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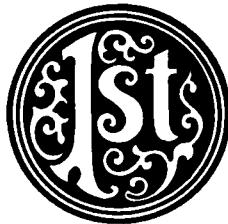
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New Commercial Bank in Mexico

The following information concerning the Banca del Comercio de Mexico, S. A., has been received from the commercial agency of Mexico. For some years past and ever since the difficulties encountered by the existing Mexican banks of issue commerce in Mexico has been greatly handicapped because of the lack of banking facilities, especially those which could aid the merchant in the financing of his sales, his exports and imports. At different times commercial bodies, such as local chambers of commerce and several of the general assemblies of the Confederation of Mexican Chambers of Commerce, have attempted to organize institutions to aid the commercial development and the actual necessities of Mexican commerce.

Some months ago a nucleus of well known business men and bankers in Mexico decided to organize a commercial banking institution and after obtaining from a large number of the local chambers of commerce throughout the Republic the most enthusiastic offers of material and moral support organized in October the "Banca del Comercio de Mexico, S. A." This bank acquired the recently established "Caja Bancaria Mexicana, S. A.," which had its business and offices in Mexico City and Ciudad Juarez, changing its name, by-laws and entire basis of operations and opened for business on November 5 under the new name of "Banca del Comercio de Mexico, S. A." with the most gratifying success. It is devoting its entire efforts to commercial banking operations with merchants in Mexico and foreign countries; its foreign department gives especial attention to putting Mexican and foreign importers and exporters in touch with each other, to the handling of all commercial documents and the furnishing of every service to national and foreign merchants.

The authorized capital of the new bank is 11,000,000 pesos gold, of which 2,750,000 were subscribed and the remainder is being placed preferably among merchants throughout the Republic who at the same time are clients of the

bank. The stock is being taken up with most satisfactory result, counting with the most effective aid of the local chambers of commerce.

Among the organizers are many well known business men of different nationalities, the officers of the board being: T. W. Flores, president of the "Mexico Surety Bond Company," Manuel Izaguirre, president of the Confederation of Mexican Chambers of Commerce, and among the board members are Raoul Bailleres, of the well known financial house of J. B. Glenn, Alejandro Eugenio Cusi, the largest producer of rice in the Republic, Antonio Legaspi, manager of the Monetary Commission, J. J. Zahler, well known American candy manufacturer, and Leopoldo de Rosenzweig, capitalist from Toluca. The officers of the bank are: Francisco Medina Mora, director general, who devoted 17 years of his life to the Banco Nacional de Mexico, afterward being assistant manager of the Monetary Commission, then under secretary of finance of the government, who enjoys a most enviable reputation as a banker and organizer. The vice director generals are Bruno Newman, for many years connected with American business in Mexico, and Gabriel Garcia Moreno, who was the manager of the Caja Bancaria Mexicana, acquired by the new bank and previously employed by the Monetary Commission as manager of the Juarez branch.

The bank has taken the building formerly occupied by the "Descuento Espanol," Ave. Uruguay 54, and is remodeling the entire lower floor, which it will occupy in a very few days.

The long felt want for such a commercial banking institution its organization tendencies augur well for it for the merchants of Mexico and a more prosperous future.

FOR A GREATER VANCOUVER

Vancouver, B. C.—Annexation of the municipality of South Vancouver to the city, which is in prospect, as the result of the citizens voting favorably thereon, will add 40,000 to the city's population of 125,000, making a total of 165,000 within the city limits.

Western Municipal Bonds

FUTURE BOND ELECTIONS

- January 5**—Maricopa County, Ariz. (P. O. Phoenix), \$650,000 school bonds.
- January 15**—Boise, Idaho, \$115,000 station approach bonds.
- January 15**—Los Angeles, Cal., Municipal Improvement District No. 36, \$1,300,000 water bonds.
- January 20**—Hermosa Beach, Cal., \$200,000 sewer bonds.
- February 3**—Monmouth, Ore., \$35,000 general sewer system bonds.

FUTURE BOND SALES

- January 5**—Harrisburg, Ore., \$5,000 street bonds; denominations \$500; 10-20 year (optional); 5 per cent.; certified check 5 per cent. City Recorder.
- January 5**—Maricopa County, Ariz., School District No. 1 (P. O. Phoenix), \$650,000 school bonds; denominations \$1,000; 20 year; 5 per cent.; certified check 5 per cent. John B. White, Clerk Board of Supervisors.
- January 5**—Cowlitz County, Wash., Consolidated Diking Improvement District No. 1 (P. O. Kelso)—\$3,225,000 improvement coupon bonds; denominations \$500, except that one bond may be in a lesser denomination, but not less than \$100; 18 year; 6 per cent.; certified check \$15,000. H. D. Renner, County Auditor.
- January 6**—Murray County, Minn. (P. O. Slayton)—\$10-19.85 county bonds; 5 per cent.; certified check 5 per cent. E. V. O'Brien, County Auditor.
- January 9**—Duluth, Minn., \$1,250,000 school bonds; denominations \$1,000; 3-15 year; not exceeding 5 per cent.; certified check \$5,000. Charles A. Bronson, Clerk Board of Education.
- January 12**—Ontario, Ore., Slope Irrigation District, \$3,000 irrigation bonds; denominations \$1,000; 15 year; 6 per cent.; certified check \$150. P. M. Boals, Secretary Board of Directors.
- January 21**—Minneapolis, Minn., \$500,000 auditorium bonds; 1-20 year; not exceeding 5 per cent.; certified check 2 per cent. Dan C. Brown, City Comptroller.
- January 21**—Minneapolis, Minn., \$1,340,000 permanent improvement bonds; 1-30 years; not exceeding 5 per cent.; certified check 2 per cent. Geo. M. Link, Secretary Board of Estimate and Taxation.
- January 21**—Minneapolis, Minn., \$574,981.29 special park and parkway improvement bonds; denominations \$1,000 each, as nearly as practicable as desired by purchaser; \$35,000 to mature 1-10 years; 4½ per cent.; \$239,981.29 to mature 1-10 year; 4½ per cent.; \$250,000 to mature 1-10 year; 4½ per cent.; certified check 2 per cent. Chas E. Doell, Secretary Board of Park Commissioners.
- January 25**—Bell, Wis. (P. O. Cornucopia), \$20,000 dock bonds; denominations \$500; ½-20 year; 5 per cent.; certified check 5 per cent. Geo. D. Jones, Town Clerk.

BOND NOTES

- Yreka, Cal.—Public works bonds in the amount of \$56,000 were authorized at a recent election.
- Columbus, Neb.—Sanitary sewer bonds in the amount of \$60,000 were authorized at a recent election.
- Hastings, Neb.—The City Clerk will receive sealed bids until January 12, for \$130,000 paving bonds.
- San Rafael, Cal.—Street improvement bonds in the amount of \$150,000 were authorized at a recent election.
- Fremont, Neb.—An ordinance has been passed providing the issuance of \$15,000 intersection paving bonds.
- Grays Harbor County, Wash. (P. O. Montesano)—At a recent election \$22,000 school bonds were authorized.
- Eagle Grove, Iowa—The White-Phillips Company of Davenport recently purchased \$8,000 fire truck bonds.
- Santa Barbara County, Cal. (P. O. Santa Barbara)—At a recent election \$220,000 highway bonds were authorized.

Strawberry Point, Iowa—An issue of \$15,000 electric plant bonds was authorized at a recent election by a vote of 284 to 62.

Madison, Wis.—The Harris Trust and Savings Bank of Chicago was the successful bidder for \$50,000 school and hospital coupon bonds.

Mayville, Wis., Joint Free High School District—The issue of \$30,000 school bonds authorized some time ago will be disposed of locally.

Schuyler, Neb.—District intersection paving bonds in the amount of \$105,000 have been awarded the Lincoln Trust Company of Lincoln.

Pondera County, Mont. (P. O. Conrad)—The Union Trust Company of Spokane has been awarded \$95,000 5½ per cent. funding bonds at par.

Yakima County, Wash. (P. O. Yakima)—The Yakima Trust Company of Yakima has been awarded \$275,000 4½ per cent. county bonds at 101.03.

Douglas County, Ore., Roseburg School District (P. O. Roseburg)—At a recent election \$165,000 school building bonds were authorized.

Scott County, Iowa (P. O. Davenport)—The White-Phillips Company of Davenport has been awarded \$5,000 4¾ per cent. funding bonds.

Cowlitz County, Wash., Kelso School District (P. O. Kalama)—Goodwin and Tucker of Seattle were the successful bidders for \$50,000 school bonds.

Pocatello, Idaho—The International Trust Company of Denver recently purchased \$83,079 6½ per cent. paving bonds at a premium of \$400-100.48.

Laurens, Iowa—An issue of \$35,000 school bonds was awarded Geo. M. Bechtel & Co. of Davenport at a premium of \$440-101.25, a basis of 4.88 per cent.

Sheboygan, Wis.—The Bank of Sheboygan has purchased \$60,000 sewerage bonds, bearing 5 per cent., at a premium of \$2,601.50-104.33, a basis of 4.35 per cent.

Richfield, Minn.—At a recent election \$110,000 school facilities bonds were authorized by a vote of 316 to 66, also \$9,000 school building bonds by a vote of 253 to 128.

Ocheyedan, Iowa—Geo. M. Bechtel & Co. of Davenport have been awarded \$7,000 4½ per cent. school bonds at a premium of \$4-100.057, a basis of 4.49 per cent.

Storm Lake, Iowa—The White-Phillips Company of Davenport purchased \$34,000 city hall and fire station bonds at a premium of \$435-101.27, a basis of 4.53 per cent.

Malheur County, Ore., Morton Island Bridge District (P. O. Vale)—The Portland Bridge Company of Portland has been awarded \$10,000 6 per cent. bridge bonds at par.

Norman County, Minn. (P. O. Ada)—The Harris Trust and Savings Bank of Chicago recently purchased \$250,000 road bonds at a premium of \$3,373-101.34, a basis of 4.38 per cent.

Grant County, Minn. (P. O. Elbow Lake)—The Northwestern Trust Company of St. Paul recently purchased \$85,000 road bonds at a premium of \$859-101.01, a basis of 4.90 per cent.

Park Falls, Wis.—H. C. Speer and Sons Company of Chicago have been awarded \$45,000 5 per cent. waterworks bonds at a premium of \$1,710-103.80, a basis of 4.15 per cent.

Lincoln County, Neb. (P. O. Wallace)—The United States Bond Company of Denver recently purchased \$12,000 bonds for School District No. 60, and \$6,000 for School District No. 33.

Pottawattamie County, Iowa, Pony Creek Drainage District No. 23 (P. O. Council Bluffs)—There were no bids received for the \$33,600 5 per cent. drainage bonds offered recently.

Crosby, N. D.—Spitzer, Rorick & Co. of Toledo were the successful bidders for an issue of \$12,000 city hall and fire protection bonds, paying a premium of \$40-100.33, a basis of 5.97 per cent.

MUNICIPAL BONDS

We specialize in the purchase and sale of entire issues of City, County and School District Bonds, and solicit offerings and inquiries.

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801 First National Bank Bldg., Minneapolis, Minn.

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COT 26 2/3

Hutchinson County, S. D., Freeman Independent School District No. 41 (P. O. Freeman)—Morrison and Company of Minneapolis have been awarded \$55,000 building bonds at a premium of \$483-100.87, a basis of 5.13 per cent.

Canon City, Colo.—Boettcher, Porter & Co. and Sidlo-Simons, Fels & Co. of Denver, jointly, purchased paving and storm sewer bonds aggregating \$189,701.54, paying a premium of \$978.12-100.51, a basis of 4.96 per cent.

Graham County, Ariz., Fort Thomas Union High School District (P. O. Safford)—Sutherland, Barry & Co. of New Orleans recently purchased \$50,000 6 per cent. school bonds at a premium of \$1,811-103.62, a basis of 5.51 per cent.

Salt Lake County, Utah (P. O. Salt Lake City)—The Old Colony Trust Company of Boston, R. W. Pressprich & Co. of New York and R. L. Burton of Salt Lake City, jointly, purchased \$1,300,000 4 per cent. tax anticipation certificates at 100.10.

Manchester, Iowa—Street improvement bonds in the amount of \$112,500 have been delivered to the Bryant Paving Company of Waterloo in payment for work. Percy P. Smith, contractor of Cedar Rapids, has been awarded \$8,500 sewer bonds.

FOREIGN GOVERNMENT BONDS

Reported by bond department, Paine, Webber & Co., December 31.

	Bid	Offer	Yld.
Argentine Nation, Govt. of, 5½s, June 16, 1925..	101.75	102	6.05
Argentine Nation, Govt. of, 6s, Sept. 1, 1927.....	95	95.25	6.20
Argentine Nation, Govt. of, 7s, Feb. 1, 1927.....	96.25	96.75	7.18
Austrian, Govt. of, 7s, June 1, 1943.....	106.75	107.25	7.48
Belgium, Kingdom of, 6s, Jan. 1, 1925.....	108.50	109	7.02
Belgium, Kingdom of, 8s, Feb. 1, 1941.....	92	92.50	7.13
Belgium, Kingdom of, 7½s, June 1, 1945.....	87.50	87.50	6.99
Belgium, Kingdom of, W. I. 6½s, Sept. 1, 1949...	99.90	100.06	3.92
Canada, Dominion of, 4s, Sept. 15, 1925.....	100.60	100.80	4.35
Canada, Govt. of Dom. of, 5s, April 1, 1926.....	102.12	102.50	4.85
Canada, Govt. of Dom. of, 5½s, Aug. 1, 1929.....	102.25	102.50	4.88
Canada, Govt. of Dom. of, 5s, April 1, 1931.....	99	99.25	6.02
Canada, Govt. of Dom. of, 5s, May 1, 1952.....	92.80	93.12	6.00
Dutch East Indies, 6s, Jan. 1, 1947.....	92.80	93.12	6.00
Dutch East Indies, 5½s, March 1, 1953.....	99	99.25	6.02
Dutch East Indies, 5½s, Nov. 1, 1953.....	98.25	98.75	7.62
Dutch East Indies, 6s, March 1, 1962.....	103.25	103.75	7.75
France, Republic of, 7½s, June 1, 1941.....	91.36	91.60	7.74
France, Republic of, 8s, Sept. 15, 1945.....	93.50	94.50	7.90
French Cities (Bdx. Msa. Lyons), 6s Nov. 1, 1934	93.25	93.36	7.60
German, 7s, Oct. 15, 1949.....	88	88.50	7.98
Japanese Govt. Sterling, 6½s, Feb. 1, 1954.....	90.50	90.36	7.27
Japanese Govt. Sterling, 4s, Jan. 1, 1931.....	82.25	83	6.97
Japan Industrial Bank of, 6s, Aug. 15, 1927.....			

Netherland, Kingdom of, 6s, April 1, 1954.....	98.60	99	6.37
Norway, Kingdom of, 8s, Oct. 1, 1940.....	100	100.50	5.98
Norway, Kingdom of, 6s, Aug. 15, 1948.....	112.25	112.75	6.67
Norway, Kingdom of, 6s, Aug. 1, 1944.....	97.25	97.75	6.25
Norway, Kingdom of, 6s, Oct. 15, 1952.....	97.25	97.75	6.25
Paris, Lyons Med. Rd. Co., 6s, Aug. 15, 1958...	97.25	97.75	6.26
Seine, Dept. of, 7s, Jan. 1, 1942.....	103.75	104.25	5.48
Sweden, Govt. of, 6s, June 15, 1939.....	99.50	99.75	5.52
Switzerland, Govt. of, 5s, Aug. 1, 1928.....	100.36	100.60	4.40
Switzerland, Govt. of, 5½s, Aug. 1, 1929.....	100.75	101.50	5.14
Switzerland, Govt. of, 8s, July 1, 1940.....	115.75	116.25	6.37
Switzerland, Govt. of, 5½s, April 1, 1946.....	100.36	100.60	5.45
Un. Kng. of Gt. Brit. & Ire., 5½s, Aug. 1, 1929..	115.75	116	.....
Un. Kng. of Gt. Brit. & Ire., 5½s, Feb. 1, 1937..	104.80	105.12	4.95

George M. Reynold's View of 1925 Business Outlook

Chicago, December 30—In forecasting business and banking conditions for 1925, George M. Reynolds, chairman of the board of the Continental & Commercial National and Continental Trust & Savings Banks, said:

"Gauging the trend of business during the coming year ought to be much easier than has been the case at any corresponding season in the last decade. For several years up until now there have been surprises on every hand, nothing seemed quite certain, or enough so to form the basis of clear reasoning. The upsets have come so rapidly it has been difficult to get an analysis that was satisfactory. If the domestic situation appeared to be showing promise of a fairly permanent condition, trouble would occur in Europe where, until well into 1924, nearly everything seemed to grow worse instead of better. Here in our own country if some particular industry prospered, some other languished. This is the first time in ten years that the offsets to good news have not been both confusing and disheartening.

"What kind of a foundation for the future was laid in the twelve months now drawing to a close? The European tangle was made less complicated. It is now reasonable to expect forward strides towards better conditions on the other side of the Atlantic. Three things are outstanding in Europe today—the desire of the different countries to be at peace with the world, the beneficial effects of the Dawes' plan and a return to more conservative thought and action. These are decidedly encouraging.

"In our domestic affairs we have back of us a record that augurs well for the future. Previous low prices of farm products have meant enforced economy in all agricultural sections. Farmers have denied themselves many things sorely needed. Since the middle of 1924 prices for products of the soil have been mounting and farmers are again in position to buy implements and goods freely. This alone ought to add enormously to the demand for various articles of manufacture.

"In the cities, too, through the Summer and Fall months industries and individuals were economizing. A mass of buying power and deferred business was accumulating. Since the election this business has been released and the volume seems to be swelling. The iron and steel companies are booking large tonnages and plant operation is increasing. Railroad freight loadings are strikingly heavy for this season. Merchants report an improving state of trade, and business men generally are quite hopeful of the future. For some months loanable funds have been so abundant as to bring interest rates down so that profits of banking diminished greatly. This very abundance of credit, which still continues, is one of the most unfailing signs of an approaching period of prosperity. It is altogether likely that increasing activity in the securities market, plus the demand from general business, will induce the use of credit facilities to the extent of causing firmer rates. In fact, there is already a tendency in that direction.

"We come to the beginning of the year 1925 with a better European outlook, a sane and a very competent administration at Washington, very large domestic buying power and a supply of credit that is quite ample for all needs. What more can we ask?"

SAFETY DEPOSIT

Bobby: "Grandma, can you break nuts with your teeth?"
 Grandma: "Why, no, Bobby!"
 Bobby: "Then keep these for me while I go out to play."

\$1,340,000.00

**City of Minneapolis
 Minnesota
 BONDS**

NOTICE IS HEREBY GIVEN, That on the 21st DAY OF JANUARY, A. D. 1925, at 2:00 o'clock P. M., the Board of Estimate and Taxation of the City of Minneapolis, Minnesota, will sell the following City of Minneapolis bonds:

\$1,340,000 Permanent Improvement Bonds

Said bonds will bear interest at a rate of not to exceed 5 per cent (5%) per annum, payable semi-annually. Bids are preferred at one or more of the following rates: 4%, 4¼%, 4½%, 4¾% or 5%.

The bonds will be dated February 1, 1925, and will fall due serially, in one to thirty years, as follows:

Thirty-five Thousand Dollars thereof on February 1, 1926, and Forty-five Thousand Dollars thereof on February 1 of each and every year thereafter to and including February 1, 1955.

The bonds will be payable in "gold coin of the United States of America, of the present standard of weight and fineness," can be registered both as to principal and interest, and will be sold to the highest responsible bidder. Bids below par cannot be accepted. The right to reject any and all bids is reserved.

The bonds will be accompanied by the opinion of John C. Thomson, attorney and counsellor at law, of New York City, that the bonds are valid and binding obligations of the City of Minneapolis. The entire cost of preparing the bonds will be borne by the City of Minneapolis.

A certified check for two per cent of the amount bid for must accompany each bid.

BOARD OF ESTIMATE AND TAXATION,

By Geo. M. Link, Secretary,
 343 City Hall, Minneapolis, Minn.

PERSONALS

Hamp Williams of Little Rock, Arkansas, has been named as a director of the Little Rock Federal Reserve Bank.

* * *

George Whitney of J. P. Morgan & Co., New York, has been elected a trustee of the Bank of Savings, to succeed the late Elliott C. Bacon.

* * *

C. F. Schwenker, cashier of the First National Bank of Chippewa Falls, Wisconsin, is the new president of the Kiwanis Club of Chippewa Falls.

* * *

Edward Nelson Jesup, who has been associated with Lee, Higginson & Co.'s New York office for fourteen years, has been admitted into partnership with the company.

* * *

Alvin W. Hall, of Harleigh, Pa., has been appointed Director of the Bureau of Engraving and Printing. Mr. Hall, who was formerly head of the planning unit of the bureau, succeeds Major Wallace W. Kirby.

* * *

William J. Oberheu, for eight years past with the Fidelity National Bank of Spokane, Wash., has transferred his activities to the Brotherhoods Cooperative National Bank. Mr. Oberheu will be head savings teller for the Brotherhoods institution.

* * *

E. E. Flood, vice president of the Exchange National Bank, Spokane; Albert Reid, secretary of the Union Securities Company, and C. F. Dahn, vice president of the American Bank, recently attended the formal opening of the new Dexter Horton National Bank at Seattle.

* * *

Samuel W. Reyburn, president of Lord & Taylor and of the Associated Dry Goods Corp. of Virginia, has resigned as director of the Guaranty Trust Company of New York, because of his election as a class B director of the Federal Reserve Bank, a position which precludes membership on any other bank directorate.

* * *

Charles S. Doty has been appointed cashier of Hamilton National Bank of New York. Mr. Doty is a banker of many years experience, having been assistant to James D. Cannon, late president of the Fourth National Bank. He was subsequently with the Columbia Bank and is, at present, an official of the Manufacturers Trust Company of New York.

* * *

J. Wallace Maher, Minneapolis investment banker, has returned from an extended trip in the East. "The outlook for next year is splendid," said Mr. Maher. "I talked to many leaders in the investment banking business and all seemed to feel that 1925 will be the best year since 1919. Confidence is great, money is plentiful and the fundamentals of business are sound."

* * *

William McClellan Ritter of Washington, D. C., founder of the W. M. Ritter Lumber Company of Columbus, Ohio, made a Christmas gift of between \$2,000,000 and \$3,000,000 to employes of the company. Mr. Ritter turned back to his employes one-fourth of the capital stock of the corporation that bears his name. The stock will be held under trust agreement for the beneficiaries, but the gift is without restrictions.

OLD-TIME BOND MEN IN INVESTMENT FIRM

V. W. Brewer, president of Brewer, Brown & Co., was connected with the municipal bond department of the Wells-Dickey Company for a number of years, and for about a year and a half was associated with Ballard and Company in the capacity of vice president and manager of the municipal bond department.

Wayland H. Brown, vice president and treasurer of the firm, was formerly a partner in the Woodrich Construction

Company of Minneapolis, having had charge of the banking, securities and collateral department of that firm. Hiller G. Boutin, the secretary of the firm, was formerly associated with Grandin & Co., and later operated under the firm name of H. G. Boutin Company in the handling of a general investment business.

The firm specializes in the handling of municipal bonds of the Middle Western States which bonds are purchased by them directly from the issuing municipalities. The offices of the firm are located in the First National-Soo Line Building of Minneapolis.

5½%

Money to Loan

on well improved farms in Southern Minnesota, for a term of five, seven or ten years. No commission charge. Amount applied for must not exceed forty per cent of present value of land. Applications will be furnished upon request.

Financial Correspondent **UNION MORTGAGE COMPANY**
METROPOLITAN LIFE Security Building
INSURANCE CO. Minneapolis, Minn.
 New York, N. Y.

\$574,981.29

Special Park and Parkway Improvement Bonds of the City of Minneapolis

Notice is hereby given that the Committee on Finance of the Board of Park Commissioners of the City of Minneapolis, Minnesota, will sell at public sale at the office of the Board of Park Commissioners of said city on January 21, 1925, at 3:00 o'clock P. M., \$574,981.29 Special Park and Parkway Improvement Bonds authorized to be issued and sold by the Board of Park Commissioners of said City by resolutions adopted December 30, 1924, for the purpose of realizing funds for improving parks and parkways heretofore acquired in the City of Minneapolis, and said bonds will be sold at said time by said Committee on Finance to the highest responsible bidder for cash.

\$85,000.00 of said bonds will be dated August 1, 1923, will bear interest at the rate of 4% per cent annum, payable semi-annually, will have interest coupons attached, will be in denominations of \$1,000.00 each, as nearly as practicable as desired by the purchaser, and will mature 1/10 each year beginning August 1, 1924.

\$239,981.29 of said bonds will be dated October 1, 1922, will bear interest at a rate of 4½ per cent per annum, payable semi-annually, will have interest coupons attached, will be in denominations of \$1,000.00 each, as nearly as practicable as desired by the purchaser, and will mature 1/10 each year beginning October 1, 1923. (The bonds maturing October 1, 1923, and October 1, 1924, will be paid by the City at the time of delivery).

\$250,000.00 of said bonds will be dated April 1, 1925, will bear interest at a rate of 4% per cent per annum, payable semi-annually, will have interest coupons attached, will be in denominations of \$1,000.00 each, as nearly as practicable as desired by the purchaser, and will mature 1/10 each year beginning April 1, 1925.

Sealed proposals will be received by the Committee on Finance of the Board of Park Commissioners at the office of said Board in the City Hall, Minneapolis, Minn., until 3:00 o'clock P. M., of the date of sale, and open bids will be asked for after that hour and all proposals and subscriptions must state the total amount offered therefor, including premium and accrued interest on all of said bonds to the date of delivery, and the purchaser thereof must accompany his bid with a certified check payable to C. A. Bloomquist, City Treasurer, for a sum equal to 2 per cent of the par value of the bonds bid for. The principal and interest of the above described bonds will be payable at the fiscal agency of the City of Minneapolis in the City of New York, or at the office of the City Treasurer, Minneapolis, Minn., at the option of the holders thereof.

The opinion of John C. Thompson, attorney of New York, will be furnished as to the legality of all issues.

The right to reject any or all bids is hereby reserved.

Bonds will be delivered to the purchaser thereof at the office of the City Comptroller, Minneapolis, Minn., or elsewhere in the United States at the option of the purchaser.

Finance Committee of the Board of Park Commissioners of the City of Minneapolis, Minn.

CHAS. E. DOELL,
 Secretary,
 Board of Park Commissioners,
 Minneapolis, Minn.

The Chase National Bank

OF THE CITY OF NEW YORK
57 Broadway

CAPITAL.....\$ 20,000,000
SURPLUS and PROFITS..... 25,141,382
DEPOSITS (October 10, 1924)..... 506,815,179

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Through its Trust Department, the Bank offers facilities as: Trustee under Corporate Mortgages and Identities of Trust; Depositary under re-organization and other agreements; Custodian of securities and Fiscal Agent for Corporations and Individuals; Executor under Wills and Trustee under Testamentary Trusts; Trustee under Life Trusts.

Foreign Department

\$500,000.00

City of Minneapolis Auditorium Bonds

Notice is hereby given that the Committee on Ways and Means of the City Council of Minneapolis, Minnesota, will sell at a public sale, at the office of the undersigned, on WEDNESDAY, JANUARY 21, 1925, at 2:30 o'clock P. M., \$500,000 Auditorium Bonds at a rate of interest not exceeding five per cent per annum, to be dated January 1, 1925, and to be made payable—twenty-five thousand dollars thereof January 1, 1926, and twenty-five thousand dollars on January 1st of each year thereafter to and including the year 1945.

Sealed bids may be submitted until 2:30 o'clock P. M. of the date of sale. Open bids will be asked for after that hour. All bids must include accrued interest from date of said bonds to date of delivery, and a certified check for two per cent of the par value of the bonds bid for made to C. A. Bloomquist, City Treasurer, must accompany bids. No bids will be accepted for less than par value.

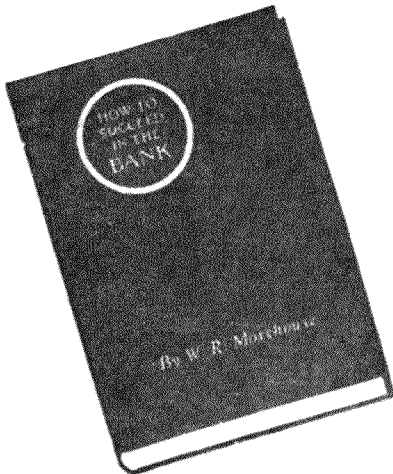
The right to reject any and all bids is hereby reserved.

The approving opinion of John C. Thomson, attorney, will accompany these bonds.

Circular containing full particulars will be mailed upon application.

DAN C. BROWN,
City Comptroller,
Minneapolis, Minn.

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NAME

BANK

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A WEEKLY JOURNAL

DEVOTED TO

BANKING, INVESTMENTS, INSURANCE, GRAIN

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Entered as Second-Class Mail Matter at the Minneapolis Post Office.

SATURDAY, JANUARY 3, 1925

The New Year

In this issue, of the Commercial West leading financiers of the West and East present different viewpoints as to what they believe the new year will bring forth. All are agreed that conditions are most propitious, that the era of prosperity which started with the closing of the old year will not be soon curtailed, and that there is promise of greater achievements in the business world than have been in evidence since the signing of the armistice. World conditions, with the exception of disturbances in the Oriental countries, are more favorable for peace and for progress commercially than during the past decade.

In the United States there is cause for rejoicing. In truth there have been no substantial reasons during the past few years for other than optimism, and notwithstanding all the rantings of radical elements in the political field, and the pessimists whose views are generally worthy of only little consideration, in a comparative way the country has been prosperous. Its wealth has been steadily increasing, and the increase has not been of the "paper" kind, but sound and well founded. Not alone has there been wide expansion in nearly all the industries of the country, but the financial resources of our people have been a mighty factor in bringing back some degree of prosperity to other countries less fortunate than our own. During the year just closed investments made by Americans in foreign bonds were in excess of one billion dollars, and during the same period, Americans purchased domestic state and municipal bonds to the amount of one billion four hundred million dollars. In addition to these investments there were subscribed for, in industrial stocks and bonds, nearly two and a half billions. With approximately six billions of new investments for the year, it is evident that the citizens of the United States have

not fared badly, and that 1924 was really a period of prosperity.

Readers who will carefully study the opinions of such students as Herbert Hoover, Secretary of Commerce, the bankers of New York, Chicago, Minneapolis and other parts of the West, will find careful analysis of conditions which are assurance of a continuance of good business during 1925.

Not least important in propping up the belief of the people that the new year will be an especially prosperous one, is the greatly improved condition of agriculture, the bright outlook for mining, and the promise of greater activity in all classes of construction work.

Surely the United States is filling a new position in world affairs and the activities of Uncle Sam are now confined only by the width and breadth of the seas. This New Year all citizens have cause for rejoicing, and for wishing to all the peoples of the world, peace, prosperity and happiness. There is every promise among the English speaking people and countries there will be a greater harmonious operation, and that work for world betterment will continue throughout all God's domains.

Individualism and the Farmers

Farmers of the West and the Northwest are "sitting pretty," to use a slang expression. It has not been long since the wails of the western farmers resounded throughout the entire land—and these wails were mostly the echoes of the distortions and bemoanings of the soap-box orators and the disgruntled, calamity-howling and demagogic politicians. Panaceas were offered by the scores, and national and state laws enacted to give relief to the afflicted. It was only when the big majority of the people realized that all the noise was but a tempest in a tea pot, and that there was no real danger of the nation going to the bow-wows on account of a mostly-imagined, depressed condition, that things began to "perk" up, and enthusiasm supplanted pessimism. In the markets of the world the good old laws of supply and demand continued to operate, and prices for the products of the farms began to advance, and have been advancing until the top mark in four years has been reached.

The changed state of affairs have caused a general change in the public mind, and as the public mind is that which is formulated by leaders in thought, many of those leaders have formulated new views. In the West, perhaps Hon. Samuel R. McKelvie, former governor of Nebraska, is about as well known as any whose efforts to "save the farmer," have been widely considered. Mr. McKelvie this week was one of the speakers at the Farmers' and Homemakers' short course at the University of Minnesota. In an interview at St. Paul, Mr. McKelvie unburdened his mind on the farm situation. Among other things he said:

There once was a time when I believed it was up to the state to save the farmer. After I was in the Nebraska legislature for a while I began to have doubts about it, and after I had been governor I was completely cured of the idea.

Now I know the farmer has to solve his own problems, and will be far more likely to save the state than to be saved by it. In Nebraska 50 per cent of the farms are

unmortgaged and free of debt. There are thousands of farms in Minnesota and other Northwest states that haven't any debt on them. My father and brother work a 640-acre farm in Nebraska. During a five-year period, ended nearly a year ago, they made a net profit of about five per cent. every year, and there were thousands of other farms that did the same thing.

Good business judgment, industry, thrift and diversification were responsible for these successes. The same old-fashioned virtues will work equally well for others. I do not mean that the farmer should be an individualist. He has problems, such as that of distribution of his products, which can only be solved by cooperation. But it is up to himself and his neighbors to form these cooperative organizations and solve the problems. Self help is the solution.

