on a large scale was called attention to in this correspondence three weeks ago and since that time both Arthur Cutten and James A. Patten have been reiterating statements that they are still long and believe that wheat will reach \$2 and corn \$1.50. But, in repetition, the grain trade and La Salle Street add that of old that Mr. Cutten and his associates have never taken the public into their confidence and hence their advice to buy grain is considered gratuitous, if not an affront to the intelligence of their auditors.

Situation Is Bearish

The export demand has dried up, rains in the Argentine have improved the condition of the wheat crop in that country, South American markets have declined 3@9c and domestic market conditions from a statistical standpoint have been bearish. There has been some improvement in the shipping demand for corn and some export inquiries are noted, but Argentine price at American seaboard ports are below American, and Argentine exports last week increased 750,000 bushels. Meanwhile the weather has been ideal for maturing late corn and the most recent figures of Chicago statisticians suggest a yield materially in excess of that of three weeks ago. While Argentine shipments of oats were 1,500,000 bushels less for the week, tremendous hedging sales discouraged the longs in spite of a good shipping business as receipts continued on a liberal scale. The condition of winter rye as well as wheat is exceptional, export buying has slackened very perceptibly and even the buying of the May delivery did little more than check the late decline. In the provision pits bearish sentiment was general and lard led a precipitate decline which wiped out gains of the preceding week. As a matter of fact surface conditions suggest that the year's bull movement is passing into obscurity.

Wheat on Toboggan

Wheat has fallen back 6&9c after reaching the highest level of the year, accumulations in the visible supply, falling off in export buying and steady stream of deliveries from farmers in spring and winter wheat sections creating a load the market has been unable to carry. The greatest losses have been in the nearby deliveries and notably the December, in which congestion was noted in the preceding week, and spot premiums were notably reduced as support was withdrawn. The situation denoted a sold-out condition, a condition which has been more and more apparent in the last two weeks, and outside of holdings of warehousemen and foreign houses the futures are in weaker hands. Purchases for foreign consumption have not exceeded 2,500,000 bushels in the past week and Germany, Italy and Scandinavian countries have figured as the buyers of prominence, while other continental countries and the United Kingdom withdrew bids. Liverpool was weak and displayed a marked loss, and Broomhall estimated world's import requirements for the year at 744,000,000 bushels and a world's surplus at 808,000,000 bushels.

Receipts Are Enormous

Domestic conditions have been entirely bearish. The

week's receipts at primary markets again exceeded 20,000,000 bushels and were 12,692,000 bushels in excess of those for the corresponding period last year, visible stocks in the United States and Canada increased 13,906,000 bushels, the amount afloat for Europe gained 3,968,000 bushels and exceeded that of a year ago by 9,640,000 bushels and world's shipments so far this season have been in excess of 26,000,000 bushels over a year ago. In Canada the weather has been favorable for threshing, but grain in that country is grading low, while in our spring wheat territory the grading continues high and farmers are delivering with unusual freedom in order to take advantage of current prices. The Argentine still needs rain for its crop, and semi-official statistics suggest an export surplus of 135,000,000 bushels, while other estimates range from 112,000,000 to 140,000,000 bushels. Rains have aided fall work in Italy, the Australian surplus is believed to be 20,000,000 bushels more than last year and the outlook in Africa is favorable, while the Spanish yield is now estimated at 126,000,000 bushels, comparing with 157,000,000 bushels in 1923.

Corn Matures; Prices Fall

Corn has been sluggish and declined 6&7c although frost invaded the belt during the week. However, the fine weather of the last three weeks has improved the condition of the crop materially and Murray's most recent figures suggest a total yield of 2,500,000,000 bushels. Reports from 12 north central states from Ohio to Kansas indicate a yield of 1,754,000,000 bushels, comparing with the government forecast of 1,713,066,000 bushels earlier in the month and 2,180,000,000 bushels last year. The quantity of merchantable quality in this area approximates 1,090,000,000 bushels, or 62 per cent. of the crop, while last year it totaled 1,750,000,000 bushels and in 1917, when the amount of merchantable corn supplied a low record, it was 1,091,000,000 bushels. Returns from 500 stations suggest holdings of old crop of about 120,000,000 bushels, compared with 83,000,000 bushels last year and an average of 157,000,000 bushels in the past five years. In the north central states alone stocks of old crop are estimated at 86,000,000 to 90,000,000 bushels, compared with 61,000,000 bushels a year ago. There has been some export buying, but Argentine prices at the seaboard are still 8@9c under American, and the amount afloat for Europe has decreased 575,000 bushels, while the visible is 575,000 bushels larger than in the preceding week and country offerings have notably increased.

Oats Also Heavy

Oats declined 4½@5½c in the face of export inquiries from five countries and exports of 1,742,000 bushels barley, but the visible supply has gained 4,607,000 bushels to a total 19,626,000 bushels greater than last year and stocks in Canada and the United States are approximately 52,000,000 bushels more than in 1923 for the corresponding period. Chicago has more than 19,000,000 bushels in store, comparing with 3,000,000 bushels a year ago, but while receipts at primary markets are liberal, they have decreased 1,110,000 bushels from the previous week.

