

# COMMERCIAL WEST

BANKING

INVESTMENTS

INSURANCE

GRAIN AND MILLING

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## Haine, Mehler & Company

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BONDS AND NOTES

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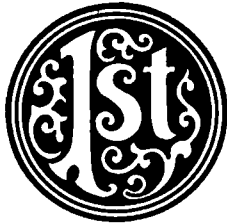
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### Public Utility Advertising

W. H. Hodge, president of the Public Utilities Advertising Association, and manager, advertising department, Byllesby Engineering and Management Corporation, addressed the annual convention of the P.U.A.A., in session with the Associated Advertising Clubs of the World at Houston, Texas, on May 12, on the subject of "Public Utility Advertising." He said in part:

"All progressive utility companies now believe in liberal advertising, realizing that intelligent advertising will so help to increase the volume of production that rates can be held down and possibly reduced and the public thus benefited as well as by improved and extended services. Many other benefits both to the industries and the public are apparent, such as further development of the customer ownership movement, better understanding of utility problems and the co-operation which brings about community development and prosperity.

"That advertising has played a leading role in public utility development—in bringing the advantages of these services to millions, cannot be successfully contradicted. Find a poorly developed utility situation, usually with high service rates, and you will find a non-advertising utility imperfectly meeting public requirements. Look for the town or territory with good service, fully served population and industries, reasonable rates, harmonious public relations, and you will find invariably utilities that believe in and practice advertising on a liberal, intelligent basis.

"It is safe to say that advertising has shortened by one-half the time necessary to reach the present national status of utilities development, and has saved vastly more in wages not paid to house to house canvassers, than it has cost. Discard these values accruing to the public and you have left a third value of even greater significance, namely the services of advertising to enable the public and the utilities to understand each other and come to agreements permitting utility development. Through advertising, progressive utilities found their voice and the people obtained

a knowledge of their real purposes, policies and practices.

"There is no more possibility of making a success out of the utility business in this age minus expert advertising than there is in trying to get along without good engineers, capable accountants and auditors, salesmen and trained workers. When the same grade of advertising ability is employed as in the other activities of the business, waste is cut down sharply, efficiency is advanced and a wholesome effect is apparent in business, earnings and public good will. Any operating executive who has placed advertising on the proper plane in his organization will corroborate these statements. The waste in expertly conducted utilities advertising nowadays is negligible."

### FINANCIAL CONDITIONS VIEWED BY JOHN MOODY

New York—Moody's Weekly Review of Financial Conditions in its current issue, says in part:

"New life will doubtless be infused into the world business revival by recent developments in Europe. The return of Great Britain to the gold standard; the German elections; the defeat of all the communists in the local French elections; and the replenishment of Continental gold reserves are all constructive events.

"Great Britain's return to the gold standard should mean a larger demand for our products. Even the growing stability of depreciated currencies such as the franc and the lira tends to promote international trade.

"Conservative feeling has been expressed in the German election, just as it was in the defeats of LaFollette and MacDonald. Germany evidently desires a return to the industrial and financial leadership that once made her great.

"Nations are still abhorring radicalism and our financial markets should benefit accordingly. Corporation bond prices have just reached new high levels for the whole post-war period.

"If the Autumn business, domestic and foreign, displays the fair degree of prosperity indicated, stocks may also give a good account of themselves."

# Western Municipal Bonds

## FUTURE BOND ELECTIONS

- May 23**—Kirkland, Wash., \$15,000 waterworks bonds.
- May 25**—Chelsea, Iowa, School District, \$20,000 bonds.
- May 25**—Allerton, Iowa, \$5,000 municipal waterworks system bonds.
- May 25**—Custer County, Nebraska, School District No. 15 (P. O. Merno), \$25,000 bonds.
- May 25**—Mesa, Arizona, \$80,000 waterworks construction; \$98,500 municipal light plant; \$50,000 water bonds.
- May 28**—Marshalltown, Iowa, School District, \$400,000 bonds.
- May 28**—Pocahontas and Palo Alto Counties, Iowa School District (P. O. Plover), \$12,000 building and equipment, auditorium and gymnasium bonds.
- June 1**—Chandler, Arizona, \$100,000 waterworks system bonds.
- June 1**—Cedar Rapids, Iowa, \$800,000 memorial coliseum bonds.
- June 2**—Los Angeles, Cal., \$4,000,000 bridge bonds.
- June 2**—McIntire, Iowa, Independent School District, \$47,000 construction and site bonds.
- June 2**—Alhambra, Cal., \$150,000 water extension; \$25,000 city jail, and \$135,000 sewer construction bonds.
- June 3**—Manly, Iowa, Independent School District, \$6,200 site bonds.
- June 3**—La Grande, Wash., \$185,000 water system bonds; \$105,000 sewage disposal plant bonds; \$25,000 storm sewer bonds; and \$45,000 fire department bonds.

## FUTURE BOND SALES

- May 23**—Epping, N. D., Special School District No. 88, \$15,000 building bonds; 5 per cent.; 20 years; certified check \$500. M. Iverson, clerk board of education.
- May 25**—Ferndale, Wash., \$16,000 improvement bonds; not exceeding 5½ per cent. A. F. Palmer, city clerk.
- May 25**—Omaha, Nebraska, \$242,000 land appropriated for river drive coupon bonds; denomination \$1,000; 5½ per cent.; 20-years; certified check \$5,000. John Hopkins, superintendent of accounts and finance.
- May 25**—Hennepin County, Minn. (P. O. Minneapolis), \$250,000 poor house; \$600,000 bridge and \$100,000 road bonds; denomination \$1,000; 4¼ per cent.; 5-15 years; certified check 10 per cent. L. P. Erickson, county auditor.
- May 25**—San Francisco, Cal. (City and county), \$1,000,000 Hetch Hetchy water coupon or registered bonds; denomination \$1,000; 5 per cent.; 5-44 years; certified check 5 per cent. J. S. Dunnigan, clerk board of supervisors.
- May 26**—Dawson County, Montana, School District No. 1 (P. O. Glendive), \$18,000 bonds; denomination \$1,000; not exceeding 6 per cent.; 10-20 years; certified check \$1,000. Fred J. Goulding, clerk board of trustees.
- May 27**—Portage, Minn. (P. O. Buyck), \$10,000 road and bridge bonds; denomination \$500; 6 per cent.; 1-4 years; certified check 3 per cent. Carl M. Hanson, town clerk.
- May 28**—Quincy, Illinois, \$200,000 waterworks bonds. W. R. Gelston, waterworks manager.
- May 29**—Minneapolis, Minn., \$700,000 bridge bonds; denominations \$50, \$100, \$500 and \$1,000; not exceeding 5 per cent.; 1-25 years; certified check 2 per cent. Henry N. Knott, city clerk.
- June 1**—Umatilla, Oregon, \$16,000 city hall bonds; denomination \$500; 5 per cent.; 15-30 years. E. McKenzie, city recorder.
- June 1**—Beltrami County, Minn. (P. O. Bemidji), \$100,000 drainage refunding bonds; denomination \$1,000; 6 per cent.; 5-10 years. A. D. Johnson, county auditor.
- July 1**—Idaho Irrigation District, Idaho, (P. O. Idaho Falls), \$130,000 bonds; 20 year; 6 per cent. A. J. Christensen, secretary board of directors.

## BOND SALES

- Waverly, Iowa, School District—An issue of \$120,000 bonds was carried by a vote of 848 to 269.
- Beresford, S. D., School District—An issue of \$75,000 bonds was authorized by a vote of 422 to 153.
- Avoca, Iowa, School District—An issue of \$50,000 bonds was authorized by a vote of 293 to 89.

Bonner County, Idaho (P. O. Sandpoint)—The State purchased at par \$5,000 5 per cent. 10-20 year bonds.

Burlington, Wash.—A recent election resulted in favor of \$17,000 6 per cent. town hall bonds by a vote of 291 to 13.

Moorhead, Minn.—An issue of \$135,000 municipal water and light plant bonds was defeated by a vote of 619 to 325.

Beverly Hills, Cal.—An issue of \$160,000 5 per cent. sewer bonds was authorized at a recent election by a vote of 432 to 5.

Helper, Utah—The Ashton Jenkins Company of Salt Lake City have purchased \$135,000 6 per cent. 20-year reservoir bonds.

Coeur D'Alene, Idaho, Independent School District—An issue of \$50,000 5 per cent. bonds has been sold to the State at par.

Crivitz, Wis., High School District—The Farmers Savings & Trust Company of Marinette, Wisconsin has bought \$15,000 bonds.

Ventura County, Cal., Summit School District (P. O. Ventura)—The County purchased at par \$5,600 5 per cent. 1-28 year bonds.

Castle Rock, Wash.—An issue of \$11,000 5 per cent. 5½ year average municipal building bonds has been sold to the State at par.

Jewell Junction, Iowa, Independent School District (P. O. Jewell)—A recent election authorized \$60,000 bonds by a vote of 212 to 130.

Kamas, Utah—An issue of \$10,000 5½ per cent. refunding bonds has been purchased by the Central Trust Company of Salt Lake City.

Colfax County, Neb., School District (P. O. Leigh)—At a recent election \$20,000 5 per cent. bonds were authorized by a vote of 165 to 76.

Salt Lake County, Utah, Jordan School District (P. O. Salt Lake City)—The State Loan Commission was awarded \$18,000 bonds at 99.44 per cent.

Green River, Utah—An issue of \$8,000 6 per cent. 1-8 year refunding bonds has been sold to the State Loan Commission at 103.50, a basis of 5.09 per cent.

Aberdeen, Wash.—The Lumbermens Trust Company of Portland was the successful bidder for \$200,000 4½ per cent. city bonds at a premium of \$72,100.03.

Owatonna, Minn.—The Security State Bank purchased \$49,000 4½ per cent. electric lighting plant bonds at par, accrued interest and a premium of \$15.

Saunders County, Neb., School District No. 72 (P. O. Mead)—The United States Trust Company of Omaha purchased \$113,000 5-20 year refunding bonds at par.

Pierce County, Wash., North Puyallup School District No. 110 (P. O. Tacoma)—The State Finance Board has been awarded \$10,000 5 per cent. 16-year bonds at par.

Clearwater County, Idaho, Clearwater Highway District (P. O. Greer)—An issue of \$100,000 10-20 year highway bonds was sold to the Union Trust Company of Spokane.

Jasper County, Iowa (P. O. Newton)—Polk, Corley and Wheelock of Des Moines were awarded \$25,000 Kellogg bridge completion tax anticipation notes at 4.00 per cent.

Lake Preston, S. D., School District—The Wells-Dickey Company of Minneapolis purchased \$60,000 4½ per cent. 6-20 year bonds at a premium of \$56-100.09, a basis of 4.49 per cent.

Wibaux County, Montana (P. O. Wibaux)—An issue of \$15,000 5½ per cent. 1-5 year special relief refunding bonds was awarded to the United States National Company of Denver at par.

Floyd County, Iowa (P. O. Charles City)—An issue of \$335,000 4½ per cent. refunding bonds was sold to the White Phillips Company of Davenport at a premium of \$4,350-101.29.

Badger, Minn.—The Minnesota Electric Distributing Company of Minneapolis bought \$19,000, 6 per cent. 20-year electric light bonds at a premium of \$870-104.63, a basis of 5.61 per cent.

Postville, Iowa, School District—George M. Bechtel & Co. of Davenport purchased \$9,000 4½ per cent. 9-5-6 year average refunding bonds at a premium of \$150-101.66, a basis of 4.28 per cent.

**COUNTY — CITY — SCHOOL  
BONDS**

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**H. C. SPEER & SONS CO.**

**MUNICIPAL,  
COUNTY AND SCHOOL BONDS**

First National Bank Building - CHICAGO

Maricopa County, Arizona, School District No. 71 (P. O. Phoenix)—The Fred Emert Company of St. Louis has been offered \$5,000 6 per cent. 20-year bonds at 104.85, a basis of 5.59 per cent.

Sherman, S. D., Independent School District—The Minneapolis Trust Company of Minneapolis bought \$20,000 4½ per cent. 1-10 year bonds at a premium of \$75-100.37, a basis of 4.67 per cent.

Carlyle, Ill., School District No. 32—An issue of \$30,000 4½ per cent. 1-20 year bonds was purchased by Kauffman, Smith & Co. of St. Louis at a premium of \$103-100.34, a basis of 4.46 per cent.

Lincoln, Ill., School District—An issue of \$150,000 5 per cent. 1-10 year bonds was awarded to the William R. Compton Company of Chicago at a premium of \$6,172-104.11, a basis of 4.13 per cent.

Portland, Oregon—Eldredge & Co. of New York and the Wells-Dickey Company of Minneapolis, jointly, purchased \$1,000,000 4 per cent. 11-30 year water bonds at 97.654, a basis of 4.17 per cent.

Rosalle, Neb.—An issue of \$12,000 5½ per cent. 10-20 year transmission line bonds was awarded to the Lincoln Trust Company of Lincoln at a premium of \$125-101.04, a basis of 5.11 per cent.

Yreka City, Cal.—The First National Bank of Yreka City purchased \$56,000 5½ per cent. 1-40 year reservoir water supply and septic tank bonds at a premium of \$3,258-105.81, a basis of 4.99 per cent.

Brainerd, Minn.—An issue of \$20,000 4½ per cent. 4½ year average revolving fund bonds was sold to the Wells-Dickey Company of Minneapolis at a premium of \$100-100.59, a basis of 4.37 per cent.

Wasco County, Oregon (P. O. The Dalles)—An issue of \$50,000 4½ per cent. 5-14 year road bonds was awarded to the Ladd & Tilton Bank of Portland at a premium of \$58.50-100.11, a basis of 4.48 per cent.

Coos County, Oregon, School District No. 77 (P. O. Coquille)—The Bank of Southwestern Oregon of Marshfield was the successful bidder for \$16,000 5½ per cent. 15½ year bonds at 100.25, a basis of 5.23 per cent.

Keosauqua, Iowa, Independent School District—An issue of \$60,600 5 per cent. 13½ year average bonds was awarded to George M. Bechtel & Co. of Davenport at a premium of \$3,505-106.92, a basis of 4.31 per cent.

Iron County, Utah (P. O. Parowan)—An issue of \$50,000 4½ per cent. 1-5 year highway construction bonds has been awarded to the Ashton Jenkins Company of Salt Lake City, subject to an election to be held soon.

Cuming County, Neb., School District (P. O. West Point)—The Peters Trust Company of Omaha was the successful bidder for \$28,000 4½ per cent. 20-year bonds at a premium of \$223-100.79, a basis of 4.44 per cent.

Conejos County, Colorado, School District No. 30 (P. O. Manassa)—The International Trust Company of Denver has been awarded subject to an election to be held soon, \$22,000 5½ per cent. 15-30 year building bonds.

Caribou County, Idaho (P. O. Soda Springs)—An issue of \$30,000 5½ per cent. 10-19 year hospital bonds was sold to the Central Trust Company of Salt Lake City at a premium of \$625-102.08, a basis of 5.05 per cent.

Orange County, Cal., Spring Dale School District (P. O. Santa Ana)—Bayly Brothers of Los Angeles were the successful bidders for \$17,000 5 per cent. 2-18 year bonds at a premium of \$325-101.91, a basis of 4.75 per cent.

Kittitas County, Wash., Ellensburg School District (P. O. Ellensburg)—The First National Bank of Seattle and the National Bank of Commerce of Seattle, jointly, were sold \$90,000 4½ per cent. bonds at a premium of \$343.