Where are those false prophets and self-appointed farmers' leaders who got themselves elected to public office on the promise of solving all difficulties by legislation? Most of them are conspicuous by their silence.

For instance there are those who shouted before election that the rise of wheat prices was a political move, and advised the farmers to sell immediately. The farmer needs no one to tell him whether those prophets were wise or false.

Another thing the farmer has come to realize is that every additional state activity means higher taxes, and taxes are one of the farmer's chief burdens. It is nearly always impossible for the state to administer its activities with the economy a private enterprise would show.

Mr. McKelvie is only one of many whose views have changed with the changed situation. His opinions as here expressed are well worth passing along to our farmer friends. They are in line with sound preaching and good business ethics.

What Do You Read?

It is quite possible to estimate the trend of mentality among people when the character of their literature and their general reading is known. Americans are the greatest readers in the world. The mass of reading matter available to them exceeds that of any other nation. The twenty-four thousand different daily, weekly and monthly publications issued in the United States supply a variety unequalled by the presses of any other country. There is no reason why the average American should not be well informed in any line of study he cares to pursue. There are journals devoted to every industry, trade and profession. The one great puzzle confronting publishers and editors, is to produce something that will advance the enlightenment of the people, or to add to the knowledge of the world and to the pleasures of life.

In these strenuous days the man of affairs has a limited amount of time to devote to reading. It is the usual practice for the average person to select publications which will give him the particular kind of reading he wants. What we are interested in knowing is this; what kind of reading do subscribers to the Commercial West want? The banker is a particular reader. Like other busy men, he must select his reading "to measure," and he must choose that which is most useful to him and which will give him pointedly and concisely just what he desires to know. But the wants of different readers vary. One is interested in the market for stocks and bonds, another in agriculture, stock-growing and the like. However, generally speaking, all want to know about the financial situation and about

banking in general. We are much interested in knowing what features of the Commercial West are of most value to its mass of readers. We welcome suggestions, and the columns of this magazine are open to all who have views to express which will prove of value to the banking fraternity.

One of our New Year's resolutions is that we will maintain the high standard of this publication, and constantly endeavor to make it more valuable to its readers. In our effort to keep this resolution, we invite the cooperation of the bankers of the country.

The Season for Suckers

Now that there is a boom in stocks and bonds and the number of sales on the exchanges supply evidence that hordes of people have "easy money," we may expect that the army of confidence men which has been concealed somewhere in the background, will appear about as rapidly as do mushrooms in their beds. Every period of prosperity brings its supply of bucketshops, fake stocks and unsound promotions. Old sucker lists will be resurrected, checked over and new lists prepared. Alluring letters and fine typographical and illustrated literature will burden the mails by the tons, and as usual the unsophisticated, the credulous and the boy who would get rich quickly will be separated from his available cash.

Henry L. Doherty, the well-known investment banker, basing his ideas on past observations, predicts that the good American people this year will spend about a billion dollars for unsound securities. Others, perhaps not so well informed, estimate that the usual half billion will go this year into the pockets of the fake stock sellers. That old slogan, "Nothing ventured, nothing gained," will be overworked, and John D. Rockefeller, Henry Ford, and all the other great men "who took a chance" and eventually landed millions upon millions of dollars, will receive more publicity. Good farmers who have laid by some cash during these prosperous days of high prices, will be given every opportunity to dig into their accounts and invest in schemes that will forever put 'em out of the common farmer class—lucky if they have farms left after making their investments.

This is a good time to remember that if there is really any "good thing" floating about, the ordinary investor is lucky if he even gets a peep at it. Also paste it in under your hat that money that comes hard goes mighty easy, and that to every man who makes a cleanup in the market there are a score who go broke.

Investigate before you invest! Get advice from your banker, and remember—

The saddest day in man's career,

Though he may be slow in learning it;

Is wherein he finds an easier way

Of making money than by earning it.

Perpetuity of Human Life

Health fakes, magical energy restorers, long-life givers and "daily dozens" as well as other God-sends for the poor and afflicted are advertised in hundreds of the magazines and newspaper. He

who does not observe the simple rules of health and resorts to the nostrums and cures of charlatans should be examined by mental experts, and turned over to some person competent to give him proper treatment.

Now a new line of miracle performers have come before the people. They are the ones who hold out promise of long life to those who would become modern Methuselahs. The press has been telling of the claims of one, Dr. Serge Voronoff, supposed to be a scientist extraordinary. Editorially The Pioneer Press of St. Paul pays its respects to the Doctor as follows:

Dr. Serge Voronoff, the gland expert, believes that by successive transplanting life may be prolonged at will. "Our bodily cells can live forever," he asserts. Their vitality may be periodically increased and refreshed. "Therefore the time will come when we will allow ourselves to die only when we have become tired of living."

That would make of man an immortal, because life is hope and hope does not die. But there is a question or two which even in asking make that stride over earthly eternity's threshold seem not so brief. Man is a frail

creature, heir to a host of mortal enemies. Immortality would have to mean his supremacy over all.

He who would prolong his life at will, fortified though he might be by rejuvenation, had best, in other words, avoid contact with pneumococci and speeding motor cars. For the body cells survive only under rather definite and complex conditions and arrangement. Sudden and violent attack upon them by virulent disease or drastic rearrangement, through, say, penetration among them of a powder-propelled pellet of lead, likely are to retain the menace of fatality for some time to come.

In other words, it merely appears the good doctor is promising that in the future some of us will live until we die. This assurance is the more welcome because it does not impose an unfair burden of prophecy upon the doctor. No more could be expected of any man.

Claims have been made by many during the past century of having discovered a means of prolonging life through the discovery of how to control (or prevent) natural laws. Generally these would-be benefactors of mankind went the way of all flesh, and were placed in the hands of undertakers at comparatively tender ages, to use their own lifetime standards.

THE BULL'S EYE BY THE SHARP-SHOOTER

Recently two young men have come to me seeking employment. Both are about twenty-five years of age, one married, the other single. The latter is a bookkeeper in a distant lumber town where the mills have shut down for the winter. He was born a farmer. We found for him a week's job on a farm 15 miles out of the city. The work was digging and sorting potatoes and other odd jobs. He did his work so well his week lengthened into a month. He has \$60 in his pocket as a result. When farm work fails he is still equipped to go back to bookkeeping. I am convinced that it pays to be born on a farm.

The other man was born the son of a foreign missionary in the Orient. He has had three years of college life, has been in this country long enough to get married, and when he first saw me, was looking forward toward the ministry. But between this and that is one year of college, one wife and three years in a theological seminary. He was not quite sure that after all he wanted to be a minister. But he would like to be a newspaper reporter, and wanted me to get him such a position. Now while this chap has a pleasant personality, he is as well fitted to be a newspaper reporter as a fuzzy chicken is to handle a snow shovel.

I discouraged this ambition. Then he thought he could work as a free lance writer. Next day he brought in some poetry to see what merit and money there might be in it. It was not worth its weight in gun wadding. I gently told him so and advised him to forever forget poetry except as a pastime, and not much at that. A little later he brought some more of his own make and another bit of verse that he thought had real merit. It had been recited to him by a sailor on the ship that brought him from the

Orient. The sailor claimed to have made it himself. It did have some merit; but when I told him that these verses were made by a poet in Persia some 800 years ago, his countenance fell. I was sorry for him, but it was good medicine just the same.

This young man had been offered a job on a potato farm but his wife did not want him to take it. He had tried house-to-house canvassing for door mats, but he couldn't sell any. He had a little money laid by and could afford to pick and choose for a few weeks at least. He had taught school a little in the Orient; but having no normal school training, he could not get a job as teacher in this city. Then I laid out a program for him. Let him go to the county superintendent of schools and get advice as to what to do in order to get a certificate for teaching a country school. Brush up, and take the first rural school that came along. There is almost always an opening in this line. It pays not less than \$100 a month which sum will keep any kind of western wolf from the door. While he is teaching this school he can carry on his normal school course and go to normal summer schools. Thus he can get his practice and his schooling that will lead to the principalship of a grade or high school, either of which is a most honorable and profitable occupation. The world needs good school teachers worse than it needs good preachers, I told him. He is now brushing up for that examination.

It is estimated that there are 10,000 men in this city just now out of employment. The most of them are men who have never definitely decided on what they want to do for life, and who have never made any well conceived and well sustained effort to fit themselves for competency. So far as I have observed a competent man never lacks bread and board. Almost anybody can be competent if he is willing to drive himself to it.

WISCONSIN BANK'S SEVENTIETH ANNIVERSARY

Seventy years ago A. C. Spafford and C. C. Briggs of Rockford, Illinois, formed a partnership to engage in the business of banking in Rockford.

The Third National Bank, the oldest banking institution in Rockford, recently celebrated its seventieth anniversary of the founding of the banking partnership of Spafford & Briggs, which eventually evolved itself into the present Third National Bank.

It was only a few years after the last tribe of Indians had left Rockford that Mr. Spafford and Mr. Briggs each contributed his share of capital, \$12,000, in embarking upon their new adventure—banking. The partners saw deposits amounting to \$35,000 listed for their private banking institution at the end of the first year.

Soon afterward, D. S. Penfield joined the firm, which was then known as Briggs, Spafford & Penfield.

It was on Sept. 1, 1864, that the Third National Bank was formed to become successor of the private banking house of Spafford & Penfield.

The present bank started with a capital of \$70,000. A. C. Spafford was elected president. Mr. Spafford, founder of the bank, died in 1897, and J. H. Sherratt, one of the directors and a man of prominence in the business community, was named president. G. C. Spafford became president of the bank in 1906 when Mr. Sherratt died. B. J. Chaney was elected cashier.

The present banking house has recently been enlarged with a new vault and a modern exterior, making it one of the city's up-to-date banking houses.

Banking Conditions in the Northwest

Federal Reserve Agent Reviews Activities in the Ninth Federal Reserve District

The report of John R. Mitchell, Federal Reserve Agent at Minneapolis, dated December 28, says:

"Banking conditions in the Northwest during the four weeks ending November 26 continued to show the progress which began with the movement of this year's crop. Demand deposits at 25 selected city member banks in this district increase 19 million dollars and time deposits increased nearly two millions. By the use of these deposits and other funds drawn from correspondent bank balances, these banks increased their security holdings 12 millions, enlarged their loans four millions, increased their reserves with the Federal Reserve Bank and in their vaults by more than five millions, and paid off all their borrowings from this Federal Reserve Bank. Country banks made moderate withdrawals during the last two weeks of the month from their bank balances with these city member banks.

"During the two weeks ending December 10 the demand and time deposits of these banks increased more than eight million dollars, their loans increased eight millions and they added one million to security holdings and one million to reserves.

Decline in Rediscounts

"This Federal Reserve Bank experienced a decline in rediscounts for member banks of 1½ millions during the four weeks ending November 26. The greater part of the reduction came from country banks. Purchased bill holdings and security holdings were reduced during the month and total earning assets were 3½ millions smaller at the close of the month than at the beginning. Federal Reserve notes in circulation increased nearly 1½ millions, member banks' reserve deposits were increased six million dollars and the cash reserves of this bank were enlarged by 11 million dollars.

"During the three weeks ending December 17, there were further declines in all kinds of earning assets at this bank except for a \$216,000 participation in a loan to a foreign bank on the security of gold held abroad. Federal Reserve notes continued to increase moderately, and member bank reserve deposits were increased one million dollars. Cash reserves increased nearly two million dollars during the three weeks.

Savings Deposits

"Savings deposits at 14 banks in Minneapolis, St. Paul and Duluth increased very slightly during the month of November, although there is ordinarily a small decline. The average savings deposit also increased during the month. This is the sixth month of almost continuous increase in the size of the average savings deposit, giving clear indication that the financial condition of people of small means in the cities is improving. The average savings deposit on December 1 was very close to the highest point reached in the last four years.

A Debt-Paying Crop

"A general survey of the financial effects of this year's crop is now possible since the marketing movement has passed its peak. This year will be memorable for the debt paying qualities of the crop which has been harvested and marketed this fall. Briefly the financial history is as follows:

"The coincidence of good crops, excellent prices, and rapid marketing and sale of the grains to take advantage of this market, placed large cash supplies at the disposal of northwestern farmers. Funds poured into the country banks. Loans were reduced and deposits were increased. These banks were able to reduce their borrowings from the Federal Reserve Bank and correspondent banks. A search for investments began. Temporarily, deposits with correspondent banks were built up to take advantage of the interest return. Later commercial paper and bonds began to be purchased.

"In the cities, demand and time deposits swelled to record-breaking totals. City correspondent banks in the Northwest at first re-deposited a large part of the country bank funds with their eastern correspondent banks. Then, their investment holdings were expanded. Interest rates

were lowered. Finally, loans began to increase, a large proportion of which were in the form of commercial paper and loans secured by stocks and bonds.

Improved Banking Conditions

"Concrete evidence of the improved condition of country banks is found in the figures of city member banks and in the records of this Federal Reserve Bank. Six city correspondent banks experienced an increase of nearly 100 per cent. in deposits due to country banks between the end of August and the high point in November. During the last two weeks in November, there was a decline in these correspondent balances. This has been variously explained as a result of December 1 requirements to make settlements to eastern mortgage holders, or a withdrawal in order to purchase investments. Probably both are true. Member bank reserve deposits, excluding those of our selected list of city banks, increased \$3,390,000 during the crop moving period, up to December 10. The borrowings of country banks from this Federal Reserve Bank have been reduced more than nine million dollars from August 27 to December 17. During this period, 88 per cent. of the borrowings by North Dakota member banks were repaid. Declines in borrowings by the other agricultural sections were as follows: Montana, 85 per cent.; South Dakota, 46 per cent.; and Minnesota, outside of the Twin Cities, 57 per cent.

Increase in Deposits and Loans

"City correspondent banks experienced an increase of 40 per cent. in demand deposits and 11 per cent. in time deposits during the crop moving season from August 27 to December 10. Their security holdings increased 30 per cent. and their loans 24 per cent. These banks increased their deposits with eastern correspondent banks 58 per cent. from the end of August to the high point in November, but have since withdrawn one-third of their eastern balances.

"Interest rates at Twin City banks have shown a declining tendency from the 15th of August to the 15th of December.

"The supply of banking funds seeking investment has caused a great increase in holdings of commercial paper in this territory. On November 30, commercial paper reached the largest total in this district since May 31, 1920. The total was 24 per cent. larger than a month ago, 73 per cent. larger than on the same date last year, and 102 per cent. larger than at the low point of 1924, reached on July 31. Investment houses have experienced a marked increase in business from northwestern banks. In August, 30 per cent. of their sales were to bankers, in September, 33 per cent., in October 36 per cent., and in November 33 per cent. During these four months a group of 11 important Twin City firms sold 22 million dollars worth of investments to northwestern bankers, as compared with 10 million dollars in the same period in 1923."

MARQUETTE NATIONAL BANK OF MINNEAPOLIS IN NEW LOCATION AFTER FIRE

Guarded by special police squads and bank officials, \$3,000,000 was moved through loop district streets December 26, from the fire wrecked building of the Marquette National Bank and the Marquette Trust Company, at 517 Marquette Avenue, to a temporary location at 52-54 Fourth Street south.

The four vaults came through the fire which destroyed the old bank building, on December 25, intact.

Digging down through ice covered debris workmen uncovered the vaults. The bank opened its doors at the new location at the usual hour.

Ralph W. Manuel, president of both the bank and the trust company, called a directors meeting to discuss plans for construction of a new building on the site of the burned structure, which was erected in 1895. It is said that the directors have authorized the erection of a six-story building on the old site, and that construction work will be started as soon as weather will permit.

Minneapolis, Northfield and Southern Railroad Increases Trackage

Direct railroad connections between Minneapolis and the Mankato district will be established early in January, when the Minneapolis, Northfield and Southern Railway takes over the Mankato division of the Chicago Great Western Railroad. Completion of arrangements for the transfer, which is to be effective either January 4 or January 11, has been announced by the general offices of the Minneapolis, Northfield and Southern. Approximately 50 miles is involved in the transfer.

The new alignment will give Minneapolis a direct line, entirely independent of St. Paul, to several important towns of the Mankato territory, now served by the Great Western but connecting with Minneapolis only through St. Paul.

The new towns linked more closely to the Minneapolis market are Warsaw, Morristown, Waterville, Elysian, Greenland, Madison Lake, Waters and Mankato. Each of these communities, under present transportation conditions, has access by rail to Minneapolis only after passing through the St. Paul switching district.

Announcement of the transfer of the Great Western trackage to the Minneapolis, Northfield and Southern has been made by W. R. Stephens, assistant to the president and secretary of the latter road.

Addition of the Mankato division will give the Minneapolis, Northfield and Southern total trackage of 125 miles, Mr. Stephens said. The Minneapolis road will operate complete passenger, mail and express service from Minneapolis direct to the Mankato division points, running two trains daily in each direction. The project does not include any plan for the M. N. & S. to take over the Great Western entire freight service on the 50-mile stretch. The Great Western, it was indicated, will continue operation of at least one freight train a day.

The direct connection from Mankato to Minneapolis will be afforded by service over a stub line from Randolph to Northfield, linking the newly acquired trackage direct to the M. N. & S. main line. No purchase is involved in the transfer, which is announced as a lease proposition between the two systems.

The acquisition of the Great Western rights is another important step in the Minneapolis, Northfield and Southern's steady development into a system which already puts an almost complete belt around the Twin City area and affords Minneapolis unsurpassed direct connections with points in central Minnesota.

REDUCED RAILROAD RATES FOR SHOWS IN TWIN CITIES

St. Paul—For the Twin City Market Week, February 2 to 7, and the Twin City Automobile Show, January 31 to February 7, reduced rates of one and one-half fare to St. Paul or Minneapolis for the round trip have been announced by the Northern Pacific Railway.

The rates which are on the certificate plan apply from all Northern Pacific points in Minnesota, Manitoba, North Dakota, Montana and Wisconsin.

The going dates of sale are January 31 to February 6. Certificates, after being validated by either the railway secretary of the Minneapolis Civic and Commerce Association or of the St. Paul association, will entitle the holder to one-half the regular fare on his return trip.

For the mid-winter grain, potato and live stock show and allied farmers' meetings at Crookston, Minnesota, February 9 to 13, a rate of one and one-half fare for the round trip has been authorized by the Northern Pacific from all points on its line in Minnesota, North Dakota and Wisconsin.

MINNESOTA STATE FAIR PROPERTY VALUED AT \$2,695,328

Minnesota State Fair property has a value of \$2,695,328, the annual report of the Minnesota Agricultural Society, on file with Governor J. A. O. Preus, showed. Value of the land and buildings is placed at \$2,452,423.93. The remainder is made up of personal property and other items. The fair showed a 1924 net profit of \$39,593, the total receipts being \$417,010 and expenses \$377,416. Net earnings from

the operation of fairs for the last eight years totaled \$840,961, or an average yearly profit of \$105,120.

ACCOUNTING FIRM MAKES FOREIGN CONNECTION

Marwick, Mitchell & Co., accountants, have entered into a working agreement with W. B. Peat & Co., chartered accountants, whose headquarters are in London, England, and who also practice in Europe, Egypt, South Africa, India and South America. There will be no change in the management of the respective firms but both will practice hereafter in the United States, Canada, Cuba, Great Britain and the Continent of Europe, under the name of Peat, Marwick, Mitchell & Co.

Marwick, Mitchell & Co. have been in the field of public accountancy in the United States and Canada for the past 28 years. Their business is carried on from 31 operating offices situated in the principal cities throughout the country, and they also maintain offices at London, Paris, Marseilles, Brussels and Havana.

Sir W. Harry Peat, K. B. E., C. A., is the head of the firm of W. B. Peat & Co., which has occupied an important position for 45 years in Great Britain, Continent of Europe and other foreign countries, their business being carried on from 36 offices situated in prominent cities.

1925 Will Be a Good Business Year, Says H. D. Thrall

"Yes, we think the year 1925 will be a good business year, that trade will flourish and that salesmen will rejoice," says H. D. Thrall, vice president and treasurer of The Minnesota Loan and Trust Company, of Minneapolis.

"You cannot very well live in the Northwest this fall and believe otherwise—not if you take the Government statistics as to the amount of products that have been raised and match those statistics with the dollars and cents that the farmer is getting for his produce. If you do this, you are apt to be staggered by the amount of money that evidently is pouring into this section of the country. Of course, a great deal of this will be used to pay up past debts, but there certainly is a large amount of it that will be free for new purchases.

"After all, why anticipate a great business rush? Why not, rather, at this time of the year, sit down and contemplate the many fortunes that have attended us in our business life during the past year? As we travel through the Northwest, we cannot help but be impressed by the great development that has taken place here without our being aware of it—how the Twin Cities have grown in that period, how every part of this state has been opened up by good roads, and how many more opportunities we all have for enjoying those things that seem necessary to make life happy.

"All this has happened without any cry of better business on our part. We have gone along developing steadily each year, seeing a little more money spent in the city and the country each year, seeing business increase gradually and without fuss.

"If tomorrow is a pleasant day, drive out through those sections of the Twin Cities that you are not familiar with, especially the outskirts, and see how these cities have expanded. It means that car loads of building material have been used, that many men have been employed in putting up the numberless apartments and the thousands of houses that have been erected. Look at the shopping crowds on the streets and compare them with the crowds we had here 10 years ago. Truly, these cities have become a metropolitan center in that time. It means that in spite of poor crops, in spite of the oft-asked question "When will business be better?" we have been enjoying a reasonable amount of prosperity. It means that the Northwest is on a substantial basis, that one or two years of adverse conditions cannot check the development of this section of the country and that we may look forward during the next 10 years to a period of perhaps even greater development than has taken place within the last decade.

"Yes, we think we will have a prosperous year in St. Paul and Minneapolis in 1925, but let us not forget to be thankful for the blessings we have received during 1924."

CAPITAL and SURPLUS
\$7,000,000.00

GOVERNED
BY
SOUND
PRINCIPLES

CENTRAL TRUST
COMPANY OF ILLINOIS
CHICAGO

Mitchell Forecasts Firm Money for 1925

Chicago, December 30—Chicago bankers are a unit in forecasting a firmer money market for the first half of 1925 than has been experienced during the last half of 1924, but none of them look for much higher rates and to most of them it would be surprising if 5 per cent. was reached prior to mid-year. Recently there has been a slight hardening, but commercial paper has been going at 3½ per cent. in the past week, or only one-half of 1 per cent. above the lowest level of the year, which was experienced several weeks ago, where prime names are concerned, and collateral loans in the last week were made as low as 4 per cent., which is the basis for rediscounts at the Federal Reserve Bank. Recently there has been a growing inquiry for larger amounts than were required last summer or later in the fall by industrial and mercantile enterprises, but now some of the heads of big loop institutions are feeling the stimulus of growing activity, and the increase in circulation noted by the Chicago Federal Reserve Bank is another indication of the growing needs of general business in this territory.

Big Borrowers in Market

John J. Mitchell, president of the Illinois Merchants Trust Company, who has viewed the situation placidly during the period when many of his clients were complaining of the slackening in business, does not anticipate a return to the low interest experienced during the last half of 1924, but rather looks to a slightly higher level owing to the fact that some of the bank's major clients have entered the market for round lots of money, ranging from \$500,000 to \$2,000,000. Completion of inventories have been awaited before making banking commitments on a large scale, and now that these have been taken and digested he expects that a marked progressive movement will be in evidence with the turn of the year. "I am looking forward to an active merchandising and industrial year," he said, "and current indications point to higher rates of discount during 1925. We have been having calls for larger amounts of money from big industries, and the improvement which began immediately after the national election has apparently permeated the physical system of general business. Large railroad earnings carry the proof that dullness was not intense even prior to November, but at that time there was not the sense of security that exists now and clipping radical wings has brought people to the realization of their present safety.

Banks Holding Bonds

"Money rates are a little firmer and an increase in the demand will not find any very large surplus of idle funds available notwithstanding the low rates which have prevailed for many months past. During the period of the slack demand for money the banks have invested very large amounts in bonds, and as a result the free supply of credit is not large in comparison with the amount of deposits. The banks are not likely to sell their bonds until they feel assured that an increased demand for current loans is likely to continue. The stock market has been the first to reflect the better sentiment resulting from the November election and the response there has been natural. When it is considered that a few months ago the election of La Follette or the throwing of the election into

Congress, with maybe the choice of Charles Bryan for President, was being widely discussed as a possibility, it is not surprising that stocks have advanced. With railroad shares this is particularly true in view of the fight which La Follette was making against the Transportation Act. But these things are past now and with the business outlook as good as it is the stock market appears to be on a sound footing, especially as prices before election were low. People are buying stocks with their own money, the expansion in loans on stock market collateral having been small.

The largest decrease in the reserve ratio of the Chicago Federal Reserve Bank of the current year was registered last week when it dropped from 73.7 to 69.7 per cent., total reserves displaying a loss of \$12,000,000 for the period. Meanwhile circulation increased \$3,000,000 and deposits expanded \$10,000,000. There was an increase of \$2,700,000 in total bills discounted and \$7,430,000 in bills bought in the open market. Government security holdings expanded nearly \$2,000,000. These figures reflected the expansion which has been steadily going on in general business in this district, and the figures of the clearing house more distinctly indicate the growth of trade in Chicago. Although a year ago the week preceding the holidays was notably active, yet this year the total clearings for the same time were \$44,000,000 greater than in 1923 and exceeded those of 1922 by \$20,000,000.

Bank Dividend Due

Consolidation of the National City Bank of Chicago with the National Bank of the Republic a week ago Monday will result in both institutions having excess assets to be liquidated and distributed to stockholders of record of December 17. It is believed that the shareholders of the National Bank of the Republic will receive 40 per cent. in liquidating dividends and the National City 20 per cent. These payments will be spread over a number of months. Trading in the new stock began last week at 175 and the quotation rose to 180 under an active demand as it is expected to start dividends at the annual rate of 8 per cent. The opening of the new National Bank of the Republic with the accession of the National City last week was the feature of the financial district. Flowers were sent in profusion to the officials and the interior of the banking quarters presented an animated scene. Vice Chairman David R. Forgan is on the mezzanine in a private office adjoining that of Mr. Woodruff, his associate vice chairman, and Mr. Otte, president of this newly reorganized \$90,000,000 institution, has his private office also on the mezzanine overlooking La Salle Street. The interior of the bank has been tremendously improved by the alterations made under the direction of Vice Chairman Woodruff and it is now one of the most complete and modern financial institutions in the loop district. The bank now ranks third among the national banks of Chicago, with total assets of \$91,740,000, capital of \$4,000,000, surplus of \$1,000,000, undivided profits of \$500,000, deposits of approximately \$80,000,000, loans of \$50,000,000, bonds of \$15,000,000 and cash of \$20,000,000.

Underwood to Retire

Frederick W. Underwood, who took the decrepit Erie

road and transformed it into something worthwhile, will retire from active railroad life next year after the merger of the Erie with Van Sweringen lines is completed and return to his native state of Wisconsin and become dairyman of major importance. He has already resigned as vice president of the Union Pacific, and his retirement in 1925 as president and chairman of the executive committee of the Erie will mark the conclusion of a span of more than half a century spent in building and managing railroad properties. Mr. Underwood was in Chicago last week for a brief period and instead of spending the Christmas holidays at his Wauwatosa home in the suburbs of Milwaukee as he had anticipated, he speeded back to New York to participate in some unexpected conferences over the completion of the leases which will finally place the Van Sweringens of the properties recently purchased after the documents have been passed upon by the several directors.

There had been no new developments in the consolidation of the Chesapeake and Ohio, Pere Marquette, and Erie with the Nickel Plate, Mr. Underwood said, and he was not inclined to cross his bridges prefacing retirement before reaching them. He had no comments to make upon the statement issued by the Interstate Commerce Commission that the Erie has wasted millions of dollars in repairs on locomotives from 1920 to 1923 by sending them to outside shops, contenting himself with a remark that after the road had been returned by the Government to its owners for operation so much motive power required immediate attention that it became necessary to do as other roads were doing, and later on the strike of shopmen necessitated the continuance of this plan for repairing locomotives.

Built Soo; Delighted

But he did illuminate the pages of history with a story hitherto not related. He was the builder of the Soo road across the northern boundary of Wisconsin and Michigan and struck through virgin forests back in 1888 when he laid tracks eastward from Minneapolis which subsequently gave the Canadian Pacific an entry to the East which it still maintains. This particular stretch of rails over a distance of 350 miles was laid at a cost of only \$20,000 a mile and required four years to complete, and then, so the Erie veteran relates, it was difficult to find passengers to utilize this new traffic thoroughfare from the Minnesota metropolis to the Saulte Ste. Marie. As a matter of fact the first train left Minneapolis in 1892 eastward without a passenger, although its departure had been widely heralded and completed the journey as it had started with only the train crew on board the two sleepers and diner hauled by a spick and span locomotive of the latest type. He chuckled when he told how sometimes when there were only two or three passengers on this train the conductor would pay their hotel bills at some station until the next train was due to come along and then head back to the West. It was cheaper to pay for board and lodging of passengers than complete the haul, but fortune eventually favored the new line and Mr. Underwood managed the road for 12 years before moving to the Atlantic seaboard and assuming the presidency of the Erie. Another point in history is that he began his business career with the Chicago and Northwestern road and not the Chicago, Milwaukee and St. Paul, somewhere back in the 70's, but he subsequently shifted over to the St. Paul and in 12 years after he became an employe of Alexander Mitchell in 1874, he rose from a minor position to that of general manager of the system which now extends from Chicago to the Pacific Coast. Mr. Underwood looks forward with unmitigated pleasure to his return to Wisconsin and indulgence in his favorite occupation as an agriculturist and dairyman. He is tremendously proud of his herd of prize milch cows and their record-breaking abilities as butter producers, and the place of his nativity in the suburbs of Milwaukee has been placed in apple pie order for his future place of residence.

Outlying Districts Improve

John J. Krause, vice president of the Home Bank and Trust Company on Milwaukee Avenue, said the northwest side of Chicago has been experiencing the same conditions

that have been apparent all over the country during the past six months. "Industry has been more or less slack and trade has also been quieter than usual," he said, and the banks of course feel the effect of these influences. We have an excess of surplus funds and like other bankers experience the difficulty of keeping idle money profitably employed. With commercial paper selling as low as 3½ per cent. it is necessary to reduce rates of discount, and the minimum rate over our counters is now 4½ per cent. This of course means smaller banking profits than is usual at this time of the year, when the requirements of borrowers are larger than at most periods. Additionally, it costs more to operate a bank now than it did 10 years ago, and with money piling up in bank vaults and interest rates low all over the country the bankers feel the influence of smaller returns upon investments just as all other businesses do. There was considerable unemployment last summer, but recently there has been some betterment noticeable in industries located in this part of the city. This period of unemployment of course caused people to dip into their savings. Perhaps as a class the people who live in this neighborhood are more thrifty than others. Our deposits of \$9,506,420 are a reflection of the economies our clients practice, and when the business situation clears away I look for a tremendous improvement in industry as people are confident of the soundness of underlying conditions here."

Trade Picking Up

"Business is picking up in this part of Chicago," said James Davis, vice president of the Noel State Bank, "and this improvement is rendered all the more notable for the fact that it has been rather poor during the summer. At times industry was almost flat and the volume of mercantile sales only moderate owing to the inclemency of the weather. Merchants stocked up with goods in expectation that trade would resume a normal phase, but last summer we had rain and cold weather, and so far this fall it has been fair and warm so that conditions have been altogether unfavorable for the merchants. At the same time

(Continued on page 49)

Your Bank's Reserve

GOOD marketable bonds form an ideal secondary bank reserve, furnishing a high degree of liquidity which enables the bank to keep itself well protected even in emergencies.

The income producing power of bonds is important, too, under present easy credit conditions when deposits in so many localities are far ahead of the local demand for funds. Why not take advantage of the present situation to broaden and diversify your bond holdings, thus furnishing better security to your depositors, at the same time keeping your surplus funds profitably employed?

May we submit offerings especially suited to bank investment?

Wells-Dickey Company

Established 1878

MINNEAPOLIS

St. Paul Duluth Chicago Great Falls Seattle

Holidays No Check to Bond Demand

Chicago, December 30—There has been no letup to the demand for bonds and the usual holiday dullness was a thing far apart from the Chicago bond market this week. There was an unusually large volume of new offerings, but this was all taken and oversubscriptions were numerous. The bull campaign in stocks and grain has not reduced the army of investors and if it has accomplished anything it has been to increase the demand for bonds. An offering of \$40,000,000 Andes Copper Mining Company 7 per cent. convertible debentures by a syndicate headed by the National City and Guaranty companies of New York at par and interest met with an excellent reception. The Continental and Commercial Trust and Savings, Halsey, Stuart & Co., and other houses brought out \$4,000,000 of Zelgler Coal and Coke first 6½ per cent. sinking fund bonds, maturing from 1925 to 1939, at prices to yield 4.75 to 6.50 per cent. This company's properties lie in the Franklin County, Illinois, bituminous fields and are considered the best in the country. They are the property of the Leiter estate and the bonds have been brought out to reimburse Joseph Leiter for an advance payment to other heirs to the estate.