After establishing the highest levels for the year, rye fell back 10@12c, larger offerings and a diminished foreign demand being factors in bringing about a recession although there is still a large short interest in the December. Foreign purchases did not exceed 600,000 bushels for the week, Scandinavia and Germany figuring as the most prominent buyers. The Department of Agriculture estimates European production 100,000,000 bushels short of last year, while the American surplus for export is only 40,000,000, but current high levels have checked European purchasing. Duluth has been selling with freedom and the visible supply gained 738,000 bushels, but it is still 2,737,000 bushels short of a year ago, while the week's exports of more than 4,000,000 bushels compare with 860,000 bushels a year ago.

Corn Yield Grows

Murray, of Clement, Curtis & Co. report, said, "Reports from the 12 north central states from Ohio to Kansas

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indicate a production of corn of 1,754,535 bushels, which compares with the government October 1 forecast of 1,713,066,000 bushels and a production last year of 2,180,691 bushels. The amount of corn which is of merchantable quality in this area is estimated 1,090,000,000 bushels, or 62 per cent. of the crop. Last year the amount merchantable in this area was estimated by the Government at about 1,750,000,000 bushels and in 1917, when the amount of merchantable was a low record, 1,091,000,000 bushels, or about the same as this year." He added that the amount of old corn remaining on farms, according to 500 reports from correspondents, is about 120,000,000 bushels, comparing with 83,000,000 bushels on the corresponding date last year, an average of five years of 157,000,000 bushels. In the north central states stocks are estimated at 86,000,000 to 90,000,000 bushels, against 61,000,000 bushels last year. Murray's estimates of the present crop by states follows:

	(000's omitted)		
	Bu. per Acre	Good Oct. 1	Last Year
Ohio	86,048	90,651	159,859
Indiana	124,281	115,222	192,616
Illinois	302,775	279,819	337,312
Michigan	49,387	44,346	58,167
Wisconsin	67,590	67,049	83,361
Minnesota	126,336	111,744	154,692
Iowa	326,640	337,027	430,240
Missouri	175,734	182,561	196,860
North Dakota	24,420	23,443	28,207
South Dakota	101,838	103,690	145,176
Nebraska	214,344	208,936	272,052
Kansas	155,142	148,578	122,149
Total	1,754,535	1,713,066	2,180,691

Foreign Buying Needed

Traders in the wheat pit realize that a steady and free export demand is necessary to sustain values at present levels while there is such an enormous movement toward American primary markets and Canadian ports.

Chicago traders received word from T. J. Coleman, chairman of the joint terminal grain conference, to hold grain back.

Some of the bulls on rye were buying the May on Saturday and yesterday, and they had ample opportunities while liquidation was going on.

Buffalo millers bought 150,000 No. 2 hard winter wheat here at 2c over December c.i.f. Buffalo, an improvement of 1/2c compared with earlier in the week.

The third uniform cost accounting conference under the direction of the Chamber of Commerce of the United States is being held this week in Chicago.

American Corn Millers Federation will hold its annual meeting here at the Congress Hotel on December 5 and 6.

The Grain Marketing Corporation has taken over the Union elevator for the storage of oats.

The Columbia Malting Company of Chicago has filed an appeal from a decision of the commissioner of internal revenue, claiming an exemption in gross incomes on account of the losses incurred by prohibition. The company manufactures malt for brewers and distillers, and alleges that the loss in the useful value of its plant, equipment and machinery amounted last year to at least \$300,000.

It claimed a deduction of \$89,362 for 1918 and \$153,192 for 1919, while the commissioner notified the company of a two-year deficiency tax of \$38,274.

Business on the Board of Trade is steadily diminishing as prices decline. Last week total transactions were 470,854,000 bushels, comparing with 481,031,000 bushels in the preceding week. Wheat transactions decreased about 13,000,000 bushels, while corn gained 4,000,000 bushels and oats 3,300,000 bushels, but rye decreased 4,400,000 bushels.

RUSSIA'S EXPORTABLE GRAINS

A cable message from Moscow, October 29, says that the total supply of grains of all kinds in Russia for 1925 is estimated at 2,762,000,000 poods, according to an official statement issued by the commissariat of agriculture. (A pood is equal to 36.1 pounds.)

The total requirements of the country, it was stated, will be approximately 2,616,000,000 poods, leaving a balance for export, or reserve purposes, of 146,000,000 poods. That, it is believed by the government, will be sufficient to offset wheat shortages in the areas where crops failed and to forestall threatened famine.

The total expected harvest for the current year is 2,548,000,000 poods. To this should be added, it is stated, the reserves in the hands of state organizations amounting to 75,000,000 poods and reserves believed in the hands of peasants totaling 139,000,000 poods. The government has removed the embargo on the export of Indian corn, but has forbidden the export of lentiles.

MILLIONS FOR ALBERTA'S WHEAT CROP

Edmonton, Alberta—The total value of the wheat crop of the Province of Alberta in 1924, based on the Winnipeg price of \$1.53 quoted on October 1, this year, is more than \$120,000,000. It has been calculated that the farmers in Alberta will net more money from their wheat crop of 80,000,000 bushels this year than they did from the phenomenal yield of 166,834,000 bushels in 1923. This, of course, is due to the much higher price for wheat this year compared with a year ago on October 1, when the price was 97 cents.

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The Vindication of Private Railroad Operation

Samuel O. Dunn, Editor of the Railway Age. From An Address Before the Western Railway Club, Chicago

The fact about what has occurred on the railways of the United States since government operation was adopted on January 1, 1918 afford the most conclusive possible argument against government operation and in favor of private ownership and management.