Douglas County, Neb., (P. O. Omaha)—The United States Trust Company of Omaha was the successful bidder for \$300,000 5 per cent. 211-6 year average road bonds at a premium of \$31,230-110.41, a basis of 4.25 per cent.

Los Angeles County, Cal., County Sanitation District No. 4 (P. O. Los Angeles)—An issue of \$240,000 5½ per cent. 1-40 year trunk sewer bonds was sold to Bayly Brothers at a premium of \$4,710-101.96, a basis of 5.08 per cent.

Cook County, Ill., Forest Preserve District (P. O. Chicago)—The Illinois Merchants Trust Company of Chicago was the successful bidder for \$1,000,000 4 per cent. 10½ year average forest preserve bonds at 99.56 a basis of 4.05 per cent.

San Mateo County, Cal., Redwood City School District (P. O. Redwood City)—An issue of \$90,000 5 per cent. 12½ year average bonds was awarded to Dean, Witter & Co. of San Francisco at a premium of \$4,663-105.18, a basis of 4.43 per cent.

Pasadena, Cal.—The William R. Staats Company of Pasadena bought the following: \$72,000 4½ per cent. 5-16 year San Rafael Height Imperial district No. 2 bonds and \$116,000 5½ per cent. 8-5-6 year average Linda Vista Imperial district No. 3 bonds.

Los Angeles County, Cal., San Gabriel School District (P. O. Los Angeles)—The California Securities Company of San Francisco and the Bank of San Gabriel, jointly, were awarded \$95,000 5 per cent. 14½ year average bonds at a premium of \$3,507-102.69, a basis of 4.63 per cent.

Madison, Wis.—The Continental & Commercial Trust & Savings Bank of Chicago purchased \$50,000 4½ per cent. 9½ year average memorial stadium; \$25,000 4½ per cent. 9-year east side fire station and \$100,000 4½ per cent. 1-20 year waterworks bonds at a premium of \$4,045-102.311, a basis of 4.08 per cent.

Auburn, Wash.—An issue of \$100,000 5 per cent. 155-6 year average water extension fund (series A) bonds was awarded to Ferris & Hardgrove of Spokane at 98.65, a basis of 5.13 per cent. George H. Burr, Conrad & Broom of Portland purchased \$15,000 4½ per cent. general obligation bonds at a premium of \$64-100.42.

Los Angeles County, Cal., School Districts (P. O. Los Angeles)—An issue of \$74,000 5 per cent. bonds was sold as follows: \$15,000 1-15 year Mountain View School District bonds to Bayly Brothers at a premium of \$228-101.25, a basis of 4.76 per cent.; \$59,000 24-5-6 year average Crescenta School District bonds to R. H. Moulton & Co. of Los Angeles at a premium of \$2,388-104.04, a basis of 4.70 per cent.

UNITED STATES GOVERNMENT BONDS

Price range for week ending May 20, 1926, as reported by C. F. Childs and Company, 609 Second Avenue South, Minneapolis, Minnesota. Quotations on Liberties are in 32nds in accordance with the practice on the New York Stock Exchange. The Treasury Certificates, Treasury Notes, and Federal Land Bank Bonds, for convenience, are also quoted in fractions of 1-32.

Issue	High	Low	Close	Yld.
1st Liberty Loan, 3½s, 1932-47.	101-17	100-29	101-1	3.31
1st Liberty Loan, 4½s, 1932-47.	102-12	102-2	102-12	3.97
2nd Liberty Loan, 4½s, 1927-42.	101-13	101-8	101-11	3.70
3rd Liberty Loan, 4½s, 1928.	101-31	101-23	101-29	3.69
4th Liberty Loan, 4½s, 1933-38.	102-22	102-10	102-20	3.88
Treasury, 4½s, 1947-52	106-2	105-28	106-12	3.83
Treasury, 4s, 1944-54	102-14	101-30	102-13	3.64

Treasury Certificates and Notes

Issue	Bid	Asked	Yld.
C-4½s, June 15, 1925	100-1	.....	2.97
TS-2½s, Sept. 15, 1925	99-30	100	2.75
B-4½s, Dec. 15, 1925	100-22	100-24	3.01
TD-3s, Dec. 15, 1925	99-30	100	3.00
A-4½s, March 15, 1926	101-5	101-7	3.24
B-4½s, Sept. 15, 1926	101	101-3	3.39
B-4½s, March 15, 1927	102	102-3	3.37
A-4½s, Dec. 15, 1927	101-30	102	3.68

Federal Land Bank Bonds

Rate	Maturity	Bid	Asked
4½s	May and Nov. 1, 1922-37	100-16	101-4
4½s	May and Nov. 1, 1923-38	100-16	101-4
4½s	May and Nov. 1, 1924-37	100-16	101-4
4½s	May 1, 1932-42	102	102-12
4½s	Jan. 1, 1933-43	102-4	102-16
4½s	Jan. and July 1, 1933-53	102-25	102-75
4½s	Jan. 1, 1935-55	102-20	103
4½s	July 1, 1933-53	103-24	104-8
4½s	Jan. and July 1, 1934-54	103-28	104-8
5s	May and Nov. 1, 1931-41	104-8	104-20

FOREIGN GOVERNMENT BONDS

Reported May 13, by Salomon Bros. & Hutzler, Minneapolis:

	Bid	Offer	Yld.
Argentine Nation, Govt. of, 7s, Feb. 1, 1927	102.37	102.62	6.50
Argentine Nation, Govt. of, 6s, Sept. 1, 1927	96.12	96.50	6.24
Austrian, Govt. of, 7s, June 1, 1943	97.25	97.75	7.22
Belgium, Kingdom of, 8s, Feb. 1, 1941	107.75	108	7.42
Belgium, Kingdom of, 7½s, June 1, 1945	108.75	109	6.97
Belgium, Kingdom of, 6½s, Sept. 1, 1949	93.75	94.25	6.88
Belgium, Kingdom of, 6s, Jan. 1, 1955	86.88	87.25	7.02
Canada, Dominion of, 4s, Sept. 15, 1925	100	100.09	3.65
Canada, Govt. of Dom. of, 5s, April 1, 1926	100.66	100.94	4.35
Canada, Govt. of Dom. of, 5½s, Aug. 1, 1929	102.75	103	4.71
Canada, Govt. of Dom. of, 5s, April 1, 1931	102.12	102.50	4.53
Canada, Govt. of Dom. of, 5s, May 1, 1952	103.75	104	4.73
Dutch East Indies, 6s, Jan. 1, 1947	102.50	102.75	5.75
Dutch East Indies, 6½s, March 1, 1953	99.75	100.25	5.48
Dutch East Indies, 6½s, Nov. 1, 1953	99.75	100.25	5.48
Dutch East Indies, 6s, March 1, 1952	102.50	102.75	5.75
France, Republic of, 7½s, June 1, 1941	97.75	98.25	7.76
France, Republic of, 8s, Sept. 15, 1945	101.75	102.25	7.90
France, Republic of, 7s, Dec. 1, 1949	90.62	91	7.85
French Cities (Bdx. Msa. Lyons) 6s, Nov. 1, 1934	84	84.75	8.55
German, 7s, Oct. 15, 1949	94.50	94.75	7.51
Greek Govt. W. L., 7s, Nov. 1, 1964	84.25	85	8.29
Japanese Govt. Sterling, 6½s, Feb. 1, 1954	98.37	98.75	7.10
Japanese Govt. Sterling, 4s, Jan. 1, 1931	83	83.50	6.85
Japan, Industrial Bank of, 6s, Aug. 15, 1927	99.25	99.50	6.21
Netherlands, Kingdom of, 6s, April 1, 1954	103.88	104.12	5.72
Norway, Kingdom of, 8s, Oct. 1, 1940	111	111.50	6.75
Norway, Kingdom of, 6s, Aug. 15, 1943	100	100.37	5.97
Norway, Kingdom of, 6s, Aug. 1, 1944	100	100.37	5.97
Norway, Kingdom of, 6s, Oct. 15, 1952	100	100.37	5.97
Sweden, Govt. of, 6s, June 15, 1939	103.25	103.75	6.62
Sweden, Govt. of, 5½s, Nov. 1, 1954	99.88	100.12	5.43
Switzerland, Govt. of, 5s, Aug. 1, 1926	100.12	100.37	5.50
Switzerland, Govt. of, 5½s, Aug. 1, 1929	101.12	101.37	5.12
Switzerland, Govt. of, 8s, July 1, 1940	113.75	114.25	6.45
Switzerland, Govt. of, 5½s, April 1, 1946	102	102.25	5.30
Un. Kng. of Gt. Brit. & Ire., 5½s, Aug. 1, 1929	117.62	118	.....
Un. Kng. of Gt. Brit. & Ire., 6½s, Feb. 1, 1937	107.37	107.62	4.57

NEW BANK OPENED AT MOUNT HOREB, WISCONSIN

The formal opening of the new Mount Horeb Bank of Mt. Horeb, Wisconsin, was held recently with a large attendance. Luncheon was served and flowers were distributed to the visitors.

**PERSONALS**

H. M. Webster, was recently elected president of the North Dakota terminal grain exchange.

\* \* \*

T. T. Brokken, president of the Peoples State Bank, Harmony, Minnesota, is planning on touring Europe the coming summer.

\* \* \*

Frank E. Everest, president of the First National Bank of Council Bluffs, Iowa, was recently named president of the Citizens Gas and Electric Company.

\* \* \*

K. I. Shager, cashier of the First National Bank of Parker, South Dakota, has just rounded out 26 years of continuous service with the bank, having begun his banking career as a clerk in the bank.

\* \* \*

F. H. Eyster, of the Omaha National Bank, Omaha, Neb., has been elected president of the Omaha Chapter of the American Institute of Banking and is also an active member of the Junior Chamber of Commerce.

\* \* \*

Raymond Hough, secretary of the Montana-Wyoming Credit Men's Association, will attend the thirteenth annual convention of the National Association of Credit Men to be held in Washington, D. C. the second week in June.

\* \* \*

H. P. Gallager, vice president of Northwestern Consolidated Milling Company, of Minneapolis, was elected a director of Wisconsin Central to succeed Leroy Baldwin, New York, at a recent meeting of stockholders in Milwaukee.

\* \* \*

Frank Leroy Blanchard, who for 20 years has conducted an advertising course at the Twenty-third Street Y.M.C.A., New York, was honored with a dinner in recognition of his services, held at the McAlpin hotel on April 30. Mr. Blanchard is advertising manager of the Henry L. Doherty Company.

\* \* \*

H. T. Graves, president of the James River National Bank of Jamestown, North Dakota, recently returned from an extended trip through the South and East accompanied by his wife and daughter. Mr. Graves attended the meeting of the executive council of the American Bankers Association at Augusta, Georgia.

\* \* \*

A. A. F. Maxwell, chief clerk in the trust department of the Chatham Phenix National Bank & Trust Co. of New York, has resigned, and leaves for Detroit on June 1 to take a position as assistant secretary in the Guardian Trust Company, a new institution just organized, which at the start will be the fourth largest trust company in that city.

\* \* \*

Val J. Grund, lately deputy governor of the Federal Reserve Bank of Dallas, Texas, has been elected vice president and comptroller of the Citizens banks of Los Angeles, California, consisting of the Citizens National Bank, the Citizens Trust & Savings Bank and the Citizens National Company, institutions which have combined resources exceeding \$110,000,000.

\* \* \*

H. W. Gearey, president of the Merchants National Bank of Fargo North Dakota, recently finished nearly 15 years of continuous public service, having served 11 years as a member of the park board, three years of which he acted as president. He was then elected president of the city commission. An outstanding event in the activities of the park board during his presidency was the purchase and development of Linden Woods in which are located the river drive, picnic grounds and tourist camp.

**MINNEAPOLIS BANKERS TO FIGHT BANDITS**

Organization of vigilance committees on a statewide basis to fight the bank robbery plague in Minnesota will be discussed at the annual group meetings of the Minnesota Bankers Association to be held at eight Minnesota points during the first two weeks in June, according to F. P. Fellows of Minneapolis, secretary.

Association officials now are working on the details of

a plan which has been used in one or two other states and which they expect to place before representatives of the state's 1,400 banks at the coming sessions. It is hoped to establish a uniform system of defense throughout the state, with provisions for rewards and ample protection for the vigilantes, said Mr. Fellows.

The vigilance committee plan was given momentum in the failure of the state constabulary act to pass the recent session of the state legislature, Mr. Fellows declared. The secretary said about the only organized effort against bank plundering was offered by three or four Minnesota towns, which took to firearms following one or more robberies.

**Bank Convention Dates**

May 20-23	CALIFORNIA	Santa Barbara
June 12-13	OREGON	Corvallis
June 15-17	IOWA	Dubuque
June 15-17	SOUTH DAKOTA	Brookings
June 16-17	WISCONSIN	Milwaukee
June 19-20	COLORADO	Bear Creek
June 25-26	NORTH DAKOTA	Devils Lake
July 8-10	MINNESOTA	Duluth
July 11-13	MONTANA	Glacier Nat. Park
Sept. 28-Oct. 5	A. B. A.	Atlantic City
Oct. 14-17	FINANCIAL ADV. ASSN.	Columbus
Dec. 2-5	INVESTMENT BANKERS,	St. Petersburg, Fla.

**MINNESOTA GROUP MEETINGS**

June 1	THIRD DISTRICT	New Prague
June 2-3	FIRST DISTRICT	Owatonna
June 4-5	SECOND DISTRICT	Fairmont
June 6	SEVENTH DISTRICT	Montevideo
June 8	NINTH DISTRICT	Thief River Falls
June 9	SIXTH DISTRICT	Park Rapids
June 11	EIGHTH DISTRICT	Carleton
June 13	TENTH DISTRICT	Big Lake

**MONTANA GROUP MEETINGS**

May 23	GROUP ONE	Chinook
May 26	GROUP FIVE	Lewistown
May 28	GROUP SIX	Dillon
May 30	GROUP SEVEN	Hunters Hot Springs
July 10	GROUP THREE	Kalispell

**NORTH DAKOTA GROUP MEETINGS**

June 25	SECOND DISTRICT	Devils Lake
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**SOUTH DAKOTA GROUP MEETINGS**

May 26	GROUP FIVE	Huron
May 27	GROUP FOUR	Watertown
May 28	GROUP TWO	Canton
June 2	GROUP NINE	Fairfax
June 4	GROUP EIGHT	Rapid City

**WISCONSIN GROUP MEETINGS**

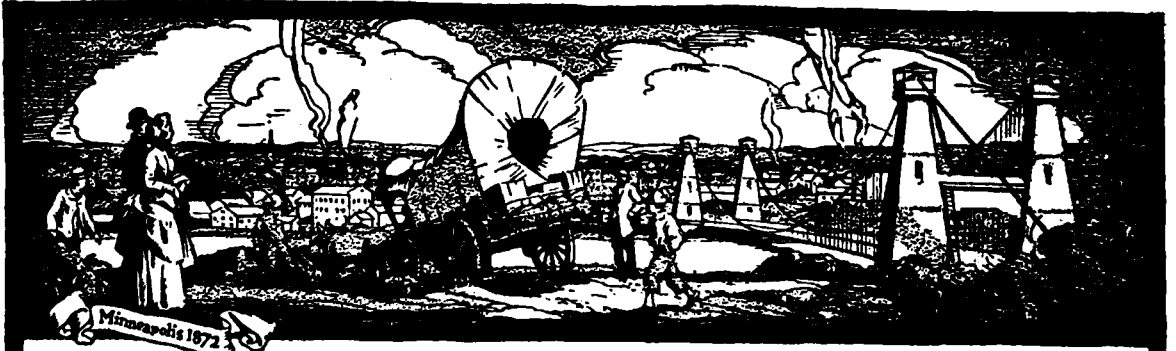
May 27	GROUP FIVE	Hartford
May 28	GROUP THREE	Green Bay
May 29	GROUP SIX	Stevens Point
June 2	GROUP SEVEN	Prairie du Chien
June 3	GROUP TWO	Portage

**HUGO, MINNESOTA, BANK ROBBED**

Hugo, Minn.—Two bandits, masked and armed, rushed into the First State Bank here, ordered three persons to "stick up your hands," drove them into a vault, and, scooping up \$1,000 in silver, jumped into a touring car standing at the curb and fled toward St. Paul shortly before noon May 19.