Stocks Go Readily

John Burnham & Co., headed a syndicate offering 40,000 shares of the E. S. Evans & Co., class A stock at 25 a share, and the emission attracted widespread attention. Blair & Co. headed a syndicate offering 40,000 shares of class A stock of the Botany Consolidated Mills at \$48 a share. A Chicago syndicate inclusive of the National City Company brought out \$3,000,000 Tennessee Electric Power first and refunding mortgage 6 per cent. bonds at 99½ and interest, and the National City Company headed another syndicate which offered \$2,500,000 Los Angeles 4¾ per cent. bonds at a price to yield 4.50 for all maturities. Edith Rockefeller McCormick Trust 6 per cent. bonds to the extent of \$1,337,500, secured by a first mortgage on 1,547 acres of Chicago lake shore property appraised at \$2,750,000, were brought out at par and interest, and another syndicate was responsible for an offering of 400,000 shares of Briggs Manufacturing capital stock at \$39 a share. An issue of \$1,200,000 National Fabric and Finishing Company, 7 per cent. cumulative preferred stock at \$100 a share met with a satisfactory reception, and 187,500 shares of the Eastman Kodak Company by a banking syndicate at \$110 a share met with an oversubscription. A syndicate of international bankers brought out \$10,000,000 of Fried Krupp bonds to mature in five years at 99¼.

Swift Issues Boom

That the annual statement of Swift & Co., will be extremely satisfactory was forecasted during the week by a perpendicular rise of 6 points in the shares of the company to 117. The buying came from strong sources and imparted a firm tone to the local market. International ran up 1½ points, Cudahy improved 1¼ and Armour of Illinois rallied after breaking 1½ points with the Delaware emission. Trading on the Chicago Stock Exchange was brisk throughout the week although many members were absent owing to the holiday festivities and the most activity was displayed in Stewart-Warner, which fell back 4 points and then rallied 7. The Yellow Cab and Yellow Manufacturing shares were temporarily stimulated by the announcement that the public had been taking shares as a result of an effort made by the company employees to distribute them, but in La Salle Street this chauffeur marketing did not create a favorable opinion and a break of a point in Omnibus was not a reassuring evidence of prosperity. The upward movement in Consumers preferred continued without interruption and another betterment of 1½ points was established, Ward rose 2 points, Gypsum rallied 2, and Pines Winterfront 7 points to a new high level.

Consolidation of the Chicago and Joliet Electric Railway, Dellwood Park and Joliet Electric, Chicago and Joliet Transportation and Quincy Electric and Heating Companies has been effected through purchase by the Central Illinois Public Service Company from the American Power and Light Company, of Philadelphia at a price approxi-

mating \$8,000,000. The sale has received the approval of the Illinois Commerce Commission, which has given authority to issue \$4,800,000 in bonds additional to \$4,661,700 paid in cash to complete the purchase.

Creditor Now; Debtor Once

American investments in European securities are attracting more public attention now than foreign investments in American securities elicited 10 years ago, when the world had approximately \$10,000,000,000 placed in the bonds and stocks representing United States industries and mercantile corporations and the railroads. The recent flotation of \$200,000,000 German government bonds of which \$110,000,000 was sold in the United States, and several emissions from France for the betterment of French railroads, unleashed considerable adverse criticism which questioned the ability of the borrowers to meet their obligations at maturity. This brings to mind that Europe has been a large creditor of the United States at times when American credit was not on a parity with existing conditions, but that this credit was never withdrawn and as a matter of fact foreign capital for investment here has invariably exceeded the volume of offerings.

Foreign investments in American securities dates back to the earliest times prior to the Declaration of Independence, when the Republic was first established its industries were in an undeveloped state, and of capital there was very little, practically everything being done on English money. When the construction of railroads was begun here at the close of the first quarter of the nineteenth century it was mostly with foreign capital that the first undertakings were financed, and as this country grew this investment grew with it. In time America began to accumulate capital and extend its traffic arteries, but American securities had found favor abroad and a stream of European money toward this country kept increasing in volume up to the time of the Civil War.

Europe Aided Us Before

With the resumption of specie payments in 1879 foreign capital came here in even greater volume and every large emission of bonds and stocks was largely participated in by European banking houses in spite of the fact that the United States has passed through a long period of hard times and serious depression and its credit had been seriously impaired. British investment here invariably exceeded that of any other country, and in 1901 it was estimated that investors in the United Kingdom had approximately \$1,400,000,000 locked up in American bonds and stocks. This expanded to \$6,000,000,000 in 1905, but two years later contracted \$2,000,000,000 and then rose steadily until in 1910 it approximated \$8,000,000,000, but in the summer of 1914 this investment had been reduced to about \$4,000,000,000. At that time Germany had \$1,350,000,000 placed in American industries and railroads, France about \$1,000,000,000, Holland \$650,000,000 and other foreign nations about \$3,000,000,000 distributed chiefly in Russia, Italy, Scandinavia, Spain and Austria. In the early part of 1914 it was estimated that the United States paid Europe \$300,000,000 annually on foreign held American securities, \$250,000,000 a year for its tourists in Great Britain and the continent, \$150,000,000 in remittances to friends and relatives in the old country and \$50,000,000 for freight. Additional to the foreign holdings of stocks and bonds early in 1914 representative of our industries and traffic lines, the late Norman B. Ream, who was a close student of foreign finance and economics, figured that Europe held nearly \$1,000,000,000 in short term notes sold abroad by mercantile, railroad and steel companies, and that before German armies began their march through Belgium the United States paid to Europe \$55,000,000,000 more than the total amount of merchandise exported.

High Yields Attractive

As it was the high rate of yields Americans paid that was extremely attractive to the foreign investors prior to 10 years ago, so it is the large returns Europe is now willing to concede to American investors in its effort to effect its rehabilitation. The partial reconciliation of European

nations through the medium of the settlement of German reparations by the plan drafted by Vice President Elect Dawes has opened the gates to American investment of tremendous surpluses of money seeking an adequate return, and this flow toward Europe should not be checked by biased critics when high banking authorities have placed their stamp of approval upon German, French, Italian, British, Austrian and Belgian securities. In the language of a leading Chicago banker, the money America loans in Europe will return many fold in the guise of employed labor and eventual prosperity in the United States.

New Houses to Open

Wall Street is finding La Salle Street attractive because of the broad grain market and opening of a cotton market on the Board of Trade and New York Stock Exchange firms are preparing to invade Chicago in force, so the story runs in the financial district. In the last 10 months there have been a number of new houses established in Chicago representative of some of the most prominent firms in Wall Street, and their profits have been entirely satisfactory owing to the tremendous volume of business on the Board of Trade and stock exchanges they have participated in, and the activity of the security market has provided additional reasons for being satisfied. This week A. A. Houseman & Co., one of the largest private wire houses identified with the New York Stock Exchange, has established a relay office in the Postal Telegraph Building and it is expected here that in the next month this firm will have traders on the Board of Trade and Chicago Stock Exchange to handle the business direct. Another house which is expected to open here is Ware & Co., which is well known throughout the financial district as J. Herbert Ware, the head of the house firm, was for years a resident of Chicago and senior member of the Ware and Leland. Several years he retired from the firm and went to New York to reside. Keech & Co., will also open here next month with Thomas Miller and John May as their representatives.

American Radiator in the first nine months of this year earned a net income of \$8,302,471, or \$10.14 a share on the \$28,374 shares of \$25 par value outstanding. The gross profit for the first nine months of 1924 totaled \$16,761,237. Expenses, depreciation and depletion amounted to \$7,260,667 and interest and Federal taxes aggregated \$1,424,830. Other income brought the net to \$8,302,471.

Cudahy Profits Big

Largest net earnings since 1918 are revealed in the report of the Cudahy Packing Company for the fiscal year ended November 1 last. The statement showed profits of \$3,352,229 after all deductions, equivalent after preferred dividends to \$16.08 a share earned on the common stock, as against \$2,010,198, or \$8.30 a share, in 1923. The nearest approach to this showing in the last six years was in 1919, when net earnings were \$2,064,996, or \$8.61 a share, on the common.

Pre-holiday quietness prevailed in the unlisted market during the week, but prices generally held up firm and in several instances higher levels were reported. American Seating common made a further gain of 2 points at 52 bid. Brennan Packing at 51 bid was up 2 points. Bucyrus common was very strong and at 110 bid, 114 asked was up more than 8 points. Butler Bros. was neglected and the tendency was inclined slightly lower with sales reported between 34½ and 35. By-Products Coke common was slightly easier at 45½ bid, 47½ asked. Chicago Mill and Lumber preferred, although ex-dividend, was freely wanted at 97 and higher with practically no offerings appearing in the market. Elgin National Watch was quiet and practically unchanged at 66 bid, 69 asked. Holders of record January 3 of this stock will on January 20 participate in the last half of \$2.50 per share of the recent extra dividend. Fairbanks Morse preferred was up fractionally with sales reported between 103 and 104. First State Pawners rights were exceptionally active, sales being reported between 4¾ and 5¼. Goodman Manufacturing was neglected with stock available at 56. Kellogg common was up more than \$1 in the bid price with buyers at 37 and practically no stock for sale below 39. Kraft Cheese preferred, although

ex-dividend, was wanted at par. This represents an advance of several points during the week. La Salle Extension University common and preferred were in demand at 12¾. Northwestern Yeast was steady with buyers at 178 and stock available at 182. Palmolive Company common was up 5 points in the bid price with buyers at 82.

La Salle Street Gossip

Dillon, Read & Co., have admitted Albert M. Barnes, Dean Mathey, Ralph H. Ballard and Duncan H. Read to partnership.

Frederick D. Countiss, resident partner of S. B. Chapin & Co., and for years head of the Chicago office, will retire tomorrow, and Charles B. Ackerson will be admitted to the firm as a general partner. Mr. Countiss has been in ill health for more than a year and during that period has been confined to his residence at La Geneva.

Thomson and McKinnon said of the stock market: "The market will have to be put to a test. The test may come at any time. We would rather pursue a safe course, being prepared for eventualities and this can be done only by marketing some long stocks and being in a position to take advantage of a sharp reaction when it comes."

Paine, Webber & Co., commenting upon the security sit-

(Continued on page 49)

THOMSON & MCKINNON

NEW YORK CHICAGO INDIANAPOLIS

Brokers

**GRAIN, PROVISIONS, COTTON,
STOCKS, BONDS**

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*For 56 years—
one of Chicago's
most favorably known
commercial banks*



FREDERICK H. RAWSON
Chairman of the Board

HARRY A. WHEELER
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**UNION TRUST
COMPANY**
CHICAGO

RESOURCES MORE THAN \$75,000,000



Attracting the Attention of the "Glancers"

Not Only the "Reader" but the "Glancer" Must be Appealed to if You are to Cash in on Your Bank Advertising

The subtle thing about advertising is that it gets in its work even in one short moment—and without leaving a conscious knowledge of what has been read. We see all about us men who would swear they never read advertising. Take such a man and examine him—ask him what sort of hats he wears—what sort of collars—shirts—suits—sox—shoes—what sort of breakfast food he eats—soap he uses—tooth paste—shaving cream—what plays he sees—and determine for yourself whether or not advertising had its effect on his daily life. Ask him difficult things—the best way to wash delicate silk sweaters for instance. The prize "roughneck" of my acquaintance who denounces advertising as wasted effort admitted to me that Lux was the soap with which to wash laces and silk sweaters—much to his own disgust.

All this advertising result has been gained in that one automatic glance which our advertising will surely get. Add to this the 10 per cent. reading time to which we are entitled if our advertising merits it and the great force of salesmanship by the printed word is apparent.

The "glancer" knows—some way—that the First National is a strong conservative bank and eager to offer counsel and cooperation to its depositors. He believes perhaps, that someone has told him—someone has recommended the bank to him, but he doesn't know who or when. When he buys soap he accepts Ivory soap because he knows certain things about it—he doesn't know how he knows. He just "always knew" about it.

Applied to Bank Advertising

Let's apply this to our own problem—bank advertising. For instance, there is Bill Smith. He has a garage or a drug store or something, three or four youngsters, owns his home and carries an average balance or perhaps three hundred dollars. Smith is the steady sort of a banking prospect which is worth while going after. He banks with the fellow around the corner and some day will change his bank. While Bill is perfectly satisfied with the banking service he is receiving he automatically remains in the "glancer" class.

From his glances he receives this impression. First National—old in years, young in policy—linked with the commercial future of Hometown—every facility—courtesy—cooperation—just the general idea of prestige and institutional "feeling." Then, someday, Smith discovers, in conversation with others that he "guesses the First National is a pretty good place to bank." The discovery doesn't surprise him. It seems that he has always known it.

Then something happens that Bill wants to change his banking headquarters. The advertisements of the First National suddenly begin to mean something. He becomes a "reader." The impression he has gained from glancing—without being conscious of it—is confirmed by the bank's own signed statement of its aims and policies. The selling of the First National to Bill Smith has been accomplished without his having the slightest knowledge that advertising has affected his decision at all.

"Glancers" and Readers

Our newspaper circulations are made up of Bill Smiths—glancers and readers. We must plan each advertisement to create a favorable impression on the glancer and to sell the reader. There are several practical technical suggestions that will help accomplish this.

First reach the glancer often, with a different angle each time—yet all tending to build the general impression of solidity and helpfulness.

Second, by the use of illustrations, which clearly convey the impression, it is possible to make the whole advertisement understandable in a moment.

Third, by the use of headlines which tell the story—give a complete thought—we may leave one definite idea of our services in the mind of the glancer. Fourth, the signature should be clearly legible and large enough to be included in the moment of his time allowed us.

So the glancer receives the impression of a well propor-

tioned, neatly arranged space, an illustration portraying the solidity, comfort, size or strength of the institution, a straightforward, punchy statement setting forth the bank and its services as something worth while to him in his daily life, and a signature that leaves no doubt as to the identity of the advertiser.

The foregoing principle of advertisement construction is doubly valuable inasmuch as every "reader" is first, momentarily, a glancer. In this short moment we are required to arouse his interest to the point where he will continue his reading. In the steps to make a sale (attract favorable attention, arouse interest, stimulate desire and impel action), the second, arousing interest, must be accomplished in that short moment or not at all. We must do it through the illustration, headline and, perhaps, the opening sentence of the copy. From there on we may take for granted that we have the interest of the reader and proceed with the last two steps of our sale.

Who Reads Your Ads

In answer to the question as to who reads your advertisements, we may safely say, "Those who are interested in the first impression gained from the advertisement."

A very high proportion of the readers of the newspaper you use receive the glancing impression, however, and sooner or later become interested enough to read on. Consequently the business of advertising is that of making readers out of glancers—and this can be accomplished only through the most careful attention to general appearance and idea. There must be enough in each advertisement for the man who glances as well as for him who reads.

From all of which we deduce that there are two important phases of each advertisement to be considered before its publication—the general impression and the specific sales argument. As you look at your advertisement with partially closed eyes—just so that none of the smaller type matter is legible—does what you see tell the story which is enlarged upon and explained in the text?

If we are to dig out the very last ounce of advertising value from our work we must look to the "glancer" as well as the "reader."—Coast Banker.

* * *

A SUGGESTION

It is important that banks should be able to establish the date on which statements, together with cancelled checks, are returned to their customers—this applies to pass books as well, where the old time method of "writing up" is still continued.

In case of an action being brought against a bank, because of the discovery of a forgery, the importance to the bank of being able to have an official swear positively that vouchers were returned on a definite date, can hardly be estimated—it may mean a liability or favorable decision as the case may be.

It is most desirable that a custom be established in banks of doing this regularly each month so that the preponderance of evidence at a trial of a case will show a fixed practice in this regard. How important cancelled vouchers are to a bank is very likely to be made clear, if they cannot be produced or the delivery to the customer at a specified time be fixed. An easy method would be to have the individual bookkeeper make a note on the ledger that vouchers and statement were returned at such a date at each recurring time of surrender.—E. J. Gallien, secretary, New York State Bankers Association.

* * *

PROMISE YOURSELF

To talk health, happiness and prosperity to every person you meet.

To be just as enthusiastic about the success of others as you are about your own.

To give so much time to the improvement of yourself that you have no time to criticize others.

Minnesota's Big Gain in Merchandise Exports

Washington—Minnesota registered the greatest gain of any state of the Union in the matter of increasing its merchandise exports for the three months ended September 30, 1924, according to statistics just released by the Department of Commerce.

Jumping its total foreign sales \$14,490,218 or nearly 150 per cent. over the figures of the previous quarter, Minnesota registered valuations of \$25,430,137, and advanced from 21st to 11th position in the relative standing of the different states for the quarter under review, replacing Virginia, Washington, North Carolina, Wisconsin, Georgia, Oregon, Maryland, Indiana, Mississippi and Kentucky in the relative standing of the various states. This wholesale increase in foreign shipments over the values of those of the three months ended June 30, 1924, is still greater than for those of the first quarter of 1924, when totals of \$9,257,387 were reached.

Wheat exports continued to hold the lead over other commodities, and were valued at \$9,336,424, as against \$2,768,422 for the previous quarter. Rye shipments came next with valuations of \$8,309,921, as compared with \$1,669,491 for the earlier quarter, and were followed in order by wheat flour, whose figures amounted to \$1,458,445, or \$375,359 better than the figures for the three months ended June 30, 1924; hams and shoulders, valued at \$1,018,088, a drop from the figures of the two previous quarters of the year, and bacon, with valuations of \$855,207, more than double the amount for the previous three-month period.

The 10 states leading Minnesota in returns for the third quarter of 1924, and the amounts of their exports, are New York, with figures of \$175,909,180; Texas \$163,205,839; Pennsylvania \$71,834,632; Illinois \$70,755,613; California \$54,374,555; New Jersey \$49,852,174; Louisiana \$46,470,829; Michigan \$39,715,774; Ohio \$31,071,984, and Massachusetts with \$27,702,446. Minnesota led its nearest competitor Georgia, by nearly \$1,000,000.

Grand totals for the first nine months of the year give Minnesota \$45,627,443 for merchandise exports, and 17th place among the states of the Union in relative standing. Minnesota was but \$1,295,637 behind Oregon for the three quarters' trade, and \$3,767,933 ahead of Indiana, its runner-up.

FORECAST OF THE WORLD'S SUGAR CROP

New York—Estimates recently published in London forecast the world's sugar crop in the coming season at 22,467,000 tons. According to advices received by the Bankers Trust Company of New York from its English Information Service, Europe will produce this season nearly two million tons more sugar than in the previous season. The total world production, both cane and beet, now approximates the average production of the three years immediately preceding the war. Trade experts estimate that European beet sugar output for 1924-25 will total 6,961,000 tons, comparing with 5,057,000 tons in 1923-24 and 4,574,000 tons in 1922-23. The British experts expect the Cuban crop this year will surpass even the record output of the last campaign. The actual out-turn then was 4,052,000 tons and the estimate for this season is 4,500,000 tons. Increased production is also forecasted for other cane countries.

Trade reports are to the effect that a steady increase in consumption is going on. The trade looks for a new struggle between beet and cane sugar as one of the possibilities of the future. If European beet sugar production continues to increase, it is thought the time may not be far distant when there will be a reversion to the export bounty system which led to the creation of the Brussels sugar convention in 1903.

WASHINGTON POWER COMPANY DIVIDEND

Spokane, Wash.—The Washington Water Power Company of Spokane has declared its fourth quarterly dividend for the year of \$2 a share, amounting to \$408,884 on a capital stock of \$20,444,200.

The dividend was declared at a meeting of the executive committee of the board of directors held recently. It is

at the rate of eight per cent. for the year on a par value of \$100 a share for the stock.

Since going on a dividend paying basis, more than 25 years ago, the company has paid 107 quarterly dividends to stockholders. The new dividend will be payable January 15 to stockholders of record December 24.

GOVERNOR PREUS URGES MEASURES TO SAVE FORESTS

St. Paul, Minn.—Steps to further conserve the timber of Minnesota, especially in Cook and Lake counties, as an attraction for tourist trade, were taken at a meeting of the state timber board and representatives of the state forestry, game and fish departments and of the Ten Thousand Lakes Association, in the office of Governor Preus, December 26.

Governor Preus said that in his opinion northern Minnesota is destined to become the national playground in the near future and that steps should be taken to preserve the territory in its primeval condition.

The governor urged that a resolution be adopted by the timber board, to prohibit the sale of timber in Cook County and also some provision to stop any general sale of timber in Lake County. He argued that if the state "shuts off the sale of timber in these counties, it will lessen the possibilities of lumber companies beginning operations in those two state units."

The resolution also includes that there be no destruction of wild life or that anything be done to injure the opportunities for making Minnesota the American summer resort. He explained that northern Minnesota has scenery which is more effective and attractive to the tourist than that found anywhere in the United States.

"Minnesota, with its beautiful lakes and inviting timber belts, is bound to attract tourist trade from all parts of the country," the governor said. "Steps should be taken to preserve for future generations the beautiful stands of timber which are the main attractions to the tourist, not only of this state but of the nation at large."

**FEDERAL and STATE
INHERITANCE TAXATION
HERMAN C. J. PEISCH
CERTIFIED PUBLIC ACCOUNTANT
Member American Institute of Accountants
McKNIGHT BUILDING MINNEAPOLIS**

Capital and Surplus \$18,000,000

INTERNATIONAL
MPORTS AND EXPORTS FINANCED
NDIVIDUAL ATTENTION

ACCCEPTANCE
RBITRAGE AND FOREIGN EXCHANGE
DVICE AND INFORMATION

BANK, INC.
ONDS AND SECURITIES
ULLION AND CURRENCY

PAUL M. WARBURG
Chairman

F. ABBOT GOODHUE
President

52 Cedar Street, New York

Annual Review of Business Conditions

Stewart W. Wells, President, Wells-Dickey Company, Minneapolis

The history of the crop year of 1924 has been nearly written. The Department of Agriculture report is that the principal of cultivated crops will have a gross farm value of \$9,749,000,000. This does not include live stock products. The same crops last year were valued at \$8,727,000,000 and two years ago at \$7,816,000,000. The final figures will show nearly \$1,000,000,000 more returns from agriculture than a year ago. To appreciate this properly it must be taken into account that this billion dollars is in the upper bracket of profits. Like the strap hangers in the street car, the latter figures of crop production represent clear profit. The early figures are consumed by expenses. This must be borne in mind constantly in appreciating the changed buying power of the country now and a year ago. All industries are thereby favorably affected, but the point of origin of this wealth, of course, has a priority of advantage.

The increase in agricultural purchasing power this fall, not only on the farm but all lines directly dependent upon the farm, is very marked. It is like new life-blood poured into the business body, making its influence felt in banking, manufacturing, merchandising and transportation.

Rebound of High Prices for Grain

The war and the period after the war contained no blessing for the farmers. The temporary advantage of high prices for grain was a boomerang. For a period of years everything has operated against the farmers, whereas the manufacturing communities of other sections of the country have had peaks of prosperity which compensated and sometimes more than compensated for their periods of depression. In other words, the Northwest with its farming life has not been going on even terms with the rest of the country for a considerable period of time. Now conditions are changed. The best economic thought favors the idea of a cycle when agricultural products will have a purchasing power comparatively superior to the purchasing power of other industries. The farmer and his city cousin of the Northwest are decidedly seeing better times ahead.

Farm prices generally have been such since the harvest as to insure the farmer a good profit of his year's operations. Interest naturally centers in the wheat crop of 872,673,000 bushels, as against 797,381,000 bushels a year ago. This is about a 10 per cent. increase in bushels on 10 per cent. less land area than in 1923. The money value at present prices is about \$400,000,000 greater than last year. So it becomes evident that the wheat farmers are getting almost half of the total increase in the value of our national farm production.

Transformation in Northwestern Banking

Northwestern banking during 1924 has shown a wonderful transformation. The beginning of the year saw frozen credits everywhere and many banks forced to close. So serious was the situation at that time that earlier in the year business men and bankers of both the East and the West under the advice and suggestion of President Coolidge, organized the Agricultural Credits Corporation to extend relief in needy sections. At the present writing this corporation has practically ceased active operation so far as banks are concerned, although it is still doing much in the way of individual loans for live stock and other diversification measures. Viewing the banking situation in the Northwest at the close of the year, it is evident that its position has been decidedly strengthened. The total borrowings by national and state banks in the five northwestern states have been cut practically in half. Bank deposits in Minneapolis have reached the highest point ever known and during October were nearly 20 per cent. greater than a year ago. Of course, this is not an accurate reflection of the situation generally because it was only natural that as funds came flowing from crop sales into country banks these banks should in turn make heavy deposits with their city correspondents, building up their reserves until such time that the funds might be needed elsewhere. During the same period there has been little in the way of industrial expansion in the cities, so that city deposits were still further sustained.

Statistics at the Minneapolis Federal Reserve Bank show a remarkable increase in the quickly available bank resources such as cash, funds on deposit with correspondents, etc. In North Dakota liquid bank resources have increased over 40 per cent. during the year; in Minnesota about 30 per cent., and in Montana around 30 per cent. This has been a direct result of the heavy liquidation of farmers' notes and longer time paper and of the heavy cash proceeds from this year's crop.

For the first time since the war, northwestern banks in any appreciable degree have been making accumulations of secondary reserves of good marketable securities. This movement is perhaps due to two causes, first, swollen bank deposits quite beyond local credit needs, necessitating the employment of a part of his funds outside, and second, the desire of northwestern banks to protect themselves against a recurrence of a trying situation such as that from which they have just recently emerged. The same principle of diversification which bankers have been preaching to the farmers applies quite as well to banking itself, and no bank can consider its deposits properly protected unless it maintains a diversity of investment which enables it to cash in a fair part of its holdings under almost any conceivable conditions. Forward looking bankers are taking advantage of present easy money conditions to build up these secondary reserves of good sound bonds, thus not only putting their surplus funds to work at attractive rates, but also building a bank balance wheel which must serve as an efficient credit stabilizer.

Clearer Political Atmosphere

Politically, the Northwest has taken a decided turn for the better. It is always true that a period of depression serves as a stimulus to radicalism and that during periods of relative prosperity more conservative thought comes into the ascendant. We have just seen this effectively demonstrated right here at home. Where a year ago there was general dissatisfaction with politics and business, and farmers were inclined to grasp at every radical proposal, the prevailing optimism of the present has turned the farmer effectively away from Bolshevism and has set him to thinking on a safer and saner plane.

The farmer apparently has come to the realization at last that his salvation lies pretty largely in his own hands, that his troubles have been economic and not political. He has learned the lesson of the folly of "one crop" farming and is today rapidly diversifying his production, thus insuring himself a reasonable income under practically all conceivable conditions. This program of diversification has received its stimulus through the agricultural and city press, through government agencies, bankers and state departments of agriculture. Diversification today is on so stable a basis that there is little danger of its receiving any setback because of the present unusually favorable situation in wheat.

MINING DIVIDENDS IN IDAHO AND BRITISH COLUMBIA

Spokane, Wash.—Dividends totaling \$7,109,022 will be disbursed by mining companies of the Coeur d'Alenes and British Columbia for 1924, according to declarations and expected declarations.

In the list are the following corporations of the Coeur d'Alene region of Idaho, whose disbursements will be \$4,652,000: Bunker Hill and Sullivan Mining and Concentrating and Smelting Company of Canada, \$632,022; Premier Company, \$840,000; Hecla Mining Company, \$1,000,000; Hercules Mining Company, \$550,000, estimated; Tamarack and Custer Consolidated Mining Company \$300,000.

The total disbursements of the British Columbia corporations will be \$2,457,022 as follows: Consolidated Mining and Smelting Company of Canada \$632,022; Premier Gold Mining Company, \$1,600,000; Silversmith Mines \$225,000, estimated.

This will bring the grand total for the life of the Coeur d'Alenes to \$112,885,597 and of British Columbia, \$46,240,635, and for both \$159,326,232.

A HAPPY NEW YEAR

To our 100,000 patrons, to the citizens of Minneapolis and the people of the Northwest, we desire to express the earnest wish that 1925 may be, indeed, a most Happy and Prosperous New Year. That it will place the individual and industry on a basis profitable to all—this is our faith in 1925.

THE FIRST NATIONAL BANK IN MINNEAPOLIS

Deposits more than
\$100,000,000

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"

Survey of the Year 1924

Frank O. Wetmore, President of the First National Bank of Chicago

The year 1924 was a period of liquidation from an economic as well as a political standpoint. For the first time since the World War, successful efforts were made to cast aside the psychology created by the war and to seek a return to conditions under which the peaceful work of the world can be carried on. The most notable event in this respect was the adoption by the former belligerents of the Dawes Plan and its elaboration by the Conference of London at which business was conducted by means of negotiation instead of by ultimatum. The importance of the Dawes Plan and its adoption by the parties interested does not consist, in the view of those best qualified to judge, in the fact that it is a final solvent for all the problems created by the war and the peace, but in that, as indicated, it represents a return to a normal state of mind on the part of the ruling forces of the world. Verily likely many of the great hopes attached to this plan may prove to have been vain and most likely many other negotiations and readjustments will take place before the world can finally forget reparations and allied questions, but it is a start in the right direction, and, having started, readjustments can undoubtedly be made to meet new conditions and unthought of complications as they arise.

The Dawes Plan

As regards our own affairs doubt has been expressed as to whether the Dawes Plan will prove of immediate benefit to all of our industries. Some of these may suffer, at least temporarily, as a result of renewed competition on the part of Germany and other countries in the world's markets. However that may be, the financial assistance which this country is rendering to European industry and commerce will help to bring about a return of stabilized conditions the world over. This will be of the greatest assistance to us, for more than anything else business men require stability in order to be able to judge with some degree of assurance the immediate future of trade and industry. It is interesting to note that in the earlier part of the year the demoralization of French currency was prevented by the timely and successful aid rendered by American bankers. More recently large credits have been granted to both France and Germany. Entirely aside from the actual amounts involved, this has given renewed confidence to the European business world which felt that it could only be saved if this country were willing to come to its assistance. It is to be hoped that this new readiness on the part of American investors to finance foreign enterprises will not go so far as to support unsound undertakings. There are innumerable foreign commercial ventures which are fully deserving of American support, but it is obvious that in dealing with concerns beyond our own boundaries our facilities for thorough investigation and knowledge are not as great as they are at home, and a word of caution, therefore, does not seem to be out of place at this time.

Agriculture

The present year has proved again the well known fact that agriculture is by far our greatest single industry. The renewed prosperity of the country which has made itself felt in the latter half of this year has been due primarily

to better agricultural conditions, especially those affecting the wheat farmer. A respectably large crop in this country coupled with reduced crop prospects in several other parts of the world has resulted in relieving our farmers from many of the burdens which have oppressed them in recent years. This has increased vastly the buying power of our agricultural community and has thus brought a general revival to all lines of industry. This upward movement has been facilitated, moreover, by the low rates of interest caused, at least in part, by the restricted requirements of industry during the recent period of depression. Another factor which has tended to produce a better feeling in this country has been the increased export demands, especially for our raw products, due partly to the already mentioned shortage of crops in certain other parts of the world and to the revival of business enterprise in Europe.

The conservative feeling of the American people as indicated by the November election has made it likely that conservatism will prevail in our Federal legislation. As a result there has been a rapid advance in the values of securities listed on the exchanges, which was justified in the case of seasoned, dividend paying stocks, but has been followed by other securities not so desirable from this point of view, and discrimination from now on is necessary.

The Outlook

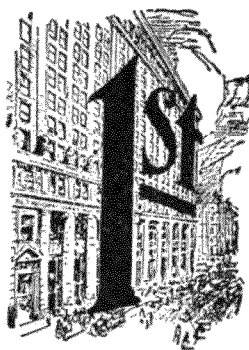
The result of all this is that our country is entering upon the new year with a feeling of considerable confidence as to the immediate future. It is to be hoped, however, that this may not result in over-confidence and in a new period of speculation and inflation. We are still confronted with an apparent excess plant capacity in this country brought about by war conditions. This inclination on the part of all businesses so situated is to fill the plants with business in order to reduce the relative overhead. These factors combined with the present spirit of optimism might readily lead to another period of over-expansion. Undoubtedly, the good sense of the American business world will prevent such developments.

Demand for bank credit and interest rates in the beginning of the year were steady, but in recent months discount rates have been unusually low in a period of the year when the greatest demand for money exists. On the whole, however, banks have not suffered owing to the fact that though the rate of profit has been lower, the volume of business has somewhat made up for the loss. This condition is likely to continue during the earlier part of next year while the developments in the latter half of next year must depend to a very large extent upon the prospects of crop conditions in June and July.

MICHIGAN BELL TELEPHONE PLANS FINANCING

Lansing, Mich.—The Michigan Public Utilities Commission received application from the Michigan Bell Telephone Company for permission to issue \$15,000,000 additional common stock.

This would increase the common stock of the company to \$65,000,000. The additional capital would be used to retire \$15,000,000 of the present \$21,015,000 of equipment notes now outstanding.



Affording you:

- *over 71 years' experience*
- *complete banking facilities*
- *world-wide connections*
- *First National Service*

The
FIRST NATIONAL BANK
of Saint Paul

Federal Land Bank Bonds Increase

Washington—An interesting side-light on the position of Federal Land Bank bonds is to be had in the consolidated statement of condition of the 12 Federal land banks at the close of business on September 30. This statement showed the assets of the 12 banks had increased since October, 1923, from \$881,671,000 to \$933,787,000.