Never in the history of any railways in the world were there produced in so short a time so many results proving the superiority of private operation over government operation. The Government operated the railways for 26 months. Because government operation was adopted as a war measure it has been repeatedly said that its results did not indicate what would be the results of government operation in peace time. The fact is, however, that the Government operated the railways only 10 months while the country was at war and 16 months after the armistice was signed. Therefore, there was ample time, after the war was terminated, to get a good idea of what would occur under permanent government operation.

Let us then compare what actually occurred under government operation with what has occurred since the railways were returned to private operation. When the Government took the railways in December, 1917, they had 1,700,000 employes and when it handed them back on March 1, 1920, they had about 2,000,000 employes, an increase of 300,000. The railways under private operation have, in 1924, handled a much larger traffic than they did in 1919 and yet the average number of men employed by them this year has been only 1,770,000.

Higher Wages Now

The railways, under private operation, are paying higher wages than were paid under government operation. The average wage per day of railway employes in the first seven months of 1919 was \$3.80 and in the first seven months of 1924 it was \$4.39 per day. This was 53 cents per day more, or at the rate of \$194 a year more.

Between December, 1917, and February, 1920, under government operation, the operating expenses of the railways increased from \$8,107,000 a day to \$14,311,000 a day, or more than \$6,200,000 a day. In July, 1924, the operating expenses had been reduced to \$2,400,000 a day less than they were at the termination of government operation.

Owing to the great increase in expenses under government operation, the director-general had to make a big increase in freight and passenger rates in 1918 and in spite of this increase in rates, there was incurred in the 26 months of government operation a deficit of \$1,200,000,000 which the tax payers had to pay. Within two months after the railways were returned to private operation, the Railroad Labor Board put into effect an advance in wages that exceeded \$2,000,000 a day. Owing to the big increase in expenses under government operation and to this large advance in wages it was necessary again to advance rates in 1920. Since then, under private management, in spite of higher wages, there has been a large reduction of operating expenses, and this has made possible reductions in rates which amounted, on the basis of the business handled in 1923, to \$683,000,000.

Roads Improved

It has been claimed that the railways were in a dilapidated condition when the Government took them and that it put them in good condition by investing a large amount of capital in them. The fact is, that every dollar of capital that was invested in the railways while the Government had them was furnished by the railway companies. However, how much actually was invested in the railroads in 1918 and 1919 under governmental management? The statistics of the Interstate Commerce Commission show that after all accounting adjustments had been made the investment made by the Government in these two years amounted to \$726,000,000. The statistics of the commission also show that the investment made in the properties by the railway companies in the year 1923 alone exceeded the total investment made by the Government in them in both 1918 and 1919.

The Government, in 1918 and 1919, put in service 4,865

new locomotives. The railway companies, in 1922 and 1923, placed in service, 5,263 new locomotives. The Government, in 1918 and 1919, put in service only 141,268 new freight cars. The railway companies, in 1922 and 1923, put in service 288,761 new freight cars or more than twice as many. The railway companies have had to buy within recent years so many new freight cars largely because when the Government had the railways it did not buy enough.

It has been claimed that the Transportation Act guarantees the railways a return of 5% per cent. This is a mere fabrication. It does not guarantee them any fixed return and in the four years since the war time "guarantees" were withdrawn, the railways actually have earned on their valuation an average of only four per cent.

Better Service

In consequence of the great improvements that have been made in the properties and in operating methods since the railways were returned to private operation they handled in 1923, and are again handling now, a record breaking freight business while rendering the best service the shipping public of the United States ever received. Shipments of grain, for example, have for weeks far exceeded all previous records, and yet there has been no "car shortage" in the grain belt and farmers have been able to take prompt advantage of the greatly increased prices of grain.

Those who favor government ownership are also advocating a destructive policy of regulation which would involve reductions of rates regardless of high operating expenses and taxes and a reduction of the valuation of the railways which would confiscate one-third of the value of their properties. They know that the Transportation Act was passed by Congress to make it possible for the railways to be returned safely to private operation and private management to succeed. They know that the repeal of the Transportation Act and adoption of the policy of regulation they advocate would cause universal bankruptcy of the railroads and drive them into government ownership. They are advocating this policy of regulation for the obvious purpose of breaking down private ownership and management and thereby forcing government ownership on the country.

The history of our railways during the last seven years proves that government management means inefficient operation, increased operating expenses and either higher freight and passenger rates, or a huge deficit for the tax payers to pay. It proves that private management means efficient operation and that efficient operation results in benefits both to the employes and to those who travel and ship goods and pay the rates.

The history of our railways during the last seven years affords such a conclusive argument from the standpoint of all classes in favor of private ownership and management that those who favor government ownership must be either ignorant of the facts, or willing deliberately to disregard them.

Farm Income Greatest in Fall

When does the farmer draw his pay? Figures obtained from farmers in Kingsbury County, South Dakota, who are cooperating with the South Dakota department of agriculture, and the farm economics department of South Dakota State College, indicate that the farmer receives about one-half of his income during October and December. The most successful farmers, however, have a cash income that is fairly evenly distributed throughout the year with three or four high points instead of one or two.

For most of the farmers, the marketing of small grain and potatoes brings large cash returns in October. In November, the sales fall off, due to the rush of corn picking. In December, the hogs are usually sent to market with a resulting swell in the pocketbook. April and May are usually better than the average month due to the marketing of the fall hog crop and the selling of cows that have been milked during the winter. Fat cattle are usually marketed

at this time also. Selling of seed grains, hold-over corn and grain, and seed potatoes also boost the returns in these two spring months.