**BANK CASHIER FORCED TO AID IN ROBBERY**

Indianapolis, Ind.—Bank robbers, unable to open the safe the night of May 11, went to the cashiers' home, marched him to the bank and forced him to work the combination. The robbery occurred at the Farmers' National Bank at Wadesville, near New Harmony, in southern Indiana. The Indiana Bankers Association here was informed today, however, that the robbers got little for the trouble, their loot amounting to \$75. An unsuccessful effort to rob the same bank was made two weeks ago.



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SATURDAY, MAY 23, 1925

## Business Not Interfered with by Government

Notwithstanding the general impression that there is a "waiting attitude" in business, there are few factors of uncertainty as to basic conditions which assure activities for the various American industries. While we may hear much about European conditions and their influences upon finances and commerce in the United States, and it is admitted that there is much in the contention that trouble abroad may have a depressing effect upon conditions here. Aside from any foreign influences here there are substantial indications that "business" will continue to go ahead. Today the United States stands paramount among nations financially, in manufacturing and in international commerce. "State of mind" is an important factor in all things, whether of a commercial, financial, or even a social character. The present "complex" which reflects in the domestic business of the United States, is the result of a faulty analysis of world conditions. In the United States there is every evidence of progress and of an era of continued prosperity such as the country has not experienced in many years.

During the decade just passed there have been suspicions, turmoil and uncertainty as to what might be expected to occur; today, aside from minor disturbances in some of the Central European countries, and some financial conditions to be corrected, there is general peace and harmony throughout the world. From a situation of insecurity and doubt there has been a change to stability, at least as to as any widespread discord that would interfere with the peace and progress of the nations, except the muddled affairs in Russia, and even there is evidence of a better program for the improvement of that country.

One of the assuring signs has been given us from Washington. President Coolidge has indirectly announced that there is not a single question, domestic or foreign, that demands the serious consideration of the Government. In fact Washington faces the most serene and quiet summer in many years, as one observer states it. For years past the Government has been bothered by a multitude of things. Just now the only bit of work that is receiving attention, seems to be the enforcement of the Eighteenth Amendment. Foreign questions, financial troubles, domestic worries of all kinds apparently have disappeared, or at least have been for the time cast into the discard.

With such an auspicious presentation why should the American citizen worry? Our rural brethren, the ones who grow our foodstuffs, are confronted with another season of prosperity. It is up to Nature to bring the crops of this country to abundant maturity, and the world conditions and the laws of supply and demand will do the rest.

The recent lull in manufacturing was merely a resting time, for renewed activities. The hand-to-mouth buying was a cleaning-up process that means the mercantile business is on a sounder footing. The outlook for business the remainder of the year is excellent. The price foundation is all that economists can expect when the wages of the worker and the laborer are considered in comparison. Consumption of commodities is growing greater. Bank deposits are swelling beyond any past record. Liquidation of debts, particularly in the West and Northwest, has been merrily going on, and those who were debtors are becoming most liberal buyers. Economic and social standards are higher than at any time since the signing of the Armistice. Uncle Sam continues to transact business at the same old stand, and his customers are fast increasing. Then why worry?

## Interest Rates on Bank Deposits

What is an equitable rate on bank deposits has long been a question that state bankers' associations have been attempting to answer satisfactorily. The Commercial West has just received a table of interest rates in the various counties of Minnesota, compiled by Chairman J. J. Maloney of the county organization committee of the Minnesota Bankers Association. Mr. Maloney is a country banker, the cashier of the Farmers State Bank of Heron Lake, he is in perfect sympathy with country bankers, and his work in gathering the data on which his compilation is based has been thorough. A summary of his work shows that in 87 counties in Minnesota, 1,368 banks reported. Of this number 84 banks paid a rate of 3 per cent. on deposits; 21 banks paid 3½ per cent.; 1,014 banks paid 4 per cent.; one bank paid 4½ per cent.; 242 banks paid 5 per cent.; one bank paid 5½ per cent.; and five banks paid 6 per cent.

The banks which pay high rates of interest must make gilt-edge investments in order to make profits. Years ago when there was a high limit on interest rates to borrowers, depositors in banks could be assured of a liberal rate of interest on their deposits. But in recent years when there are stringent legal

restrictions upon interest rates, the bank rate on deposits must be necessarily lower. In a letter sent to the Commercial West, Stuart W. Wells, president of the Wells-Dickey Company of Minneapolis, says:

"The banks which pay too much for their deposits not only lose money on that particular business but render the rest of their business and other bankers' business less profitable than it should be, and at the same time bring about a condition of lessened bank safety."

As to bank investments in general, Mr. Maloney states:

There is no escape from the fact that high rates are a red flag and the higher the rate, the redder the flag. There are constantly occurring exceptions to this rule but the cause for the exception should be very well established before disregarding the rule. The market price of bonds is changeable and therefore the yield of bonds is not a fixed quantity. Bond rates fluctuate more than the rate on farm paper whose market is farther removed from money centers. In our business we meet the customer who says that he must have 6 per cent. on his money, a rate that he has always had. He does not take into account that ten years ago 6 per cent. permitted a perfectly safe investment of his kind. Four years ago he could get 7 per cent. just as safely and today he can get 6.10 per cent. on the same bond. Bond buying requires flexibility of judgment.

It is instructive to know that certain cities in Minnesota and Wisconsin have lowered their bank deposit rate to a point which permits them a wide choice in selection of investments. Banks in these districts say that the business which they have lost in reduction of rates was unprofitable business. There can be no question that bankers must meet the issue of deposit rate if they are to continue to seek bank investment in general market bonds.

Too high interest on deposits was a factor in the suspension of many banks in the Northwest during the past few years. Bankers are giving this particular phase of banking more serious consideration, and getting down to sound economics in the fixing of interest rates, whether paid by the bank to depositors, or paid by borrowers from the bank.

### Factors in City Development Planning

Minneapolis, like numerous other cities of the East and the West, has a city planning commission. Such an organization is a very necessary adjunct to a progressive city. In these days plans must be laid for future growth and population. The United States has too many cities built up haphazardly, following the cow-path principle. Had the early builders in Minneapolis, or in St. Paul, visioned the future well, there is no doubt that they would have mapped their building program differently. Now, Minneapolis is a city of magnificent size. Much of the work of the earlier builders must be undone, such as widening and straightening the streets, providing transportation terminals, etc.

The secretary of the Minneapolis planning board, and the city engineer, have just made a report as to what is essential to build up the city properly. Part of this report is printed elsewhere in this issue of the Commercial West. Some of the report deals with what was learned at an international conference of city planning experts. When the substance of the report is digested, it will be found to consist of simple facts which should not require a body of intellectuals from different countries to discover. These facts deal with strictly economic ques-

tions, such as placing in cities such industries as can be more economically and profitably carried on than if started elsewhere. In all, the report may stir some of the residents of Minnesota to make a move toward developing the latent resources of the state. Nature has provided liberally, and it is for the enterprising to turn into commercial use the "rough ashlers" that are scattered about so plentifully.

At St. Cloud and in its vicinity there is an enormous supply of finest granite. Minnesota stands high in granite production. Still the granite beds are not utilized to the fullest extent. Hundreds of tons of granite dust goes to waste yearly. This is one of the most valuable fertilizers for the farmers. Why not use it? There are tens of thousands of acres of peat lands in Minnesota. Aside from the fuel possibilities of these lands there are dozens of ways to turn the peat available to commercial use.

But to return to the city planning—a city must supply means of employment for its residents. In order that there be ample employment the contiguous territory must be developed and its development made to contribute to the support of the city. Minneapolis, nor St. Paul, cannot be self-supporting. The growth and development of both cities depends upon the development and the growth of the great territory contributory to these cities. It is useless to consider building up big industries in the Twin Cities without taking into consideration the vast country to the West and the Northwest, and the possible outlets to the East and the South. In fact the whole world is the trade territory of the Twin Cities. Any planning for development in manufacturing, commercial and financial lines must take these facts into due consideration.

### Some Bankers Might Be More Successful

Some thinker discovered the fact that there is a narrow line between genius and insanity. Perhaps the same fellow made this discovery who found out that there is just as narrow a line between success and failure. There are many in the banking game who are rank failures and do not know it. They are failures because they are not making the best of the opportunities they have. In fact the reason they plod along is because of their failure to find out how many opportunities lie before them. There are simple little rules that any man of ordinary intelligence can understand which mean success if diligently followed. It is not the great big thing that are worth bothering about, but rather the aggregation of little things. The Woodworth building was built with dimes taken in trade. Tens of millions, chewing penny sticks of gum, made possible the building of the great Wrigley building in Chicago. There are many other examples of how the steady pyramiding of little things has resulted in amazing structures. Thus it is that the little things are the all-important ones.

The banker who does not take the pains to remember the names of his patrons, may miss out in having the confidence of a potential millionaire. A pleasant word costs little or no effort, and may mean the making of a profitable customer. Being too big to ask a favor in the way of a deposit quite often



loses a good account, if not a number of accounts. A little neglect of a small item which may be important to some one else, gives an impression of indifference that sometimes loses business. Neglect in investigating the standing of a depositor-customer frequently means a loss in money and business. Neglect to examine into the affairs of employes and to carefully check over their work, may mean the loss of dollars, if not the encouraging of careless habits in an employe, ultimately leading to his downfall. Neglect to attend meetings of directors and of stockholders may cut out chances for forging

ahead. Tardiness in answering business letters may lose a good customer. The employment of incompetent help because of saving in the salary roll, quite often means a loss ten times greater than the saving incurred.

These comparatively small things are important. The good banker is never so big that little things are beneath his notice. For detail work capable help can be easily obtained; but the little-big things should always be looked after by the big man. Remember that it is the little match, the little spark that starts the great conflagration.

### THE BULL'S EYE BY THE SHARP-SHOOTER

Sometimes I wish that St. John, the Evangelist, had visited our home for a while before he wrote the Book of Revelation. I would be most graciously pleased to board such a man as that through the months of May and June at our farm, just for the effect it would have on his writing. Possibly he would have to stay a year to get all that might be coming of inspiration at all seasons from mountains, foothills, peaks, fogs, clouds, sunsets and sunrises, near and remote distances with their varying atmospheres, tree masses near and far; and above all the combination of shrubbery, ornamental trees and flowers,—and flowers and flowers—planted for harmony and continuous performance through the seasons.

Had St. John seen and soaked into his soul these things for a year or two before he wrote the Apocalypse, it seems as though he could have greatly beautified the Heaven he tries to describe. He would not have tried to express spiritual beauties and joys in terms of manufactured things like gold paving bricks, pearls and polished precious stones. He would have said something about cut leaved birch trees at the edge of a clipped lawn and the odor of lilacs and lavender at evening when the dew begins to fall, when little lawns look like large estates, and poplar trees and larches loom tall as the spires of a cathedral and a thousand times more graceful and grand.

He would have said something about the swaying of these

lithe tree forms in the evening breeze of the spring months or in the winds of September. He would have had a lot of green in his picture, and children rolling about on the grass playing with something as attractive as a well bred pup or an Angora kitten. We don't seem to get anything of this in John's picture. I venture to say that the God who made this good earth did not make it any better than he made heaven. I doubt if John described very well what he saw. Sometimes I think it was not John the Apostle who wrote this; for John was a pupil of Jesus for nearly three years, and he heard the Master speak of the lilies of the field, which he declared were better clothed than Solomon in all his glory. Not a word do we hear Jesus say about gold bricks and gates of pearl. And yet it might have been this same John, for when he tells of the spiritual riches of heaven, we comprehend and occupy: "And God shall wipe away all tears from their eyes, and there shall be no more death, neither sorrow nor crying, neither shall there be any more pain, for the former things are passed away."

Next thing to this heaven is a conscience at rest in a good earthly garden well framed in by charming majesties such as encircle the garden in which lives the Lady of the House where I serve. I wonder why more people who find their full measure of enjoyment in huddled and manufactured cities do not move out into the country and make a garden. These people come out to the country and say, "Oh, my!" They would like to live in such a place, but they do not raise a foot to do it. Most people want to go to heaven, too. But most people don't hustle very hard to get there.

### AMERICAN BANKERS ASSOCIATION TO JACK UP NUMERICAL SYSTEM

New York—The American Bankers Association has taken steps to bring about 100 per cent. adherence by banks to the numerical system of registering transit items developed by it several years ago. Under the plan every bank is assigned a number to be printed on its drafts, checks and certificates of deposit. The number assigned is also to be incorporated in the endorsement stamp. Transit and other departments which keep records of checks and drafts are instructed to use the number appearing on the various checks, when describing items passing through their hands, instead of writing the bank's names.

"In a check-up recently made it was found that about 92 per cent. of the banks of the United States are co-operating in having numbers printed on their stationery," the Association's Clearing House Section says in a statement. "It was further disclosed that certain sections, through the active cooperation of the banks, showed 97 per cent. of the checks and drafts numbered while other sections were rather lax and ran as low as 85 per cent. The cooperation of the state bankers associations, clearing house associations and especially of the banks individually is respectfully requested to bring about as quickly as possible the adoption of the numerical system throughout the country.

"The plan is not a theory, but a working proposition and a money saver to every bank making use of it, curtailing work wherever it is necessary to keep a description of items. The numerical system of 100 per cent. efficient is the goal to which the association's transit numerical com-

mittee is working. If any bank is not already aware of the number assigned to it a letter to the Clearing House Section, American Bankers Association, will bring advice of official transit numbers promptly."

### GUARDIAN TRUST COMPANY OF DETROIT ORGANIZES

Detroit, Mich.—Charters have been filed at Lansing for the new Guardian Trust Company, of Detroit, and its affiliated Guardian Detroit Company. Latter commenced operations May 16, taking over municipal bond business of Kane, Higbie & Co.'s Detroit office. Guardian Trust will open for business in about three weeks with banking quarters on ground floor of the new Buhl Building, now nearing completion.

Directors of the Guardian Detroit Company elected following officers: Jerome E. J. Keane, chairman; John C. Grier, Jr., president; Howard M. Smith and Archer H. Brown, vice presidents; and Stuart L. Pittman, vice president, treasurer pro tem and secretary. Directors include above officers and Ernest Kanzler, vice president Ford Motor Company; William Robert Wilson, and Henry E. Bodman, counsel.

### POSTAL SAVINGS DECREASE

Washington—Postal savings deposits on April 30 decreased \$703,000, from \$133,891,668 March 31 to \$133,186,668 April 30, according to a compilation by the Post Office Department. New York City savings decreased \$267,095 and Brooklyn \$104,194.