The principal resources at the close of business September 30 consisted of net mortgage loans to the amount of \$905,536,000. Accrued interest not yet due on these loans amounted to \$16,445,000. United States Government bonds and securities were \$43,000,000, and cash on hand and in banks was \$11,080,000. The net earnings of the banks to September 30 were \$23,920,000.

Capital stock of the banks amounted to \$48,270,000 of which only \$1,671,000 was held by the Government. Federal farm loan associations were stockholders to the amount of \$46,255,000. Stock held by borrowers through agents was \$343,000, and the stock holdings of individual subscribers amounted to \$1,000.

Legal reserves of the 12 banks amounted to \$5,734,000, and surplus reserves and undivided profits to \$4,158,000.

The majority of liabilities consisted of farm loan bonds which totaled \$907,215,000. Interest accrued but not due on these bonds was \$14,981,000. Accounts and notes payable aggregated \$87,000 and dividends declared but unpaid were \$443,000.

The Federal land banks were organized to purchase from national farm loan associations first farm mortgages made for agricultural purchases. These mortgages may not exceed 50 per cent. of land value and 20 per cent. of permanent improvements as determined by Federal appraisers. Mortgages must be amortized within 40 years, but not paid off before five years.

The national farm loan associations are composed of 10 or more farm owners and members may be assessed for debts of fellow-members to 100 per cent. of the amount of stock owned by each. Their stock must be equal to five per cent. of their borrowings. Any member of a national

farm loan association is entitled to borrow if the Federal Land Bank has funds available.

Federal land banks are authorized to issue tax free mutual liability bonds, which are instrumentalities, but not obligations of the United States Government. They are issued against mortgages as collateral deposited with the farm mortgage registrar. Bonds must be callable within not more than 10 years.

**FEDERATION BANK OF NEW YORK DECLARES
DIVIDEND**

New York—The Federation Bank of New York, a \$7,500,000 labor institution, founded 18 months ago, has declared its first dividend, placing the stock upon an eight per cent. annual basis. The cooperation of the 750,000 members of organized labor in and around New York City, by whom it is owned, contributed largely to the success of the bank.

**WALTER H. WHEELER, E. M.
DESIGNING & CONSULTING ENGINEER**

MEM. AM. SOC. CIVIL ENGINEERS - REGISTERED ENGINEER & ARCHITECT
PLANS - SPECIFICATIONS - SUPERVISION - ESTIMATES - REPORTS FOR
BUILDINGS - BRIDGES - DAMS - GRAIN ELEVATORS, ETC.

1112-10 METROPOLITAN LIFE BUILDING. MINNEAPOLIS, MINN.

NATIONAL EXCHANGE BANK

Fifth and Cedar

St. Paul

E. L. THORNTON, President
F. A. NIENHAUSER, Vice President
A. L. ROTH, Vice President
A. O. JENSEN, Cashier

STRENGTH

SIZE

SERVICE



MIDLAND

NATIONAL BANK

MINNEAPOLIS



Prosperous Year Forecast for Public Utilities in 1925

Outlook Reviewed by the Byllesby Engineering Organization

Any forecast of conditions in the public utility industry during the year 1925 must be based in part on a record of performances in the past. There has been an increasing trend in recent years toward the consolidation and merging of interests in the public utility field, all tending toward increased efficiency within the industry and better service to the public. This has been a matter not only of consolidation of executive and operating forces, but actual physical consolidation and interconnection of properties. This is especially true in the electric industry, where the "superpower" movement has made great strides. Individual companies operating over broad territories have, in the past recognized the value of interconnection between power sources and transmission lines. This principle is gradually being applied between systems which have no financial connections and the general practice in the electric industry now is the execution of agreements for the interchange of power over wide areas.

There is no doubt that this policy of interconnection will be followed in the future to a greater extent even than in the past. During the years of the war, and the years immediately following, power companies were faced with demands that made their problems of construction exceedingly difficult. It was necessary to build new power stations and extend transmission lines at an unprecedented rate in order to keep up with the demands for service. At present a good many of these companies are far enough ahead of the demands on their systems to enable them to conduct intensive sales campaigns for the acquisition of new business. With general business conditions throughout the country on the up-grade, it is likely that there will be considerable expansion of industrial activities, and the production of commodities will increase accordingly.

Plant Capacities

In the face of the fact that plant capacities are ahead of the demand for service it may appear that there will be little need for construction in 1925. This, however, is not the case. Many new water power and steam power plants have been planned for construction in 1925, and many miles of high tension transmission and interconnection lines will be built. With the electric industry of the nation definitely committed to a policy of interconnection, there still remains a great deal of work to be done to make the exchange of power between companies practicable and efficient.

Other branches of the public utility industry outside the field of electricity are also due for expansion in the coming year. The continued application of gas service to the needs of industry and the home, in the latter case especially for house heating, and the growing tendency toward the establishment of scientific rate structures, should have a marked effect on the prosperity of the industry. It is also expected that the improvements of the last few years in the street railway and traction industries will continue at a greater rate.

Kindly Attitude of the Public

One reason that has been advanced for the excellent condition of the utility industries is the attitude of the public. Not many years ago, the public utilities were the subject of suspicion and openly hostile treatment from governing bodies and the public in general. With the continued growth of state regulatory bodies the public utilities have found this condition gradually changing until today they are accepted as a necessary part of the

world's scheme of living with a definite work to perform, and they are receiving acknowledgment from the public in recognition of the fact that their work is being well done.

The utilities themselves have had a large part in this reversal of public opinion. They have convinced the public that their service is of vast importance and they have won friends by a policy of holding down service costs during a period when general commodities have shown marked increases in price. There have been great changes within the industry as well as among the public. It is almost a unanimous policy for public utilities to tell their story to the public through the newspapers by means of advertisements which show the growth of business, costs of furnishing service and the necessity for co-operation between the public and utilities.

Public Profit Sharing

By far one of the most important movements affecting public relations has been the invitation by the public utility industry to the public to become profit-sharing partners through the customer ownership plan of financing. In the last ten years this policy has been so general that it is estimated there are now more than 2,500,000 owners of securities in these companies. Not only have public relations been improved, but problems of equity financing have been greatly simplified. It is no part of public utility management to lead the public to believe that purchase of their securities offers any opportunity for great speculative profits. Rates of the companies are held down by state regulation and the returns on their invested capital are necessarily moderate. By the very nature of the business, however, their earnings do not fluctuate greatly, but usually increase gradually from year to year so that their greatest merit as a means of investment lies in their stability.

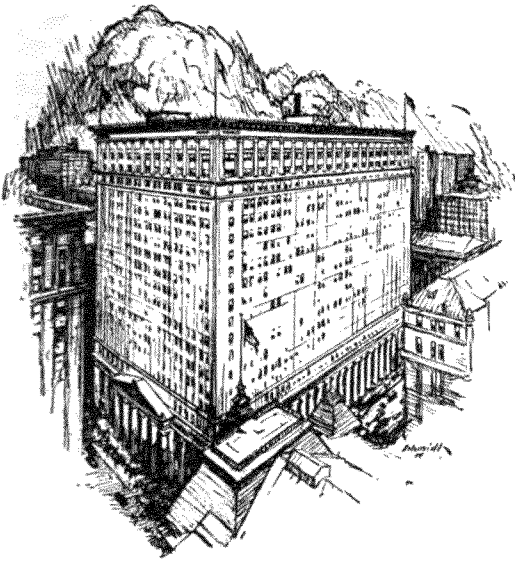
The utilities are not interested in getting a few of their customers to subscribe to large amounts of their capital stock; they want, rather, a very large number of customers with proportionately smaller holdings. The year 1925 will, no doubt, see an increasing number of users of gas and electric, telephone and street railway services attracted by the inherent investment qualities of the securities of these industries, which will bring nearer to accomplishment true ownership "by the public."

PENNEY'S SALES FOR YEAR SHOULD APPROXIMATE \$72,000,000

New York—J. C. Penney Company's earnings for 1924 will show a considerable increase over those of 1923, when net was \$4,490,293 after charges and taxes, equal to \$58.26 a share on \$7,413,500 common stock after preferred dividends. For the first nine months of 1924, profits were \$1,994,161, equivalent, after preferred dividends, to \$20.23 a share on the \$9,244,500 common stock.

Sales for the current year will approximate \$72,000,000, against \$62,188,978 in 1923 and \$49,035,279 in 1922. For the 11 months ended November 30, sales were \$64,279,951, increase of \$10,565,655, or 19.6 per cent. over the same period of 1923.

The company continues to expand rapidly and from the mother store started in Kemmerer, Wyoming, some 22 years ago, there are now 571 stores. It is planned to open from 60 to 75 new locations next year. The expansion policy is unique in that any store may open branches as fast as its earnings warrant, providing of course the executives of the company approve.



EACH of the three old banks which are now united in the Illinois Merchants Trust Company has brought to the combined institution a special reputation for strength in particular fields of banking. Thus, this new and greater house of banking—now one of the largest in the country and one of the principal underwriters and distributors of high grade securities in the West—offers to its customers the benefits of an unusually well balanced organization, one which renders a broad, comprehensive service in every department of finance.

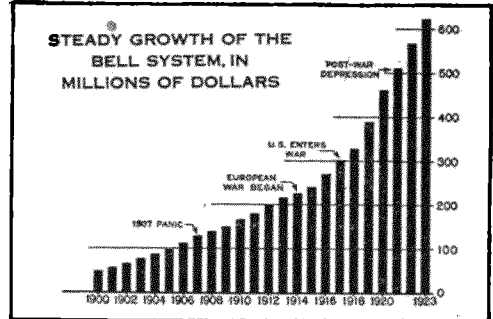
Capital and Surplus - \$45,000,000

ILLINOIS MERCHANTS TRUST COMPANY

*A consolidation of the Illinois Trust & Savings Bank,
The Merchants Loan & Trust Company and
The Corn Exchange National Bank*

LA SALLE, JACKSON, CLARK AND QUINCY STREETS
CHICAGO

Concerning Income



IT is not so much the fact that Bell Telephone income has risen to such a high figure during the past twenty-odd years that constitutes a remarkable record, but the striking steadiness of the *rate* of increase, even in periods of financial depression or world disturbances.

The above chart graphically tells the story.

This record of income is a reflection of wise business management, sound financing, and continuous high ideals of public service.

A. T. & T. Stock pays 9% dividends. It can be bought in the open market to yield about 7%. Write for pamphlet, "Some Financial Facts."



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SECURITIES CO. Inc.**

D.F. Houston, President
195 Broadway NEW YORK



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Messenger"*

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 William G. Hegardt, President
 Isaac S. Moore, Vice President
 J. Daniel Mahoney, Cashier
 Collin 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

Economic Prospects of the New Year

Herbert Hoover, Secretary of Commerce, Washington, D. C.

A forecast of the business future must be simply a weighting of the economic and political forces in motion. The annual survey of the Department of Commerce shows that the New Year begins with the economic structure of the world upon more solid foundations than at any time since the war. With the exception of a few spots of secondary importance there has been during the past year a real advance toward social, economic, and political stability throughout the world. The only exceptions are Russia and China, which even before the war contributed less than 3½ per cent. of international commerce and of course a part of this continues. Generally the world is producing more goods, there is fuller employment, there are higher standards of living, more assurance of economic stability for the future and more promise of peace than we have seen for many years. The world is by no means free from liability to economic shock, yet the forces today in motion all tend to great promise for the forthcoming year.

Farmers' Purchasing Power Increased

In our own country the outstanding economic development of the year has been the very large recovery in agriculture after its two year lag behind the recovery of industry. The farmers have a large measure of losses in the last three years yet to recover, but their outlook is encouraging. There are some secondary difficulties still remaining, particularly in the cattle industry and the effect of the sub-normal corn crop; but the prices of all farm products are gradually moving toward the general average of commodity prices. This improvement in prices of farm products has been paralleled with some decrease in the prices of many industrial commodities, such as fuel, building materials, metals, etc., so that there has been little change in the average of all price levels, and thus the farmers' purchasing power is being remedied in both directions.

While there has been a good deal of adjustment in prices of single commodities during the year, the average wholesale price of all commodities has varied but three per cent. as between the ends of the years 1922, 1923, and 1924. It would thus appear that we are tending to the common level in prices of about 50 per cent. over pre-war, which seems to represent at least our present economic plane in prices.

The average wage in industry has been stable during the last year, and remains around 100 per cent. above pre-war, while the cost of living has maintained almost exactly the same level at the end of each of the last three years, 1922, 1923 and 1924, about 72 per cent. over pre-war. Our labor, therefore, continues to enjoy the highest real wage in its history. There was some unemployment in the middle of the year, but it has now been largely overcome.

Outlook for Manufacturing

While there was some slackening of manufacturing production as a whole in the spring due in part to the uncertainties of election and in part to reduction of accumulated stocks, yet there was but little slackening at any time in consumption of major articles as shown by the continued high levels of car loadings, of sales of wholesale and retail establishments and of construction activities. The end of the year finds us with a recovered industrial production at practically the same levels as a year ago.

Two industries—textiles and northern soft coal—have lagged in recovery. The textiles are suffering in part from sharp competition of foreign imports, and in part from shift in national habits. An improvement may be looked for in the forthcoming year. The condition of the bituminous coal industry in the northern states is unsatisfactory owing to the unusually large stocks accumulated

early in the year as a safeguard against possible strikes; to the decrease in industrial consumption during the middle of the year; and to the increased proportional production of the southern states due to lower wage levels. The difficulties in this industry created by strike stocks and mid-year dip in industrial activity should soon be overcome.

The construction work of the country has maintained high activity. While the shortage, particularly of housing and business buildings, due to the cessation of construction during the war, has been to a large degree overcome, yet continued high real wages and general prosperity create a demand in excess of that due only to increasing population, because of the insistence of a population of rising standards of living, for more elbow room and better housing generally.

One striking factor in maintenance of increased construction activities is the effect which the automobile is producing in increasing the demand for road construction and in causing migration of population in many of our towns to new housing in the suburbs. Another effect of these forces is to maintain rents out of line above the general price levels. With our high real wages and little unemployment there is no reason to expect any material change in the course of this industry.

Our railroads have shown continued increase in efficiency during the year, and have now proved themselves equal to any burden which is likely to be thrown upon them. Motor transportation continues to develop and to enter more and more into the vital economic life of the country—in fact, almost imperceptibly our road improvement programs are taking on the complexion of new transportation systems.

Our Foreign Trade

Our foreign trade has shown considerable expansion during the year in exports, and some decrease in imports. The increase in export figures has been due in some degree to the higher prices of agricultural produce, though chiefly to general expansion in all exports; the decrease in imports has been due in large part to lessening activity in production lines at the middle of the year, thus reducing the requirements for imports of raw material. The total of our exports for the year will show about four billion six hundred millions and our imports about three billion six hundred millions. The merchandise balance will be about one billion dollars in our favor. The net gold imports for the year in partial liquidation of this balance amounts to about two hundred eighty millions.

Our invisible exchange will show larger balances against us than in 1923 because of the greater volume of tourist travel, increased freight charges paid foreign shipping, and above all the largely increased volume of loans and investments to foreign lands, which will probably amount to as much as one billion as against one-third of that amount for 1923.

International trade in the world as a whole shows a larger movement of commodities during the past year than at any time since before the war. But international exchange of goods, measured in quantities, is probably still 10 or 12 per cent. below pre-war, although the United States is unique amongst the large combatant nations in having recovered its foreign trade to a point 15 per cent. to 20 per cent. above pre-war on a quantity basis. One of the by-products hitherto of this lower movement of commodities has been the continued depression of shipping. With the general strengthening of the economic fabric of the world, with the gradual growth in the movement of commodities which is now taking place, together with the fact

Out of town accounts

Many bankers contemplate new banking connections the early part of the New Year. This bank's facilities are unsurpassed and its location is strategic for Northwestern business. May we have the pleasure of hearing from you?

THE FIRST NATIONAL BANK

Capital \$2,000,000.00

DULUTH, MINN.

Surplus and Profits \$2,200,000.00

that there has been but little new ship construction during the last four years, and that the existing shipping is becoming more and more obsolete, it is fair to expect a recovery in the shipping world. The usable surplus tonnage at the present time in the world is probably not in excess of two million tons as against four million tons a year ago.

The year has again been marked by a decrease in Federal taxation and by a large discharge of Federal debt, which will amount for the year to something in excess of \$900,000,000.

Deposits in Banks

Time and demand deposits in member banks show an increase of about two billion eight hundred millions, and bank clearings for the year were higher than in 1923. The gold reserves have not increased despite imports because of the larger circulation given to gold certificates. Savings continue at a very high rate, as indicated by the increasing savings deposits, the large absorption of bond issues, and the extraordinary expansion in insurance, thus demonstrating that there has been maintained a high state of efficiency throughout industry and commerce, with little evidence of waste, extravagance and speculation. In fact, the most far reaching movement in our economic life today is the larger understanding of its broad problems, the better appreciation of the factors of stability, and the definite progress in the elimination of waste, through more stable employment, through better administrative methods and through the rapid march of scientific discovery. That we are able to maintain wages at 100 per cent. above pre-war while the cost of living is 72 per cent., and the average wholesale prices of commodities about 50 per cent. above pre-war is the very definite proof of increasing efficiency in production and distribution and of the free flow of competitive action.

The Foreign Situation

In the foreign situation the settlement of the conflict over German reparations through the Dawes plan, with its stabilization of German currency and the German budget and the recuperation of employment and production in Germany, is having and will have a far-reaching effect upon the whole of Europe, and it has favorable influences reaching to our shores. Great Britain shows considerable improvement in all phases of its economic life. The commercial and industrial situation in France, Italy, and Belgium shows steady improvement during the year. Some progress is being attained in these countries towards reduction of expenditure and increased taxation, directed towards the better balancing of budgets and more stable currency. Poland has stabilized her currency. Yugoslavia, Finland, Serbia, Esthonia, Lithuania, Sweden, and Norway show manifest stability in economic and trade conditions and steady progress over preceding years. The Netherlands, Denmark and Spain show some temporary depression during the year due to local conditions which are improving. Austria, Roumania, Bulgaria, Hungary and Turkey do not show the rate of progress of some of the others. Russia makes no real advance. A large part of Europe, however, continues dangerously over-armed and currencies are not yet upon that foundation of stability which will only be reached when they are placed upon a gold basis.

The year has been one of steadily increasing prosperity for the whole of Latin America despite three revolutions. Our sales of export goods to this territory show an increase over the previous year of about 12 per cent. We now enjoy the highest trade with them in our history.

The conditions in Egypt, South Africa, Congo and other

parts of that continent show steady improvement, with increased productivity and trade. In Asia, the situation in Japan marks the courageous upbuilding from the earthquake disaster. China is much depressed by continued civil war. Conditions in India, in the middle East, have shown a steady economic improvement and subsiding of political and social agitation.

No Indications of Inflation

It has been suggested in some press quarters at home and abroad that the result of these favorable factors may be leading our country towards a period of inflation of the character of 1919-20 with its disaster of 1921. It can be assuredly stated that we are on the march of wholesome recovery from the war and there is no present indication of inflation. We only secure inflation when undue expansion of credit finds its outlet in bidding up prices after the plant and labor capacity of the country is employed to the maximum. We have reached no such stage because there is still a margin of labor capacity for enlarged output in the form, however of more full time employment than from people out of work. As a nation our business

(Continued on page 49)

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New York

Stock and Bond Quotations

MINNEAPOLIS BANK STOCKS

	Div. Rate	Pct.	Bid	Asked
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	165	170	...
Millers & Traders State	6	170	...	...
Northwestern National	12	220	240	...
Union State	8	170	...	...

ST. PAUL CORPORATIONS

	Div. Rate	Pct.	Bid	Asked
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
Clarkson Coal & Dock 1926/30	6	99 1/2	...
Clarkson Coal & Dock 1931/9	6	99	...
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 R	5 1/2 B
Geo. A. Hormel & Co. 1st 1930/34	6 1/2	6.30 B	6.00 B
Island Warehouse Co., 1st 1942	6	99	100
Marshall-Wells Bldg. Corp. 1930/7	6 1/2	6.25 B	6.00 B
Minneapolis Gen. Elec. 1st 1934	5	99 1/2	100 1/2
Minneapolis Gas Light 1st 1930	5	94 1/2	96 1/2
Mpls. Gas Light Sec. Notes 1930	6	100 1/2	101
Mpls. Str. & St. P. City Joint 1928	5	95 1/2	96 1/2
Mpls. St. Ry. Secured Notes	5 1/2	100 1/2	101
Minn. & Ontario Pr. Co. 1926/8	6	101	...
Minn. Pr. & Lt. Co. 1950	6	102	102 1/2
Minn. Tribune Co. 1st 1942	6 1/2	102	103 1/2
Northern State Pr. 1948	6	101	102 1/2
Northern State Pr. 1941	5	92 1/2	93 1/2
Northwestern Elev. Co., Ltd. 1930/2	6 1/2	100	6.25 B
Northwestern Terminal Co. 1930/5	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	99 1/2	100 1/2
Pillsbury Flour Mills 1943	6	98 1/2	100
Powell River Co., Ltd. 1926/9	6	100 1/2	...
Red River Lumber Co. 1st 1928	5	98 1/2	...
Red River Lumber Co. Notes 1925/7	6	101	...
Red River Valley Pr. 1944	6 1/2	99	101 1/2
St. Croix Power Co. 1929	5	97	...
St. Paul City Ry. Cable Cons. 1937	5	95 1/2	96 1/2
St. Paul Gas Light 1st 1944	5	97 1/2	98 1/2
St. Paul Gas Light Gen. 1952	6	101	103
St. Paul Gas Light, Gen. 1951	5 1/2	99	100
St. Paul Union Stockyards 1946	5	95 1/2	97 1/2
Tri-State Tel. & Tel. 1942	5 1/2	102 1/2	103 1/2
Winn City Telephone Co. 1st 1926	5	99 1/2	100 1/2
Union Public Service 1st 1936	6	96	98
Watab Paper Co. 1st 1942	6 1/2	99 1/2	102

ST. PAUL BANK STOCKS

	Div. Rate	Pct.	Bid	Asked
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	Pct.	Bid	Asked
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

Quotations by The Minnesota Loan & Trust Co., Minneapolis	Rate	Bid	Asked
Archer-Daniels-Midland, pfd.	7	90	92
Minneapolis Thresh. Machine, pfd.	7	85	95
Munsingwear Corp., pfd.	7	99 1/2	101 1/2
Northern States Power, pfd.	7	97	99
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	8 1/2
Washburn Crosby Co., pfd.	7	108 1/2	...

CHICAGO BANK STOCKS

Quotations December 30 by John Burnham & Co., Inc., 41 South La Salle Street, Chicago, Ill.;

	Bid	Asked	Book Value
Calumet National	235	...	169
City National Evanston	300	...	279
Continental & Commercial National	305	210	258
Drovers National	202	...	150
First National	459	463	374
Irving Park National	215	...	190
Jefferson Park National	180	200	153
Kenwood National	250	...	217
Mutual National	285	290	230
National Bank Republic	180	...	155
National Bank Commerce	159	163	166
Stock Yards National	285	295	187
Washington Park National	250	260	146
Austin State	225	...	182
Central Mfg. District	360	375	230
Central Trust Company	232	236	170
Chicago City	385	390	355
Chi. Joint Stock Land	143	150	125
Chicago Lawn State	225	240	154
Chicago Morris Plan	98	...	119
Citizens State of Chicago	250	...	165
Depositors State	190	200	184
Drexel State	230	...	199
Drovers Trust & Savings	325	...	294
Franklin Trust & Savings	225	...	264
Garfield Park St. Savings	209	...	128
Greenbaume Sons	425	...	300
Guarantee Trust & Sav.	225	245	204
Halsted Street State	225	...	193
Harris Trust & Sav.	360	370	243
Home Bank & Trust Co.	255	265	189
Hyde Park State	220	...	200
Illinois Merchants Trust	415	...	336
Independence State	200	...	127
Kaspar American State	200	220	156
*Lake Shore Trust	220	230	145
Lake View Trust & Savings	275	...	253
Lawndale State	360	370	258
Liberty Trust & Savings	200	225	137
Lincoln State	135	140	119
Lincoln Trust & Savings	185	200	180
Mercantile Trust	200	...	160
Mid-City Trust & Savings	200	225	139
Noel State	200	210	128
Northern Trust Company	375	380	355

Northwestern Trust & Savings	300	...	178
Oak Park Trust & Savings	200	...	171
Peoples Stock Yards	265	...	146
Peoples Trust & Savings	237	...	170
Pioneer Trust & Savings	210	...	152
Pullman Trust & Savings	208	217	181
Reliance State	235	240	138
Roseland State	235	300	184
Security Bank of Chicago	335	340	249
Schiff Trust & Savings Bank	275	300	121
Sheridan Trust & Savings	300	...	165
South Chicago Savings	258	264	178
South Side Trust	210	220	142
South West Trust	190	200	188
State Bank of Chicago	552	...	353
State Bk. & Tr. Evanston	305	325	288
Suburban Trust & Savings	200	...	219
Union Bank of Chicago	178	200	177
Union Trust Company	390	405	280
United State	210	...	176
West Englewood Trust	275	285	156
West Side Trust & Savings	245	255	132
West Town State	250	...	148
Woodlawn Trust & Savings	255	265	160

*New Stock.

CHICAGO SECURITIES

Quotations December 30, by John Burnham & Co., Inc., 41 South La Salle Street, Chicago, Ill.

	Bid	Asked
American Light & Tract., com.	139	141
American Light & Tract., pfd.	93	96
*Beatrice Creamery (\$50 par)	60	62
Beatrice Creamery Co., pfd.	105	107
Borden Co., The, com.	132	134
Borden Co., The, pfd.	103	106
*Brunswick-Balke-Coll., com.	49	50
Brunswick-Balke-Coll., pfd.	101	104
*Bucyrus Co., com.	108	111
*Bucyrus Co., pfd.	103	...
Buda Company, pfd.	103	...
Butler Brothers (\$20 par)	34	35
*By-Products Coke Corp., com.	46	48
By-Products Coke Corp., pfd.	102	106
*Chi. Ry. Equip., com. (\$25 par)	44	46
*Chi. Ry. Equip., pfd. (\$25 par)	25	27
Chicago Title & Trust	355	...
Columbia Sugar (\$10 par)	7	8
Commonwealth Power Corp., com.	121	123
Commonwealth Power Corp., pfd.	82	83
Cont. Gas & Elec. Pr., pfd.	90	93
Cont. Gas & Elec., com.	84	88
Cont. Gas & Elec. warrants	16	18
Creamery Pkg., vot. com. (no par)	33	35
Creamery Pkg., n. v. com. (no par)	32	...
Creamery Package Co., pfd.	99	...
Fairbanks Morse, pfd.	102	105
Great Lakes Tran., com. (no par)	28	35
Great Lakes Transit, pfd.	80	85
Hercules Powder Co., com.	97	102
Hercules Powder Co., pfd.	104	106
Holland-St. Louis Sugar (\$10 par)	4	5
Illinois Traction, com.	100	...
Illinois Pr. & Light, pfd.	92	95
Interstate Iron & Steel, pfd.	79	82
Keystone Steel & Wire Co., com.	38	41
Keystone Steel & Wire Co., pfd.	85	89
*Kraft Cheese Co., pfd.	99	...
Michigan Sugar Co. (\$10 par)	6	7

Lane, Piper & Jaffray

INCORPORATED

INVESTMENT BONDS COMMERCIAL PAPER

Pioneer Building
SAINT PAUL

First Nat.-Soo Line Bldg.
MINNEAPOLIS

Am. Exch. Nat. Bk. Bldg.
DULUTH

Michigan Sugar, pfd. (\$10 par)	7	8
National Grocer, com. (\$10 par)	6	7
*National Grocer, pfd.	82	...
National Tea Co., pfd.	101	104
Northern States Power, com.	101	...
Northern States Power, pfd.	96	99
Palmolive Co., com. (no par)	76	...
Palmolive Co., pfd.	101	104
*Pick, Albert & Co., pfd.	92	95
*Stone, H. O. & Co., com. (\$10 par)	23	...
*Stone, H. O. & Co., pfd. & com. units	96	...
Tri-City Ry. & Light, pfd.	80	...
*U. S. Gypsum Company, pfd.	110	115
Utah-Idaho Sugar Co. (\$6 par)	2	3
Wahl, The Co., pfd.	...	80
Western Grocer Co., com.	78	82
*Western Grocer Co., pfd.	97	...
*Ex Dividend.		

BANK TRANSACTIONS

Washington—Debits to individual accounts, as reported to the Federal Reserve Board by banks in leading cities, aggregated \$11,378,000,000 or 7.9 per cent. below the total of \$12,358,000,000 reported for the preceding week. New York City reports a reduction of \$620,000,000, San Francisco of \$44,000,000, Cleveland of \$42,000,000 and Boston of \$38,000,000. Philadelphia reports an increase of \$28,000,000, Detroit of \$22,000,000, and Pittsburgh of \$19,000,000. As compared with the week ending December 26, 1923, which included only five business days, debits for the week under review show an increase of \$2,723,000,000 or 31.5 per cent. The largest increases are as follows: New York City \$1,801,000,000, Chicago \$173,000,000, Philadelphia \$122,000,000, Boston \$90,000,000 and Detroit \$37,000,000. Aggregate debits for 141 centers for which figures have been published weekly since January, 1919, were about \$10,738,000,000 as compared with \$11,678,816,000 for the preceding week and \$8,131,332,000 for the week ending December 26, 1923. Debits to individual accounts were reported to the Federal Reserve Board for banks in 248 centers, of which 240 are included in the summary by Federal Reserve districts.

	Dec. 26, 1924	Week Ending Dec. 19, 1924	Dec. 28, 1923
New York	\$5,924,284,000	\$6,544,276,000	\$4,123,674,000
Chicago	801,873,000	819,381,000	628,597,000
Philadelphia	444,178,000	415,790,000	322,621,000
Boston	401,761,000	439,721,000	312,022,000
Pittsburgh	233,518,000	214,389,000	203,292,000
Detroit	208,183,000	186,433,000	170,780,000
San Francisco	184,917,000	229,203,000	154,288,000
Los Angeles	175,557,000	189,012,000	160,030,000
St. Louis	164,400,000	187,600,000	137,180,000
TWIA CITIES	138,000,000	161,417,000	103,129,000
Cleveland	125,375,000	166,970,000	128,056,000
Minneapolis	94,306,000	109,418,000	64,062,000
Baltimore	88,500,000	96,200,000	76,900,000
Kansas City	81,781,000	89,520,000	67,431,000
New Orleans	79,838,000	90,574,000	71,992,000
Milwaukee	66,419,000	72,918,000	52,760,000
Dallas	54,757,000	54,392,000	45,311,000
Washington	53,103,000	56,062,000	37,929,000
Seattle	42,268,000	46,148,000	33,395,000
St. Paul	41,694,000	51,999,000	39,067,000
Denver	39,236,000	41,108,000	32,865,000
Omaha	39,039,000	45,635,000	34,576,000
Portland	35,959,000	39,594,000	32,182,000
Sioux City	19,580,000	21,996,000	16,489,000
Duluth	19,555,000	29,470,000	12,283,000
Des Moines	16,790,000	17,705,000	13,432,000
Spokane	11,256,000	12,540,000	10,757,000
South St. Paul	10,312,000	9,849,000	6,070,000
Sioux Falls	2,949,000	3,075,000	3,630,000
Helena	1,802,000	2,447,000	1,857,000
Fargo	2,354,000	3,264,000	2,309,000
Lacrosse	2,188,000	2,457,000	2,143,000
Billings	...	2,015,000	1,613,000
Grand Forks	1,936,000	2,141,000	1,472,000
Superior	1,747,000	1,900,000	1,599,000
Aberdeen	1,285,000	1,856,000	1,303,000
Minot	1,132,000	1,547,000	892,000
Winona	1,045,000	1,367,000	843,000
Jamestown	...	666,000	394,000
Red Wing	580,000	587,000	538,000
Dickinson	...	514,000	323,000
Total (240 cities)	\$11,378,490,000	\$12,358,066,000	\$8,655,566,000

REALTORS NATIONAL MEETING TO BE HELD AT DALLAS

Chicago—A national program for 1925 concerned with practically every phase of real estate activity will come before representatives of 505 real estate boards of the United States and Canada who will meet at Dallas, Texas, January 13-16 for the annual meeting of the National Association of Real Estate Boards.