The average monthly income for 1923 on the 20 farms studied in Kingsbury county was distributed through the year as follows: January \$262, February \$238, March \$313, April \$471, May \$132, June \$134, July \$220, August \$233, September \$247, October \$858, November \$273, and December \$718. The average total income on the 20 farms was \$4,099 in 1923 as compared to \$3,358 for the average income in 1922.

C. G. Worsham, farm economist at State College, states that the results of the study seem to show that the successful farmer distributes his income fairly well over the entire year. This keeps up his cash reserve and enables him to keep his outstanding accounts down to a minimum.

"To keep a fairly uniform monthly income requires much thought and planning on the part of the farmer," Worsham says. "The amount of crops to be fed and sold must be balanced against the live stock kept. The labor required to care for live stock during the winter must be considered. One must decide whether it pays to keep enough live stock during the winter and hire a man or whether it is better to reduce the live stock to a point where one man can care for them and sell the surplus feed. The cash income may be kept fairly uniform by holding grain where storage facilities are available, by feeding live stock through the winter, or by milking cows during the slack period in winter."

LONDON BANKER SAYS GOLD NO DISADVANTAGE HERE

(Continued from page 42)

City Bank will be moved on November 15 and open in the new quarters on November 17.

Oren B. Taft, a member of the firm of Pearsons-Taft Company, died suddenly at the Union League Club Thursday. He was born at Medina, N. Y., in 1846, and came to Illinois in 1865, and two years later married Miss Fannie E. Schlosser, who with three children, survives him. For several years, he was recorder of Ford County, but in 1869 he came to Chicago and in 1872 formed a partnership with Henry A. Pearsons. Mr. Taft was a familiar figure in the financial district and although he had retired from business he visited his offices daily.

"Bank stocks were in good demand throughout the week and higher prices were reported in several issues," Rogers & Tracey said. "State Bank of Chicago reached a new high level at 556 which is about 20 points up from the last previous sale. Illinois Merchants was stronger, selling at 403 and closing at 402 bid, 404 asked. First National was also stronger, selling at 455 and closing at 454 bid, 456 asked. Chicago Morris Plan sold at 99 and is now quoted 98 bid, 101 asked. Inquiries for outlying bank stocks were numerous, Madison & Kedzie being fairly active at 190 bid, and good demand also existed for Sheridan Trust & Savings at 300, with no stock for sale."

CENTRAL STATE BANKERS ELECT OFFICERS

(Continued from page 15)

usually active stocks, Continental Gas common declined early in the week to sales around 83, but regained some of its former strength closing at 87 bid stock offered for sale at 89. The prior preferred continued at 88 bid offered for sale at 92. The warrants are in demand at 15 with offerings at 18. American Public Utility common has been rather quiet and offered at 90, with the participating preferred steady at 72 bid and offered at 74½. The prior preferred is in demand at 90. United Light warrants were rather active, trades ranging from 13½ to 15, the market closing 14 bid and offerings at 15. Among the more speculative common stocks, By-Products Coke was one of the active around 43, closing at 42½ bid and offered for sale at 43½. Chicago Cold Storage common sold up to 57½ and closed 55 bid; offered at 57.

"Creamery Package issues displayed a stronger tendency with practically no stock coming into the market. The full-

voting common was on demand at 30%, with the lowest offerings at 32¼. The non-voting common was wanted at 29%, with no offerings in the market and the preferred was in demand at 99 with no sellers. Elgin National Watch was unchanged at 49½. Chicago Railway Equipment common and preferred remained firm, 44 to 46 and 26¼ to 27¼, respectively. Fairbanks Morse preferred enjoyed an excellent demand at 102½, with no offerings in the market. Goodman Manufacturing continued strong with sales ranging between 55 and 57. Kellogg Company common was stronger, advancing to 24 bid with no offerings near recent quotations in the market. Palmolive common continued in demand at 75 without attracting any sellers Sullivan Machinery was stronger, advancing to 60 bid and 62 asked. A good demand prevailed for Western Grocer preferred at 100 with no apparent offerings in the market."

REVIEW OF THE LIVE STOCK MARKETS

(Continued from page 45)

holding in the stocker division at the week end. The run on Monday this week was estimated at 9,000 against 7,700 the previous Monday while 3,000 arrived today. No highly finished beef cattle were included on early days, about the best on the Monday market being some 1100-pounders that brought \$10.50. Medium to good dryfeds were quotable from \$9.00 to \$10.00 with common kinds salable from \$8.50 and down. Grass cows and heifers are salable from \$3.25 to \$5.75, canners and cutters \$2.25 to \$3.25. Best stockers and feeders opened about steady but bulk of the receipts sold 15 to 25 cents lower. Bulk of the stockers and feeders were of weight and quality to sell from \$5.00 to around \$6.25 with choice fleshy feeders salable somewhat above the \$7.00 mark. Feeding cows and heifers are going at \$2.75 to around \$5.25.

With hog receipts estimated at 6,000 the market ruled 15 to 25 cents lower, price range being from \$7.25 to \$9.40 with the bulk at \$8.00 to \$9.00.

The fat lamb trade broke 25 to 50 cents at this week's opening, best native lambs going Tuesday around \$13.25. Good to choice light ewes are salable around \$6.00 to \$6.25, heavies and lower grades \$3.50 to \$5.00.