## Predicts New Industrial Era for the Northwest

The Review published by the Northwestern National Bank of Minneapolis says:

"An item of great interest to the Twin Cities was the beginning of production on May 4 at the new Ford Motor plant, built at a cost in excess of \$10,000,000. It is situated on the St. Paul side of the Mississippi, and experimental shipments by river barges are being made to determine the economic value of water transportation. A dock has been built and tunnels constructed for connecting it with the plant, which is situated on the adjacent bluff. Hydraulic power generated at a Federal dam across the Mississippi is being used, surplus current being sold to the Northern State Power Company, which serves the Twin Cities and the surrounding country. The construction of the "High Dam" now being utilized for power was authorized by Congress in 1894, the project calling for two locks and dams about three miles apart. Twenty-three years later the present dam was finished, at a cost of \$2,000,000, though in the meantime its lift was increased from 13.3 feet to 30 feet, which involved the scrapping of the second dam farther up the river, on which \$1,000,000 had been expended. Completed in 1917, the water has flowed to waste over it for eight years, due to dissensions as to how the power should be used. In dimensions, the new Ford plant is 600 by 1400 feet, which means 19 acres under roof. It is being used for assembly purposes at the present time, but the prospects are that manufacturing will eventually be engaged in. Five hundred cars are being turned out daily and 1,850 men are employed at this and the Minneapolis assembly plant. The latter establishment is gradually being vacated; by the first of June 2,000 men will be employed, entirely in the new structure. The plant area is 167 acres in extent. The value of the output this year, conservatively estimated, will be about \$45,000,000.

"It is believed that by the completion of this plant industrial development in Minnesota has taken a long step forward and that rapid expansion is imminent. Lying at almost the exact center of the continent, this state has the possibilities of a Ruhr basin. It is situated at the head of Mississippi navigation, which, when river traffic has developed, means access to the Gulf and the Panama Canal, and its position at the head of the lakes is likely to mean direct outlet to the Atlantic by means of the contemplated canalized St. Lawrence waterway. Agriculture in the Northwest has been fighting against over-production and is capable of great expansion whenever it becomes desirable. Iron mines of Minnesota produced, during the last calendar year, 60 per cent. of all iron mined in the United States, and they lead the world in production. With the nearby copper mines of Montana and northern Michigan, the still available timber of the regions both north and south of the Canadian boundary, the vast beds of Dakota lignite—remarkably rich in potential value, not only for fuel, but for many important by-products—the beds of clay and sand suitable for manufacturing purposes: all these invite industrial expansion of immense scope."

### "CAST THY BREAD UPON THE WATERS"

John A. Nelson of the Minneapolis Street Railway Company, "Conductor 878" has a savings account of \$1. Recently he paid the street car fare of W. H. Hickey a Chicago business man.

Mr. Hickey, after boarding Nelson's car, found that he had only 1 cent in change and a \$20 bill. The conductor, unable to change the bill, paid the fare himself, remarking that Mr. Hickey could return the loan the next time he rode in Nelson's car.

A few days later Mr. Hickey went to the Minnesota Loan & Trust Co. and opened a savings account for "Conductor 878 care of the Minneapolis Street Railway Company," with an initial deposit of \$1.

### OFFERING OF FEDERAL LAND BANK BONDS

New York—A banking syndicate headed by Alexander Brown & Sons of Baltimore, and consisting of Harris Forbes, Brown Brown Bros., Lee, Higginson & Co., the

National City Company and the Guaranty Company of New York is offering \$26,500,000 4½ per cent. ten to thirty-year bonds of the Federal Land Bank at 102¼, to yield 4.15 per cent. until the date of redemption and 4.05 per cent. thereafter until maturity. These bonds are redeemable any time after 1935 at par.

While these bonds are not Government obligations and are not guaranteed by the Government, they are secured obligations of banks operating under Federal charters with governmental supervision and on whose boards of directors the Government is represented.

### IOWA FAILED BANKS ON WAY TO RECOVERY

Des Moines, Iowa—The statement that the banking situation in Iowa has passed over the roughest spots in the road to prosperity and from now on steady improvement may be expected, was made at the office of the state superintendent of banking.

Fifteen Iowa state or savings banks that failed during the recent period of depression already have either been liquidated on a satisfactory basis, have been reorganized, or are in a process of reorganization under which they will reopen within a few weeks, it was said. Failed banks at Audibon and Stout have been completely liquidated, the depositors having been paid in full.

The Commercial State Bank at Iowa City is far along toward reorganization on the basis of a 30 per cent. waiver. At Rockford a new bank is to be organized on a 50 per cent. waiver basis.

### PEONY SHOW OF FIRST NATIONAL BANK OF ST. PAUL

The First National Bank of St. Paul will hold its fifth annual peony show in the lobby of the bank two days during the month of June. This year, as in previous years, the show will be for amateurs only and a divisional class has been arranged for practically every known variety of peony. A prize will be awarded in each class and a premium list is now being printed. This list will show the different classes, rules of contest and complete information concerning the show.

The hearty cooperation of the members of the various flower societies, and others interested in flowers has made possible the success of former shows. This cooperation was deeply appreciated and the officers of the bank hope to have it again this year.

The show will be held at a time when the blooms are at their best.

### BUILDING AND LOAN ASSOCIATION LEAGUE MEETING

Closed cooperation between building and loan associations on one side and the Minnesota Bankers Association and the state banking department on the other, to discourage promotion schemes and to encourage legitimate investment methods, was one of the principal subjects discussed at the Minnesota State League of Building, Loan and Savings association in annual convention at the University of Minnesota May 13.

### BRIGHT PROSPECTS IN NORTHWEST

Spokane, Washington—W. P. Kenney, vice president and director of traffic of the Great Northern Railway Company, in an interview in Spokane said that with crop prospects the most promising in 15 years from the Twin Cities to the Pacific Coast, there is every reason to believe that 1925 will be a banner year. He also mentioned that if the Oregon Public Service commission had granted the Oregon Trunk railroads a certificate of authority to build 150 miles of line from Bend to Klamath Falls.

### DEATH OF F. M. GLASOE, MINNEAPOLIS BANKER

F. M. Glasoe, vice president of the Liberty State Bank of Minneapolis, died May 17. Mr. Glasoe was 39 years old and was born in Trondhjem, Norway and came to America when a young man.

## Essentials in Proper City Planning

In a report to the Minneapolis city planning commission F. M. Mann, secretary, and A. C. Godward, city engineer, who recently returned from an international planning conference, offered these contentions:

No sound plan can be prepared for the growth of the city, except that such a plan be a subdivision of a regional plan.

A city plan is not possible, until a study of industrial and economic conditions has been made, and there has been provided an economic foundation for this comprehensive plan.

The Twin Cities have dissipated their energies in vain, personal competition, although their interests in developing an ideal metropolitan area should be a common one.

As commercial and private interests do not sponsor a thorough economical and industrial survey to prepare the foundation for the future city, it is the duty of the city itself, through its governmental bodies, to make one.

The Engineering Club of Minneapolis already has voted to solicit funds for its share of a survey. The St. Paul Engineering Club now is considering the question of raising funds.

"The development of city planning as a science has proved to the members of the profession that although the city itself first occupied all of their attention because of its immediate problems, yet no sound plan can be prepared for the growth of the city except that such a plan be a subdivision of a regional plan," the report said.

"Furthermore, a city plan is not possible until a study of industrial and economical conditions has been made and there has been provided an economic foundation for this comprehensive plan.

"It once was possible to plan a city for the service it was to give to its own district. Today with distances shortened by modern means of transportation, each region and its major city is destined to play a fixed part in the development of the nation, instead of the district that destined part to be fixed by its location, and its natural resources. Economic elimination eventually will prove what each community is best adapted to, but anticipation of such answer will certainly assist in preparing a practical and economical plan for the growth of not only the city, but also the region, and assist in developing the city rapidly in its natural trend.

"City planners, the administrative officers and business men of other cities, have recognized this condition and today we have plans for the Greater New York, the Niagara Frontier, Metropolitan Cleveland, Los Angeles County, and several other metropolitan areas, all well advanced and based upon the industrial future of each area.

"The Twin Cities have not been progressive in this matter—in fact the marked tendency is to dissipate their energies in vain personal competition, although their interest in developing an ideal metropolitan area should be a common one.

"Our city has talked much of these things and has done little, and our people wonder why we lag in industry and commerce.

"Rather than boost for industries merely as industries, let us ascertain which selected industries can best thrive in this region and combine our efforts in their promotion."

The exhibit of Minneapolis plan at the International Conference on City Planning was given a prominent place among the architectural and city planning drawings, the report said.

"The interest in our exhibit is attested by the fact that the Carnegie Institute of Pittsburgh, and the Architectural Institute of Philadelphia, both requested they be permitted to display these drawings at their exhibitions," the report said.

### STATE SUPREME COURT DECISION IN ST PAUL STREET RAILWAY CASE

Minnesota supreme court has decided against the City of St. Paul in its appeal from the recent valuation finding of the State Railway & Warehouse Commission, which fixed the value of the St. Paul Street Railway at \$16,000,000.

The supreme court finds that a valuation of the commission is final and not appealable, and that the district court has no authority on jurisdiction in such a matter. At the time the state commission fixed the valuation it also named \$25,000,000 as the value of the Minneapolis Street Railway property.

This decision will probably leave the commission free to act on the fare rate, which is the important factor bearing on the future earnings of Twin City Rapid Transit. After rendering the valuation report the commission was expected to follow it with a rate decision but the appeal of the City of St. Paul precluded such action.

The commission's announcement, expected about June 15, will determine if the present six cent fare is to stand or a higher fare authorized.

## Southern Minnesota Land Bank Increases Capital

Redwood Falls, Minn.—As a result of the meeting of the directors of the Southern Minnesota Joint Stock Land Bank held at the bank's office May 12, this institution now has a capital of \$3,000,000.00 and a surplus of nearly \$750,000.00. This increase of capital was brought about by the sale of eleven thousand shares of stock to Guy Huston of New York, J. E. Huston of Chicago and their associates. Mr. Guy Huston was made chairman of the Board of Directors and Mr. J. E. Huston also becomes a member of that body.

This change provides for an increase in the functions of this bank, the new capital making it possible for this institution to grow to a \$50,000,000 bank. The Southern Minnesota is now third in size in the national system of Joint Stock Land Banks as concerns its capital and second in size in the matter of surplus.

In addition to the increase of capital a subsidiary company to the Southern Minnesota was organized, with capital to be furnished by Messrs. Huston and their associates, this company having for its purpose the financing of farmers of the Northwest. The new company has an initial capital of \$100,000 which will be increased as purchases and loans demand.

The changes brought about at the Tuesday meeting link the Redwood Falls bank with a chain of six banks located in Kansas City, Dallas, Des Moines and New York, the combined resources of this group being two hundred million dollars.

The fact that eastern men felt it good business to invest in a Northwest enterprise like the Southern Minnesota Land Bank is significant of many things. Chief of these is the fact that their investment here indicates a return of confidence in Northwest farmland values. An investment of such an amount and the consequent feeling of eastern confidence can mean only that financiers of the East realize that the poor condition which has existed for some time past is over, that agriculture is on the mend, and that, when the comparatively few distressed land owners are relieved, land values will be stabilized and increased. The addition of this eastern money and influence to the already strong resources of the Southern Minnesota Land Bank can be indicative of nothing but the utmost of well grounded confidence.

### EASTERNERS BUY 11,000 SHARES IN SOUTHERN MINNESOTA LAND INSTITUTION

Redwood Falls, Minn.—As a result of the purchase by Guy Huston, of New York, J. E. Huston of Chicago and associates, of 11,000 shares of stock in the Southern Minnesota Land Bank here, this institution is given a capital of \$3,000,000 and a surplus of \$750,000. The purchase of stock was made at a meeting of the board of directors of the bank held here Tuesday. Guy Huston has been made chairman of the board of directors and J. E. Huston has been named a member of the board. The local bank is now the third in size in the national system of joint stock land banks as to amount of capital and surplus and second in size in the matter of surplus. In addition to the increase in capital and surplus a subsidiary company has been organized with a capital of \$100,000.



CAPITAL and SURPLUS  
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## CENTRAL TRUST COMPANY OF ILLINOIS CHICAGO

### Business Future Based on Crop Yields

Chicago, May 19—John J. Mitchell, president of the Illinois Merchants Trust Company, returned to La Salle Street this week after passing the winter in California, believes that the volume of business this year will largely depend upon the yields of American grain crops. Journeying across the continent he visioned satisfactory returns from the wheat fields of Kansas and Missouri and presaged an upward revision in Government estimates of winter wheat yields as a result of favorable weather conditions this month. The most encouraging development is the increased activity reported by agricultural implement manufacturers," he said. "This testifies to the strengthened conditions in agricultural communities. Oil companies are now able to show consistently good earnings as a result of the stabilization of oil prices, and expansion in motor manufactures supplies evidence of general comfort.

#### Surplus Funds Too Large

"Banks are holding an embarrassing amount of money and this presages a continuation of easy money market conditions while the supply is so plentiful. In business there has been a fair volume in spite of complaints from those who earlier in the year expected a continuation of the expansion in industry which began after the election last fall. There is nothing on the horizon to cause uneasiness as business is proceeding with caution and fundamentals are sound. The return of England to a gold basis is helpful here as prime English bills are now available for rediscount at the Federal reserve banks. These bills are attractive forms of investment as the Bank of England will be forced to maintain its interest rate above American."

#### A. G. Becker Dead

Abraham G. Becker, one of Chicago's leading investment bankers and senior member of the banking house of A. G. Becker & Co., died Thursday morning of angina pectoris after an illness of several weeks, at the age of 68. One of the largest holders of Chicago banks, he was also one of the leading philanthropists in Chicago and a patron of art and music. He came to Chicago in 1865 from Warsaw, Ohio, where he was born in 1857, beginning his career as a banker in the German National Bank as a messenger. In 1878 he became a partner in the banking firm of Herman Schaffner & Co., and in 1895 he organized the firm of A. G. Becker & Co., specializing in commercial paper and bonds, which is one of the best known institutions in the United States.

He was a large holder of shares in Chicago banks, owning 716 shares in the Greenebaum Sons Bank & Trust Co., of which he was a director; 233 shares in the Continental & Commercial National Bank, 250 in the State Bank of Chicago, 250 in the First National, 150 in the National Bank of the Republic, 180 in the Illinois Merchants Trust, 300 in the Drexel State, 112 in the Kaspar State, 25 in the Bowmanville National, 40 in the Union Trust, 25 in the Chicago Trust Company, 50 in the Citizens State, 50 in the Community State, 25 in the Cottage Grove State, 25 in the Devon Trust & Savings, 50 in the Edgewater Trust & Savings, 10 in the National Bank of Cicero, 25 in Howard Avenue Trust & Savings, 30 in the Hyde Park State, 62 in the Lake View Trust & Savings, 60 in the Mercantile Trust

& Savings, 25 in the Mutual National, and 35 in the Pioneer State Savings.

Mr. Becker was also a member of the directorates of the Westinghouse Electric & Manufacturing Co., St. Louis & San Francisco Railroad, Pressed Steel Car, Hammermill Paper, Hart, Schaffner & Marx and Drexel State Bank. He was a trustee of the Chicago Art Institute, Hebrew Union College and Sinai Temple, and a director of the Jewish Charities of Chicago and Chicago Symphony Orchestra Association. He held memberships in the Union League, Midway, Standard, Downtown, Hamilton, Illinois Athletic and Lake Shore Country Clubs. In 1887 Mr. Becker was married to Miss Kate Friedman of Chicago, who survives him with three daughters, Mrs. Frank L. Sulsberger, Mrs. Moses E. Shire, and Mrs. Herbert A. Friedlich, a son, James H. Becker, and two sisters, Mrs. Rachel Schaffner and Mrs. Viola Stern.