The following officers of the association for 1925, elected in the annual convention of the association last June, will be formally installed into office: Charles G. Edwards, of New York, president; vice presidents: Emerson W. Chaille, Indianapolis, Indiana; Edgar Allen, Jr., Richmond; John J. Hurst, Baltimore; J. J. Leddy, Ottawa, Ontario; Walter Lang, Manchester, New Hampshire; G. A. Nichols, Oklahoma City, Oklahoma; Fred E. Reed, Oakland, California; A. R. Ritter, Portland, Oregon; Walter W. Rose, Orlando,

Florida; John D. White, Utica, New York; I. Shuler, Omaha, Nebraska; new directors: J. C. Nichols, Kansas City; W. A. Smith, Houston; Benjamin D. Watkins, Atlanta; B. F. Faast, Eau Claire; W. A. Eggleston, Minneapolis; chairmen of divisions: farm lands division, H. H. Richardson, Jacksonville, Florida; home builders and subdividers division, Bert L. Clogston, Los Angeles; industrial property division, Harrison S. Colburn, New York City; mortgage and finance division, Frank Lincoln Johnson, Chicago; property management division, Goodwin Gibson, Toronto, Ontario; realtor secretaries division, J. L. Wallace, Jacksonville, Florida.

A chairman for the brokers division has not yet been elected.

Special cars starting from New York, Chicago, and Kansas City are planned to carry delegates to the convention from the eastern, middle western, and central states.

NEBRASKA POWER AND LIGHT COMPANY GOLD BONDS

New York—The Guaranty Trust Company of New York has been appointed trustee, paying agent, and registrar under the Nebraska Power and Light Company mortgage dated November 1, 1924, securing an authorized issue of \$500,000 par value first mortgage six per cent. gold bonds due November 1, 1934, of which \$300,000 par value have been authenticated as a forthwith issue.

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New Banks and Changes

MINNESOTA

New Bank at Claremont

Claremont—Stock is being subscribed for a new state bank to be organized here with a capital of \$20,000, of which \$13,000 of the amount is said to have been signed up. The new bank is expected to occupy the building formerly used by the Farmers State Bank.

NORTH DAKOTA

Application Made to Organize Bank

Alexander—Robert Norheim of Alexander has made application to organize the Stockmen's National Bank, with a capital of \$25,000.

WISCONSIN

Ixonia State Bank Closed

Ixonia—The Ixonia State Bank, capitalized at \$10,000, is reported closed. E. L. Pugh was president and Oscar Messer cashier.

Ben Bachhuber New Cashier

Elkhorn—Ben Bachhuber has been elected cashier of the State Bank of Elkhorn to take the place of Leon C. Piper who has gone to Chicago.

IOWA

C. L. Beech Elected Vice President

Stuart—C. L. Beech has purchased a substantial interest in the First National Bank, and has been elected a vice president.

R. H. Miller Elected Cashier

Decorah—Robert H. Miller, formerly assistant cashier of the Citizens National Bank of Spencer, has been elected cashier of the Decorah State Bank.

First National Bank Open for Business

Hamburg—The recently chartered First National Bank is now open for business with a capital of \$50,000. John Lingo is president and N. W. Irwin, cashier.

G. E. Stebbins Resigns

La Porte—G. E. Stebbins, for the past fifteen years cashier of the First National Bank, has resigned. Roy E. Ashley, now assistant cashier, has been mentioned as Mr. Stebbin's successor.

W. E. Lovett Assistant Cashier

Lohrville—At a recent meeting of the stockholders and directors of the Lohrville Savings Bank, W. E. Lovett was elected assistant cashier. All other officers were re-elected. A trust department will be added to the Savings Bank.

WASHINGTON

Bank Control Changes Hands

Medical Lake—The Union Securities Company of Spokane recently purchased the interests of W. R. Cunningham and O. H. Greene in the First National Bank. B. W. Hughes, cashier and manager of the bank since its opening, has been elected president to succeed Mr. Cunningham. L. H. Kirchoeffer has been elected cashier.

BANKING NOTES

Bank Purchases New Building

Coeur D'Alene, Idaho—The directors of the First State Bank have purchased a new bank building.

Capital Stock Increased

Chetek, Wis.—The capital stock of the Farmers & Merchants Bank has been increased from \$25,000 to \$35,000.

Addition to be Built to Bank Building

Omaha, Neb.—An addition will be built to the building occupied by the United States National Bank and the United States Trust Company at Sixteenth and Farnam streets. The structure will be equivalent to a five-story building and will cost approximately \$200,000.

Marquette National to Rebuild

Minneapolis, Minn.—The Marquette National Bank and the Marquette Trust Company building at 517 Marquette Avenue was destroyed by fire Christmas morning. The bank is open for business in temporary quarters at 54 Fourth street south. The directors report that a new building will be erected at once on the old site.

RECLAMATION WARRANTS IN CALIFORNIA

San Francisco—Discharge of writ of error by United States Supreme Court has opened the way for payment of outstanding warrants against the Sacramento and San

Joaquin Drainage Project No. 6, known as the Sutter By-Pass. These warrants, in excess of \$8,000,000, have been held up four years because of litigation against appraisals by disaffected farmers. The appraisals already have been upheld by a special court. In San Francisco about \$3,000,000 of the warrants have been consolidated with a warrant holders' protective committee under leadership of the American Bank. The warrants also are held heavily in Chicago because of Armour connection with Sutter Basin. Way is now open to a bond issue to meet the warrants, and the whole action should operate to increase confidence in reclamation district warrants.

Under the law, valuation of reclamation lands by appointed appraisers is subject to a review by a special court consisting of three judges of superior court appointed by the governor. Notwithstanding that no appeal is provided, litigants in the Sutter By-Pass case carried their action of the state supreme court, which confirmed the special court. Subsequently the same court granted a writ of error, on which the case was taken to the United States Supreme Court. In the course of this litigation the state treasurer, lacking funds, held up warrants payment. The warrants have been drawing seven per cent. interest.

Reserve Board May Place Ban on Non-Cash Collections

Washington—The first important change in the Federal Reserve Board's regulations in several months appears possible with announcement that it was considering amendments to the regulations to prohibit the handling of non-cash collection items by the Federal Reserve banks.

Announcement that the board was studying the question came immediately after it had heard a committee of the American Bankers Association, which appeared to advocate that the Reserve banks discontinue handling such items as acceptances and bills of lading for their member banks. The bankers' committee asked and was given permission to file a brief with the board in support of its argument.

Members of the board have held different views in the past on restricting the amount of free service which the Reserve banks should perform for their member banks and consequently for the public. Some of the members have declared that the Reserve banks had definite obligations to the public and should carry them through without exacting too great a charge for them, which obviously must be passed on through the member banks to the customers. There are on the other hand some members who feel that the assessment for labor and service by the Reserve banks is justified and there should be no hesitancy in making the necessary charges.

Inasmuch as the committee from the bankers association has taken the stand it did before the board, the belief prevailed that sufficient influence had been expected to make the suggested amendment possible. Members of the board declared, however, that no decision had been reached. It was indicated nevertheless that an early conclusion might be expected.

THE COPPER OUTPUT IN 1923

Boston—The extent to which industry depends upon copper is indicated by a world production of more than 2,800,000,000 pounds of metal in 1923, according to Thomas Brophy of the Anaconda Copper Mining Company.

He says that 800,000,000 pounds are already employed in the telephone and telegraph systems of the United States and 1,300,000,000 pounds have been consumed by the world's system; 675,000,000 pounds have gone into American street railways and about 100,000,000 annually go into journal boxes of freight and passenger cars.

The automobile industry consumes more than 150,000,000 pounds annually. In the construction industry 225,000,000 pounds of copper were consumed in 1923.

About half of the world's total production, or 1,500,000,000 pounds, was consumed in this country last year.

Control — Minnesota Bank

We offer bare control in excellent bank in strictly modern town of 1,500, central section; exceptionally fine mixed farming and dairying community; has all leading churches, fine high school, creamery, electric lights, water power. Bank has capital and surplus of \$20,000; deposits \$250,000; pays 4%; receives 8%; has big reserve; no borrowed money. Deal involves around \$13,000; part cash will handle. We consider this offering particularly attractive. Inquire file No. 617.

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Outlook for Building During 1925

Thomas J. Varnia, president Indiana Limestone Quarrymen's Association, states that signs all point to a remarkable year for American business.

Optimism usually characterizes the opening of the new year. It is a distinctly American trait, reflecting the courage and personal initiative of the leaders of commerce. On occasion this optimism has proved to be excessive.

But such is not the case today, for in the light of basic conditions, the outlook for new construction is brighter than at the turn of any year since before the war.

One year ago today the biggest volume of building construction in all history was predicted for 1924. To many that sounded like excessive optimism. Yet the most extravagant estimates were exceeded, the nation rolling up a building total of approximately \$5,000,000,000, easily shattering all previous records for a single year.

Today there is still more reason to believe that 1925 will be another banner period and that the aggregate building volume will exceed the giant program carried out in the past 12 months.

This confident belief is arrived at after a nationwide study of projects already under way and contemplated. Scattered from coast to coast are hundreds of cities and towns with ambitious programs, the big majority of which should swing into operation in the near future.

There is a tremendous shortage of school buildings, hardly a city or town being up to requirements. There is a shortage of public buildings, particularly in the South. Government buildings are badly needed, many of them having been held back on the chance that a building slump would develop and the time prove more propitious both for the industry and for the Government. But the slump seems further and further away.

There is a shortage of churches and libraries, and while most big cities seem well up on apartment buildings, there is a shortage of all kinds of homes, particularly the smaller ones, indicating a big home-building program next year. All indications point to an increase in industrial construction, which has been running low for several years.

A new and distinctly favorable factor is the popularity of winter building. It was the wave of winter activity last year that made possible the enormous building program without wide price swings and unsettled labor conditions. Seasonal building construction will gradually become a thing of the past, to the economic benefit of industry, labor and the public generally. Winter building, with its many advantages, has permanently broken the precedent of utter idleness and great financial loss.

As to the stone industry, preparations are being made to meet a larger demand in 1925 than during the past year, when production in the Bedford-Bloomington district exceeded 10,000,000 cubic feet of building stone.

Construction has been called the balance wheel of American industry. Healthy continuous building activity is always accompanied by sound conditions that tend toward general prosperity.

SOUTH DAKOTA BANK TO PAY DIVIDEND

Pierre, S. D.—The state banking department is preparing to pay a dividend of 10 per cent. on the First Trust and Savings Bank, of Mitchell, one of the banks which is under the control of the department.

TWIN CITY EXECUTIVE POSITION

We have excellent opening in an enterprising suburban bank which has a large reserve, no borrowed money and an excellent record of earnings.

Requires a real executive and preferably one who can purchase 40 or 50 shares under an agreement that will give mutual protection.

Correspondence invited. File C-2244.

BANKERS SERVICE COMPANY

618 Builders Exchange

Minneapolis, Minn.

NORTH DAKOTA CASHIERSHIP

Opening with good people for experienced cashier; single man preferred; must be well recommended. Write us now so we can submit your application to the Board of Directors at their January meeting.

Also have opening for experienced assistant for North Dakota point, and young man stenographer for county seat town in South Dakota.

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High grade help furnished without charge to employer.

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This is a real "BUY" for some live young banker and we recommend. Full particulars given to any one interested.

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ST. PAUL, MINNESOTA

New General Agency Rule on Pacific Coast

San Francisco, Cal.—The Board of Fire Underwriters of the Pacific has adopted the new general agency rule and it is now effective. The essence of it is that "no general agent shall be appointed or maintained in any city or town where local agencies are permitted and who continues to represent any company as a local agent, or who writes local business excepting through his duly appointed local agents as provided under the rules of this board." The new rule authorizes the executive committee "to investigate, pass upon and determine the propriety and true status of any general agency appointed, or the continuance of any existing general agency."

According to hearsay, the Eastern Union last week adopted similar general agency rules, except that they are not retroactive, that is, present general agencies are not to be disturbed even though the general agent is also engaged in the local business. The Eastern Union, however, has not seen fit to give out the text of its new rules on this subject.

The Union adopted rules on this subject at its meeting last April similar in import to those just adopted by the Board of Fire Underwriters of the Pacific. Thus the three big organizations whose territory covers almost the entire country, have taken a stand against future "general agency" appointments which are mere subterfuges for payment of excess commissions to favored local agents. These rules will not interfere with the appointment of any legitimate general agent, who purposes to confine his operations to the general agency business. The affiliated companies apparently have had enough "Denver situations," "Des Moines situations" and "Dallas situations" and believe that they have got to the root of the trouble by separating local agency and general agency functions clearly and definitely, where they have jurisdiction.

Personal Injury Cases in Minnesota

Although "a streetcar can't dodge," it must yield to an automobile when the motorcar has the right of way, the Minnesota Supreme Court ruled December 26 in affirming a judgment of \$12,000 for Howard Bradly against the Minneapolis Street Railway Company. Bradly was injured in June, 1923, when his truck was struck by a streetcar at East Hennepin and Island Avenue.

N. C. Mosgaard of Minneapolis, who lost an eye in an accident while employed by the Minneapolis Street Railway Company, is entitled to compensation, even though he was blind in that eye, the court ruled in affirming the state industrial commission. He was awarded \$18 a week for 100 weeks.

In another personal injury action, the Supreme Court upheld an award of \$15,000 to Thomas Leonszek on his complaint that he was injured when he alighted from a moving train at Pine Tree Spur in Cass County. He had bought a ticket to the station, he said, but was told the train did not stop there. Trainmen put his baggage off and aided him to get off, but he missed the platform.

Funds of Insurance Companies in France

New York—An amendment to the 1925 Finance Bill affecting the funds of all insurance companies, has been submitted to the French Chamber of Deputies by Mr. Aubriot and several other members. This amendment, according to advices received by the Bankers Trust Company of New York, from its French information service, provides that the companies' reserves shall be turned over to the treasury at the beginning of next year, and that future additions to the reserves shall also be paid into the treasury, which will allow the companies interest at the rate of 5 per cent. per annum on all such sums and also be responsible for the settlement of all claims for which the companies are liable. The proposers of the amendment state that the reserves in question at present amount to about 8,000,000,000 francs and that the companies' net annual income from premiums is 2,000,000,000 francs. The settlement of claims and annuities does not exceed 50 per cent. of this amount. By taking over the deposits, and

paying interest, the state would thus control a capital of 8,000,000,000 francs and increase its revenue by 1,000,000,000 francs a year.

North Dakota Bonding Fund and Tornado-Fire Funds in Good Shape

Bismarck, N. D.—Both the state bonding fund and the state fire and tornado fund have large surpluses at the present time, and are in good shape, although subject to the effect of disaster, in the same manner as all similar institutions, according to Harold Hopton, manager.

The state fire and tornado fund, as of December 1, has a surplus of \$400,315.90 and an unearned premium reserve of \$108,907.87 to meet losses during the period for which policies are in force and on which premiums have been paid, making the total fund \$549,223.77, he said today.

The bonding fund has a surplus of \$140,173.89 and has set aside \$26,370.99 additional unearned premium reserve, making the total fund \$166,349.88, he added.

The insurance department will make some recommendations to the legislature with regard to throwing additional safeguards around the fire and tornado business, Mr. Hopton said. Authority to reinsure on such important risks as the state capitol and state penitentiary is to be asked. Defalcations are few at this time, he said, and the outlook is good for the bonding fund.

DIRECTORATE OF THE SPOKANE BRANCH FEDERAL RESERVE BANK

Spokane, Wash.—Two new members were added to the Spokane branch of the board of directors of the Federal Reserve Bank and the Federal Reserve Bank of San Francisco, increasing the number for this branch to seven, according to word received at Spokane recently. The new members of the branch are E. H. Van Ostrand, president of the Craig Mountain Lumber Company, Coeur d'Alene, Idaho, and Charles L. McKenzie, a director of the Colfax National Bank, Colfax, Washington.

The other Spokane branch directors, all of them re-appointed, are Peter McGregor of the McGregor Land and Live Stock Company, Hopper; G. I. Toevs of the Centennial Mill Company; R. Lewis Rutter, president of the Spokane and Eastern Trust Company; C. E. McBroom, president of the Exchange National Bank, and W. L. Partner, manager of the Spokane branch of the Federal Reserve Bank.

Mr. McGregor, Mr. Toevs and Mr. Van Ostrand were appointed by the Federal Reserve Board and the others were named by the bank.

CLOSER TEAMWORK HELPFUL

A closer relationship exists now between heads of the big public utility concerns and their stockholders than ever before and is aiding in a rapid development of properties, particularly those of the electric power companies.

More and more the human element is becoming involved in the business of manufacturing and furnishing electric power, gas, water, street car and railway service, now absolute essentials in our every day life.

This has been brought about largely through the employe and customer ownership stock selling campaigns, things that have become a fixed part of the activity of any successful public utility company.

Thousands of consumers of the services furnished are now part owners of the business that is producing them. Thousands of employes too are part owners in the business.

This new order of things is creating, more and more, confidence in the men at the heads of these companies and their ability to direct their destinies. Consequently more money is available for the development of properties and it is going ahead at a pace beyond the most sanguine hopes of engineers and builders of even 10 years ago.

It is this confidence between the companies and their stockholders that is causing such great progress in the public utility field.

Cash Advanced by War Finance Corporation

Washington—"Altogether," the War Finance Corporation reported to Congress, "since its creation the corporation has made advances totaling \$689,691,000, \$306,756,000 under its war powers, \$85,001,000 for export purposes and \$297,936,000 for agricultural and live stock purposes. Of the aggregate amount advanced, \$62,623,000 was outstanding on the corporation's books on November 30, 1924. The corporation on that date had on deposit with the United States Treasurer \$495,726,806 and repayments received since then, including items in transit, will bring the amount to more than \$500,000,000, the original capital of the corporation. It is impossible to state at this time just what balance ultimately will be returned to the Treasury, but there is every reason to believe that, when the remaining assets of the corporation, that is, its outstanding loans, have been liquidated and after deducting operating expenses and such losses as may be sustained, the Government will receive, in addition to the original capital of \$500,000,000, a return approximating the cost to the Treasury of the money used in the operations of the corporation."

Since November 30, 1923, the corporation has approved 561 applications for new agricultural and live stock loans amounting to \$12,227,000, substantial reduction from the preceding year and evident of general improvement in the agricultural situation as well as in the condition of the country banks. Of the amount \$4,670,000 represented advances to 201 banking and financial institutions and \$7,557,000 to 24 live stock loan companies. Under these commitments, as well as under commitments made prior to November 30, 1923, \$3,142,000 was actually advanced to banking and financing institutions, \$6,463,000 to live stock loan companies, and \$589,000 to cooperative marketing associations, making a total of \$10,194,000 compared with \$28,142,000 during the preceding year. In addition the corporation approved during the year 1,838 applications from banks and 242 applications from live stock loan companies totaling \$45,194,000. On November 30, 1924, the loans outstanding on the corporation's books totaled \$62,623,000 as follows: War loans, \$16,975,000; agricultural and live stock loans, \$45,648,000. All export loans, those made prior to the suspension of business in May, 1920, as well as those made after the resumption of operations in January, 1921, have been liquidated.

PUBLIC UTILITY OFFICIALS MEET AT SAN FRANCISCO

San Francisco, Cal.—Executive heads of the largest public utility companies in America met in conference at the Palace Hotel, San Francisco, January 29 and 30, 1925, and discussed engineering, commercial, public relations and rate problems facing the manufactured gas business.

According to H. C. Abell of New York, president of the American Gas Association, the gas companies of the country expect to do a record breaking volume of business in 1925, particularly in the industrial heating field where gas fuel is now used in more than 5,000 different ways. Plans for taking on this business will be made at the San Francisco conference.

Some of the larger public utility holding companies which were represented at the conference by their directing heads are: United Gas Improvement Company, Electric Bond and Share Company, Commonwealth Power Corporation, Middle West Utilities Company, American Power and Light Company, C. H. Tenney and Company, Stone and Webster, Henry L. Doherty and Company, Massachusetts Lighting Company, Public Service Company of Colorado, United Light and Power Company, American Gas Company, Pacific Gas and Electric Company and the C. H. Geist Company.

FOREIGN TRADE COMMENTS

Signs increase that the conditions favoring domestic trade are definitely operative also in the foreign field. While export figures in the crop moving season must be analyzed with special care as evidence of the general foreign trade outlook, those of October give encouraging evidence apart from the impressive total. This was \$527,-

000,000, the largest for any October since 1919-1920, when inflation prices prevailed, and with the added exception of 1917, a war year, the highest October figure on record. For the corresponding month last year the export total was \$399,000,000. In the large gain of 1924 a major factor was the great increase in cereal exports. With greatly advanced prices for an enlarged volume, the value of grains and grain preparations exported in October was nearly \$82,000,000 greater than for the corresponding period of 1923. For this situation foreign crop shortages are largely responsible. Yet the shipments may be regarded also as a reflection of strengthened buying power, a condition which other export groups plainly indicate. Partly in reflection of foreign loans lately floated in this country, the exchanges have shown a strong tone. This is most marked in sterling, which has touched almost its maximum figure since official support was removed in 1919.—The First National Bank of Boston.

SOUTHERN CALIFORNIA BANKS
Correspondence invited from Bankers desiring to buy control in California.
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requiring efficient and conscientious service in looking after Montana farm mortgages will find our service of real help. We are now handling a few million dollars of eastern clients' investments with good results.
Best of references
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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

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Review of the 1924 Bond Market

C. W. Love, Vice President, Halsey, Stuart & Co., Inc., Chicago

The 1924 bond market has been characterized by a record of brilliant achievement which, excepting the financial operations of our Government, in the credit to support the expenditures in the late war, is unsurpassed in the previous history of American finance.

Viewed from the standpoint of new capital issues distributed to the American public, the activities in the secondary market as evidenced by the volume of transactions on the principal exchanges of the country, and business done by the investment banking institutions of the country in securities not listed on the exchanges, all previous records have been broken. Not only have American institutions and investors easily met new demands for capital by American enterprises, but loans to foreign governments and corporations during the past year which now exceed the billion dollar mark, were readily absorbed.

Complete results of the year's record have not been tabulated as yet, but it seems safe to say that the total of interest bearing securities distributed to the American public, including long and short term bonds and notes, will approximate \$5,500,000,000 as compared with \$4,235,000,000 in 1923, and \$4,620,000,000 in 1922.

These figures do not include capital issues in the form of stock, which will easily exceed another \$75,000,000 for the year. Of the total interest bearing securities issued in 1924, approximately 85 per cent. represents new capital flotations and the remaining 15 per cent. represents the refunding of capital obligations previously issued.

The extent to which we have become a creditor nation is emphasized by the \$1,250,000,000 foreign security flotations offered in the country during the past year, of which approximately \$1,000,000,000 was represented by loans to foreign governments and municipalities; the remainder going to railroad, public utility and industrial enterprises in foreign countries.

Municipal Bonds Issued in 1924

Municipal bonds issued in the United States during the year will approximate \$1,300,000,000. Borrowings by corporations will approximate \$2,750,000,000, while bonds issued under the Federal Farm Loan Act will aggregate more than \$175,000,000. This latter item incidentally, in contrast to figures for all other types of financing, represents less than half the amount of borrowing done by these institutions in 1923, and reflects the improved agricultural situation. No particular attention need be given to the operations of our own Federal Government. The policy of economy of the administration has resulted in a steady reduction of Federal government debt, and operations during the year were of a refunding character.

Municipal bonds issued during 1924 reached the highest total in our history, the \$1,300,000,000 figure above comparing with slightly over \$1,000,000,000 in 1923. There has been a great deal of talk about extravagances in borrowing by both state and municipal governments, and the influence of tax exempt securities with attendant ease in borrowing encouraging this practice. It is possible, no doubt, to find incidents of this character. It must be remembered, however, that the continued growth of our population and its concentration in cities, and the attendant building boom which our country has experienced have forced upon municipalities many problems such as providing additional protection to life and property, educational buildings and facilities incident to insuring health and sanitation. In addition, the era of road building and street improving, necessary to meet our greatly increased needs for transportation, has required great sums of money. The watch word of economy in the administration of municipal affairs is timely, indeed, and while we may expect that there will be some reduction in volume in 1925 as compared to the present year, municipal borrowings for necessary purposes will probably continue to run into considerable volume for some time.

Railroad Borrowing

In the field of corporation borrowing our American railroads have taken over \$920,000,000 during the year, as

compared with \$491,000,000 in 1923. Most of this financing was in the form of long term bonds, chiefly equipment obligations and bonds issued to provide funds for re-payment of loans made by the United States Government. The railroads of the country now appear to be in better condition to take care of business than at any time in recent years, and railroad earnings are being substantially rehabilitated. Sufficient progress has been made to warrant the hope that the railroads will soon find it possible to do a considerable amount of their financing through the sale of stock and relieve, to some extent, the necessity which they have faced for several years past of providing new capital largely out of borrowings.

Public Utilities Financing

Our public utilities during 1924 have been borrowers to the extent of \$1,000,000,000 as compared with approximately \$877,000,000 in 1923. Electric light and power, gas and water companies have experienced a uniformly prosperous year. Moreover, in addition to providing additional facilities for a growing population, public utilities are finding many new uses for their services. In contrast to the long term financing of railroads, during 1924 public utilities were borrowers on short term obligations to the extent of more than \$130,000,000 thus reflecting temporary financing of consolidations wherein greater economies are sought through central station service. In this connection it is also interesting to observe that public utilities were enjoying a sufficiently prosperous condition as to permit of the issuance and distribution of junior securities, largely in the form of stock amounting to approximately \$500,000,000. This has enabled them to maintain a proper balance in their capital structure and, so far as borrowings are concerned, has restricted loans contracted by just that amount so that even the one billion dollars borrowed does not adequately reflect the increased growth of these enterprises.

Industrial Flotations

Industrial flotations during the year aggregate about \$860,000,000, which is nearly \$300,000,000 less than in 1923. Relatively a small percentage, possibly 10 per cent. of these borrowings were of a short term variety. Of this total \$286,000,000 represents borrowings on land and buildings, which is about \$45,000,000 in excess of the figure for 1923. In other items making up the industrial list, however, borrowings were considerably less than in 1923, thus indicating the adequacy of present plants and equipment in meeting production requirements. While the year started with a fair volume of production in most lines of commodities, there was a considerable amount of stocks on hand and when the demand failed to materialize, stocks accumulated and by the middle of the year prices had reacted sharply to the end that production rapidly declined and not until within the past month did it show any marked signs of improvement.

The decline in production among our industries, the increase in our gold supply from trade relations with other countries, and the great improvement in our agricultural situation—resulting from better crops and higher prices, all have had a marked affect on interest rates. In industrial centers our commercial banking institutions encountered a sharp decrease in the demands for loans, while deposits rose. In our agricultural communities farmers have been enabled to liquidate at least a portion of their indebtedness to banks. As a consequence, banks throughout the country entered the market actively for investment in addition to the large and steady demand for investment from institutions including insurance companies, trustees of estates, trust companies and individual investors. Corporations also entered the market in order to employ temporarily idle accumulations of working capital, with the result that October and November indicated one of the most active months of bond trading in the history of the New York Stock Exchange.

Money Market Easy

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ease with which they have been met is even more remarkable. From the moment the successful distribution of the \$150,000,000 Japanese loan in February was accomplished there has been no lack of confidence in the securities market. The \$110,000,000 German loan in October was absorbed with an ease which astounded many. Recently loans of less individual importance, but running into larger figures in the aggregate are still meeting an eager reception, as was indicated by the success of the \$100,000,000 French government loan and the \$200,000,000 United States Government loan, as well as loans to the Argentine and Belgian governments.

It is not surprising, therefore, that prices in practically all classes of securities have increased materially over the quotations of one year ago. It would take a comprehensive list of all classes of securities to reflect accurately the actual improvement in each class. Long term bonds naturally have shown the greatest advance in price to meet the changed investment yields which are correspondingly lower than those of a year ago.

The Year's Record Good

On the whole, the country may well be proud of the record during the past year. Present conditions indicate the continuance of a good bond market. Interest rates have begun to show a tendency to increase, due mainly to a temporary demand for short term credits, but have not as yet had any appreciable effect upon the investment yields which have been established during the past few months.

There is, of course, an ease in our money situation which presents a danger in over-encouraging speculation and inflation. However, the lesson of 1920 should be still too fresh in our minds to lead us into early difficulty on this account. The American investor will doubtless be called upon to aid many foreign enterprises during the next few years, undoubtedly, we have responsibilities as a great creditor nation of the world, which present their opportunities as well. With careful scrutiny on the part of those responsible for the origination of foreign loans and the

inauguration of an investment policy for each individual and institution participating in these offerings to the end that the investment risks are properly assumed by those capable of sharing the responsibility, we shall undoubtedly be able to become very helpful in the situation with considerable profit to ourselves.

Recent incidents in political history in this country and throughout Europe strongly indicate that the world is not in the mood to experiment with radical thought in politics. This, of course, means much to the continuance of our present economic prosperity and permits of a feeling of confidence among investors that is quite as comforting as reflection of the record made by American finance in 1924.

ONTARIO GOLD OUTPUT

Timmins, Ont.—The output of gold reached a new high mark for Northern Ontario during November. Combined production from Porcupine and Kirkland Lake during the month was around \$2,300,000, or at the rate of between \$27,000,000 and \$28,000,000 a year.

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BANK BECOMES OWNER OF CHECK WHEN NOT ACCEPTED FOR COLLECTION

Editor Commercial West:

Several months ago we cashed a \$40 check for a customer, payable at the State Bank of Crossroads, Wisconsin. The same day, we sent this check with others to our correspondent bank in Minneapolis, for credit and collection. They in turn sent this check for collection to the National Bank of Crossroads which presented the check at the State Bank of Crossroads and received the money.

The National Bank of Crossroads sent the Minneapolis bank a draft on Milwaukee; this draft was not paid to the Minneapolis bank on account of the National Bank of Crossroads being closed during the meantime. Now our customer does not want to pay us back the \$40, claiming that the check was good and was paid by the bank on which it was drawn.

I would like to know who we can hold for the amount involved.

Citizens State Bank, ———, Wis.

ANSWER

In answering this question we assume that the transaction referred to involved the cash payment in return for the check drawn on the State Bank of Crossroads, Wisconsin.

The general rule where a bank accepts a check and either deposits the same to the account of the payee or pays the face thereof, the bank becomes the owner of the check and not a mere agent to collect the same for the payee. This is the general rule in Wisconsin and other states. We are, therefore, of the opinion that in the absence of any agreement showing an arrangement, or in the absence of notice to the payee of any fact intending to show that the check was merely accepted for collection, that the only remedy that the bank has is against the insolvent bank.

On the state of facts herein, it appears that the bank accepted this check unreservedly as its own and title passed to the bank and they assume all responsibility for collection of this check, and in the absence of any fact to the contrary, we believe that the courts would follow the general rule as stated before.

In other words, upon the payment of \$40 to the original payee by the Citizens State Bank, the latter became a holder in due course of this check and the only liability on the part of the payee was that of a regular endorser. The check having been paid upon presentment, the payee was discharged from this liability and the proceeds paid over by the State Bank to the National Bank of Crossroads was then the property of the Citizens State Bank.

Burden on holder of note to prove it became holder in due course without notice of defects or infirmities

Action brought to recover \$1,280 interest by the Farmers and Merchants State Bank against one Barnes. The original note was for \$8,000, given by Barnes to F. S. Whipkey. Whipkey transferred the note to the plaintiff bank who claimed it received the note without notice of any defects or infirmities. The defense was fraud at the time the note was executed. The bank claimed among other things that the mere fact that they were holders of the note did not make it necessary for them to show that they acquired the same without notice of these infirmities. The Supreme Court of Iowa in discussing this phase of the case held.

"The negotiations resulting in the purchase by appellant of the note were conducted by the assistant cashier, who was not called as a witness by appellant, and who did not testify upon the trial. The cashier, with whom Whipkey also talked about the note, testified that he knew nothing

of any infirmities in the instrument, and that he would have been informed by the officer negotiating the purchase if he had obtained knowledge of the fraud charged or of such facts and circumstances as made the taking of the instrument bad faith on the part of the bank. The burden rested upon appellant to prove that the bank became the holder of the note and without notice of defects or infirmities of the title therein.—Farmers and Merchants State Bank vs. Barnes, 200 Northwestern Reporter 428.

• • •

This was an action brought by the Farmers Savings Bank of Williamsburg to foreclose a chattel mortgage executed by one Cash. The Conroy Savings Bank appeared as an answering defendant and claimed a prior lien. Cash on January 13, 1922, executed a trust chattel mortgage, conveying his personal property to a trustee for the benefit of his creditors and at the same time a trust real estate mortgage also conveying his real estate to the same trustee. Cash at this time was insolvent. These mortgages were to secure \$80,000. The mortgage referred to this amount in the form of a note but as a matter of fact the note so described was never executed. The attorney for Cash at the time that these mortgages were executed gave his opinion that the mortgages were invalid.

In March, 1922, after the appellee, Conroy Savings Bank had secured a judgment for the amount of its claim as secured by the trust mortgages, and an execution was duly issued thereon, a conference was called at which were present the Conroy Savings Bank, William Cash, the person named as trustee and W. C. Wallace as attorney for Cash and other creditors which resulted in the execution of a written agreement on said date, known in the record as Exhibit 2, by which appellee claims the trust mortgage was ratified and confirmed by the signature of Cash and the trustee, and that this was in consideration of the release of the execution issued by appellee before referred to, and by this it is claimed by appellee that it accepted the terms of the trust mortgage. Subsequently plaintiffs' chattel mortgage was executed with notice, we think, through Wallace, representing plaintiffs, of the trust mortgages.