VISITORS TO YELLOWSTONE NATIONAL PARK

Livingston, Mont.—There were visitors in Yellowstone in 1924 from every state in the Union, from Alaska, the Philippines, Hawaii and Canal Zone, and from 23 foreign countries, including England and seven other countries of the British Empire, the total visitors numbering 144,158.

Illinois again leads the list of rail visitors, 5,892 residents of that state touring the park; New York is second with 3,783 visitors coming by rail; Ohio third with 3,115; and other states in order: Pennsylvania, 2,908; Missouri, 2,023; California, 1,988; Michigan, 1,208; Wisconsin, 1,151; Indiana, 1,140; New Jersey, 1,101; Iowa, 1,065; Minnesota, 1,052.

U. S. GRAIN EXPORTS LAST WEEK 15,727,000 BUSHELS

Washington—Grain exports from the United States the week ending October 25 totaled 15,727,000 bushels against 13,784,000 bushels for the previous week. Figures as compared with the previous week made public by the Commerce Department follow:

Barley, 2,306,000 bushels against 1,343,000 bushels; corn, 147,000 against 111,000; oats, 626,000 against 625,000; rye, 1,400,000 against 3,073,000; wheat, 11,348,000 against 8,632,000.

United States and Canadian wheat flour in transit 51,000 barrels against 415,000 barrels.

Northern Potato Bags

Known for their quality and uniformity

NORTHERN BAG CO.

Established 1885 MINNEAPOLIS, MINN.

GRAIN STOCKS AT MINNEAPOLIS

	Oct. 25	Oct. 18	Year ago
No. 1 hard spring	863,049	810,161	
No. 1 dark northern	2,450,106	2,275,226	3,007,819
No. 1 northern	2,206,129	2,115,800	1,066,820
No. 2 dark northern	682,720	667,267	1,143,230
No. 2 northern	815,370	788,961	1,600,670
No. 3 dark northern	183,877	161,920	437,942
No. 3 northern	120,243	87,372	85,573
Winter	129,212	115,096	129,997
Durum	19,256	22,210	26,256
Transfer	55,094	58,085	
Other grades	1,824,342	1,643,091	3,770,320
Public houses	9,352,068	8,747,857	11,268,627
Private houses	325,414	298,822	1,466,736
Total	9,687,482	9,046,679	12,735,363
Increase	640,803		502,944
Corn	349,026	336,957	
Oats	20,212,270	18,621,910	5,626,670
Barley	1,315,443	1,132,648	715,563
Rye	1,488,242	1,528,291	7,408,491
Flax	234,623	207,496	428,335

GRAIN STOCKS AT DULUTH

Grain stocks in Duluth and Superior elevators as on October 25, showing changes in the week. Wheat, Nos. 1 and 2 dark northern and Nos. 1 and 2 northern, 3,526,554 bushels; No. 2 dark northern and No. 3 northern, 454,586 bushels; other spring, 4,699,094 bushels; Nos. 1 and 2 amber durum and Nos. 1 and 2 durum, 301,609 bushels; No. 3 amber durum and No. 3 durum, 41,322 bushels; other durum, 1,381,855 bushels; Nos. 1 and 2 dark hard winter and Nos. 1 and 2 hard winter, 162,346 bushels; other winter, 138,436 bushels; bonded, 84,933 bushels; total wheat, 10,790,735 bushels, decrease, 692,059 bushels.

Coarse grains: Corn, 325,036 bushels; oats, 7,989,668 bushels, decrease, 937,385 bushels; rye, 3,460,009 bushels, increase, 939,025 bushels; barley, 847,178 bushels, decrease, 197,598 bushels; flax, 1,577,387 bushels, increase, 152,242 bushels.

MINNEAPOLIS-DULUTH CROP YEAR WHEAT RECEIPTS

Receipts of wheat in Minneapolis and Duluth from September 1 to October 25, 1924, compared with the corresponding period of previous years, in bushels (000's omitted):

	1924	1923	1922	1921
Minneapolis	35,419	28,873	35,339	33,754
Duluth	43,343	13,437	25,989	24,620
Totals	78,762	42,310	61,328	58,404

GRAIN STOCKS AT CHICAGO

	Private	Public	Total	Last year
Wheat	5,550	7,293	12,843,000	19,498,000
Corn	1,133	2,041	*3,306,000	240,000
Oats	4,342	16,200	19,542,000	3,235,000
Rye	3,310	1,137	4,447,000	925,000
Barley		308	308,000	249,000

*Includes 132,000 bushels afloat.

UNITED STATES VISIBLE GRAIN SUPPLY

	This week	Last week	Last year
Wheat	87,767,000	85,358,000	67,732,000
Corn	8,751,000	8,395,000	1,100,000
Oats	64,567,000	62,785,000	20,127,000
Rye	15,502,000	18,683,000	16,601,000
Barley	5,429,000	5,047,000	3,654,000

NORTH AMERICAN GRAIN EXPORTS

	Last week	Prev. week	Last year
Wheat, bushels	12,139,000	9,486,000	6,219,000
Flour, barrels	541,000	486,000	450,000
Corn, bushels	69,000	5,000	42,000
Oats, bushels	618,000	869,000	118,000
Rye, bushels	2,548,000	4,062,000	849,000
Barley, bushels	1,906,000	1,742,000	373,000