#### Note Supply Increases

There were larger offerings of commercial paper in the Chicago market this week and choice names on short term notes sold as low as 3½ per cent. while the greater part of the business was on the basis of 3¼ per cent. and 4 per cent. was the outside for prime names. As the season progresses toward maturity of the crops in the Southwest and West more confidence is being displayed and preparations are being made for the resumption of business on a larger scale after corn planting has been concluded. Money is in plentiful supply and easy, with rates over the counter at 4 to 4½ per cent. in the loop district, while outlying institutions charge as high as 5 per cent. for accommodation of moderate proportions. As a matter of fact money has been available at cheaper rates in Chicago than in New York, where 3¼ per cent. has been the minimum for the past week. The reserve position of the Chicago Federal Reserve Bank last week forward 2.4 per cent. to 78.5 per cent. Loans to member banks decreased \$5,900,000 and holdings of United States Treasury paper fell off \$6,400,000. Total earning assets also fell off \$12,600,000. Reserve money on hand declined \$4,100,000, deposits receded \$19,100,000 and Federal reserve note circulation contracted \$1,300,000. Although clearings of the Chicago Clearing House Association showed a loss of \$35,700,000 compared with the preceding week they were \$75,000,000 more than in the corresponding week last year and \$32,750,000 more than two years ago.

#### Central Trust Issues Book

A book entitled, "The Attorney's Share of Our Trust Service" has been issued by the Central Trust Company of Illinois indicating the policy and attitude of the institution toward Chicago attorneys. The officers of the bank consider it their duty to see that each customer secures competent legal advice on any point of the law in state and trust matters, and since they feel that the only one capable of giving this advice is an attorney the bank never offers it. In this way the bank confines itself to the business aspect of the estate and trust management, recommending that customers seek the advice of an attorney whenever it is required.

Although trading in Chicago bank stocks has been on a

limited scale during the week, there has been a firm undertone visible owing to the smallness of offerings, particularly the shares of loop institutions. Continental & Commercial National advanced to 347 and closed with sellers asking 352. First National was firm and sold at 484, ending with bids at 484 and offerings at 486. Northern Trust was wanted at 400, but offerings were scanty and highly held. Illinois Merchants Trust advanced from recent sales of 475 to 484. There were no offerings of Union Trust although bids were at 330. Central Trust sold at 234 to 236, and National Bank of the Republic at 198, the latter closing at 197 bid and 200 asked. State Bank of Chicago was quoted at 555 bid and 565 asked.

Senator Owen of Oklahoma was in Chicago during the week and supplied some interesting information relative to Oklahoma oil operations. He has a large interest in the Red Seal Refining Corporation, whose refining plant is located at Oklahoma City and is capitalized for \$1,000,000, all of which is closely held and an authorized bond issue of \$600,000. Troy, Graham & Co., of Chicago brought out \$200,000 of the company's 6½ per cent. bonds at 99½, the issue maturing serially from one to ten years, to acquire extra working capital and also to increase present output of the refinery of 10,000 barrels daily which includes a lubricating oil plant. The company contemplates extensions in the purchase of actual production, and when this is decided on an additional \$300,000 in bonds and notes will be offered for public subscription.

#### Railroad Incomes Vanish

Recession in coal shipments last year and depressed condition of coal mining industries in Illinois offers no alluring promises for the current year so far as the Chicago & Alton is concerned. In 1924 operating revenues were \$30,854,029 against \$33,588,193 in the year preceding and net income of \$3,732,489 compares with \$5,541,015 in 1923. After settlement of a government credit of \$2,966,570, interest and depreciation charges of \$304,767,731 there remained a deficit of \$1,035,242, which compares with a surplus of \$1,117,145 at the end of 1923. The road has for years past derived about 50 per cent. of its gross freight tonnage from Illinois coal mines, but since the strike of 1922 mines in this state have been largely shut down and the receivers say the outlook for 1925 is not favorable. Current assets as of December 31 last were \$6,809,201 which includes \$13,546,555 for interest and dividend, compare with \$10,415,516 in 1923 and current liabilities of \$22,100,980 compare with \$20,072,706 the preceding year.

Although the pamphlet report of the Chicago, Milwaukee & St. Paul road for 1924 has been held up by receivership complications some of the operating figures have leaked out which disclose operating problems which have confronted the officials of the system in recent years. The road's revenue dollar, of which freight traffic contributed 74.63 cents and passenger revenue 13.53 cents was split up into so many fractional parts that nothing remained. While the average ton mile rate of 1.09 cents was only 37 per cent. over that of 1913 and passenger rate 43 per cent. over 19 the same year, operating expenses absorbed 78.03 cents of the dollar achieved from revenue, 30.63 cents by material, supplies and miscellaneous expenses, 47.40 cents by payrolls, of which chief executive officers claimed .12 cents, 4.10 cents for equipment and rents and funded debt 12.19 cents, and 5.68 cents for taxes. Compared with the increases of 37 per cent. in freight and 43 per cent. in passenger rates, operating expenses increases 75 per cent. and taxes 108 per cent. over 1913 figures. The controller's figures indicate that the total outlay for materials and supplies in 1924 totaled about \$50,000,000 and operating payrolls required \$76,000,000 for the year period.

#### Chicago Industry Increases

Chicago industries increased their production to the extent of nearly \$1,000,000,000 according to the official census figures of 1923, which disclose the immense improvement in business between 1921 and 1923, approximately 33 per cent. Meat packing led in value of production with a gain of \$452,571,889 to a total of \$514,666,667; men's clothing reached an aggregate value of \$170,497,452 compared with \$165,429,346; foundry and machine shop products increased from \$91,981,082 to \$161,446,868; book and job printing and

publishing ran up to \$129,998,603 from \$126,517,808; electrical machinery improved from \$74,114,877 to \$127,308,433; iron and steel gained 131.8 per cent. to a total of \$117,160,800 from \$50,514,377, and there were increases of 464 per cent. in card cutting and designing, 331 per cent. in musical instruments, 258 per cent. in machine tools, 253 per cent. in cotton goods and 198 per cent. in engraving, etching and die sinking. The number of industrial establishments increased from 8,860 to 9,334, wages paid gain rose from \$444,053,737 to \$571,724,743 and value of products from \$2,458,819,374 to \$3,323,341,460.

#### Implement Sales Larger

Chicago bankers and industrialists are again calling attention to the farm implement business as one of the bright spots in confusing mercantile and industrial position. Officials of the International Harvester Company say implement purchases so far this spring by every variety of tillers of the soil have been of record proportions, and bankers add that this situation dispels any illusion that the prosperity of agriculture is a thing of the past. Other implement manufacturers well known to the Middle West corroborate these statements as they say they have been the beneficiaries of what is called one of the best markets in this field since the war period. Concurrently, the bankers attest, country retail purchases are more than matching the buying of farm tools in the territory tributary to Chicago and point to the returns made by Chicago mail order houses in corroboration of their claims that business is not on the down grade.

#### I. C. Buys Southern Line

Although President Markham and other officials of the Illinois Central feign ignorance of operations on the New York Stock Exchange showing that absorption of the common and preferred stocks of the Gulf, Mobile & Northern Railroad Company, LaSalle Street is a firm believer in the report that the Illinois Central is purchasing control of the property with the view to absorbing it. This would give the Illinois Central access to Mobile, which is

(Continued on page 49)

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## Chicago Stock Market in Upward Trend

Chicago, May 19—United States Gypsum, Bendix, Balaban & Katz, La Salle University Extension; Stewart Warner and the tractions were the center of interest during the week on the Chicago Stock Exchange. Influenced by the extra disbursement of \$1 a share to holders of the junior issue Gypsum ran up 2 points to 158, its top mark, but reacted to 146 under profit taking and then recovered to 154. Bendix suddenly came to life on Friday and advanced 6 points; Balaban & Katz improved to 63½, its highest level, but later fell back 4½ points, while La Salle Extension sold up 5¼ points to 21¼ before taking of profits checked the rise. Stewart-Warner was the most active feature and fell back 3½ points, but later recovered 2½. Traction were infused with new life in expectation that franchises will be advanced and Chicago City and Connecting preferred sold up 3¼ points. Hurley was strong at a gain of 5 points to 53, and there were substantial betterments in Commonwealth Edison, Fair common, Borg & Beck, Erla, Hupp, Montgomery Ward, Morgan Lithograph and United Light & Power, but the last named fell back 4½ points after a further rise of 2½. There was greater activity in bonds. Chicago City & Connecting 5s advancing 3 points to 51¼, Chicago City Railway 5s ½ to 77, Chicago Railways B 5s 1 to 38½, Metropolitan "L" 4s 2 to 73 and Swift 5s ½ to par.

### Packing Shares Strong

Chicago packing house shares were strong throughout the week as a result of the indications of substantial growth. The denial of Vice President Swift of Swift & Co., that on the eve of his departure for Europe he had forecasted a reduction in earnings was followed by a strong recovery in shares of the large corporation. Armour A common improved fractionally and the preferred gained ½. Armour of Delaware preferred sold up ¾, Cudahy gained a point and Swift ¾. The bonds of Swift crossed par for a substantial betterment. Illinois Brick advanced 2 points owing to the enlargement in its business so far this month. The expansion in building operations for the first quarter of the year was reflected in the net income of the company. The mail order shares were strong, Montgomery Ward's junior issue advancing 3 points. United Light & Power reflected profit-taking sales and after a rise of 2½ points to a new high of 59¼, reacted 4½ points to 55¼. The "Yellows" continued sluggish and heavy. Manufacturing dropping back ¾ and Taxi a point.

### Utility Bonds Higher

There has been a display of pronounced strength and activity in the Chicago bond market during the past week. Offerings of new issues have been on a smaller scale and there has been a consistent demand for public utilities, which in recent years have been favored by economic conditions rising from an increased demand for power, light and heat, enormous growth of industrial centers and recent court decisions declaring that corporations are entitled to a reasonable return on invested capital. New financing has broken all records so far this year, but banking houses are unanimous in the declaration that their shelves have been cleared by institutional and individual investment absorption, and oversubscriptions of a number of this week's offerings were reported. Establishment of a gold basis in Great Britain and continental countries elicited greater interest in foreign bonds, and the large oversubscription of the recent New York City offering of \$60,000,000 4¼ per cent. serial bonds reflected the ease in money conditions and the high credit position of this country. Scarcity of tax-exempt issues was reflected in the buying by institutions and large estates, and railroad, industrial, municipal and utility offerings of new capital were readily taken by smaller individual investors.

### Railroad Issue Oversubscribed

There was a large oversubscription of the \$15,000,000 series A-5 per cent. bonds of the Florida East Coast Railroad offered by J. P. Morgan & Co., First National Bank and National City Company of New York at 91¼, a return of 5.30 per cent., and on the day following the closing of the books the bonds sold at 95. The application for new

capital was for the purpose of raising funds to carry out an extensive development program between Jacksonville and Miami.

An issue of \$10,000,000 Philadelphia Suburban Water Company 5 per cent. bonds offered at 97½, yielding 5.15 per cent., was absorbed in the investment market. The company owns and operates a water system supply serving the suburban district of Philadelphia and the proceeds of this loan will be used in the retirement of all but \$249,000 of its funded debt and reimburse the treasury for capital expenditures.

### Standard Gas Stock Taken

H. M. Byllesby & Co., and a banking group including the Federal Securities Corporation brought out an offering of \$5,000,000 Standard Gas & Electric 7 per cent. cumulative prior preferred stock at 100. The proceeds will be used to purchase the junior issue of the Oklahoma Gas & Electric Co., and other public utility investments. With the current financing the capital of the company is brought up to \$17,000,000 prior preferred, \$16,500,000 8 per cent. cumulative preferred and 442,471 shares of no par common, over which \$225,533,000 debentures and notes have precedence. Net revenue for 12 months to March 31 last was more than 3.75 times the annual dividend requirements of this issue.

A syndicate composed of W. A. Harriman & Co., Inc., Howe, Snow & Bertles, Inc., R. E. Wilsey & Co., Inc. of Chicago and New York and the International Trust Company of Denver offered \$4,200,000 Western Public Service Company series A 6 per cent. bonds at 98 and interest, yielding 6.15 per cent. Properties covered by the mortgage have an appraised value of \$6,600,000. Proceeds will be used to retire all new funded obligations. The company owns and operates public service properties in 65 cities and towns in Colorado, Wyoming, Nebraska, Missouri and Texas.

Pynchon & Co., and associates brought out \$4,000,000 Utilities Power & Light Corporation 7 per cent. cumulative preferred stock at 99 and accrued dividend. Under terms of allotment certificates each share of preferred carries with it voting trust certificates for half a share of class B stock.

### Municipals Well Placed

Halsey, Stuart & Co., Inc., offered \$3,225,000 Cowlitz County, Wash., Consolidated Diking District No. 1 bonds bearing 5½ per cent. at 100 and interest. The total population of the district is estimated at 10,000 and the property has a valuation of \$30,000,000. The district embraces an area of more than 11,000 acres which includes the Long Bell Lumber Company's development of Long View, Wash.

An issue of \$3,500,000 Province of Nova Scotia two-year 4½ per cent. notes was offered by the First National Bank of New York, Bank of Montreal, Brown Brothers & Co., Kissel, Kinnicutt & Co., and Redmond & Co., at 100½ and interest, yielding 4.30 per cent. The notes are a direct obligation on the consolidated revenues of the provinces.

Stockholders of the Utilities Power & Light Corporation voted on the recommendation of the directorate to increase the authorized class A stock from 150,000 shares to 250,000 shares and the class B from 300,000 to 500,000 shares. The shareholders were also asked to provide directors with the authority to sell and issue any or all of the additional stock from time to time and under conditions to be stimulated by the members of the board. Recently a number of properties were added to the corporation's group, but this cost is being taken care of by a public offering of a block of stock, while the acquisition of other properties on which options are held will be obtained through the sale of the shares now in contemplation.

Thomson & McKinnon said of the stock market: "A speculative position in the market should be handled with reasonable business prudence and this would call for a gradual reduction of speculative commitments during strong markets. We are of the opinion that the long account is over-extended and, as the level of values is high a reaction, when it once gets under way, may extend further than one would ordinarily expect. We are of the opinion that the in-

dividual holder should take advantage of every doubt and market some of his stocks."

Paine, Webber & Co., commented on security market surroundings as follows: "Despite the fact that the short interest is very large the market does not seem to have a strong rallying power except in a few specialties. Oil companies continue to make excellent returns for 1924 and this class of stocks can be purchased on weak spots. Brokers' loans are still very large and we continue to urge clients with good profits to accept them on all sharp upturns."

**Gypsum Pays Extra**

United States Gypsum directors have ordered the distribution of an extra dividend of \$1 a share to holders of the junior issue in addition to the usual quarterly dividend of 40 cents, bringing the total for the year to the equivalent of 7 per cent. This explains in a measure the sharp rise of \$158 in the common stock on the Chicago Stock Exchange. After the announcement the shares dropped back to \$146. Six months ago an extra cash dividend of \$5 a share to common and preferred and an extra stock dividend of 35 per cent. to the common were ordered by the directorate. This last distribution of a portion of the current assets of the company leaves approximately \$6,200,000 of common stock in the treasury for the acquisition of other properties and for distribution to shareholders in the form of stock dividends. Net working capital at the end of 1924 was \$10,999,796, of which \$4,551,928 was represented by marketable securities and \$1,277,287 cash. The extra dividends will be paid on June to shareholders of record May 23.

P. W. Chapman & Co., Inc., offered \$1,300,000 first mortgage leasehold 6½ per cent. sinking fund bonds of the 170 Broadway Building, New York City, due May 1, 1949, at 100 and interest. Property value is appraised at \$2,500,000 and earnings for the year ended April 30 last showed a balance of \$173,154, while maximum annual interest charges of this issue are \$84,175.