The chattel property was not turned over to the trustee, but was retained by Cash, and some of it was sold. The trustee first named seems to have paid little attention to the matter, though it appears that there were some moneys deposited in the bank in the name of the trustee, and a few checks were drawn against this account. The trial court found, and properly so, we think, that Gallagher the first trustee accepted the trust and entered into the discharge of his duties as such, but he had since abandoned the trust and was no longer performing the duties, and because of the vacancy a new trustee was appointed.

Subsequent to the execution of these trust mortgages another mortgage was executed to the plaintiff. This action was brought to foreclose this second mortgage. The question was as to the validity of the first mortgages and whether or not the lien of the second mortgage came prior or secondary to the first mortgages.

A number of defenses were interposed and the Supreme Court of Iowa in the case of Farmers Savings Bank of Williamsburg et al. vs. Cash et al. as reported in 200 Northwestern, page 603, said, it is first contended by appellants that the trust mortgage is invalid because of the failure of Cash to execute the \$80,000 note therein referred to.

The true state of the indebtedness need not be disclosed by the instrument, but in cases free from fraud may be shown by parol. There is no fraud shown in the instant case, and none is claimed, except that appellee, Conroy Bank, claims that it would be a fraud to permit plaintiffs to come in ahead of it, when their claims were listed in Exhibit 3, and they had notice of the claim of appellee bank when they took their mortgage at a later date. We have held that the failure to specifically set out or describe the indebtedness sought to be secured does not, of necessity, render the mortgage of no effect as to credi-

tors of the mortgagor. There must be sufficient general description to embrace the demands and liabilities intended to be secured and to put the person examining the record upon inquiry.

It is thought by appellants that there was never a delivery of Exhibit 3 by Cash to appellee, Conroy Bank, and that it was never delivered to any one except to the recorder. Being on record, a presumption of delivery arises.

Clearly a delivery was intended by Cash, and there was a delivery. No particular form or ceremony is essential to constitute delivery, nor is manual possession by the grantee necessary. The intent is important, and delivery for record, although not known by the grantee, is if followed by his assent, good delivery.

The next contention of appellants is that before the trust mortgage became binding as to any creditor it was incumbent on the Conroy Bank to prove that the same was accepted by all the creditors named in the trust mortgage. Under the circumstances, and a reading of the instrument, we think it was not necessary that all should accept before it would be binding upon those who did accept. Appellee bank accepted.

Finally, it is argued briefly by appellant that, even if they are wrong in all the foregoing propositions, appellee is not entitled to have its lien established in the full amount of its claim, but only its pro rata share as provided by the terms of the trust mortgage because the mortgage provides that the trust is created for the equal proportionate benefit and security of any and all the notes and accounts described in the agreement, and that payments made to the trustee should be divided between the several holders of the notes in proportion to the amount due each holder. There might be force in this suggestion if the other creditors had accepted the trust arrangement, or if the first trustee had proceeded with the trust and carried it out by a sale of the property and collection of the proceeds. The others did not accept, and only \$200 or \$300 was received by the trustee.

Without further discussion, we are of opinion that the equities are with appellee, Conroy Bank, and that the decree of the trial court was right.

LOANS TO FARMERS FROM FEDERAL BANKS

Washington—Wisconsin farmers have obtained \$27,049,800 in loans from Federal farm loans banks and \$5,045,450 from joint stock land banks, or a total of \$32,095,250, from the time of the inauguration of the farm loan system to October 31, Chairman Cooper of the Federal farm loan board has informed Congress.

The amount loaned to Texas is the greatest of any state. Iowa ranked second with \$134,722,145, Illinois third with \$75,802,440 and Indiana fourth with \$60,926,534.

Of the Wisconsin borrowers, 6,973 were accommodated by the Federal land banks and 1,015 by joint stock land banks.

In the nation, 394,407 loans have been made, totaling \$1,497,771,003. The number of loans and amounts to adjoining states are:

Minnesota, 12,909 loans, amounting to \$74,227,050, and Michigan, 13,482 loans amounting to \$134,722,145.

NEW NORTHWESTERN PATENTS

The following patents were issued December 23, 1924, to Minnesota and Dakota inventors, as reported by James F. Williamson, Patent Attorney, 925-935 Metropolitan Life Building, Minneapolis, Minnesota:


Harry Auperl, Minneapolis, Minn., amusement slide; Mons M. Berg, Duluth, Minn., animal trap; Borre H. Borreson, St. Paul, Minn., vehicle license or card holder;

Francis W. Cress, Prior Lake, Minn., control for battery charging plants; John J. Dolzer, St. Paul, Minn., ash tray; George H. Ellis, St. Paul, Minn., composite insulating board; Nathan R. England, Appleton, Minn., window fastener; Edwin G. Evensta and H. J. Anderson, Minneapolis, Minn., laundry tray faucet; Charles C. Gamm, St. Paul, Minn., tape sealing machine; Harry E. Heinz, Minneapolis, Minn., Furnace regulator; Albert C. Hougland, St. Paul, Minn., coating food containers; Henry O. Johnson, Virginia, Minn., wrench; Frank E. Kolar, St. Paul, Minn., electrical connector and supporting device; John T. Linklater, Minneapolis, Minn., nicotine absorber; John E. McMahon, St. Paul, Minn., shovel handle; Daniel Shockey, North St. Paul, Minn., device for cutting surgical bandages; Frank E. Van Tilburg, Minneapolis, Minn., apparatus for separating composite oils into component parts; Raymond H. Waldo, St. Paul, Minn., rug; Carl H. Anderson, Roseglenn, N. D., combined wire stretcher and splicer; Ragna Oines, Arlington, S. D., dishwashing machine; Alvah A. Peck, Underwood, N. D., repair device for pneumatic tires; Buel W. Richards, Beach, N. D., preservative composition; Joseph A. Stevens, Vermillion, S. D., brooder.—(Advertisement).

Patent Attorney
JAMES F. WILLIAMSON
 Phone, Geneva 4551. 925 Met. Life Bldg., Minneapolis.
 Patent and Trademark Litigation. Solicitor of U. S. and Foreign Patents and Trademarks.
 37 years' practice. Expert Assistant, C. C. Reif, 12 years Examiner and lately a Principal Examiner in United States Patent Office.

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Green Will Continue Manager of Bank of North Dakota

Bismarck, N. D.—C. R. Green, who has completed three years as manager of the Bank of North Dakota, will continue in that position, it has been announced by the industrial commission. After request was made that Mr. Green remain on the position, although he had indicated a desire to return to his own business, a resolution was entered by the industrial commission to this effect, according to George Shafer, attorney general. The resolution is as follows:

"Whereas, on this 15th day of December, A. D. 1924, Mr. C. R. Green has successfully completed a three-year period of service as manager and director-general of the Bank of North Dakota; and

"Whereas, it is the opinion of this commission that the wise, economical, conservative and businesslike policies which have governed the management of the Bank of North Dakota during the past three years, should be continued, and that best interests of the state would require that Mr. Green continue as the managing officer of the Bank of North Dakota;

"Now, therefore, be it resolved, in recognition of his demonstrated ability, integrity and successful record, and in view of the needs of the public service in the premises, we do hereby reappoint Mr. C. R. Green as manager and director-general of the Bank of North Dakota, to serve at the pleasure of the commission, and

"Be it further resolved that his salary as manager and director-general be fixed at the sum of six thousand dollars per annum until the further order of the commission."

NORTH DAKOTA BUDGET NEEDS PUT AT \$7,312,518

Bismarck, N. D.—The North Dakota legislature, at its forthcoming session, will fix appropriations for a period of two years, from July 1, 1925, and the state board of equalization, with the aid of the legislature, will have the duty of seeing that enough taxes are levied to enable the state to pay its bills. There is but one limitation, that of the constitution, which limits the levy at 4 mills for all state purposes, excepting interest.

Because the interest on bond issues, such as those for the state industries, is excepted from the constitutional limitations, no worry will be caused the legislature in paring appropriations to fit the purse, but it is said by officials that \$375,000 must be levied for sinking fund purposes in connection with the Bank of North Dakota and state milling bonds in the next two years, and this amount comes within the limit.

The state budget board, in preparing recommendations for the legislature, has figured on the maximum general fund appropriation allowed by the constitution being levied next fall. The state board of equalization, by raising the valuation of property, could cause more taxes to be paid without changing the tax mill limit.

A revised estimate by the budget board of needs of the state in the next two years puts the budget appropriations at \$7,312,518, while the state tax department and state treasurer estimate receipts during the period at \$7,744,365, leaving the legislature a margin of about \$300,000 for appropriations not covered in the budget.

FACT TO EVADE BANK LAW FAILS IN NORTH DAKOTA

Bismarck, N. D.—The law of North Dakota will not enforce a so-called contract between two banking corporations when such contract was entered into to enable one of them to evade the 1913 statute prohibiting any bank from making excess loans, the state supreme court holds in reversing the case of the Oakes National Bank, plaintiff,

against the Farmers Bank, defendant and appellant. It reverses a case appealed from Dickey County, Wolke, judge.

The court finds that the contractual relation entered into by the two banks was an arrangement to enable the defendant bank to avoid the statutory prohibition against making loans to any one individual in excess of 15 per cent. of its capital and surplus and to conceal such violation from the state banking authorities.

Such contract, it holds, is illegal and contrary to public policy, and "where suit is brought by one of the parties against the other on account of moneys paid under the terms thereof, both are equally guilty and the law will give neither relief, but will leave the parties where it finds them."

DEPOSITORS OF TWO BANKS PAID THROUGH MERGER

Williston, N. D.—Depositors of the closed Spring Brook State Bank and the Trenton State Bank are now being paid without any aid from the depositors guaranty fund commission.

This is being accomplished through the merging of the assets of the two banks in the new Commercial State Bank which has been opened here, largely through the efforts of James H. Cooper, vice president of the consolidated bank. Representatives of the guaranty commission examined the assets of the two closed banks and all sound paper was taken over by the consolidated bank, stockholders of which are making good losses on paper rejected by the commission.

NORTH DAKOTA LAND FORECLOSURE SALE UPHELD

Bismarck, N. D.—In reversing a lower court decision, the Supreme Court December 30 ordered confirmed one of the largest mortgage foreclosure sales made in the state in recent years. The St. Paul Trust and Savings Bank was the plaintiff and the Snelling Realty Company the appellant. Jourgen Olson, Minot financier, and others were defendants, with Olson the respondent.

Twenty-three different tracts of land, aggregating 4,547 acres, in northwest North Dakota were sold under foreclosure for \$82,770.86, while 17 tracts aggregating about 3,600 acres were sold at \$1 a tract, the latter being heavily encumbered.

NORTH DAKOTA RETIRES LAST OF 1905 BONDS

Bismarck, N. D.—Fifty thousand dollars of North Dakota revenue bonds, issued in 1905, the last of the old state bonds, were retired December 29, when John Steen, state treasurer, handed a check to the board of the university and school lands for this amount. The bonds would mature July 1, 1925. With the payment of these bonds there remains on the list of bonded indebtedness only the so-called state industrial bonds, those issued for the State Bank of North Dakota, the state mill and elevator and those for the purpose of making real estate loans.

PROMINENT SLOPE BANKER DEAD

Mandan, N. D.—Eugene Weigel, 47, Hebron wealthy banker and real estate man of the Missouri slope district, died December 25 at the home of his father-in-law, the Rev. Karl Cox, in St. Paul. He had been ill for five years. He leaves a widow and five children.

For many years he has been in the real estate business at Hebron, and he was vice president of the First National Bank there at the time of his death.

LIGNITE COAL OUTPUT IN NORTH DAKOTA

Minot, N. D.—North Dakota lignite coal mines, among the largest and most productive in the world, yielded an estimated tonnage of 1,500,000 tons during the year ending October 1, 1924, an increase of 64,395 tons over the previous highest production in 1923, according to figures secured from W. S. Stratton of Bismarck, acting state mine inspector.

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Aberdeen Bankers to Make Service Charge

Aberdeen, S. D.—In a meeting attended by all Aberdeen banks it was decided that after January 1 it would be necessary to make a charge of 50 cents per month on those accounts carrying a balance of less than \$50.

A statement given out after the meeting as to the reasons for making this change was to the effect that for some time the banks had been confronted with very high operating costs and no corresponding increase in revenues.

All banks find it necessary to carry on hand a large amount of money to cash checks drawn on them, and this money earns absolutely nothing; in fact, with the clerks hired to attend to this work added to the expense of checks and bank books given to every customer without charge, it is only after an account gains a certain size that it pays its own way.

Few people realize the amount of expense and risk there is connected with the business of banking, such as expensive vaults to protect the money of the depositors, clerks to carry on the business and in addition the chances of mistake in signatures, forgeries and alterations, all of which the bank has to stand itself or carry insurance as a safeguard.

It was stated that the banks have realized for some time that a charge for handling accounts under a certain amount would have to be made but the time has been deferred until conditions in this territory had improved.

For some time banks in Fargo, Mitchell, Sioux Falls, Minneapolis, St. Paul and other centers, have had a service charge in operation.

REVENUE FROM SOUTH DAKOTA SCHOOL LANDS

Pierre, S. D.—The total interest and income accruing to the schools and institutions of the state from school and public lands amounts to \$1,524,443.81 for the calendar year, according to N. E. Knight, commissioner of school and public lands. Of this amount \$10,692.52 will go to the state educational institutions and \$1,514,741.29 will go to the common schools of the state on the basis of \$7.52 per capita of school population.

This amount is slightly less than the calendar year of 1923 when the per capita amounted to \$7.73. This falling off in the income of the department is due this year to lesser amounts received in interest on deferred payments and losses in leasing of public lands.

In 1923 the interest on deferred payments on land contracts amounted to \$338,723.11 while this year they had fallen off to \$289,641.26. Last year there was paid to the department on leases \$443,151.28 when this year this income amounted to \$423,113.25.

However, there was a larger income this year from fines collected over the state. In 1923 the amount of fines collected was \$56,658.29, while this year they had jumped to \$64,147.50.

BANK DEPOSITS SHOW GROWTH IN SOUTH DAKOTA

Selby, S. D.—That there is an improvement in the financial condition of the farmers of this (Walworth) county is indicated by the fact that during this year the deposits in the banks of the county have increased over \$200,000, most of this increase being money belonging to farmers. The banks of the county now have total deposits of \$2,463,499.90.

HEAD OF SOUTH DAKOTA BANKING BOARD QUILTS

Pierre, S. D.—John Hirning, state superintendent of banks, transmitted to Governor W. H. McMaster his resignation, effective January 5. Hirning's resignation had been requested by Governor-elect Carl Gunderson. He has headed the state banking department since 1917, and has been identified with state offices in various capacities since 1909, when he was elected state auditor for a single term.

NORTHWESTERN ROAD LOSES IN TAX SUIT

Sioux Falls, S. D.—The Chicago & Northwestern Railway Company must pay \$257,000 in taxes assessed against

it by the state of South Dakota for 1922, Federal Judge James D. Elliott ruled December 26.

The road sued the state tax commission and the auditors and treasurers of 35 South Dakota counties through which the road passed asserting that its property in this state was worth no more than \$25,000,000 instead of \$41,690,298, the valuation placed upon it by the tax commission.

It charged the assessment was "unjust, inequitable, arbitrary and lacking in uniformity."

SOUTH DAKOTA CROP VALUES

Belle Fourche, S. D.—According to agricultural reports, South Dakota farmers realized \$30,000,000 more on their grain this year than in 1923.

Corn brought the farmers of the state \$6,000,000 over last year, wheat \$10,000,000, and oats, \$14,000,000. While the corn crop fell in volume in 1924, the larger price brought the additional income.

The increased yield per acre and record prices on small grains aided much in restoring farmers to a sound financial basis.

MONTANA MAN BUYS INTEREST IN SOUTH DAKOTA BANK

Sturgis, S. D.—H. J. Walker, of Billings, Mont., is announced to have bought the John Clay interest in the Bear Butte Valley bank of this place.

Mr. Walker expects to take active part in the management of the bank after the first of the year. It is expected there will be a rearrangement of the personnel of the bank force after the directors' meeting in January.

COURT ACTION LOST BY SUPERIOR BANK

Grand Forks, N. D.—Judgment for the defendant has been handed down by District Judge C. M. Cooley in the action instituted by the United States National Bank of Superior, Wis., against the estate of the late S. S. Titus of Grand Forks, in which the bank sought to recover about \$100,000 on a guaranty alleged to have been signed by Mr. Titus in December, 1919, in connection with the affairs of the Stinson Tractor Company. The dismissal of the complaint is ordered by Judge Cooley.

NEW BRIDGE TO SPAN RED RIVER

Wahpeton, N. D.—Construction of a steel bridge across the Red River about a mile from Brushvale, Minn., was decided upon by the county commissioners of Wilkins and Richland counties, N. D., in joint session. The cost is to be borne equally by the two counties. Plans call for a 100-foot span, 18 feet wide, with a concrete roadway. The boards will meet January 7 to approve final plans and arrange for bids.

CANADA'S POTATO CROP

Ottawa, Ont.—Canada's total potato yield for this year is 2,572,000 hundredweights in excess of that for 1923, according to an estimate made by the Department of Agriculture. The yield estimated for 1924 is 58,069,000 hundredweights, as compared with 55,497,000 hundredweights for last year.

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Baggage Transfer

Purchasing Power of Montana Farmers Increased

Great Falls, Mont.—Evidence accumulated during the fall months of an abrupt improvement in the status of Montana agriculture and a greater prosperity accruing to farmers of the state finds ready confirmation in the December compilation of farm statistics by the Montana Crop & Livestock Reporting Service. Liquidation of old obligations, restoration of the business of farming to its rightful position in the scheme of things and the resultant reflection of a betterment of all business and industry are traced in this review to the renewed self assertion of the soil.

The report is self-styled as the "December estimate" but it is made at a season when a virtually complete survey of this year's farm achievements is possible. The earning power of Montana farms is shown to have been \$37,685,000 greater in 1924 than in 1923. The value of the state's 11 principal farm crops in 1924 is placed at \$124,239,000, as against \$86,382,000 the year before. Higher prices, larger returns from a smaller acreage and diversification accounts for the gain. To find a time when Montana farm prosperity was comparable with the present, the report goes back to the first years of the world war.

Strong Position of Montana Farmers

"Montana farmers at the close of the 1924 crop season find themselves in the strongest position they have occupied since the early war period," reads the report. "Along with the grain farmer, the sheep industry continues its profitable trend, but the third group, or cattle industry, is still struggling with relatively high production costs and low prices of beef.

"Two of Montana's three agricultural industries have operated profitably during the 1924 season. Eleven principal crops in 1924 have a value on Montana farms of approximately \$38,000,000 more than in 1923, with the bulk of this increase coming in the cash crops, wheat and flaxseed. The grain farmer in Montana thus finds himself lifted over into the profitable column with the sheep man, but the cattle man is still struggling along with a low price for beef that is out of line with range production costs.

"The wheat farmer in Montana has come through a season where he has seen the purchasing power of the wheat dollar rise from an index of 79 in October, 1923, to 109 in October, 1924, as a result of shorter world supplies and a vigorous rise in wheat prices. With the higher prices the Montana farmer has produced a larger wheat crop on less acreage this year compared with last and the resulting increase in income has gone a long way in liquidating old debt and financing needed purchases.

Sheep Industry Improved

"The sheep industry, which a year ago was characterized as riding on the crest of a wave of prosperity, has strengthened its position if anything, wool in October having a purchasing power in terms of other commodities of 147 per cent. of its 1913 base and was three points higher than a year ago. The price outlook for wool is still considered good. It has been pointed out that the world is still short of textiles as indicated by the strength of the demand that has lifted world wool markets even above the level of our tariff.

"The Montana sheep industry after a recuperation that extends back three years is now in its strongest position since the war period and is relatively more stable than the farming industry. The cattlemen on the other hand not only stands at the bottom of the list, but as a group have found the past season but another chapter in the gloomy story they have recorded since the post war deflation period set in. Beef cattle in October had the lowest indicated purchasing power of the 10 principal agricultural products, the index standing at 62 compared with 61 a year ago.

"Liquidation pressure has continued and with the discouragement of price outlook has probably been responsible for larger marketings of range cattle than total numbers warrant. Cattlemen may therefore find some consolation in the thought that when the turn comes it may disclose relatively short supplies that may result in vigorous recovery of prices. Beef cattle, as has been pointed out,

have long followed a clear cut cycle of low purchasing power and are now on a very low point in that cycle.

Large Yields of Grain

"Wheat, barley, rye, flaxseed, tame hay and beans yielded larger out-turns in 1924 than last year, while corn, oats, potato crops were somewhat smaller, the greatest decrease coming in the apple crop, which was cut by a severe June freeze in the important Bitter Root Valley district. Total tonnage of crops produced in 1924 greatly exceeds that of 1923. Wheat acreage in 1924, while less than in 1923, yielded a harvest about 8 per cent. larger, the total production of 51,668,000 bushels in 1924 comparing with 47,708,000 bushels revised estimate for 1923. Flax, a second important cash crop, gave an out-turn of 2,319,000 bushels in 1924, or more than double the revised 1923 estimates of 902,000 bushels. The large increased production came about principally through expansion in acreage although acre yields in 1924 were also higher than last year.

"The corn crop as revised for both years shows 9,198,000 bushels for 1924 compared with 9,490,000 bushels in 1923, a smaller production despite a larger acreage, due to the most unfavorable weather for corn in recent years. The wild hay crop was curtailed by dry weather, but an increase in tame hay varieties notably, alfalfa and grain hay more than offset this decrease. A minor crop, beans, returned 408,000 bushels in 1924, compared with 264,000 bushels in 1923, due largely to an increase in acreage. Sugar beets were also a minor crop showing a very favorable harvest this year.

"Aggregate valuation of 11 principal crops in 1924 is placed at \$124,239,000 compared with \$86,382,000 in 1923. Of this increase wheat contributed approximately \$25,000,000 and flaxseed about \$3,400,000, both wheat and flaxseed being crops of which Montana exports the large bulk of her production with wheat furnishing normally almost 70 per cent. of the farm income."

DAIRY GROWTH IN MONTANA RAPID

Helena, Mont.—The dairy industry in Montana has made a "tremendous growth" in the last few years, says George H. Webster, chief of the division of dairying and marketing of the Montana department of agriculture. This situation, he says in a report to C. C. Davis, commissioner of agriculture, covering the period from June 30 to December 1, 1924, "has made of serious concern many difficulties and problems which, while apparent for some time," have not heretofore occupied the limelight.

Despite the fact that butter production in 1923 exceeded all previous years by 38 per cent., the total has already been passed in the first nine months of 1924, according to the report. Fifteen thousand pounds production for 1924 is not an impossibility, Mr. Webster says. The 1923 production was 10,721,595 pounds.

Expressing the opinion that there is need of legislation to help get prices for dairy products based on quality, Mr. Webster recommends that efforts be made to secure from the states of Washington, Idaho, North Dakota, South Dakota and Minnesota, in common with Montana, laws making the grading of cream compulsory and under the supervision of graders appointed by the state.

He also favors the passage of a law to make compulsory the pasteurization of cream or milk used in the manufacture of cream or butter and to make it a misdemeanor to use the word "pasteurized" on the container of a dairy product which has not been pasteurized by the method prescribed by law.

A law prohibiting the use of oleomargarine in any state institution is also suggested.

PROJECTS IN MONTANA TOTAL \$29,000,000

Helena, Mont.—Montana has, in process of construction or in contemplation, projects the estimated cost of which will be \$29,483,198, according to a report made by Lewis A. Campbell, director of labor and publicity of the department of agriculture, to the Federal employment service.

The figures, based on newspaper reports, are believed

by Mr. Campbell to be quite accurate and fairly inclusive of definitely established projects.

Segregated, the projects include: Industrial buildings, \$4,571,095; highway and bridge construction, \$2,653,103; public buildings, \$1,001,000; churches, lodges, etc., \$955,000; irrigation, \$1,514,000; railroad improvements, \$2,289,000; new railroads contemplated, including the \$11,000,000 line from Miles City to the Wyoming oil fields, \$16,500,000.

BOSTON-MONTANA PROPERTIES TO BE TRANSFERRED TO NEW COMPANY

Boston, Mass.—The committee in charge of the reorganization of the old Boston-Montana Company have announced that the plans had met with success. Title to the mines, milling and railroad properties of the company will pass to the new Boston Mining Corporation on January 19 at Dillon, Montana, and it is expected that operations will start immediately.

More than 6,000 old stockholders participated in the reorganization on a share-for-share basis and, in addition, were privileged to subscribe for 6,000 underwritten shares.

ANACONDA COPPER FOR PREPAREDNESS

Two months after the State of Montana adds \$500,000 annually to the taxes of Anaconda Copper the company announces a loan of \$40,000,000 to develop the Andes Copper Company, which is eventually to have a production of 200,000,000 pounds annually. Anaconda Copper has contended right along that its Montana taxes are already exorbitant. In its protest against the additional \$500,000 tax it cited its low cost South American production in contrast with its cost of 11 and 12 cents a pound in Montana.—Wall Street Journal.

CROSS-FLORIDA LINE TO OPEN SOON

New York—The Florida, Western and Northern will be opened between Coleman and Sebring on Sunday, January 11, through to West Palm Beach on Saturday, January 24; across Florida, coast to coast, between St. Petersburg, Belleair, Tampa and West Palm Beach, Wednesday, January 28.

With the opening of this new extension of the Seaboard, is inaugurated the first service over its own rails (south of Richmond) of any trunk line entering Florida without delivering its trains to a connecting or interchange railroad for both east and west coasts of Florida.

The new construction embraces a 204-mile link in the Seaboard system between Coleman (on main line) and West Palm Beach, with a cut-off across the lower peninsula, giving Florida a new north and south short line to the east coast and the only direct route across the state between St. Petersburg, Belleair, Tampa, Sarasota, West Palm Beach and intermediate points.

Effective from New York on January 9 and Jacksonville January 10, through sleeping car service will be established to Sebring and intermediate points, and effective from New York on Friday, January 23, the famous Seaboard Florida Limited that has been operated successfully for 24 winter seasons will now carry through sleeping and observation cars direct to West Palm Beach over the new route.

Effective from New York on January 26, a new fast train will be established—known as the "Orange Blossom Special"—direct to West Palm Beach through the picturesque region of Central Florida by daylight; and coast to coast night and day service will be established on January 28 between Tampa, St. Petersburg, Belleair, Sarasota, West Palm Beach and intermediate points.

STERLING EXCHANGE HITS \$4.73, HIGHEST SINCE 1919

New York—Sterling exchange December 29 crossed \$4.73 to the highest price reached since 1919. Accumulation of buying orders over the weekend, coincident with the "flight" of British capital back to London, brought an advance of more than half a cent at the opening, enabling the rate to eclipse the high mark established in 1923.

That Important First 20%

YOU have a right to expect—and should demand—that the gasoline you buy will give you satisfactory service. To do this, it must possess six definite characteristics, the first of which, ability to start instantly even in the coldest weather, was discussed in this space last month.

The SECOND ESSENTIAL: It must pick up rapidly.

With Red Crown—always uniform, always dependable—the motor does pick up speed quickly. This is due to the fact that 20% of Red Crown distills off at a temperature of about 207 F. which is 14° below the U. S. Government specifications.

It is this particular part of the gasoline which determines whether or not the motor will pick up rapidly. The difference of 14 degrees may seem a small one, but it is one of the differences which accounts for most commercial truck owners using only

RED CROWN

There is just the right amount of lighter fractions in Red Crown to insure the continued combustion of the fuel in the cylinder. Except for these lighter fractions there would be no medium to carry the combustion from its initial stage into the heavier fractions of the gasoline. You would not expect to build a fire with only a match and a bucket of coal. You would require kindling. The 20% of Red Crown which distills off at 207 F. is the kindling used in firing the power plant in your cars and trucks. It is essential.

Remember, the first essential is instant starting; the second, rapid pick up—and the other four will be discussed in succeeding issues of this publication. Each is of vital importance and all are found in Red Crown, the use of which insures better motor operation and saves money.

We have abundant proof to substantiate our claims—and will gladly submit it to you, or you can prove them yourself by making a test of Red Crown in your motor equipment. The latter plan is the better. It will demonstrate in your own cars and trucks that Red Crown will save both time and money for you.

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Royal Bank Predicts Prosperous Year for Canada

While the year 1924 was in general one of poor business for Canada, it cannot be regarded as an entirely unsatisfactory period in our business history, since the foundation for a real and substantial improvement in Canadian trade was laid during the twelve months in question. The development referred to took place in the wheat market. This is the commodity which has been responsible for business depression in Canada for years past. Most of our other leading natural industries have not been in at all a bad position. While the demand for lumber fell off during 1924, it could not be said that the lumber trade was in a state of acute depression. The paper industry has been active, the mining industries in Ontario and British Columbia are doing well, the fishing industry in British Columbia experienced an improvement and, in the Maritime Provinces, had a good year. Briefly, reports on many of our great natural industries were either favourable or reasonably good during the twelve months under review, but the benefits arising from activity in these lines were almost entirely offset by continued unsatisfactory conditions in the Prairie Provinces, where close to twenty-five per cent. of our population is located. Poor business in these provinces was the main cause of industrial depression in Eastern Canada and for the short time operations of manufacturers of textiles, iron and steel lines, boots and shoes, clothing, furniture and agricultural implements.

The low price of wheat was a result of world production being somewhat in excess of the world's requirements. This situation is now changed. There is a shortage of wheat rather than an excess supply. The effect on prices has been striking. The Dominion Bureau of Statistics index number for grains rose from 114.2 in October, 1923 to 178.9 in October, 1924. Unfortunately, the rise in price found Canada with a short crop. The Prairie Provinces harvested only two hundred and forty-five million bushels, the yield per acre having been lower than at any time since 1919. The rise in price has been so substantial that even with this low yield, the farmers in the West will in general improve their position but the improvement will not be sufficiently marked to result in a general revival of business throughout the Dominion, although it may well cause a moderate increase in the volume of sales in many lines. That a general revival will materialize during 1925 is not by any means certain, but we can claim that the chances are somewhat in our favor. Last year, the United States had an exceptionally good wheat harvest, while Canada had an exceptionally poor one. What we must hope for in 1925 is that world production of wheat outside of North America will not increase substantially, and that in North America there will be a more equitable distribution of good results.

While the above view makes our prospects for good times look somewhat problematical, it must be remembered that reference is made only to the current year; so far as the more distant future is concerned, there is little to fear, if we conduct our affairs properly, because Canada can produce wheat efficiently and cheaply, and we may expect that the price of this commodity will not for any long period stay below the figure at which our Western farmers can operate satisfactorily.

HON. F. M. BLACK JOINS WINNIPEG ELECTRIC COMPANY

Winnipeg—Hon. F. M. Black, who has resigned his portfolio as Provincial Treasurer in the Cabinet of the Hon. John Bracken in Manitoba, to become vice-president in charge of finances of the Winnipeg Electric Company, is a well known figure in financial circles in the West, and before entering the Manitoba government was treasurer of the United Grain Growers, Limited. A native of Killmarnock, Scotland, he was educated at Perth Academy, Scotland, and at King's College, London. He has been financial manager and president of the Calgary Board of Trade and a member of the Public Utilities Commission of Alberta. He served on the staff of the Food Control-

ler at Ottawa in 1917. He was first elected to the Manitoba Legislature at the general election of 1922 as Progressive member for Rupert's Land.

Canada's Aggressive Immigration Policy

Ottawa—Canada will carry on an aggressive immigration policy in 1925 along the lines of her requirements. Hon. J. A. Robb, minister of immigration, informed the Canadian Press in an interview which held much that is optimistic for the success of the government's immigration policy in Europe.

The deputy minister of immigration and colonization, W. J. Egan, has returned from a tour of Britain and continental Europe, during which preliminary arrangements were made for the establishment of new Canadian emigration offices at the best points of vantage in the British Isles, connected by a new system of cooperation and comparison of results attained, and the substitution for the old methods of an up-to-date plan to canvass the most desirable class of immigrants. Continental Europe was also canvassed by Mr. Egan with encouraging results.

In spite of the claims which have been made that conditions in Canada do not warrant an enlarged programme ledge of conditions that there is, in improved conditions in western and eastern Canada ample justification for a more vigorous colonization programme. The programme under which 2,000 British agricultural families are to be brought, with the assistance of the Imperial government, to Canada will be completed in two years, instead of three years as originally planned, and at least 1,200 families of this number will probably be settled in Canada next year.

The immigration of northern Europeans is the chief objective of the new policy. With lessened restrictions on nationals of the Scandinavian countries, an increased influx from Sweden, Norway and Denmark is expected. Switzerland has a distinct leaning, Mr. Robb says, toward placing some of its surplus population in Canada. A revival of interest in Canada is noted in the Irish Free State, where for years political upheavals prevented Canada from carrying on an active immigration campaign. Inquiries made in official circles in the Irish Free State have brought about arrangements for more active canvassing for immigrants there and increased colonization in Canada by South of Ireland agriculturalists is looked for. From Holland and Germany there probably will be a certain immigration, though special conditions exist in each country which must be reckoned with. While no propaganda of a special nature may be carried on in France and Belgium, Mr. Egan found a considerable interest in Canada in both countries and better results from the immigration standpoint are looked for in future.