WORLD GRAIN SHIPMENTS

	Last week	Prev. week	Last year
Wheat	18,874,000	18,539,000	16,057,000
Corn	4,604,000	3,682,000	3,107,000
Oats	1,066,000	2,867,000	978,000

THE WEEK'S FLOUR OUTPUT

(From The Northwestern Miller)
The following table shows the flour output at milling centers for the past two weeks, with comparisons, in barrels:

	Oct. 25	Oct. 18	Oct. 20	Oct. 21
Minneapolis	252,289	226,525	299,935	422,785
St. Paul	9,163	9,270	17,875	15,210
Duluth-Superior	21,420	25,840	27,350	22,850
Milwaukee	6,000	5,000	4,500	10,000
Totals	288,872	266,635	349,660	470,845
Outside mills*	233,783	245,068	234,559	250,603
Aggregate spring	522,655	511,703	584,219	721,448
St. Louis	32,200	33,200	46,000	36,600
St. Louis†	51,100	48,800	49,700	44,200
Buffalo	195,775	190,450	122,150	143,070
Chicago	31,000	38,000	32,000	31,000
Kansas City	129,821	129,985	121,015	113,760
Kansas City‡	464,757	465,796	375,580	377,905
Omaha	24,399	25,474	21,340	21,370
St. Joseph	44,642	48,383	48,580	41,120
Salina	24,563	26,572	20,080	21,460
Wichita	57,469	59,449	40,775	54,635
Toledo	45,300	42,500	42,200	36,100
Toledo§	112,614	103,074	85,980	88,485
Indianapolis	14,461	13,097	10,375	12,945
Nashville**		136,022	150,855	122,945
Portland	34,472	35,376	56,015	34,060
Seattle	34,878	33,546	44,595	42,200
Tacoma	21,890	25,250	54,625	38,830

*Minnesota, Dakota and Iowa mills, outside of Minneapolis and Duluth.

†Flour made by mills outside of St. Louis, but controlled in that city.

‡Flour made by group of southwestern mills outside of

Kansas City, but inclusive of mills at Wichita, Salina, Omaha and St. Joseph.

§Flour made by central states mills, including those of Toledo.

**Flour made by southeastern mills, including Nashville.

FLAXSEED RECEIPTS AND SHIPMENTS

Receipts and shipments of flaxseed at Minneapolis and Duluth, September 1 to October 25, 1924, compared with the corresponding period of the previous year, in bushels (000's omitted):

	Receipts		Shipments	
	1924	1923	1924	1923
Minneapolis	5,224	4,301	1,925	606
Duluth	6,079	3,472	4,404	2,159
Totals	11,303	7,773	6,329	2,764

MINNEAPOLIS GRAIN FUTURES

	Oct. 23	Oct. 24	Oct. 25	Oct. 27	Oct. 28	Oct. 29
Wheat—						
December	1.41	1.37	1.37	1.40	1.39	1.40
May	1.46	1.43	1.42	1.45	1.44	1.45
October						
Flax	2.42	2.37	2.36	2.37	2.37	2.37
December						
Oats	.46	.43	.44	.45	.45	.45
Rye	1.19	1.15	1.12	1.15	1.14	1.14
Barley	.85	.80	.80	.81	.82	.82
Flax	2.44	2.36	2.35	2.37	2.39	2.41
May						
Oats	.51	.48	.48	.49	.49	.50
Rye	1.22	1.18	1.15	1.18	1.18	1.18
Barley	.88	.83	.83	.84	.85	.85
Flax	2.49	2.44	2.41	2.43	2.46	2.47

DULUTH GRAIN FUTURES

	Oct. 23	Oct. 24	Oct. 25	Oct. 27	Oct. 28	Oct. 29
Durum	1.47	1.43	1.43	1.46	1.45	....
Flax	2.47	2.41	2.39	2.39	2.41	....
November						
Durum	1.47	1.43	1.43	1.46	1.45	....
Flax	2.47	2.42	2.39	2.37	2.41	....
December						
Durum	1.42	1.38	1.37	1.41	1.39	....
Flax	2.43	2.38	2.35	2.36	2.40	....
May						
Durum	1.47	1.44	1.41	1.45	1.44	....
Flax	2.48	2.42	2.40	2.43	2.46	....

CHICAGO GRAIN FUTURES

	Oct. 23	Oct. 24	Oct. 25	Oct. 27	Oct. 28	Oct. 29
Corn	1.05	1.01	1.02	1.03	1.04	1.06
Oats	.51	.48	.48	.49	.49	.50
Rye	1.30	1.25	1.22	1.25	1.24	1.24
May						
Corn	1.08	1.04	1.05	1.06	1.07	1.10
Oats	.56	.53	.53	.54	.54	.55
Rye	1.31	1.26	1.24	1.27	1.26	1.26
July						
Corn	1.08	1.05	1.05	1.07	1.07	1.11
Oats	.53	.50	.57	.52	.52	.52
Rye	1.13	1.13	1.12	1.14	....	....

WINNIPEG GRAIN FUTURES

	Oct. 23	Oct. 24	Oct. 25	Oct. 27	Oct. 28	Oct. 29
Wheat	1.57	1.53	1.51	1.54	1.51	....
Flax	2.28	2.24	2.20	2.13	2.14	....
December						
Wheat	1.49	1.46	1.45	1.49	1.47	....
Flax	2.18	2.15	2.12	2.10	2.12	....
May						
Wheat	1.53	1.50	1.49	1.53	1.51	....
Flax	2.24	2.20	2.19	2.17	2.19	....