**Road Bonds Marketed**

A syndicate composed of the Guaranty Company of New York and Stevenson, Perry, Stacy & Co., brought out \$1,000,000 Buncombe County, N. C., 4½ per cent. road and bridge bonds, due serially 1926 to 1957, priced to yield 4.20 to 4.40 per cent.

An offering of \$1,000,000 Pacific Coast Joint Stock Land Bank 5 per cent. bonds due May 1, 1955, was made by White, Weld & Co., at 104 and interest, yielding 4.50 per cent. to the redeemable date and 5 per cent. thereafter to maturity.

Pittsburgh has sold \$1,050,000 funding public works and water 4¼ per cent. bonds to the Harris Trust & Savings Bank and the National City Company, due serially March 1, 1926 to 1955, which are being offered at prices to yield 3.75 to 3.90 per cent.

Dillon, Read & Co., and Eastman, Dillon & Co., offered \$500,000 city of Knoxville, Tenn., 4½ per cent. bonds, due serially May 1, 1928 to 1947, to yield 4.10 to 4.25 per cent., according to maturity.

Troy, Graham & Co. offer \$200,000 of an authorized issue of \$600,000 first mortgage 6½ per cent. bonds of the Red Seal Refining Corporation at 99½ and interest. The company has a capitalization of \$1,000,000 and owns and operates a plant at Oklahoma City, Okla., and is offering its bond issue to increase plant capacity and obtain additional working capital. Plant has a daily capacity of 10,000 barrels and has a complete refining plant including a lubricating oil department.

Peabody, Houghteling & Co. offer \$500,000 First Mortgage & Bond Co. 6 per cent. guaranteed bonds, series C, due serially 1926 to 1935, at 100. The issue is guaranteed by the Maryland Casualty Company of Baltimore.

**Miami Bonds Offered**

H. J. Richardson of Miami Beach, Fla., offers \$75,000 first mortgage 8 per cent. serial bonds of the Hotel Beverly Terrace of Miami, Fla., at 100 and accrued interest. The bonds are callable during the first three years at 104 and interest and thereafter at 102 and interest.

The Harris Trust & Savings Bank offers \$220,000 Campaign County, Ill., 5

A syndicate composed of Goldman, Sachs & Co., Salomon Brothers & Hutzler, F. S. Mosely & Co., A. G. Becker & Co., and Lehman Brothers offered \$2,000,000 Federal Intermediate Credit Banks 4½ per cent. debentures, due May 15, 1927, on a 3.75 basis.

Hayden, Stone & Co. and Brown Brothers & Co. brought out \$2,000,000 Punta Alegre Sugar Company 6 per cent. notes maturing November 1, 1927, at 99¼, yielding 6.34 per cent. As of May 1 the company's balance sheet shows net current assets and working capital exceeding \$8,000,000, total assets of \$29,000,000 and a funded debt of \$11,793,000.

William L. Ross & Co., Inc., offered \$1,750,000 Community Light & Power Co. first mortgage collateral sinking fund series D 6 per cent. bonds at 98 and interest. The company owns outstanding common stocks of public utility companies valued at more than \$13,000,000.

E. H. Rollins & Sons offered \$1,260,100 cumulative 7 per cent. preferred stock of the St. Regis Paper Company at 99½ and accrued dividends. The company is one of the largest producers of paper in the East, having an annual output of more than 140,000,000 tons of various grades, and owns more than 66 2-3 per cent. of the common stock of the Power Corporation of New York.


A. B. Leach & Co. brought \$1,339,000 Jersey City 4¼ per cent. water bonds, maturing serially from 1927 to 1962, at prices to yield from 3.75 to 4.10 per cent.

An issue of \$1,500,000 National Electric Power Company 7 per cent. cumulative preferred stock was brought out by A. C. Allyn & Co., Howe, Snow & Bertles, Inc., and

(Continued on page 48)

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# How Bankers of the Northwest Are Advertising

Bankers Discuss Their Experience with Various Forms of Advertising in Smaller Communities

The widest difference of opinion among bankers as to what constitutes profitable advertising in a small community is apparently evidenced when newspaper ads and circular letters are mentioned.

Arguments in favor of newspaper advertising are that the paper goes into every home and practically the entire population of a community can be reached at once, the rich, the poor; the young, the old; the educated and the ignorant. Because new business cannot always be traced directly to such advertising does not prove that it is ineffective. The value of this kind of advertising depends to a large extent upon the ability of the advertiser to analyze the publication which he uses as a medium. The clientele of various papers differs as greatly as does the type of people living in different neighborhoods. This has an important bearing upon the kind of appeal to be used.

That bank advertisements in newspapers are not always widely read may be due to the fact that they sometimes lack the originality, snap and news appeal of other advertisements; or that they are taken as a matter of course by the reading public, and are ignored because they do not appeal to the bargain hunting instincts of the avid reader of newspaper advertisements as a whole.

## The Circular Letter, Pro and Con

The circular letter is no doubt a good-will builder, particularly when it is a personal letter and reaches the depositor or prospect with frequency and regularity. The short, breezy letter of course, is more welcome than the long one laden with "heavy" reading matter. In this case also the advertisement goes directly into the home and may be circulated over a large territory at the same time. That such letters do not always prove effective as business-builders may be due to the fact that they are not so constructed as to catch the readers' attention in the first few lines and consequently are doomed to the wastebasket; or their lack of effectiveness may be traced to the fact that circular letters have become so common that only a small percentage of them are read. In that case it is all the more important that they be so worded as to stand out among others of their kind.

## Good Service As a Business Getter

No matter what the difference of opinion, however, as to the value of other forms of bank advertising all bankers seem agreed that consistently good service can be turned to most profitable account as a business getter. On this subject John R. Anderson, cashier of the First National Bank of Edmore, North Dakota, says:

"Our advertising program is confined to space in the local newspaper, and to calendars. We change our newspaper advertising with each issue and prepare our own copy. We do not believe it is possible for any news agency to prepare copy for hundreds of different banks in different parts of the country because advertising, to be effective, must appeal to a bank's local clients and the bank is the best judge of what this appeal should be.

"We do not send out any circular letters, as a country banker is usually in close personal contact with his customers, nor do we favor window displays.

"We believe the best advertising is a reputation for courteous service, and being able to take care of all reasonable demands. There is considerable difference between selling breakfast food and bank credits, and in our newspaper advertising we are perhaps actuated more by loyal support of a local worthy institution than in obtaining new business equivalent to the cost of such advertising.

"We are, of course, very much interested in the development of our community resources, and use what influence we have with our clients to improve local economic conditions, encouraging the purchase of better breeding stock, diversification of crops etc. Whatever is done to improve farming conditions in an agricultural community pays dividends to every man, woman and child in the territory. We have found, however that the most effective way to assist the farmer is to encourage him in his undertakings and help

him in his problems but in every case to let the initiative come from the farmer himself. Whatever is the reason, it nevertheless is a fact, that the farmer views with suspicion all efforts for improvement and development originating from business, professional or educational sources."

## What Other Bankers Say

A letter from George C. Magoris, cashier of the First National Bank of Aneta, North Dakota, expresses an opinion which is the result of 20 years of experience and study of the bank advertising problem in a small territory. He says:

"I do not think that local newspaper advertising is of great benefit. I consider it about 50 per cent. profitable and 50 per cent. a contribution to the support of the local paper. Advertising by follow-up letters is no doubt good but it is difficult to determine just what the benefit is. However, all the newspaper advertising—and otherwise—in the world, will fall flat if the bank's service to the public is not good. I believe in aiding community resources by helping worthy undertakings in any way consistent with safety to the bank and in trying to discourage schemes that are of the "wild cat" nature. Good farming methods should be encouraged both by advice that is sound and through loaning money for that purpose."

## In Favor of Newspaper Advertising

In interesting contrast to the opinion of these bankers as to the value of newspaper advertising is that expressed by C. F. Schaefer, cashier of the Big Stone City State Bank of Big Stone City, South Dakota, who explains that his bank has found local newspaper advertising the best medium for promoting the growth of deposits. One of the ads used by this bank is a half page in which the bank joins with merchants and other business firms of Big Stone City in calling attention to the value of developing community resources by home trade. The center two columns advertise the bank with the caption, "Trade at Home," and smaller ads featuring local business firms are grouped about this. Other ads used by this bank cover the subject of thrift and are characterized by the informal and individual way in which they make their appeal. This advertising, according to Mr. Schaefer, has been directly profitable to his bank.

The Farmers State Bank of Amherst, South Dakota, is an advocate of newspaper advertising but favors circular letters. Arnold Bornhoff, president, says:

"We do not have a newspaper in Amherst but have advertised a little in a county seat newspaper that has quite an extensive circulation in our community. Our advertising has been confined to the exploitation of a good statement, opening of a new building, or anything a little out of the ordinary. It does not seem that regular advertising in a distant paper pays, but special advertising has been of some direct benefit in nearly every instance. We believe that letters written right in the bank, dealing somewhat with local conditions, or advertisements made up with little personal or neighborhood touches, are the more effective way of advertising a bank. They should retain a certain dignity, but the fact remains that advertisements must have the appeal that makes them read to serve their purpose."

The Citizens State Bank of Arlington, South Dakota, is an advocate of circular letters as advertising mediums, according to L. S. Madson, cashier. "We send out circular letters about four times a year and we believe they get more direct results than any other kind of advertising. We also use small window display cards which seem to draw some attention," says Mr. Madson.

\* \* \*

## POLLY WAS RIGHT

A religious old lady possessed a parrot given to profanity; she would stand for it during the week, but on Sunday would cover the cage with a cloth. One Tuesday she saw the minister coming and for fear the parrot might cause embarrassment, she covered the cage. After the minister was seated, the parrot remarked:

"This seems like a d— short week to me."—Lively Lines.



# SOUTHERN MINNESOTA JOINT STOCK LAND BANK

## REDWOOD FALLS, MINNESOTA

Under government supervision, we make farm loans that never mature,—and are paid in full on the easy payment plan,—in central and southern Minnesota and eastern South Dakota.

**Resources over \$30,000,000.00**

### ST. PAUL ROAD LOST \$1,868,606 IN 1924

Chicago—Operations of the Chicago, Milwaukee & St. Paul Railway Company, now in receivership, for the year ending December 31, 1924, shows a deficit of 1,868,606, as compared with a \$207,786 surplus for the previous year and with a deficit of \$6,143,168 for the year ended December 31, 1922, said the annual report of the board of directors, made public May 20.

An order of the Federal district court, March 18, last, named H. E. Byram, Mark W. Potter and Edward J. Brundage as receivers of the company's property and franchises.

In connection with the receivership, Mr. Byram, former president, recently took cognizance of published reports that irregularities might have occurred in bringing about the appointment of the receivers. Mr. Byram made a denial that any irregularities had occurred and cited efforts made to obtain loans from the Federal government, before the receivership order was entered.

During 1924, the directors report said, operating expenses were materially reduced, showing a decrease of \$9,449,167 as compared with the previous year. But the economies in operation were not sufficient to offset the decrease in operating revenues of \$11,261,879, of which \$2,407,721 was in passenger revenues.

The decreases in operating revenues for the years 1924 and 1923 were attributed to unfavorable business conditions in some of the territory served by the 16,119 miles of railroad, continued decrease in passenger travel and the impossibility of meeting water competition through the Panama canal.

After January 1, last, said the report, the company exercised its option under the terms of a contract with the Northern Pacific whereby freight trains are operated under trackage rights over Northern Pacific tracks between St. Paul and Minneapolis and Duluth. Considerable gain in coal, wheat and other traffic was expected to result.

### PEOPLE INVEST FOUR BILLIONS IN BUILDING LOANS

Ames, Iowa—There are 11,854 building and loan associations in the United States with assets of \$4,660,609,495, an increase of \$717,869,615 in one year, according to figures of the department of research and education of the American Savings Building and Loan institute made public recently.

Ohio heads the list of states with 822 associations and assets of \$765,625,166; Pennsylvania, with figures available for December 31, 1924, about equals Ohio, latest figures showing an estimated 4,400 associations, the largest number among the states, and assets placed at \$741,539,681, which later figures probably would increase; New Jersey third, 1,282 associations, assets \$589,000,000, estimated; Massachusetts fourth, with 213 associations and assets of \$311,962,791; Illinois, 827 associations and assets of \$241,408,951, and New York, 300 associations and assets of \$217,007,141.

### NEW \$10 COUNTERFEIT ON BOSTON RESERVE BANK

New York—The Treasury Department warns of a new counterfeit \$10 Federal Reserve note on the Federal Reserve Bank of Boston, which is declared dangerous. Extreme care should be exercised in accepting bills of this issue. The counterfeit bears the check letter "G" with face plate No. 228, signature of D. F. Houston, Secretary of the Treasury, and John Burke, Treasurer of the United States. The bill also carries a photo of Jackson.

This counterfeit is printed from well executed photo-mechanical plates on a single piece of paper, without silk

threads or imitation of them. The bill is nearly a quarter inch longer than the genuine. The Treasury number of the specimen at hand is A44356777A, the figures being much heavier than those of the genuine. The seal is excellent in workmanship, but slightly darker than the genuine. The portrait of Jackson lacks many of the fine lines, which causes white spots to appear prominently in the face and hair. The back of the bill is darker green than the genuine. The fine lines picturing the sky and clouds behind the harvesting scene are wider apart, very irregular, and wholly unlike those of the genuine. In the manufacturing scene on the right of the back there are many slight differences, the most noticeable of which is in the last building to the left, which in the counterfeit appears to be broken apart and falling down. The figure to be seen in the doorway of the first freight car in the counterfeit appears to be stepping out of the door, whereas in the genuine it is standing upright.

### STANDARD OIL STOCKS

	Bid	Asked
Anglo American Oil	25 62	25 75
Atlantic Refining pfd.	115 25	116
Borne-Scrymser	208	210
Buckeye Pipe Line	61	62
Chesegh Manufacturing com.	61	63
Chesegh Manufacturing pfd.	114	115
Continental Oil	25	25 25
Cumberland Pipe	146 50	147
Crescent Pipe	11	11 50
Eureka Pipe	76	78
Galena Signal	54 25	55 50
Galena pfd., old	112	114
Galena pfd., new	104	106
Humble Oil	61 12	61 37
Illinois Pipe Line	144	145
Imperial Oil of Canada	30 50	30 88
Indiana Pipe	71	73
International Petrol	26 37	26 50
Mag. Petrol	114	145
National Transit	22 25	22 50
New York Transit	58	62
Northern Pipe	82 50	84
Ohio Oil	65	65 50
Penn-Mexican	32	33
Prairie Oil and Gas, new	57	57 50
Solar Refining	229	233
Solph Penn.	166	167
South Pipe Line	82	83
Southwest Pipe Line	67	70
Standard Oil of Indiana, \$25 par	66	66 25
Standard Oil of Kansas	33 50	33 88
Standard Oil of Kentucky, \$25 par	119 50	119 75
Standard Oil of Nebraska	247	250
Standard Oil of New Jersey, pfd.	118 12	118 25
Standard Oil of New York	43 88	44 12
Standard Oil of Ohio	356	358
Standard Oil of Ohio, pfd.	119	121
Swan & Finch Oil	16	17
Swan & Finch Oil, pfd.	15	25
Union Tank	123	124
Union Tank, pfd.	114 75	115 50
Vacuum Oil, \$25	89 50	90
Washington Oil	30	33

### DEATH OF JASPER JOHNSON, MINNESOTA BANKER

Jasper Johnson, vice president of the Dovray State Bank, died recently at his home in Dovray, Minnesota. He has been a resident of Murray County for more than 50 years.