CANADA'S FISHERIES GAIN

Vancouver, B. C.—Increase in the value of the British Columbia fisheries is shown in the returns for 1923 issued by the Dominion Bureau of Statistics. The value of all fish marketed last year, fresh and canned, was \$20,808,726, a gain of 10 per cent. over the 1922 value and 49 per cent. higher than in 1921.

The principal increase was in halibut, which was valued at \$6,271,993. The salmon pack reached a value of \$9,233,148 and the total salmon catch, fresh and canned, was worth \$11,936,668, according to the report.

Capital invested in the fishing industry in 1923 totaled \$5,754,272. One hundred and twenty-eight plants were in operation, comprising 60 salmon canneries, 55 fish curing establishments, four clam canneries and eight whale oil and fish oil factories. Men employed in the industry numbered 8,669.

BRIGHT OUTLOOK FOR MANITOBA

Winnipeg—In a recent public statement, Premier John Bracken, of Manitoba, said: "The year 1924 has brought a steady improvement of business conditions in Manitoba and the province has never had surer ground for facing

the future with confidence. Large crop yields and stronger prices have marked the harvest and the cash returns for the crop are beginning to move in the channels of trade. The progressive change which is being made in the agricultural industry is placing it on a sounder basis by the increasing development of dairying and the raising of live stock. Grain growing will continue to be the main prairie industry and year after year will continue to create an immense amount of wealth; but in the recent years the value of the wheat grown in Manitoba has been little more than a third of the total value of all the farm and field products of the province. It can be counted upon with certainty that diversified agriculture in Manitoba will show a development even greater than the extraordinary grain development of two decades past. Our province is rich, too, in other resources, such as furs, fish, lumber and minerals."

FOR FORTY YEARS IN LAND SETTLEMENT WORK

Ottawa—W. D. Scott, assistant deputy minister of the department of immigration and colonization, has retired after more than 40 years in land settlement work in Canada.

Upon his retirement Mr. Scott was presented with a solid silver tea service and an illuminated address by members of his staff in Canada, the United States, Great Britain and Continental Europe. The presentation was made by F. C. Blair, successor to Mr. Scott.

Mr. Scott has seen Western Canada develop from bald prairie roamed by buffalo into one of the richest farming areas in the world. He has seen the primitive trails of Indian days transformed into modern highways and the isolation of the pioneer settler removed by the telephone, radio, rural mail service, automobile and other conveniences.

His first active work in colonization began in 1881 when he sold the first section of Canadian Pacific Railway land in Western Canada. When he began his work there was little agricultural development west of Winnipeg. Now Canada is the second largest wheat producer in the world. Winnipeg had a population of less than 8,000 in 1880 compared with 260,000 today. While settlement has been rapid in recent years there are still about 12,000,000 acres of good land close to railways awaiting development.

PLANT MORE BLACK WALNUT TREES

Because of the high quality and beauty of its timber and its resistance to decay, the food value and popularity of its nuts and the charm of the trees from an ornamental standpoint, the black walnut challenges attention as a tree worthy of extensive planting in waste places, says the United States Department of Agriculture. In earlier years it was deemed best to grow black walnut in close plantations. As a consequence the increase in diameter was slow and the annual rings narrow. Today the market demand in walnut lumber is for wider rings, giving an attractive grain. That means the trees must be given room to make more rapid growth than when close together, and it also means earlier and larger crops of nuts.

Black walnuts grow best in fertile, moist, well-drained soil under average conditions of temperature and moisture, and does not thrive in the extreme North or South, nor at high elevations, nor in arid, alkaline, wet or acid soils. Its commercial range is given as part of the Ohio, Mississippi and Missouri river valleys covering portions of the states of Pennsylvania, Ohio, West Virginia, Kentucky, Tennessee, Indiana, Illinois, Missouri, Iowa, Nebraska, Kansas, Oklahoma and Arkansas.

WOOL CLIP OF WESTERN CANADA

Regina, Sask.—The estimated value of the total wool clip of the three prairie provinces for the past year is \$631,700, obtained for 2,690,000 pounds of wool. Alberta leads with 1,250,000 and received the best price which would average around 25 cents a pound. Saskatchewan had 840,000 pounds for which an average price of 23 cents was obtained. Manitoba's yield was 600,000, with an average price of 21 cents a pound.

NEW LUMBER MILL FOR BRITISH COLUMBIA

Vancouver, B. C.—A new export mill, the first unit of which is expected to cost in the neighborhood of \$400,000, with an ultimate expenditure of \$1,000,000, is under contemplation by the Capilano Timber Company, it is stated. Work on the new mill is expected to start within a few months and can be completed within a year's time. The plant alone, it is said, will give employment to about 200 men, while the company's camps will provide work for another 250.

A BILLION DOLLAR CUSTOMER

CANADA'S trade with the United States amounts to more than a billion dollars a year. Canada buys more goods from the United States than any other country in the world except Great Britain.

Canada is Prosperous

And Canada is growing. Her wheat crop, for example, has increased from 55 million bushels in 1900 to 475 million bushels in 1923, and even yet less than one-fifth of the arable land is under cultivation. The opportunities for new settlers and new capital are unbounded.

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For information about Canada write

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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.

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Will buy second-hand vault door at price available for use on storage vault. Address with price, weight and sizes of door, "Y35", Commercial West. (85-2)

SITUATION WANTED

Assistant cashier by married man 26 years old; five years' banking and insurance experience; stenographer; can master German language. Will invest if proposition is right; excellent reference. Address "X34," Commercial West. (85-1)

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Bank position wanted by young man, assistant cashier, teller or bookkeeper; two years' experience; Minnesota preferred. Address "W33," Commercial West. (85-2)

Bookkeeper-stenographer; thorough training in stenography, bookkeeping, including banking; six months' stenographic experience. Address Box 406, Spring Valley, Minn. (85-2)

Banker—now available; married; 26 years old; nine years' bank-insurance experience; good penman, detail books, stenographic; references. Personal interview, Mpls. January. Write "Y32," Commercial West. (85-2)

Curious Turns in International Trade

New York—The ebb and flow of trans-oceanic commerce, which has come with the big increase in world shipping, brings some curious anomalies in the interchange of the products of the land areas of the world.

Formerly, says the Trade Record of The National City Bank of New York, we were large importers of rice and had no idea that we should ever do otherwise; but now we are not only supplying the rice demand of our 110 million people but exporting rice at the rate of a million pounds per day, much of it to countries with climatic conditions suggesting great rice possibilities.

Another peculiar feature of our present interchange, adds the Trade Record, is the big exportation of fruits, usually looked upon as tropical, but now being sent by temperate zone United States to the tropical and sub-tropical areas, many of them former producers of this same fruit. We sent abroad in the last fiscal year eight million dollars worth of prunes, part of them going to France and other sections of southern Europe where they were formerly grown, and from which we had to import them for our own use. Our exports of prunes, raisins, oranges and other fruits formerly looked upon as tropical are now over 20 million dollars a year, and we take in exchange many articles of which we are expected to be large producers. Great Britain alone, whose colonies extend the tropical world over, took from us in the last fiscal year over four million dollars worth of prunes, oranges and raisins, and in exchange sent to this, the greatest agricultural country of the world, millions of dollars worth of hides and skins.

Bristles are also a curiosity of international trade. We are the world's greatest producer of swine and send millions of them to slaughter every year, yet the quality of the bristles of the "razor back" swine of the Orient differs so much from that of the refined American hog that our importation of bristles, chiefly for use in the manufacture of brushes, now averages about five million dollars every year and has in the past decade totaled nearly 60 million dollars, a very large proportion coming to us from China.

In many other articles we are constantly bringing into the country considerable quantities of merchandise of which we are already the world's largest producer. Our underground coal supply equals that of all the balance of the world yet the northern border of the United States imports considerable quantities of coal from Canada; we are the world's largest producer of copper yet we import quantities of copper especially from South America, Mexico, and even the Orient largely because of our better smelting and refining facilities; we are the world's largest producer of petroleum yet we are bringing large quantities constantly from Mexico; we hold high rank as a lumber and timber producing country yet we are constantly importing lumber in quantities from our next-door neighbor, Canada, and wood pulp from Canada and the Scandinavian countries. Nearly all of these articles which we added to our own domestic supply of food or manufacturing material comes from non-manufacturing countries and are thus paid for in large degree by the products of our factories.

FREE GRANT HOMESTEADS IN CANADA

Winnipeg, Man.—Free grant homesteads and soldier grants taken up in the four western Canadian provinces

this year, up to the end of September, amounted to 526,560 acres. In Manitoba 431 homesteads and 59 soldier grants were recorded; 1,318 homesteads and 260 soldier grants in Saskatchewan; 865 homesteads and 163 soldier grants, and 172 homesteads and 23 soldier grants in British Columbia.

American Bread for Foreign Mouths

Washington—At various times items in regard to regulations on the milling of flour in various European countries have been published in Commerce Reports, the official publication of the Bureau of Foreign and Domestic Commerce of the Department of Commerce. "These items," explained Dr. Julius Klein, director of the Bureau, "may appear to the casual reader to be of minor interest, as an internal regulation, but to the wheat growers and flour millers of this country they are very important. One incident will illustrate just what such information means. France during the past year has been carrying on a wheat conservation campaign and has required millers to turn so large a percentage of the wheat ground into flour that the flour has been of a darker color than before. Imported flours have been required to conform to the same standards of milling, but under the improved American milling processes, it is possible sometimes to turn this greater percentage of wheat into flour without sacrificing the color to as great an extent as the French millers do. An American firm which had followed the French regulations in regard to flour, as published by the Bureau, nevertheless, came to grief for another reason. It made a shipment of flour to France which conformed in every way to the French requirements, but on account of the light color of the flour, the firm was confronted with the charge of making a false declaration to the customs with intent to secure a lower rate of duty. Through the assistance of the Bureau's representative in France, however, the matter was finally sifted down, and the French authorities were convinced that the flour conformed to their regulations and that the customs declaration was correct."

"Keeping the trade informed in regard to foreign requirements and standards and helping the exporters out of difficulties are only two of the ways in which the Bureau of Foreign and Domestic Commerce helps the wheat growers and flour millers," continued Dr. Klein. "Through studies and surveys made by the Bureau the producers may keep posted on economic conditions in foreign markets, and from the published trade opportunities they may learn of openings for new business.

"Wheat and flour," said Dr. Klein, "are very important commodities in the foreign trade of the United States. The crop for 1923 amounted to 785,741,000 bushels. About twenty-five per cent. of the wheat crop of the United States goes into foreign trade either in the form of wheat or of flour. For the ten months of 1924 ending October 31, 120,664,000 bushels of wheat and 12,942,000 barrels of flour were exported. In dollars this means \$164,783,000 worth of wheat and \$70,349,000 worth of flour, or a total for the two of \$235,132,000. Isn't this amount of business in ten months very well worth while making an effort to keep?"

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Review of the Live Stock Markets

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

South St. Paul, Minn., Dec. 30, 1924—The observance of the Christmas holiday has served to curtail local receipts considerably. Estimated arrivals the first two days of this week being 4,000 as compared to 5,874 a week ago. Packers were forced to keep their crews busy and were consequently obliged to pay 15 to 25 cents or more higher prices for the small supply of killing classes offered. A liberal showing of short fed steers and yearlings put in an appearance, the best of which stopped at the 8.25 money. A load of weighty long fed steers averaging 1,666 pounds, scoring at \$9.00. Other desirable short fed offerings sold at prices of \$7.25 to \$8.00, bulk of all steers and yearlings selling within a price range of \$5.50 to \$7.25. Fat she stock trade was active at all times under broad demand from city butchers and small killers. Desirable beef heifers showed the most advance selling largely at prices of \$5.50 to \$6.50, occasionally lots of yearlings scoring upwards to \$8.00. Comparable kinds of cow stuff netted the \$4.25 to \$5.00 terms. Bulk of all offerings sold at prices of \$3.25 to \$5.50. Canners and cutters shared in the general advance, selling largely at prices of \$2.50 to \$3.00. Strong weights upwards to \$3.25 in a few instances. Bologna bulls scored a big 50 cent advance. Weighty offerings realizing \$4.50 with medium kinds largely \$3.75 to \$4.25. Veal calves sold under a broad holiday demand, top sorts advancing from \$1.00 to \$1.50, bulk of the better light sorts today net \$9.25 on packer account.

Country demand for stocker and feeder offerings was very narrow as was to be expected on account of the holidays. Price supplies were dull sellers at all times out of first hands, yard traders taking only such kinds as would fill their immediate needs. Few feeders exceeded the \$6.00 money out of first hands, bulk selling at prices of \$3.50 to \$5.75 and of common and medium grade.

With receipts of hogs continuing somewhat lighter during the holiday season prices have continued their upward trend, a net advance of 50 to 60 cents being scored for the week. Best butchers topped on today's session at \$10.35 with bulk of the better butchers averaging upward from 200 pounds at \$10.25. On Monday's session an extreme top of \$10.50 was paid, this being the highest price since October. Light weights and packing sows were sorted out around \$9.75 mostly with pigs, which scored an advance of \$1.50 to \$1.75 for the week, going mostly at \$8.75.

Fat lambs continued their sensational rise until Monday of this week when a top price of \$18.60 was paid for a few loads of fed lambs. Today's session resulted in a sharp break, declines figuring around \$1.50. Bulk of the fed lambs today sold or carried bids at \$16.00 to \$17.00, with native heavies down to \$14.00. No sheep were sold today to test market conditions, best light fat ewes selling on Monday upward to \$9.00. No feeding lambs have been sold this week.

CHICAGO

Under a short holiday run last week steer values were boosted sharply at this market, all weights closing 25 to 50 cents above last week's sharp upturn. This week, however, country loadings expanded sharply the first two days and packers were out bidding unevenly lower. Prices looking anywhere from 50 to 75 cents below last week's peak. Yearlings scored the highest money for that period, \$14.00 being paid for top youngsters; few other little cattle, however, were good enough to pass the \$10.75 mark, common kinds ranging as well as \$6.50, weighty beeves top at \$11.00, bulk of the heavy cattle selling within a price range of \$8.25 to \$10.50, strictly common kinds selling downwards to \$7.50 and under. Trade on butcher stock was rather uneven, however, as a whole net gains of 25 and 50 cents or more were made. Better kinds of heifers of all weights scored the greatest upturn. Yearling heifers sold at \$8.00 to \$9.00 largely, with bulk in the \$6.00 to \$7.00 spread. Cow stuff sold at prices of \$3.75 to \$5.50 mainly, weighty koshers upwards to \$6.00 or higher. Canners and cutters sold around \$2.75 to \$3.25, light weights down to \$2.50. Bull prices strengthened throughout the week, closing 25 to 50 cents above last week, top bolognas making \$5.00 with bulk around \$4.25 to \$4.50. Veal calves sold on a sharply advancing market. The holiday trade proving the sustaining factor. Bulk of the good light calves sold to packers at prices of \$10.00 to \$12.25, shippers bidding upwards to \$16.00 for a few select shipping kinds. Stocker and feeder offerings, although light, moved on a weak to slightly lower market at all times. Good to choice grades feeders sold at prices of \$6.00 to \$7.00 with common kinds around \$4.00 to \$5.50.

Declining receipts of hogs, a seasonal tendency, has resulted in further price advances being recorded, this market seeing around 40 cents added to quotations. Bulk of the desirable grades of butchers scaling from 200 to 240 pounds cashed to all buying interests at \$10.40 to \$10.75 with best weighty sorts selling upward from \$10.60 to \$11.00. The latter price being the day's top figure. Desirable grades of 170 to 190 pound averages were salable at \$9.90 to \$10.35 for the most part, while 140 to 150 pound weights were weighed at \$9.60 to \$9.85 largely. Packing sows were comparatively scarce, bulk realizing \$10.10 to \$10.35. Strongweight slaughter pigs, after a 25 cent slump, closed at \$8.75 to \$9.25 for better grades.

Fat lamb prices continued their upward trend until on Friday of last week when an extreme top of \$19.25 was paid. Since then there has been a rather sharp reaction and declines of around \$1.00 or more have been recorded. On today's session, trade ruled very dull, such few sales as were made going within a spread of \$17.50 to \$18.00. Fall shorn lambs were salable at \$14.50, with some freshly shorn kinds at \$13.50. Fat sheep dropped off 50 to 75

Bread Gains Outlook for the Year 1925

Office of Commercial West, December 31—Reports from Europe indicate that foreign buyers are preparing to come into the American market for both wheat and rye on a liberal scale in the very near future.

This is expected to be an important factor in carrying prices to a higher level, cleaning up surplus supplies at the seaboard and afloat on ocean passage. That result will make the situation stronger and seaboard exporters believe it eventually will affect prices.

Recent developments have made the world's wheat situation sensational beyond anything in the history of the grain trade, including now probably a poorer start than last year of fall sowing over the greater part of the belt of southern Europe and southern Russia. The conditions last year created a crop deficit and this blow to new crop prospects probably will come into play. The statistical history for six months and the forecast make a most interesting chapter.

Exporter Surveys Situation

"First," a well known exporter says, "the apparent disappearance of overseas supplies, consumed, runs about 360,000,000 bushels, or, about 15,000,000 bushels more for the half year than for the same period last year. That would indicate foreign need of about 35,000,000 bushels more wheat than last year, or a total call for 775,000,000 bushels.

"Second, we know every effort has been made by governments like France and Italy to check imports, in the hope of holding down prices. New consuming countries like Russia and Bulgaria are calling for wheat.

"Third, therefore, we believe our original calculation of minimum requirements of 800,000,000 bushels of wheat for export, an estimate made last July, will prove an irreducible minimum if such supplies can be obtained at any price.

"Fourth, overseas requirements for the coming six months may be calculated at 425,000,000 to 450,000,000 bushels."

Against the foreign need he described the same exporter made the following estimates of present maximum exportable supplies:

First, North America, 150,000,000 bushels.

Second, Argentina, 90,000,000 bushels.

Third, Australia, 70,000,000 bushels.

Fourth, India and all other sources for the six months, 40,000,000 bushels.

Indicates Big Shortage

These estimates make a total of 350,000,000 bushels in sight, assuming that every bushel of reserve can be brought into play.

The significance of this is that every reasonable expansion of estimate of available supplies would indicate an actual shortage of 75,000,000 to 100,000,000 bushels of wheat. This year offers the first statistical calculation in my memory which indicates an actual shortage of wheat after computation of all supplies.

The usual play of substitution for wheat becomes unusually difficult in Europe this year because of the shortage in rye. The yield of that grain is almost 200,000,000 bushels less than last year's world yield. The general substitution of other grains for wheat becomes unusually difficult because of the world shortage exceeding 1,200,000,000 bushels on the five grain crops.

This situation is so sensational that it becomes only a question of individual judgment as to what price will in some manner shrink consumption to its absolute quota of available supplies and will bring into play every bushel of reserves.

Government weekly weather crop report expressed apprehension over the outlook for the new crop. World's available supply decreased 4,132,000 bushels for the week, and is 246,470,000 bushels, or 6,325,000 bushels less than last year.

In Argentina

Fine clear weather in Argentine following rains which had been interfering with the wheat harvest added to the force of bearish sentiment, and so likewise did the fact that rye quotations were tumbling even more rapidly than wheat. On the other hand domestic milling demand was

said to have enlarged, and primary receipts showed some falling-off. For at least the time being, however, bullish news cut little figure, notwithstanding that since Saturday May wheat was down about nine cents a bushel.

Wheat in Kansas

A report released by the Kansas state board of agriculture last week shows a final estimate of the 1924 wheat crop of 153,627,648 bushels, worth \$163,809,507. This compares with a crop last year of 76,172,274 bushels, valued at \$66,341,973. The 1924 yield per acre was 16.3 bushels, compared to 9.7 in 1923.

The 1924 corn crop in Kansas was 131,007,817 bushels. This has been excelled only once before in the last nine years, and that was by a small margin in 1919. The increase over last year is more than 6,000,000 bushels.

Increase Grain Tonnage at Soo

Flour tonnage moving through the Soo Canal for the 1924 season totaled 10,996,101 barrels, against about 500,000 less for the year 1923, and wheat 289,722,609 bushels for 1924, and 282,985,776 the previous year, according to the United States engineer's office. Coarse grains showed the largest increase, 165,476,906 bushels, compared with 87,523,341 in 1923.

Values of Grain Exports

During the first 11 months of 1924, exports of grains and grain products from the United States amounted to nearly \$388,000,000, or \$97,000,000 more than for the same period in the previous year. The chief gains were as follows: wheat, \$97,488,000; rye, \$10,287,000; barley, \$9,168,000; malt, \$2,790,000; wheat flour, \$2,057,000; rye flour, \$595,000. The value of the corn exports was \$18,731,000 less. Other losses were: rice, \$5,682,000; oatmeal, \$1,942,000; corn meal, \$447,000; rice meal, \$395,000; hominy and grits, \$302,000. The value of the November shipments was \$45,543,000 greater than that of November, 1923. The principal gains were as follows: wheat, \$39,109,000; barley, \$2,781,000; wheat flour, \$1,589,000; rye, \$1,126,000; malt, \$626,000; oats, \$365,000. The largest losses during November, compared with November of 1923, were oatmeal \$221,000, and rye flour \$125,000.

Export Prices

The export price per unit of every one of the enumerated commodities, with the exception of three (macaroni, "other grain preparations" and "other corn preparations") was greater in November, 1924, than during the corresponding month of 1923. Notable among the increases may be mentioned: wheat, \$1.57 a bushel, compared to \$1.13 in the previous November; rye \$1.34, compared with 80 cents; wheat flour \$6.67 a barrel, compared to \$5.16. The export unit price during the past 11 months, compared to that for the same months of 1923, for the principal commodities, was as follows: barley, \$1.075 and \$0.776; corn, \$0.970 and \$0.874; oats, \$0.608 and \$0.525; rice, \$0.0475 and \$0.392; flour, \$5.58 and \$5.45; malt, \$1.063 and \$1; rye, \$1.092 and \$0.916; wheat, \$1.405 and \$1.189; biscuits, 14c and 14.12c; macaroni, 7.88c and 7.86c; corn meal, \$5.05 and \$4.18; hominy and grits, 2.17c and 1.95c; oatmeal, 4.28c and 3.54c; rye flour, \$4.40 and \$4.35.

Quantities exported: The exports during the past 11 months were greater than for the corresponding period of 1923 by the following amounts: wheat, 55,000,000 bushels; barley, 5,400,000; rye, 4,500,000; malt, 2,400,000; biscuits, 1,600,000.

To counter balance these gains, however, there was a loss of 22,000,000 bushels corn, 188,000,000 pounds of rice and broken rice, 20,000,000 pounds of hominy and grits, and 7,000,000 pounds of oatmeal. The exports of bread grains (wheat and rye) during the past 11 months were nearly 60,000,000 bushels above those of the same period in 1923. The exports of flour, however, were only 37,000 barrels greater. The exports of coarse grains, taken as a group, were 400,000 tons less than for the same period in the previous year, due to the great loss in the shipments of corn.

Flax

The Archer-Daniels-Midland Company under date of December 27, says:

Barnes-Ames Company

GRAIN MERCHANTS

Correspondents of

Ames-Barnes Co., New York
 Hallet Carey Swart Limited, Winnipeg
 Barnes-Irwin Co., Inc., Philadelphia
 Barnes-Jackson Co., Inc., Baltimore
 Smyth-Barnes & Co., Ltd., London, Eng.

DULUTH and NEW YORK

"Cash flaxseed in Duluth and Minneapolis has been selling higher than May flaxseed, showing the urgent demand for spot seed.

"Weather conditions in the Argentine are reported to be fine for the harvesting that is now in progress. Shipments from the Argentine were 344,000 bushels last week and a total of 57,415,000 bushels for the year up to December 19. Visible supply 2,400,000. The shipments and visible supply total 60,000,000 bushels, which is the largest crop ever raised in any country in the world's history.

"The Argentine final report for the 1924 crop of flaxseed was 59,500,000 exportable surplus, and their figures prove to be as near correct as an estimate of a big crop could be. Their preliminary estimate of the 1924 crop was much too high, but their final report has turned out to be very close to the receipts and shipments. The Government estimate for the 1925 flaxseed crop in Argentine is 47,200,000 and the private estimates are from 32,000,000 to 40,000,000 bushels, but with improved conditions the crop is likely to turn out not less than 40,000,000 bushels."

EXPORTS OF CANADIAN WHEAT

Ottawa, Ont.—Exports of wheat from Canada to countries of the world have increased 175,000,000 bushels since 1914, according to a report issued by the Dominion bureau of statistics.

Wheat shipments 10 years ago amounted to 120,426,579 bushels with a value of \$117,719,217, the report shows, while in the year ending October 1, 1924, the Dominion exported 294,158,561 bushels of wheat worth \$301,666,579.

Exports of flour have shown a proportionate gain, increasing from 4,832,183 barrels worth \$20,681,079 in 1914 to 12,501,503 barrels worth \$65,423,562 in 1924. This represented for the decade an increase of 158 per cent. in volume exported and 218 per cent. in the value returned.

Flour mills in Canada number 1,634, it is shown. Of these 153 are situated in the prairie provinces of Manitoba, Saskatchewan and Alberta which produce 90 per cent. of Canada's wheat crop. The total capital invested in these plants was \$68,453,886. A total of 81,413,000 bushels was milled in Canadian mills last year. The gross value of production was \$166,881,455.

Domestic consumption of flour in Canada is only about one-quarter of the estimated capacity of Dominion mills. This, it is pointed out, leaves room for the development of an extensive export trade.

AN EXPENSIVE EXPERIMENT IN SOUTH DAKOTA

An old, old story recently has been told in Watertown, South Dakota, having to do with the problem of municipal ownership.

In 1919 the people of Watertown became dissatisfied with the service the Eastern Dakota Electric Company was giving them and a movement toward a municipal plant was initiated. The Eastern Dakota Company claimed it was serving the city adequately, but if the people had their head set on a municipal plant they would sell for about \$384,000. An engineer was consulted, and he declared the price too high, and advised that a plant large enough to serve the people of Watertown could be erected for \$175,000.

Acting upon such advice, a special election was held and the voters of the city endorsed a \$175,000 bond issue to build a municipal electric light plant. The bonds were sold at a discount of about \$22,000, and work on the plant

was begun. The money soon was exhausted, however, and another issue of \$200,000 was demanded. It, also, was voted, and this time the bonds were discounted about \$27,000. But even this extra sum wasn't enough to supply the city with the electric service wanted, so another bond issue of \$225,000 was proposed and actually voted, which was, of course, discounted as usual.

Today the citizens of Watertown have paid \$718,043 for an electric plant that an engineer assured them could be erected for \$175,000. And the end is not yet, as the plant still lacks one unit of being large enough to supply needed service, and the Eastern Dakota Electric Company is still doing business as usual. Moreover, the city has had to raise in direct taxation about \$60,800 for operation of its new plant, so the grand total expenditure is approximately \$838,000, for a plant that is not as complete as the one the engineer told them could be erected for \$175,000. And a recent audit disclosed that the new plant is not making enough to pay its current running expenses.

If the people of Watertown could go back to conditions as they were in 1919, does any one believe they would go into the municipal ownership game?

DENVER & SALT LAKE WESTERN RAILROAD PLANS A NEW CUT-OFF

Washington—The Denver & Salt Lake Western Railroad Company has filed with the Interstate Commerce Commission application for authority to construct forty-one miles of line in Colorado, to run from Gotsero on the Denver & Rio Grande Western to Orestod on the Denver & Salt Lake Railroad.

The work, it was said, would be in line with a plan to shorten the present railroad distance between Denver and Salt Lake City by 173 miles.

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Chicago Grain Bulls Recover from Scare

Chicago, December 30—A week ago the bulls were in a near panic over the opening break of 5c in wheat and corresponding losses in other grain, but the recession was short lived as the Cutten pool girded its loins together and bought on a scale which quickly took the slack out of the market, particularly in the wheat and rye pits. Thereafter the bull party was in the saddle and kept the bears on the run until there had been a rise from the low of 12c for wheat, 7c for corn, 4½c for oats and 10c for rye, and on Saturday the highest marks for 1924 had been recorded before some weakened profit taking carried quotations backward. Cash grains followed the futures in their flight upward and established top records for the year, and the smallness of offerings created keen competition among shippers and industries for everything desirable on the sample tables.

Stop Loss Orders Numerous

Numerous stop loss orders were encountered during the final rise at the end of the week and caution was thrown to the winds as eleventh hour speculators entered the market with the view of getting some wheat before it reached the \$2 mark. Outside orders came in with a freedom not witnessed since war days and the largest volume of transactions on a Saturday was recorded. Two bullish statements were issued which added fuel to the flames. Nat C. Murray, statistician for Clement, Curtis & Co., supplied a summary of the world's situation showing a yield of wheat and rye of 4,474,000,000 bushels, which is 761,000,000 bushels smaller than in 1923 and the smallest since 1920. New York export houses reported a brisk German demand for rye, but did not supply details concerning the volume of purchases. At the conclusion of the Saturday session sentiment became mixed and with May wheat over \$1.83 there was a tendency to call heavy margins on all speculative accounts. Some of the houses were demanding 20c a bushel for wheat, corn and rye and 10c for oats futures and even the most liberal firms would not accept less than 10c on wheat and rye. Bankers continued to point out the danger of the present market position of wheat and rye and it is believed that deliveries on the last day of the week, month and year will bring to a climax the present bull movement in the market.

Wheat at Year's High

Wheat experienced a period of irregularity, breaking sharply early in the week and showing a loss of 4¼@5c, but subsequently rallying 11@12c to a new high level under the leadership of December, which reflected the pool operations attributed to the Cutten party. The recovery was predicted upon the appearance of another cold wave and possible damage to winter wheat fields in their present uncovered condition, and covering by shorts carried December to within 3¾c of the May. Crippled wire service in the first part of the week restricted business, but the rally produced an electric change in the market, and on Wednesday trading was on a large scale again. World's crop is short of last year about 440,000,000 and promise of the winter wheat so far suggests a reduced yield here in spite of an increase in the acreage. In the Argentine the harvest has been delayed by unfavorable weather and Buenos Aires advanced, while Liverpool moved irregularly. China's crop is 50 per cent. of normal, while the Manchurian yield is 10,000,000 bushels in excess of last year, but the amount afloat for Europe decreased 4,000,000 bushels, world's shipments fell off 2,000,000 bushels, the Australian yield is now estimated to be 4,000,000 bushels less

than a month ago and the American visible diminished 1,250,000 bushels, while the Canadian gained 9,389,000 bushels to a total 4,455,000 bushels over a year ago. There has been a recession of 2,583,000 bushels in arrivals at primary markets during the week and they were 1,408,000 bushels smaller than a year ago, but the crop total so far is 248,000,000 bushels greater than in 1923 for the corresponding period.

Corn Longs Sell

Corn did not rally with the briskness displayed by wheat, a recession of 3¾c being followed by a recovery of 7c. The week's movement toward primaries fell off 596,000 bushels and was 2,707,000 bushels smaller than a year ago, and spot markets were relatively steadier than futures. Longs were selling freely, but scalpers covered on the break when shippers bought more freely although there were no indications of export business. The amount afloat for Europe gained 200,000 bushels and is now 5,500,000 bushels greater than a year ago, and world's shipments fell off 330,000 bushels. So far this year the Argentine has exported 66,000,000 bushels more than in the same time last year. Meanwhile American stocks gained 2,500,000 bushels.

Oats were more narrowly confined and inactive, a break of 1¼c being succeeded by a recovery of 4¾c. Longs were selling throughout the week and bulges met large offerings. World's shipments increased slightly and world's shipments were much larger and the American visible increased 1,600,000 bushels to a total 51,000,000 bushels greater than last year although the week's movement declined 1,090,000 bushels.

Rye at Top Mark

Rye attained the highest levels of the crop, rallying 7½@10c after breaking 5c at the outset. There was an absence of foreign buying and liquidation early in the week was on a large scale, the market being honey-combed with stop-loss orders, but a report that the world's crop is 320,000,000 bushels short this year wielded a strengthening influence. American crop prospects are favorable and present condition suggests a yield of 61,000,000 bushels. Receipts have been moderate and largely low grade, and the visible gained 990,000 bushels.

Provisions were unsettled and less active. Losses of 25@30c in lard were followed by a recovery of 30c, ribs rallied 35c and bellies 30c after breaking 10@15c. Packers were free sellers all week, but shorts covered on the break. Hogs were higher and Liverpool firm.

Coops Making Money

Purchase of Chicago grain warehouses belonging to Armour & Co., Rosenbaum Grain Corporation and Rosenbaum Bros., Inc., of Chicago and their line elevators throughout the West and the Kansas City group of warehouses by the Grain Marketing Corporation, essentially representing the Farm Bureau Federation has this year enabled the cooperative organization representative of agriculture to turn a tremendous profit into its treasury. Meanwhile the former owners of the properties are bewailing the situation which induced them to enter into negotiations last year for the disposition of their elevators to the farmers' organization because this year has been one of the most profitable in the history of the grain trade for elevator owners. So far this year Chicago has received nearly 61,000,000 bushels of wheat alone, to say nothing of the liberally amplified arrivals of corn, oats, barley and rye since the new crops were harvested. Receipts of wheat since the beginning of the crop year exceed those of last year by 18,500,000 bushels and 40,500,000 bushels more than three years ago, when the troubles of warehousemen first began.