WHEAT RECEIPTS—CARS

	Year	Year	Year	Year
	1924	1924	1924	1924
Minneapolis	333	277	625	96
Duluth	403	338	620	114
Chicago	283	283	620	156
Winnipeg	839	760	1466	233
October 23	435	345	943	138
October 28	508	310	708	172
October 29				

MINNEAPOLIS RECEIPTS—COARSE GRAINS

	Corn	Oats	Rye	Barley	Flax
October 23	12	195	40	104	55
October 24	16	201	42	77	74
October 25	4	161	38	67	56
October 27	4	352	62	156	155
October 28	6	144	31	97	75
October 29					

Exports of Manufactures Expanding

Manufactures are the chief factor in the growth which the exports of the United States are making in the calendar year 1924. Latest official reports indicate that the exports of the calendar year which ends 60 days hence will exceed those of the preceding year by nearly \$200,000,000 and be practically double those of the year preceding the war. Of this prospective gain of about \$200,000,000 when compared with 1923, manufactures alone seem likely to form the largest share. They totaled \$1,477,000,000 in the eight months ending with August, the latest detailed figures available, against only \$1,369,000,000 in the same months of the preceding year, and formed 56 per cent. of the total domestic merchandise exported against 46 per cent. in 1922, 45 per cent. in 1910, 35 per cent. in 1900, 21 per cent. in 1890, and 15 per cent. in 1880. The prospects are that the total value of manufactures exported in the calendar year 1924 will approximate \$2,200,000,000 against \$1,100,000,000 in the fiscal year 1924, making the total of manufactures exported this year exactly double that of the year preceding the war, three times as great as in 1910 and four times as great as in 1900.

Curiously too, says the Trade Record of The National City Bank of New York which presents these figures, the biggest growth in the exports of manufactures occurs in large share in articles composed of foreign materials. Take the exports of silk manufactures as an example; they totaled \$9,451,000 in the eight months ending with August, 1924, against \$7,835,000 in the same months of last year, and the silk from which they are manufactured is brought in large share from the opposite side of the globe, chiefly China and Japan. Tin plate, for which the tin utilized in the manufacture comes largely from the Malayan Peninsula and the Dutch East Indies, totaled \$13,450,000 in the eight months ending with August, 1924, against but \$2,282,000 in the corresponding months of the preceding year, and the prospects are that the total of tin plate exported in 1924 will approximate \$20,000,000 against 4½ million dollars 10 years ago and less than a million dollars 20 years ago. Manufactures of India rubber, of which the material used comes chiefly from the opposite side of the globe, are likely to total \$40,000,000 in the export trade of 1924 against \$12,000,000 in 1914 and \$3,000,000 in 1900.

The increasing use of foreign material by the manufacturers of the United States is illustrated by the fact that the importation of raw material for use in manufacturing seems likely to approximate \$1,200,000,000 in the calendar year 1924 against \$633,000,000 in 1914, \$276,000,000 in 1900 and \$170,000,000 in 1890.

Our Trade with China

New York—Reports from Washington that present conditions at Shanghai are resulting in a fall off in our exports to China lend interest to some figures compiled for the Trade Record of the National City Bank of New York on the growth of our trade with China, of which country Shanghai is the largest commercial gateway.

Our commerce with China, says the Trade Record, has made remarkable strides within the past decade. Latest official reports by our Government show that our exports to China in the fiscal year ending with June, 1924 were \$124,436,000 against \$24,628,000 in the fiscal year 1914, which immediately preceded the war.

Prior to the World War a large share of the merchandise imported by China was of European origin but her takings from the United States increased rapidly as the war progressed, and our exports to that country advanced from 24½ million dollars in the fiscal year preceding the opening of the World War to 43½ million dollars in 1918, the closing year of the war. They have since continued to expand until they made their highest record, 124½ million dollars in the year just ended, the fiscal year 1924. The total exports to China in the past 10 years, from the beginning of the war to date, are \$786,000,000 against only \$270,691,000 in the 10 years preceding the war. The imports from China in the past 10 years are \$1,217,000,000 against \$316,857,000 in the 10 years preceding the war.

Thus our trade with China in the decade since the beginning of the World War has exceeded \$2,000,000,000 against but \$587,000,000 in the decade preceding the war.

What are the principal articles forming this big and growing trade with our neighbor on the opposite side of the globe? Wheat and flour, tobacco, illuminating oil, copper, cotton, cotton goods, automobiles are the chief exports to that country. The total value of wheat and flour exported to China in the fiscal year just ended is, in round terms, \$23,000,000, tobacco in the natural state \$16,000,000, cigarettes another \$16,000,000, illuminating oil \$16,000,000, copper \$7,000,000, raw cotton \$4,000,000, cotton cloths a little less than \$2,000,000, and automobiles about \$1,000,000, all of these figures being in very round terms.