## OPPORTUNITY

Building and Loan Association in Minneapolis is interested in communicating with representative man with view of his becoming associated in capacity of manager. This is a good opportunity for the right man. Investment.

Address "L36," Commercial West, Minneapolis, Minn.

# Does the Circularization of Savings Accounts Pay?

Sam R. Lawder, Vice President of The First National Bank of Houston, Texas. An Address Before the Annual Convention of Advertising Clubs of the World

In consideration of this question there is one outstanding advantage that such a plan undoubtedly has over others, in the tangible results which can be directly traced and tabulated and which rank higher in permanent value. Although we know that newspaper advertising is necessary in keeping the service banks render before the public, it is difficult to gauge proportionately what benefits accrue from this form. It is probably more beneficial to the individual bank. Its tendency is in that direction probably less toward educational value. In direct personal solicitation, there is likely to be a certain pressure of personality exerted which may obtain immediate results which do not prove lasting.

## The Bank's Most Fertile Field

The largest and most fertile field of the established bank is unquestionably its own customers, both savings and others. A survey of the savings accounts already on its books will make it evident that an appreciable number are not measuring up to the standard striven for. It would show numbers of small and moderate sized accounts which have not moved for months or even years and accounts which are irregular in their entries. It would show as well, accounts of substantial amounts which fall in the same class and many very small accounts which have only been started. The fact that the name is on the ledger is sufficient to indicate that in such a person's make-up the seeds of saving are resting, and can be made to germinate. It is merely a matter of finding the means to do so.

We are prone to visualize in our own minds our savings business as one entity. Each and every account has a personality behind it and a real reason for its being there. In cultivating and increasing our savings business it is essential that we use intelligence and tact. As in making a speech a man should know his audience, so we must prepare our approach by a study of the individual account before deciding the manner of treating it. Much money is wasted, and I believe in many cases more harm than good is done, in a general circularization of all accounts. It is quite possible for the accounts to be taken one by one and a decision made as to whether they can be built up.

## Letters for Different Customers

Sets of letters may be prepared for different classes of customers. The station in life of the subject as shown by the location of his residence, or other information which should be on file, the size of his family if possible, and other material facts will prove a guide in preparing the matter which is used. Any form of advertising, to be successful, must convince the prospect that he has something to gain—an opportunity to better himself. In order to do this effectively the advertiser must work from the customer's viewpoint and stress the matters calculated to be most appealing to the customer. Hopes, desires and ambitions vary in most of us and by the use of the imagination one can picture the interests of the depositor and frame an appeal to suit. On the other hand, we would not use with a mechanic the matter suitable for the resident of a fashionable district. The employes of a concern, known to have a profit sharing plan favorable to its employes, would require an entirely different letter.

We cannot circularize the entire list in one day. By dividing the work into small lots, it can be done thoroughly and with good judgment. The subject of frequency of follow-ups is largely a matter of opinion. My own belief is that once a month is often enough and that this should be continued at least a year before giving up the prospect.

A typewritten letter sent out by first class mail is of course the best medium. If it be accompanied by a well prepared, illustrated piece of printed matter, it will be doubly effective. If the letter be colorful, but ring true, and the pamphlet tell an interesting story which is not over the head of the prospect, it will stimulate the mind of the reader.

Printed matter may be used separately from the letter, or the letter without the pamphlet. Form letters, even

though they be prepared with much care, are not as effective as individual typewritten letters.

## Utilizing Time of Employees

In practically all banks, there are idle moments among various employes which if utilized, may save expense in preparing individual communications which have the appearance of having been intended solely for the addressee. Such letters should be signed with pen and ink. Attention will be caught with a story of the part that the person addressed plays in the structure of finance and continuous pounding on the advantages of the accumulation of capital and the work it does for the owner. Stress can be laid on the growth of the community and the opportunities for investment which continually offer to persons who have the capital on hand to take advantage of them. The capacity for the establishment of credit when a person is on a sound proven basis can be pointed out. They can be made to recall some of the opportunities which in the past have proven profitable to savers.

Employ simple logic in a man to man manner. Do not use old and worn out maxims which have long since failed to register. Keep the objective within the means of the class addressed.

The only account that is really worth having is the one which by continuous, regular growth, built for a purpose, reaches figures which will under analysis show a profit to the bank. Very large accounts have no place in the savings department.

There will be disappointments in following any program adopted. Letters will be returned uncalled for, and addresses unobtainable. Accounts will be closed and some will never react. Don't waste too much time on those which, after an honest effort, do not offer possibilities, but do not become discouraged as to the others. A conscientious campaign and tabulation of results will compensate for all the work, and it is hard work. You can read nearly any number of the banking magazines devoted to savings and see statistical evidence of the truth of this statement.

## Analyze Experiments

Experiment as you go; throw out the unsatisfactory, continue that which is good. No system is infallible. Local and general economic conditions have an important bearing upon the success of a campaign, and what might be used in one locality with success would fail in another.

It must be borne in mind that in answering the question "Does circularization of savings customers pay?" savings departments are not operated entirely for a profit in dollars and cents. Many banks have established them because they felt that it was a service they owed their patrons as much as was the operation of a collection department. The friends and patrons of a bank should be able to do all of their banking business within one room. This is more satisfactory to the customer and more profitable to the bank.

Again, there is an obligation on the part of the banks to encourage thrift and responsibility among the members of its community. This is done largely through education. Prevention of dissipation of the savings of our people through purchases of worthless investments is another educational feature of the bank's function. There are in our country many matters of economic importance crying for solution, and the next 25 years will in all probability make those now existing more acute and bring on others. The fulfillment of the banks of their obligation will inculcate the pride of worthwhile ownership and responsibility, which may well be a profound contribution in solving these problems.

It was illuminating to many to note the lack of strength of Communism shown in Germany at the recent election. Germany has always been noted for its industry and thrift.

## Departments May Cooperate

The savings and bond departments may profitably work hand in hand in this modern day in providing that the

In the figures below, as of April 6, 1925, is reflected the result of over 72 years of sound, conservative banking practice. Coupled with First National Service, this experience assures you of a satisfactory banking connection.

*Statement of Condition at the Close of Business April 6, 1925*

RESOURCES	LIABILITIES
Loans and Discounts.....\$31,613,775.39	Capital Stock ..... \$3,000,000.00
Overdrafts ..... 3,900.53	Surplus ..... 2,000,000.00
U. S. Bonds, Treasury Notes and Certificates of Indebtedness ..... 15,509,092.37	Profit ..... 1,611,442.02
Other Bonds ..... 3,820,249.74	Discount Collected but not Earned ..... 141,896.33
Bank building ..... 458,820.93	Reserved for Taxes..... 772,500.95
Stock in Federal Reserve Bank ..... 150,000.00	Other Reserves ..... 15,003.65
Interest Earned but not Collected ..... 49,713.65	Deposits ..... 57,440,176.63
Cash and Due from Banks and U. S. Treasurer.... 13,375,466.97	
<hr/> \$64,981,019.58	<hr/> \$64,981,019.58

*The*  
**FIRST NATIONAL BANK**  
*of Saint Paul*  
**Saint Paul's Oldest, Strongest Bank**

accumulations of savers be gathered together and ultimately diverted into sound investment securities. Good results have been obtained by mentioning other departments of the bank in communications addressed to savings customers. This adds to the value of the communication in a general way.

It has been said that advertising prepares the mind of the prospect for the visit of the salesman, and well selected direct by mail matter certainly prepares the mind of the depositor for any contact which may later ensue between him and the bank, either in the bank, in the way of personal solicitation, or through the reading of the bank's publicity.

The subject assigned to me would indicate that my remarks should be confined to savings customers. However, I am going to take the liberty of pointing out that in the main, the same tactics as are applicable to savings customers may be applied to other individual customers, checking accounts, safety deposit box holders, tenants of the building, and others. They may be carried further to the connections of customers, employes of industrial plants, etc., without limit.

In conclusion, I believe that effort expended in keeping up the interest of the depositor in his bank is worth while. If you don't it is probable that your competitor will. A great many of us have merely skimmed the top in enlarging our savings business, and the field presents opportunities, especially in growing communities, which are unlimited.

**DANISH BANKS CURTAIL BRANCH SYSTEM**

Washington—In the recently published review of Danish banking by the bank inspector, a development is revealed which is of considerable interest since it indicates a change of system in Danish banking.

During and immediately after the war many of the major Danish banks developed a very large number of provincial branches, besides extending the branch system considerably in Copenhagen and other large cities. During the last few years, owing to the necessity for economy, several of

the larger banks have discontinued many of these branches, and the tendency, apparently, is to reduce the number still further.

At the close of 1922 the Landmandsbank, Handelsbank, and Andelsbank, three of the largest financial institutions, had 204 provincial branches. During 1923 this number was reduced to 182, through the closing of branches maintained by the Landmandsbank and the Andelsbank. The Handelsbank still has 27 provincial branches. During the year 1924 more branches were closed. From present indications it is probable that both the Landmandsbank and the Andelsbank will continue the policy of reduction during 1925.

**WASHINGTON GROUP BANKERS ELECT OFFICERS**

Spokane, Washington—Bankers in northeastern Washington, forming Group 2, at their fourteenth annual convention at the Davenport Hotel, Spokane, May 7, elected these officers for the year: President, Harold Davis, Colfax National Bank; vice president, George E. Kellough, Third National Bank, Walla Walla; secretary-treasurer, J. W. Bradley, Old National Bank, Spokane.

The executive committee consists of S. Zeno Varnes, Broughton National Bank, Dayton, and Fred W. Moe, Lincoln County Bank, Davenport.

**The First National Bank**

This bank invites your business. It has the facilities to take care of it and a successful record in its community of over a half century.

THE  
**First National Bank**  
 OF WINONA  
**Winona, Minnesota**

STRENGTH

SIZE

SERVICE


**MIDLAND**
**NATIONAL BANK**  
 MINNEAPOLIS

## Thrift and Merit Should Be a Basis for Salary Increases

President Knox of the American Bankers Association Views on Relationship of Employees and Employer

Topeka, Kansas—Salary increases, bonuses and other benefits for employees should be based by business not only on meritorious service but also on the thrifty interest a worker shows in providing himself against dependency in old age, William E. Knox, president of the American Bankers Association, declared here May 21 in an address before the Kansas Bankers Association. Mr. Knox, who spoke on the subject "Personal Income Management Versus Pauperism," discussed the responsibility of business in working out plans for the economic care of its wage earners.

"An increase in living cost has become a fixture in America because it is based on a number of established facts," Mr. Knox said in part. "One is the operation of the law of diminishing returns from natural resources. Another is the permanently high wage levels. Another is the high cost of government that can be tempered only in part, for we are demanding more from our governments, both state and national, than ever before, and we must pay for it. These changes mean a new distribution of wealth—more for some classes than ever before, and relatively less for others—the opportunity for greater extravagance and waste for some, the need for more efficient personal economy for others.

"In view of these facts we face the very practical problem of how multitudes of our people can maintain a proper standard of living and also provide for their years of declining productivity. It is impossible for most men to increase their real wages. Therefore they must meet their added responsibilities out of more economic employment of what they get.

### Readjustment Which Calls for Education

"This readjustment calls for education, but it is not the task of the schools alone. The schools must teach the young personal economics, but the working man has passed out of the influence of the schools and his problem of personal finance is one of the most serious problems of American business. The question of worn out employees must be studied by American business. This is largely a problem of prevention. The solution must be chiefly along lines of providing ways and means so that wage earners can acquire a reasonable degree of independence by their own providence while they are still working. That must be the primary aim and not a dole system for taking care of them as dependents and subjects of charity after they are worn out, for the ideal should be to prevent unprovided for dependency from arising.

### Plans for Permanent Financial Success

"Business must not be driven off from this problem by such arguments as that it discharges its full duties when it pays its men their wages, or that industrial paternalism is contrary to democratic freedom. These arguments will not hold water. It is an essential part of industrial progress that an organized plan be developed for the permanent financial success of every human being in accordance with a just return for the economic service he renders society.

"A pauper renders no service to society—but we want no paupers in America—we want no pauper class. The schools must teach our young people so to manage their own personal affairs as to insure that they will lead lives that have an economic worth to society. Business must provide plans for its workers to enable them not only to

earn but also to save so that the teaching of the schools will not prove an illusion in practice. Do these things and we will have no pauperism in America. Neglect to do them and we will ultimately develop pauperism—a nations' worst social crime.

### Bonus to Employees Not Sufficient

"It is not enough that employers give bonuses to their employees, provide pensions for old age, grant periodical raises in salary, provide group insurance and facilitate the purchase of stock in the employing company. All these things are fine but they lead nowhere if they merely result in increased means for individual extravagance and accentuated lack of responsibility on the part of the recipients. In order to attain their full social value these measures must be accompanied by a scientific economic program, giving workers an intelligent plan directing them toward successful financial management of their personal income.

"Employers should make it clear that salary increases are not given merely to increase a worker's spending money, or that pensions or group insurance are intended to provide luxuries in old age. Workers must not be allowed to think that possession of a few shares of stock in the company is in itself a complete financial program. Every raise in salary, bonus, pension plan, or other contribution to the economic welfare of a firm's employees should be based not only upon length of service, loyalty to the job or quality of work but also upon the amount of intelligent interest the employee shows in his own welfare and in a provident consideration for the needs of himself and his dependents in the future. There must be brought into the operations of industry an economic element of mutual benefit both to labor and to capital, embracing not only the amount that men shall earn but also the way they use what they receive."

### BUDGET CONTROL AS A FACTOR IN BETTER BUSINESS

In reference to the possibilities of the budget in business, a recent letter of the fabricated production department of the Chamber of Commerce of the United States said: "Budgetary control may mean much or little. It may mean merely a multiplication of useless forms, the only effect of which is to hamper and further impede production and sales. On the other hand, budgetary control may mean the wise conduct of business, the subordination of pleasant dreams to actualities." Perhaps observing the hint contained in the paragraph quoted, Ernst & Ernst, who maintain business service offices in 42 cities, have prepared a booklet entitled, "Business Control; What it Does and How to Do It." This book of 30 pages presents in compact form a fund of information for business concerns, both large and small, who would co-ordinate their forces toward the attainment of a definite objective. It tells what to do and what to avoid. It gives hints to the management as to production, expenditures, financing, income and profit. It covers budgeting for production and purchase, plant addition and plant change, expense, sales and cash. Examples are given which plainly show the operation of the budget system.

This booklet has been prepared as a help to the clients of Ernst & Ernst, and should find a place in the office of every business manager who is interested in the prevention of "waste" in business.

# Farm Financing by Country Banks

The Amortized "Government Plan" loans made by this institution, through country banks, meet every requirement—  
 Prompt service. No red tape. No commission.

*Ask for application blanks and any desired information.*

## BANKERS JOINT STOCK LAND BANK

MILWAUKEE, WISCONSIN

### To Prevent Loss Through Theft of Securities

New York—Actuated by the many millions of dollars lost every year through the theft or loss of securities, the New York Stock Transfer Association, of which H. B. Watt is chairman, is launching, a campaign of publicity for the protection of the public.

Tremendous savings to the investing public, as well as to banks, dealers in securities and corporations, are foreseen as a result of the new plan, which includes the insertion of detailed advertisements as soon as the loss or theft of stock certificates, bonds or coupons is reported. Thus the loss will be broadcast through all the channels through which dishonestly acquired securities might be offered for negotiation, and all banks, brokerage houses and other dealers in financial paper will be on the lookout for the missing securities. They will have at hand all details regarding such securities, together with facilities for instantly checking up any securities that are offered for sale or loans.