1924 Profitable Year

This year the tremendous movement of grain and a steadily rising market has provided an ideal situation for warehousemen. Carrying charges have been ample and bins have been kept full throughout the season, while last year and in the two preceding periods much grain was fed on farms and paid no tribute to Chicago elevator owners, the grain markets were dull and dragging affairs and carrying charges were extremely thin so that business was

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conducted generally at a loss. Operating profits of the warehouses operated by the Farm Bureau Federation's cooperative marketing branch for the current fiscal year are estimated at approximately \$5,000,000 and the cost of the elevators will approximate \$25,000,000, although the exact amount is still unknown as the appraisal has not been completed. Under the capable management of George E. Marcy and Emanuel Rosenbaum the business of conducting warehousing operations has been conservative and intelligent, the office machinery perfected during a period of half a century functioning perfectly for the new owners as it had in the past for the Armours and Rosenbaums.

Grain Trade Gossip

Much attention is now being paid to reports from the winter wheat areas since zero temperatures became the fashion. Advices from the principal states outside of Indiana and Illinois told of slender snow protection and created more or less apprehension.

Benjamin B. Bryan, senior member of the house of Logan and Bryan, came from New York late in the week on his way to California, where he will spend the winter. He said stocks are expected to reach still higher altitudes, but thinks wheat is very high.

Nat C. Murray, Clement, Curtis & Co., statistician, issued a statement at the week end saying surplus of wheat in exporting countries on July 1 was approximately 250,000,000 bushels, while last year it was 210,000,000 bushels. World's shipments from July 1 to December 20 were 343,000,000 bushels, compared with 320,000,000 bushels in the preceding year. He added: "The exportable surplus of the southern hemisphere moves in quantity between January 1 and June 30. In view of the wide difference between the prices of future deliveries in this crop season and the next crop it is reasonable to expect a larger proportion to move before July 1 than usual. The Argentine is expected to have an exportable surplus this year of about 50,000,000 bushels to perhaps 60,000,000 bushels less than last year, while Australia will have 10,000,000 to 15,000,000 bushels more and India about 20,000,000 bushels more than in 1923."

Louis Brosseau, Fred Miles, E. W. McKenna and Edward J. Schaack have been nominated by petition for directors of the Board of Trade.

The Patten house has turned violently bearish and has been selling corn particularly on every bulge. At one time it was said this pool had between 15,000,000 and 20,000,000 bushels long wheat, corn and oats, but this has been liquidated in the last 10 days, cashing in big profits before taking the short side of the market.

Le Count estimates the Argentine wheat surplus at 16,000,000 more than Broomhall did, his total being 112,000,000 bushels.

On the break last Monday it was related that Norway and Germany had taken 1,000,000 bushels rye.

INCREASED GASOLINE PRODUCTION IN MONTANA

Helena, Mont.—Decided increase in the manufacture and export of Montana made gasoline during the last quarter of 1924, as compared with the same period of last year is

indicated by the records of the state board of equalization, according to a memorandum prepared by Chief Clerk Sloan.

The table follows:

Manufactured in state: 1923, 3,514,480 gallons; 1924, 8,846,180 gallons. Shipped out of state, 1923, 82,853 gallons; 1924, 1,234,673 gallons. Shipped into state, 1923, 8,864,830 gallons; 1924 4,978,847 gallons.

The increase in Montana-made gasoline thus is 5,331,700 gallons or 151.70 per cent. The increase in exports of gasoline is 1,151,820 gallons, or 1390.19 per cent. while the decrease in imported gasoline is 3,490,983 gallons, or 41.24 per cent.

REVIEW OF THE LIVE STOCK MARKETS

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cents today, best fat ewes topping at \$9.50. Feeding lambs slipped off 50 cents to \$1.00, choice offerings going around \$16.00.

SIoux CITY

With light runs of cattle due to the holiday season, prices ruled unevenly higher, most of the steers, short-feds and warmedups selling 25 cents higher for the week while she stock advanced 25 to 50 cents. At this week's opening a good share of last week's advance was lost, though stockers and feeders remained unchanged. Bulk of the steers and yearlings found their way to killers at \$6.00 to \$9.50. Fat cows and helpers turned largely at \$3.50 to \$8.50 with canners and cutters at \$2.50 to \$3.25. Most of the better grades of feeders were salable at \$4.50 to \$7.00 with stockers and yearlings at \$3.50 to \$6.50.

Hog prices rose around 25 cents during the past week, bulk of the butcher and bacon hogs selling today at \$9.75 to \$10.35, with an extreme top of \$10.40 paid for choice weighty butchers. Light weights were neglected, many of these remaining unsold late.

Fat lambs continued on their upward trend until a top of \$18.25 was paid for fed offerings. On today's session a sharp reduction was made, practically all of the run being unsold late. Prospects were that a top price of \$17.50 would be paid. Practically no sheep or feeding lambs were offered.

Brown Grain Co.

GRAIN COMMISSION MERCHANTS

A Carload or a Train Load,
each receives same careful
Sales Service. Ship to us.

1151 Chamber of Commerce, Minneapolis, Minn.

Strike Blow at Double Taxation in California

Edmund W. Pugh, Assistant Secretary Security Trust & Savings Bank, Los Angeles, California

A ruling has been promulgated by the Inheritance Tax Department of the State of California to the effect that hereafter no inheritance tax or death duty will be chargeable by the State of California on deposits or other money of a non-resident in California banks, or on bonds, promissory notes, and stock of a foreign corporation, kept in California by a non-resident, irrespective of the place of death of such person.

The ruling, which was made on October 20, 1924, gives full accord to the decision of the Supreme Court of that state in the case of *Chambers vs. Mumford*, 187 Cal. 228, in which the court held that under the provisions of the inheritance tax law of California intangible personal property owned by a non-resident is not subject to the inheritance tax imposed by the laws of California; that for the purpose of taxation the situs of mere choses in action, such as bonds, notes and debts, is the domicile or legal residence of the owner. The only exception made by the court was in respect to shares of stock in California corporations. Such shares of stock owned by non-residents are subject to the California inheritance tax for the reason that a corporation existing by virtue of the laws of California is in a sense a citizen of California and the rights of the shareholders in their last analysis are rights in property in California.

Transfers of Property Within the State

The California inheritance tax law imposes a tax on transfers of property "within the state" and the court held that the above mentioned class of property other than stock in a California corporation, is not property within California when owned by a non-resident, thus adopting the common law doctrine of *mobilia sequuntur personam*. The same rule applies in respect to general property taxes. Such property when owned by non-residents is not subject to city, county or state taxes in California.

Ralph W. Smith, Inheritance Tax Attorney for the State of California, in commenting upon the new ruling, said:

"Under the old provision, visitors to California who died here were taxed both by this state and by the state in which they maintained their residence. Much of their property was left in the East in consequence to avoid the double tax. California has now taken the lead, however, and is exempting all non-resident visitors from inheritance taxes on notes, bonds and deposits in banks.

"It is anticipated that the move will assure a three-fold benefit. First, that it will attract more visitors to the state, and encourage them to bring their property and transact business here. It will thus greatly assist in the development of local resources, and lastly, it will avoid the double, and in many instances triple, taxation on inheritances."

Will Benefit Part-time Residents

Thousands of citizens of middle western and eastern states who spend a portion of their time in California each year will derive benefit from this ruling. Many of these visitors are reluctant to carry accounts of any considerable amount in California banks or to keep any of their securities in California, for the reason, heretofore well founded, that in case of their death such property would be subjected to inheritance taxes imposed by the state of California as well as to inheritance taxes imposed by the state in which they hold their legal residence. However, under the new ruling of the California inheritance tax authorities the multitude of citizens of other states who sojourn in California should have no hesitancy in bringing with them their money and securities as they may transact business freely there with the assurance that in the event of death their accounts in California banks and their securities will not be subjected to inheritance taxes by that state.

The California inheritance tax authorities believe they are taking a forward step by striking a blow at double and multiple taxation and are sanguine that other states will take similar action toward removing the injustices arising

out of the present chaotic condition among the states in respect to taxes on estates of decedents.

Is the Automobile a Waster?

Is the automobile a waster of the people's resources? An out of town newspaper implies that it is. Quoting some other authority that the motor car costs this country about \$8,000,000,000 a year, exclusive of taxes and interest, it says that the depreciation of this huge total is figured at \$1,800,000,000. That, it says is "a dead loss."

If that statement were correct this country would be riding toward bankruptcy. Fortunately, however, it is not a correct statement. Whatever contributes toward the satisfaction of human needs is an economic service and, of course, a value. It is doubtful if more than a small percentage of the total cost of automobiles and their upkeep whether it is \$8,000,000,000 or not, can be said to be a loss.

The growth of this country in population and wealth has been coincident with the development of transportation. It was not the slow moving ox cart but the steam railways that made possible the settlement of the West. Railways have been followed by the trolley car for urban and inter-urban transit and it seems impossible to keep up with the ever increasing demand for more and better transit facilities.

The manufacture of motor cars rising from 3,700 in 1899 to 3,700,000 in 1923 was in answer to the demand for a flexible means of transportation more rapid than that of the horse and wagon. Even in the saving of time wealth is created, and the 15,000,000 automobiles in use are doing this.

The automobile has also increased values and created wealth by extending the suburban areas, permitting people to work in the cities and live in the country at less expense. In the *Annals of the American Academy of Political Science* the vice president of the Automobile Chamber of Commerce stated that in Long Island there were 11,800 cars registered in 1917 and 3,860 new dwellings were erected. In 1923 there were 51,670 cars registered and 31,700 new dwellings.

What would the farmers of today do without the automobile and motor truck supplanting the slower moving horse, overcoming the loneliness of farm life and making markets and banking facilities more accessible to them? In nearly every live stock market hogs and sheep within a radius of 50 miles are transported by the motor truck. The automobile broadens the social, religious and educational opportunities of the people on the farms. The United States Bureau of Education says that there are 12,500 consolidated schools in the United States attended by 2,000,000 children of whom over 800,000 are transported. But there are still 175,000 one-teacher schools holding 3,000,000 children waiting for better opportunities through more automobile transportation.

No one of these can be called a "loss" but instead a great gain to the country, addition to its wealth and an improvement in its people. The man who, in looking at a pair of worn out shoes would say that their price was a dead loss to him would also have to say that his feet were a useless luxury, and a dead loss to him. The comparison is obvious.—Wall Street Journal.

ONE BETTER BET

An elderly gentleman who had never seen a football game was persuaded by a young enthusiast to attend one of the minor gridiron contests.

"Now," said the young fellow as the game was about to start, "you will see more excitement for a couple of dollars than you ever saw before."

"I have my doubts about that," replied the elderly gentleman. "That's all my marriage license cost me."—Boston Transcript.

MITCHELL FORECASTS FIRM MONEY FOR 1925

(Continued from page 13)

our deposits have been expanding and reached a total of \$4,695,141 at the time of the recent bank call although savings showed the influence of considerable unemployment on the part of labor during mid-year. People were obliged to dip into their savings during the period of industrial stagnation, but there have been signs of a re-awakening in our industries throughout the northwest part of Chicago, and this stimulation has been passed on to retail business."

Old Bank Grows

Louis D. Glanz, president of the Hatterman and Glanz State Bank on Milwaukee Avenue, pays a tribute to the substantial character of business in that part of Chicago in a statement that although the retail trade has been hurt this year by the presidential election and unseasonal weather, people are in a cheery frame of mind and looking forward to better times. "It is just a year ago since we opened our new bank building and in that time we have advanced very substantially. This is an indication of the solvent position of general business out this way. We have been in business out here for 52 years and organized as a state bank four years ago but owing to our lack of facilities for handling a commercial banking business took only savings accounts until this building was completed last November. Since that time we have advanced satisfactorily and now have deposits of \$742,627 and no overdrafts. Although savings show the effect of withdrawals to tide depositors over the period of unemployment, they are gaining again now that our industries are picking up, and there is an active demand for real estate and mortgages."

D. R. Forgan Optimistic

David R. Forgan, vice chairman of the National Bank of the Republic, who returned from New York after spending a portion of the Christmas holidays with his daughter, looks for clear skies and a rising tide in business in the coming year, but warns against the danger of inflation. Scotch forbears and an extended banking experience have inculcated super-caution and Mr. Forgan does not touch lightly upon the suggested danger which may arise from excessive enthusiasm, but he regards the new year as a conveyor of real prosperity. "As Americans we have more reason to fear over enthusiasm and inflation than the reverse during the year we have now entered," he said. "With the greatly improved situation due to the adoption of the Dawes plan and with the better outlook for agriculture, due to the better prices for farm products, the way seems clear for increased activity and enhanced prosperity during the year 1925. Judging prosperity by profits, the year just coming to an end has been only moderately prosperous. Since, however, the overwhelming victory for President Coolidge and common sense, the psychological foundations for increasing prosperity in the coming year has been established in millions of minds, and no doubt the vision will be realized."

Banking News Notes

The Altrui State Savings Bank, which began business at 4341 Milwaukee Avenue in March, is making satisfactory progress, according to Cashier L. Kuratowski.

H. W. Gielow, assistant cashier of the Second Citizens State Bank, which opened for business four years ago, says the deposits of the institution have increased from \$54,078 on the opening day to \$2,019,269 on the date of the recent call for statements from the state auditor. "Our clients are satisfied with business," he said, "although everyone is ready to do more if the opportunity presents itself."

The northwest side of Chicago is to have a new state bank which is being organized by Herman Ellenbogen, president of the West Side National Bank of Chicago. The new institution will probably be opened with a capital of \$20,000 next June at Kedzie and Lawrence avenues under the title of the North American Trust and Savings Bank. Mr. Ellenbogen will be president, but other officials and members of the directorate have not been selected yet, Mr. Ellenbogen said.

Frank O. Wetmore, president of the First National Bank,

has returned from New York, where he last week attended sessions of committees identified with the reorganization of Wilson & Co. He believes that a plan for the settlement of the packing company's affairs will be completed very soon.

Cook County bankers have petitioned Sheriff Hoffman to assign deputy sheriffs to patrol duty on Cook County roads for the protection of 17 outlying banks against raids of bandits. Outlying banks will hereafter open at 9 o'clock instead of 8 o'clock and close at 3 P. M. daily except on Saturdays, when they will remain open until 8 o'clock.

Directors of the Citizens State Bank of Chicago declared the regular quarterly dividend of two per cent. and an extra dividend of two per cent.; voted a 10 per cent. bonus to all employes and added \$50,000 to surplus account, making capital and surplus \$750,000. The employes are also given insurance policy of \$2,000 which is covered by group insurance division of the Metropolitan Life Insurance Company. President Johnsen estimated the earnings for the year of approximately 25 per cent.

The feature of the bank stock market was the announcement of the completion of the merger of the National City Bank and the National Bank of the Republic. The new stock is in demand at 180 without the participating certificates with no stock actually offered for sale. Continental and Commercial is strong at 306 bid less the regular dividend of \$4 per share. First National sold at 463 and Illinois Merchants continued strong at 415 bid ex-dividend.

HOLIDAYS NO CHECK TO BOND DEMAND

(Continued from page 15)

uation, said: "We are seeing this year for the first time the buying of stocks to register losses in short sales. We still think that stocks are in weak hands and the good selling that has gone on in the past two weeks will finally cause a reaction of several points. We would take profits on all rallies."

Calling of a special meeting of stockholders of the Consumers Company for today was for the purpose of voting on a reduction in the par value of its common stock from \$20 to \$10 a share. This is assumed to be a preliminary to the writing off of \$2,500,000 of good will now carried on the books of the company.

Howard H. Schaefer, for nearly three years a fugitive from justice under sentence of two years in the Federal penitentiary for operating a bucket shop and using the mails to defraud, has been brought back to Chicago from San Francisco.

Schaefer was formerly head of Howard H. Schaefer & Co., 108 South La Salle Street. In April, 1921, he was arraigned before Former Judge Kenesaw Mountain Landis on the charges with Milton Apelman and Louis E. Bass, his partners. They were sentenced in April, 1922, and Schaefer promptly jumped his \$5,000 bonds.

ECONOMIC PROSPECTS OF THE NEW YEAR

(Continued from page 25)

men, bankers and public officials have gained enormously during the past four years in understanding of the basic factors which create healthy prosperity as distinguished from over expansion as well as in understanding of their responsibilities in the matter. Our informational services are now upon such a basis as quickly detect dangerous currents. It might be added that a holiday season when anyone might think about safeguards from overexpansion is infinitely more comfortable than one fraught with negative problems of repair of economic depression.

Altogether forces in motion both at home and abroad mark solid progress toward peace and toward prosperity for the coming year.



**Potato bags
Needles
Sewing twines**

STOCKS OF GRAIN AT MINNEAPOLIS

Wheat in Minneapolis public elevators, as reported by the Chamber of Commerce on December 27, with comparisons, in bushels (000's omitted):

	1924	1923	1922	1921
No. 1 dark	3,386	4,523	1,889	1,615
No. 1 northern	3,106	1,190	436	119
No. 2 northern	979	1,582	363	318
Others	5,663	9,943	3,608	6,358
Totals	13,134	17,538	6,496	8,410

Stocks of coarse grain in public elevators in Minneapolis, in bushels (00's omitted):

	Dec. 27	Dec. 20	Dec. 29	Dec. 30	Dec. 31
Corn	270	249	537	113	662
Oats	22,281	22,368	5,158	11,821	22,313
Barley	2,229	2,120	961	708	1,135
Rye	1,224	1,200	7,557	1,952	1,210
Flaxseed	463	483	478	26	395

CROP-YEAR WHEAT RECEIPTS—MINNEAPOLIS AND DULUTH

Receipts of wheat in Minneapolis and Duluth from September 1 to December 27, 1924, compared with the corresponding period of previous years, in bushels (000's omitted):

	1924	1923	1922	1921
Minneapolis	59,022	54,910	67,160	51,527
Duluth	85,804	22,869	39,934	33,216
Totals	144,826	77,809	107,094	84,743

STOCKS OF GRAIN AT DULUTH

Grain stocks in Duluth and Superior elevators as on December 27, showing changes in the week—Wheat, Nos. 1 and 2 dark northern and Nos. 1 and 2 northern, 2,270,900 bushels; No. 3 dark northern and No. 3 northern, 159,427 bushels; other spring, 3,471,382 bushels; Nos. 1 and 2 amber durum and Nos. 1 and 2 durum, 141,023 bushels; No. 3 amber durum and No. 3 durum, 121,196 bushels; other durum, 2,339,866 bushels; Nos. 1 and 2 dark hard winter and Nos. 1 and 2 winter, 55,465 bushels; other winter, 24,230 bushels; afloat, 944,896 bushels; bonded, 328,650 bushels; total wheat, 9,857,035 bushels; increase, 517,311 bushels.

Coarse grains—Corn, 83,751 bushels; oats, 9,897,007 bushels; increase, 766,861 bushels; barley, 333,199 bushels; increase, 10,533 bushels; rye, 3,650,924 bushels; increase, 192,623 bushels; flax, 1,170,751 bushels; increase, 16,654 bushels.

GRAIN STOCKS AT CHICAGO

	Public	Private	*Total	Last year
Wheat	4,490	5,700	11,034,000	17,373,000
Corn	1,960	5,304	7,264,000	3,412,000
Oats	4,164	14,599	19,914,000	3,336,000
Rye	2,927	244	3,307,000	1,502,000
Barley		433	433,000	351,000

*Includes 844,000 bushels wheat, 1,151,000 bushels corn and 36,000 bushels rye afloat.

UNITED STATES VISIBLE GRAIN SUPPLY

	This week	Last week	Last year
Wheat	94,492,000	96,823,000	74,852,000
Corn	16,302,000	13,774,000	9,799,000
Oats	71,436,000	70,062,000	19,940,000
Rye	20,832,000	20,170,000	19,052,000
Barley	5,640,000	5,769,000	3,242,000

NORTH AMERICAN GRAIN EXPORTS

	Past week	Prev. week	Last year
Wheat, bushels	4,893,000	4,935,000	4,411,000
Flour, barrels	294,000	317,000	338,000
Corn, bushels	43,000	25,000	196,000
Oats, bushels	309,000	364,000	570,000
Rye, bushels	176,000	166,000	67,000
Barley, bushels	961,000	928,000	552,000

WORLD GRAIN SHIPMENTS

	Past week	Prev. week	Last year
Wheat	9,453,000	9,178,000	11,556,000
Corn	3,101,000	3,110,000	3,008,000
Oats	903,000	547,000	852,000

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:

	Dec. 27	Dec. 20	Dec. 22	Dec. 23
Minneapolis	122,479	200,189	198,790	264,185
St. Paul	5,731	10,764	16,928	8,590
Duluth-Superior	9,240	13,900	14,495	28,860
Milwaukee	5,000	6,500	3,000	1,600
Totals	142,450	231,353	233,213	303,235
Outside mills*	138,456	211,288	207,367	194,345

	280,906	442,641	440,580	497,580
St. Louis	21,500	26,100	40,600	26,200
St. Louis†	40,400	44,000	42,000	42,200
Buffalo	117,700	177,927	139,005	140,500
Chicago	32,000	38,000	38,000	21,000
Kansas City	102,986	127,237	86,155	87,200
Kansas City†	305,600	357,784	307,020	292,830
Omaha	21,767	24,625	24,472	15,345
St. Joseph	31,166	40,767	21,899	40,774
Salina	24,674	24,440	21,160	31,295
Wichita	32,777	41,183	35,536	36,424
Toledo	17,250	37,000	35,000	19,700
Toledo†	77,954	68,513	75,046	52,195
Indianapolis	9,825	13,351	8,372	10,545
Nashville**		99,453	120,271	120,700
Portland, Ore.	38,940	41,537	59,264	32,555
Seattle	12,147	24,131	42,206	31,300
Tacoma	19,267	25,143	49,841	24,635

*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 December 27, 1924, compared with the corresponding period of the previous year, in bushels (000's omitted):

	—Receipts—		—Shipments—	
	1924	1923	1924	1923
Minneapolis	9,783	6,501	2,878	1,002
Duluth	14,774	5,873	13,334	4,952
Totals	24,557	12,374	16,212	6,014

MINNEAPOLIS GRAIN FUTURES

	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Wheat—	1.73	1.72	1.71	1.70	1.70
December	1.77	1.76	1.75	1.70	1.74
July				1.71	
December					
	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Rye	1.43	1.43	1.42	1.37	1.37
Oats	.57	.58	.57	.55	...
Flax	3.07	3.08	3.07	3.04	3.06
Barley	.90	.91	.90	.90	.90
May					
	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Rye	1.48	1.47	1.46	1.41	1.45
Oats	.60	.60	.59	.57	.59
Flax	3.09	3.08	3.08	3.04	3.07
Barley	.95	.95	.94	.92	.94

DULUTH GRAIN FUTURES

	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Durum	1.72	1.75	1.73	1.69	...
Flax	3.03	3.04	3.04	3.01	...
May					
	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Durum	1.78	1.78	1.77	1.72	...
Flax	3.06	3.07	3.07	3.02	...
May				3.04	...

CHICAGO GRAIN FUTURES

	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Corn	1.27	1.26	1.26	1.25	1.27
Oats	.61	.61	.60	.58	.60
Rye	1.52	1.51	1.48	1.44	1.47
May					
	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Corn	1.31	1.31	1.30	1.28	1.30
Oats	.65	.65	.64	.62	.64
Rye	1.58	1.57	1.55	1.50	1.55
July					
	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Corn	1.31	1.32	1.30	1.29	1.30
Oats	.64	.64	.63	.61	.63
Rye	1.37	1.37	1.36	1.32	1.35

WINNIPEG GRAIN FUTURES

	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Wheat	1.84	1.84	1.83	1.78	...
Flax	2.64	2.65	2.64	2.63	...
May					
	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Wheat	1.88	1.88	1.86	1.82	...
Flax	2.73	2.75	2.74	2.71	...
July					
	Dec. 26	Dec. 27	Dec. 29	Dec. 30	Dec. 31
Wheat	1.85	1.84	1.83	1.78	...

WHEAT RECEIPTS—CARS

	Year	Year	Year	Year
	1924 ago	1924 ago	1924 ago	1924 ago
December 26	255	151	75	64
December 27	158	213	46	54
December 29	240	213	47	64
December 30	181		19	59
December 31	85	246	21	59

MINNEAPOLIS RECEIPTS—COARSE GRAINS

	Corn	Oats	Rye	Barley	Flax
December 26	83	86	9	59	41
December 27	57	47	7	26	22
December 29	62	59	10	36	44
December 30	35	26	26	32	..
December 31	24	27	12	10	14

Guaranty Trust Company's Review of Business

New York—At the beginning of the new year the business outlook on the whole is distinctly favorable, states the current issue of the "Guaranty Survey," which has just been issued by the Guaranty Trust Company of New York. "At no other time since the war has there been so marked a predominance of encouraging factors, the "Survey" continues. "The essential bases for sustained and well rounded prosperity have been materially strengthened; and in large part this improvement was effected in 1924.

The Year's Progress

"The outstanding events of the year 1924 were:

"1. The adoption of the Dawes plan, quickening economic recovery in Europe.

"2. The readjustment between agricultural and industrial prices.

"3. The success of conservative political issues in both European and American elections.

"Responding in part to the influence of these important factors, and partly to the reaction inevitable from a long period of reduced production and lessened activity, substantial business recovery occurred in the closing months of the year, and seems well under way for 1925. So far, this recovery has been marked by no over-production or excessive borrowing, and it has not attained the proportions of a boom or inflationary movement; in fact, solid and substantial progress, based upon clearly defined conditions, is its characteristic feature.

"The bases for the assurance of further progress may be summarized as follows:

"1. Ample credit and capital and low interest rates.

"2. Large retail and mail order sales.

"3. Ample and efficient transportation.

"4. Increasing foreign trade, especially a greater volume of exports.

"5. Greater prosperity and saner regulation for our public utilities.

"6. Improved industrial conditions, particularly in the motor, rubber and textile industries, and marked recovery in the iron and steel industry, with rising markets for other metals.

"7. Increasing employment of labor.

"8. The high purchasing power of wages.

"9. A reasonable stability and balance of prices.

"10. Greatly increased savings deposits and new life insurance written as evidence of thrift.

"1. Strong stock and investment markets, with a larger volume of successful financing of both foreign and domestic offerings.

"12. A reassuring political outlook.

Restoring Balanced Production

"Throughout the period of business recovery from 1921 to the spring of 1923, it was evident that the expansion was founded upon a narrower base than is required for sustained prosperity. Important branches of agriculture remained in a condition of depression; and the total of industrial production represented unbalanced activity. Especially in the building, railroad equipment and automobile industries hold-over demand from the earlier periods of restricted production induced an extraordinary concentration of effort. Nevertheless, the persistent lag in some important fields of enterprise represented continuing elements of weakness in basic conditions.

"Now definite progress toward a balanced situation is evident. Because the conspicuously weak spots have been for the most part eliminated, the expansion of business which has been in progress since last summer reflects a more generally encouraging situation than has obtained in many years.

"There is always the possibility that so fortunate a combination of circumstances may result in an indiscriminate optimism, bringing in turn the excesses of credit and price inflation. Notwithstanding the marked improvement in recent months, not all aspects of the business situation are

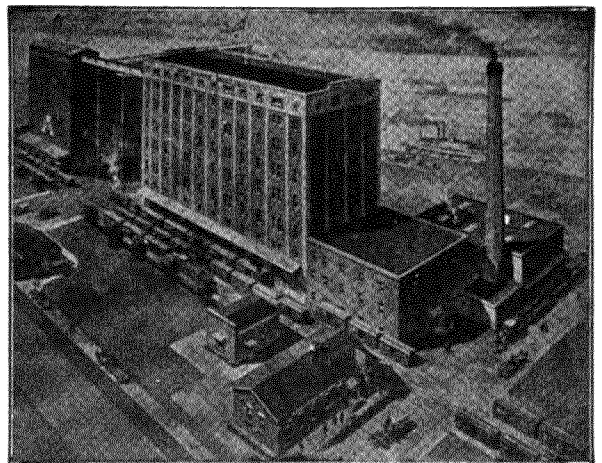
conducive to genuine prosperity. Some groups of prices are still far out of line with related prices, and for many producers any considerable profit-making must await the correction of such conditions. Europe will offer keener competition with some American products, as well as broader markets for others. Recognition of such factors will help to restrain any tendencies toward over-expansion, for the most effective safeguard against the excesses of inflation must be found in the collective sober judgment of business men."

BUSINESS BAROMETERS

New York—How the recent rise in security prices only partially foreshadowed industrial activity is reflected in The Bank of America's chart of business barometers for December. The production of bituminous coal and crude oil declined in November from October as did also building contracts. However, production of pig iron and unfilled orders of the United States Steel Corporation increased. While wheat and corn prices rose, as did also the wholesale price index, the price of cotton declined. Freight car loadings also decreased.

Increases in the following financial indices in November as compared with October, were reported in The Bank of America's barometers: Total reserves, total earning assets and total circulation of the Federal Reserve System, and also total loans and discounts and total net demand deposits of the member banks. The ratio of reserves to deposits of the Federal Reserve System and the ratio of loans to deposits of the member banks showed declines. Sterling and franc exchange both rose. Commercial failures again reversed the previous month's trend, both the number of failures and liabilities decreasing. Bond and stock prices went up, as did also the number of shares of stock sold.

Other financial, commercial and industrial indices and statistics included in The Bank of America compilation relate to banking, foreign exchange, securities markets, production, commodities prices and railroad operations.



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

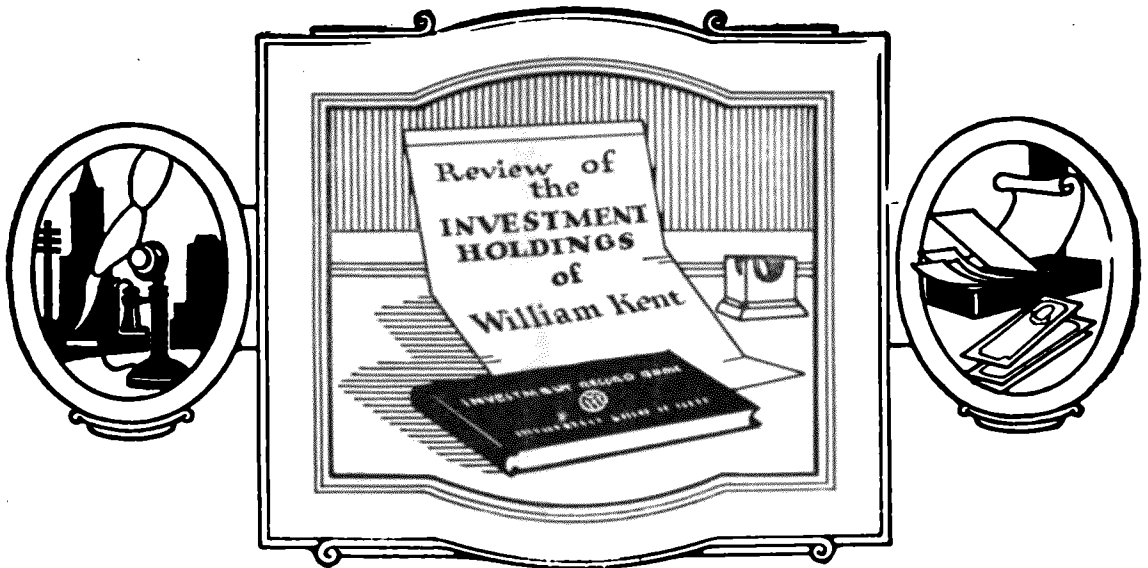
The Bartnett & Record Co.

MINNEAPOLIS, MINNESOTA
DULUTH, MINNESOTA
FORT WILLIAM, ONTARIO

That is our specialty

Write us for designs and estimates

M.L.T.C.



GUIDING THE BOND BUYER FOR 1925

FOR the average person—the problem of choosing investments that are best suited to his own financial position, is becoming increasingly difficult. Especially is this true from the standpoint of a man who must devote the greater part of his time to the duties pertaining to his business or profession.

The same thing applies to the small or moderate bond buyer who cannot hope to possess the investment knowledge and experience gained by institutions over a period of years. Every month many hundreds of diversified investment offerings, varying in their degrees of security, are placed on the market. To exercise the soundest judgment on these various issues, requires education and experience covering a broad field of technical, business and financial knowledge.

While it is obvious that any one man cannot cover all of these fields successfully, there is another way to accomplish even more satisfactory results, and that is by consulting a group of trained and experienced men who have the necessary facilities available for such a task.

With the beginning of the new year it would seem highly desirable for the careful investor to make a list of his security holdings and submit them now for analysis. The Minnesota Loan and Trust Company, with nearly forty-two years of financial experience in many lines of business endeavor, will be very glad to make a review of your holdings giving you impartial advice as to any changes that would seem to improve your investment position.

Ask for a Copy of our "New Year" Investment Folder entitled "Guiding the Bond Buyer for 1925."

THE MINNESOTA  **LOAN & TRUST CO**
405 Marquette **Minneapolis**

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