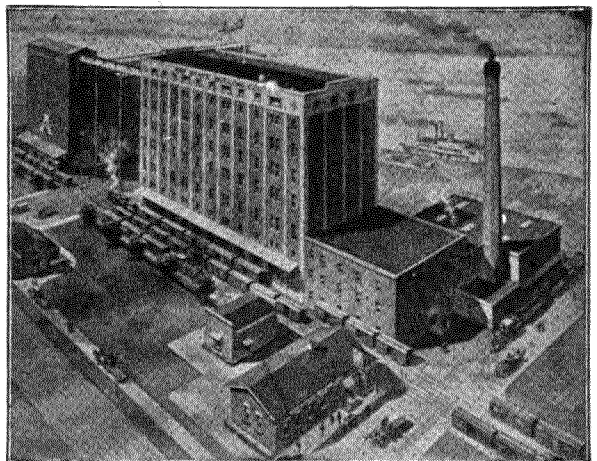
The principal imports from China are of course silk and silk manufactures, tea, wool, hides, bristles, human hair, furs, eggs, egg albumen, laces and chinese nut oil.

TALK OF ANOTHER WYOMING-MONTANA RAILROAD

Casper, Wyo.—A party of business men and surveyors from Los Angeles, recently visited Casper on trip over the right of way of the North and South Railroad, from Casper to Miles City, Montana. A movement is on foot to construct a railroad from California, through Craig and the Lost Soldier district to Casper, absorbing the North and South and following its right of way to Miles City, according to statements made. At Miles City the line would connect with the Chicago, Milwaukee and St. Paul. Credentials of the party are reported good and it is stated the original promoters of the N. & S. R. R., Haskell interests, are not connected with the new enterprise.



Potato bags
Needles
Sewing twines



This cut shows the plant of the
BAY STATE MILLING CO.
WINONA, MINN.

replacing their plant destroyed by fire in
August 1911.

This plant, with capacity of 4,000 barrels
daily was designed and rebuilt of reinforced
concrete, *absolutely fireproof*, in just *ninety*
days from the date of the above calamity, by

The Barnett & Record Co.

MINNEAPOLIS, MINNESOTA
DULUTH, MINNESOTA
FORT WILLIAM, ONTARIO

That is our specialty

Write us for designs and estimates

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GREAT NORTHERN VALUATION SHOWS NO "WATER"

In response to assertions that railroad stocks were watered and that the investments recorded in the companies' books were inflated, Congress, in 1913, by the LaFollette Act, directed the Interstate Commerce Commission to determine, among other things, the cost of reproduction new, cost of reproduction less depreciation, and the value of the various railroads in the United States.

The corporate assets of the Great Northern Company consist of two classes of property: One is the physical property used for transportation purposes and located in the United States; the other consists of investments in stocks and bonds of other companies, including lines located in Canada, and other miscellaneous property used for non-carrier purposes. The Interstate Commerce Commission recently has completed its tentative valuation of the first of these, that is, the physical property used for transportation purposes and located in the United States. It has not valued the second class of property because not required to do so by the terms of the Act.

The value as found by the Commission for Great Northern properties used for transportation purposes and located in the United States as of June 30, 1915, was as follows:

Total owned.....	\$391,740,302.00
Total used.....	395,353,655.00

In arriving at these figures, the Interstate Commerce Commission deducted \$65,140,474.00 from the cost of reproduction new on account of assumed depreciation. The Company, of course, contends that the depreciation of certain parts of the properties, such as the aging of its roadbeds, is more than offset by the appreciation of the property as a whole, as it is well known that a railroad property in use for several years is better and worth more for transportation purposes than a newly built property.

Included in the second class of property and not valued by the Commission is:

- 604 miles of railroad in Canada.
- Nearly 49 per cent of the Stock of the Chicago, Burlington & Quincy Railroad.
- One-half of the stock of the Spokane, Portland & Seattle Railway.
- Also the stocks of some other smaller railway companies, and the stocks of coal, lumber, land and other subsidiary corporations.

The investment in securities not valued by the Commission amounts to \$227,076,312.83. Other property not used for transportation purposes amounts to \$24,315,418.31, so that the Commission's value on the first class of property, plus the value of the second class of property, which the Commission did not value, amounts to \$643,132,033.14.

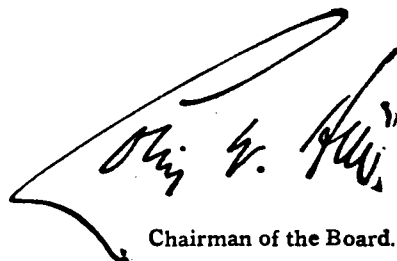
Since the valuation date, June 30, 1915, there has been added \$104,881,141.26 which brings the total value of Great Northern property to July 1, 1924, up to \$748,013,174.40. The total par value of stocks and bonds of the Great Northern as of July 1, 1924, was \$563,258,165.16 showing an excess of \$184,755,009.24 of value above the total capitalization. The following table makes these statements clear:

PROPERTY	CAPITALIZATION
Portion of owned property valued by the Commission as of June 30, 1915.....	Great Northern Stock.....
\$391,740,302.00	\$249,477,150.00
Stocks, bonds and other properties not valued by Commission as of June 30, 1915.....	Great Northern Bonds.....
227,076,312.83	313,781,015.16
Other property as of June 30, 1915.....	EXCESS OF PROPERTY OVER CAPITALIZATION
24,315,418.31	ON JULY 1, 1924.....
Property added since June 30, 1915.....	184,755,009.24
104,881,141.26	
Total.....	\$748,013,174.40
	<u>\$748,013,174.40</u>

This furnishes a most conclusive answer to the charge of watered stock.

The Great Northern never did have and never will have a dollar of watered stock.

Talk No. 15.
October, 1924.



Chairman of the Board.

National Apple Week, October 31 to November 6.
Eat Wenatchee Apples!