#### Losses Through Robberies

In recent years the losses through hold-ups and robberies have reached enormous figures and there has hitherto been no public list available to check back over the stolen securities. But it is not alone through these robberies that the losses have occurred. Almost every day there are reported cases in which securities or bond coupons are lost. Persons leave them in subway cars; wallets and brief cases containing them are mislaid or lost and in many cases they are destroyed through various kinds of accidents.

Even in cases where no theft is involved, large losses are entailed when securities are destroyed through a variety of causes. In many cases the issuing concerns assess special charges for replacing the securities, besides which delay and inconvenience are involved. In many instances also newspaper advertising is mandatory over a certain period before new securities are issued to replace those lost or destroyed, this being part of the by-laws of many corporations.

Innocent third parties, in many cases, have been made the victims of the theft or loss of securities. Bond coupons, for instance, payable to bearer, are practically the same as money and are cashed without question by banks and other financial institutions. Thus dishonest persons, either finding or stealing these coupons or other documents providing for payment to bearer, have in the past found no difficulty in realizing on them. Under the new plan, every agency to which such securities would find their way will be on the alert for the missing securities and will be in a position to prevent their negotiation.

Under the new system, persons losing or being robbed of securities are instructed to notify immediately the transfer agent handling the issues of the corporation whose securities are affected. It is advisable to telephone or telegraph the information and not wait for communication by mail. The loser of the securities then receives a form for advertising the loss which sets forth the serial numbers of the bonds or certificates lost, the amount or number of shares, the title of the security and the registered owner. The list of losses will be divided into three classifications, stocks, bonds and coupons.

#### To Publish Lists of Stolen Securities

Bankers declare the compilation of weekly lists of stolen

or lost securities will be valuable in providing means of an instant check-up. The advertisements published immediately after the theft or loss, will put all banks and securities dealers instantly on their guard. The new plan also is expected to do away with considerable confusion and misunderstanding that now exists regarding missing securities. In many cases the loss of securities is reported and it is learned later that the report was a mistake; the securities have been merely mislaid and have turned up in an hour or so. Now, when a detailed advertisement of the loss is published and the description of the missing securities is included in the weekly list, banking and brokerage houses may know the loss is authentic and be on the lookout for the securities.

#### CITIES SERVICE COMPANY OIL PRODUCTION INCREASED

New York—The Natural Gas & Petroleum Corporation, oil producing subsidiary of Cities Service Company, in Arkansas, has increased its production to about 30,000 barrels daily, principally in the new deep sand area, in which horizon they have completed nine wells. Ten additional wells are being drilled.

Total Cities Service Oil production in the United States is in excess of 56,000 barrels daily average. This is the highest since September, 1918.

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# Invisible Trade of the United States in 1924

An Address of Our International Commercial Dealings Prepared by the Department of Commerce

Washington—The United States received over \$600,000,000 as interest and profits on its foreign investments during 1924 compared with \$567,000,000 in 1923, according to a bulletin issued today by the Department of Commerce. The foreign investments of American residents increased by nearly \$1,000,000,000 to \$9,090,000,000 during the year, against \$8,105,000,000 in 1923, and American tourists spent \$600,000,000 abroad against \$500,000,000 in 1923. At the same time bank deposits to the credit of foreigners increased by well over \$200,000,000 to between \$700,000,000 and \$800,000,000. These are among the striking facts brought out in the department's third annual survey of the international balance of payments of the United States. The following table shows the principal items of exports and imports, or credits and debits as they may be more correctly called.

Items	(Millions of dollars)	Credit	Debit	Balance
Current Items				
Visible current items:				
Merchandise		\$4,621	\$3,641	+\$970
Invisible current items:				
Interest and dividends		614	150	+ 464
Ocean freights		75	68	+ 8
Governmental payments		100	5	— 5
Services to tourists		100	600	— 500
Charitable and missionary expenditures		...	55	— 55
Immigrants' remittances		...	300	— 300
Total, invisible current items		790	1,178	— 388
Total, current items other than gold and silver		5,411	4,829	+ 582
Movement of Capital				
New foreign loans, exclusive of re-funding		...	795	— 795
Sale and purchase of outstanding securities		319	114	+ 205
Foreign bonds paid off		45	...	+ 45
Principal of interallied debt		23	...	+ 23
U. S. paper currency		...	50	— 50
Total, capital items		387	959	— 572
Gold and Silver				
Gold		62	320	— 258
Silver		110	74	+ 36
Total, gold and silver		172	394	— 222
Total, all items		5,970	6,182	— 212

\*Includes \$30,000,000 for unrecorded parcels post packages.  
 †Includes \$40,000,000 for smuggled liquors.  
 Add increase in foreigners' bank deposits, as revealed by questionnaire ... .. + 216  
 Balance (representing errors and omissions) ... .. + 4

## Our Large Exports

Exports of merchandise were \$970,000,000 greater than imports. Among these imports it is estimated were \$40,000,000 worth of smuggled liquors. Exports of silver were also greater than imports, but the imports of gold amounted to \$320,000,000, while exports of gold were only \$62,000,000. These are what are commonly called "visible" exports and imports. But the foreign trade of the country includes also "invisible" items, concerning which Mr. Hoover states as follows:

"Parallel with this movement of actual commodities are what have been termed in this summary the "current invisible items," amounts paid out in foreign countries through our tourists, through remittances of immigrants, through payments for foreign shipping and services of one kind or another, a total of \$1,178,000,000. On the other hand, we received interest on money owed to us by foreign individuals and concerns, and by foreign governments, together with payments for the use of our ships by foreigners and expenditures of foreigners in the United States amounting to approximately \$790,000,000. Therefore, on these items of current invisible exchange we had a net balance against us of \$388,000,000.

If now we put together the "favorable" balance on merchandise and the adverse balance on invisible items we find that our "favorable" balance on current transactions is reduced to \$582,000,000. Of precious metals we exported \$172,000,000 and imported \$394,000,000, or we received a net balance of \$222,000,000 in gold and silver. This again reduces the "favorable" balance, this time to \$360,000,000.

## Movements of Capital Large

During the year there were large movements of capital. In these movements foreigners apparently bought \$319,000,000 of securities in our markets, paid off in cash \$45,000,000 of maturing bonds, and discharged \$23,000,000 of the prin-

cipal of debts owing to our government—a total of \$387,000,000. On the other hand, our citizens bought in the market \$114,000,000 of foreign bonds and subscribed \$795,000,000 for new foreign issues in this country, besides re-importing about \$50,000,000 of American currency. In other words, we invested abroad during the year \$572,000,000 more than we received from foreign investors. This would give us a net adverse balance on all accounts of \$212,000,000 were it not for the fact that many foreigners—both those who borrowed from us and others—increased their deposits in our banks. The increase in deposits actually reported by 68 large banks was almost exactly equivalent to this estimated adverse balance.

It should constantly be borne in mind that in calculations of this character, depending so largely on estimates, there is always the possibility of errors, although there is a tendency for some of these errors to neutralize each other. Consequently although the unassigned balance in the above table is only \$4,000,000, it is possible that some of the items may be as much as \$100,000,000 away from the truth. Nevertheless some conclusions can safely be drawn. The increase in our merchandise exports as compared with 1923 was not accompanied by a corresponding increase in imports of merchandise or gold, but was paid for by means of credits principally in the form of long term securities floated in this country, but the volume of such securities was greater than necessary for this purpose and the funds thus made available to foreigners were to a large extent kept in this country as bank balances to be drawn upon as needed.

At the same time gold imports continued on a large scale, until the month of December, which would not have been the case unless foreigners had bought large amounts of securities in this country besides paying some of their outstanding debts to us.

The years' developments gave the United States a stronger position than ever in international finance. The United States is now the world's greatest investor, and the dollar is commonly used as a basis for international transactions even when the United States is not directly concerned, whereas ten years ago the New York foreign exchange market was comparatively insignificant and the nation was heavily indebted to Europe. Our total foreign holdings excluding debts owed to our Government, amount to about \$9,000,000,000, having increased by about \$1,000,000,000 during the year.

The increasing importance of the unrecorded items in explaining our international trade is shown by the fact that in 1924 they were equivalent to roughly 22 per cent. of our total exports and 34 per cent. of our total imports, whereas in the period between 1896 and 1914 they were reckoned as only 8 per cent. and 33 per cent. respectively.

## Net Result From the Year's Transactions

It is impossible to state in one figure the net result from the year's transactions. The outstanding fact is that we got goods and services that we wanted in exchange for goods and services that foreigners wanted. Americans were so prosperous that they could spend \$600,000,000 in foreign travel, largely for pleasure, and could give \$55,000,000 or more for philanthropic purposes, besides the \$300,000,000 sent abroad by foreign born residents mainly for the support of friends and relatives. This money was not derived from capital but from current income, for the market value of foreign bonds issued or purchased in this country exceeded the amount sold to foreigners or repaid at maturity (including bonds held by the United States Treasury) by about \$555,000,000, and the net imports of gold and currency, (both of which are in the nature of capital investments although yielding no interest) amounted to about \$308,000,000.

American investments abroad are estimated to be distributed as follows:

Canada and Newfoundland	\$1,060,000,000	\$1,400,000,000	\$2,460,000,000
Latin America	840,000,000	3,200,000,000	4,040,000,000
Europe	1,500,000,000	400,000,000	1,900,000,000
Asia and Oceania	440,000,000	250,000,000	690,000,000
	\$3,840,000,000	\$5,250,000,000	\$9,090,000,000

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**Our Address**.....

## Our International Trade Balance

An investigation of what are commonly described as the invisible items in our foreign trade, made by the Department of Commerce for the calendar year 1924, discloses a surprisingly large balance against the United States. Even after allowing for it, an embarrassing situation still remains. Our exports are so much greater than our imports that the flotation of foreign loans in this market seems the only way to an adjustment if we are to continue to sell goods as freely as in the past year.

Exports of merchandise in the calendar year 1924 were \$4,621,000,000 and imports \$3,641,000,000, making an excess of exports of \$970,000,000. Against this is to be set the balance of invisible items. Earnings by ocean freight, interest and dividends coming to the United States were \$790,000,000, while those going to other countries, including tourist expenditures and immigrant remittances, amounted to \$1,178,000,000. This makes an invisible balance against the United States of \$388,000,000, which reduces the merchandise balance to \$582,000,000.

Imports of gold and silver amounted to \$222,000,000 more than the exports. This again makes another reduction in the export balance, bringing that item down to \$360,000,000 which would be actually owing to the United States from foreign countries after a balance had been struck on all these transactions. But there is another matter yet to be considered—that of the movement of capital in loans, purchase of securities and other such items.

The total of these capital items was \$959,000,000 against the United States, compared with \$387,000,000 in favor of it, making a balance of \$572,000,000 against the United States on these items. Deducting the \$362,000,000 due the United States on the visible and invisible export balance from this \$572,000,000, it appears that the United States is a debtor instead of a creditor to the extent of \$212,000,000. After an investigation by the Department it was found that just about that amount remained on deposit in the banks to the credit of foreign powers.

This credit will be quickly swallowed up. Our exports

of merchandise in the first three months of this year were \$1,270,000,000 and imports \$1,065,000,000 making a net balance of over \$200,000,000. In the same time the flotations of foreign securities publicly offered in the United States amounted to \$279,500,000, while the movements of gold both ways have fallen off.

These figures show that if we continue to sell so much more than we buy we must take the obligations of our customers in settlement of their indebtedness. Nevertheless, it is good business. Where the world comes to do its banking it will also come to do its trading.—The Wall Street Journal.

### TAXATION OF BANK CAPITAL IN NEBRASKA

Lincoln, Neb.—A decision of the Supreme Court, just made final, wins for the banks of Nebraska an immunity of \$1,600,000 in taxes levied against them in 1923 and 1924. Two years ago the court held that the state law which taxed the banks at 100 per cent. of capital and surplus instead of the regular intangible tax of 25 per cent. on moneys and credits was inoperative because it conflicted with a Federal law.

Later Congress amended the Federal statutes so as to clear up the discrimination they created as between state and national banks in taxation matters. The state sought to collect at the 100 per cent. rate for 1923 and 1924 on the theory that the change in Federal law automatically revived the old state law. Supreme Court says legislative action was necessary. Since then legislature has changed the old law and will tax banks at 75 per cent.

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## French Financial Difficulties and Possible Debt Settlements

Sir George Paish, Noted Economist and Former Financial Advisor to the British Government

The inclusion of M. Caillaux in the new French government under the Premiership of M. Painleve is a fresh sign of the intention of France to adjust her policy to her financial capacity. The first indication of change was the agreement of M. Poincare to the appointment of the Dawes committee to investigate Germany's capacity to pay reparations and to devise methods by which payments could be made. The second was M. Herriot's assent to the Dawes plan, his willingness to meet the German prime minister in friendly discussion, his withdrawal of French troops from a few German towns and his promise to withdraw them entirely from the Ruhr.

### Expectations Based Upon Reparation Payments

Hitherto France has based the whole of her financial policy upon the expected receipt from Germany of vast sums for reparation. In this expectation she has spent money with a prodigality that alarmed every one with any knowledge of the sums that could be obtained from Germany. She maintained a great army, she paid out money for the work of restoration in the most lavish manner and she made loans to the members of the Little Entente. At the same time her policy prevented the restoration of Europe and prevented Germany from making the reparation that would have been possible if she had been in a position to sell her goods freely to the other nations of Europe, including Russia. The result of this policy was not in doubt. The wonder was that the French people did not realize that the enormous borrowings of their government not only during the war but in the period from 1918 to the end of 1923 were placing burdens upon them they would not only be unwilling to bear but which they could not bear.

The result is that the devastated districts of France are still not completely restored, and that fresh loans are needed for the purpose to the extent of about 1,000 millions of American dollars; that the internal debt of France at par of exchange is equal to over 55,000 millions of American dollars; that her foreign debts, including her debts to the allied governments, are equal to about 7,500 millions of American dollars; that the annual interest on her debt, excluding the interallied debt, is equal at par of exchange to nearly 4,000 millions of American dollars; that she has a floating debt of some 70 milliards of francs maturing from month to month, and that in order to provide the interest on this huge debt the franc has been allowed to fall to a discount of nearly 75 per cent.

### Helping France Financially

The question that must now be asked is, Can anything be done to improve the financial conditions of France? Can her floating debt be renewed or funded? Can she avoid fresh borrowing? Can her budget be balanced? Can her currency be stabilized?

The evident decision of the new French government to pursue a reasonable policy toward Germany, as shown by the appointment of M. Caillaux to the ministry of Finance, is a step in the right direction. This will render possible a reduction in the French army, and by enabling substantial economies to be effected in the military expenditures will make the task of balancing the budget less difficult. It has, however, to be borne in mind that the difficulty France has hitherto experienced in meeting her expenditures has arisen notwithstanding her failure to pay any interest whatever upon the loans made to her by the American and British governments; that if this interest has now to be paid, the sums saved by reducing her army will be replaced by others still larger, and that the difficulty of covering the expenditure out of income

will remain. It is true that France will now receive each year substantial sums from German reparation, provided that Europe continues to recover and Germany can sell her products in sufficient quantity, but the extent of these receipts will be very limited. It is most unlikely that the transfer committee will be able to remit abroad from Germany anything like the 650 millions of dollars per annum which Germany will pay in marks after four years. The amount that may be remitted, judging by Germany's pre-war trade, is not more than one-half of that amount, even under the most favorable conditions. In view of the problematical nature of these reparation receipts, it is essential either to disregard them altogether or specially to earmark them for debt redemption as and when they are received.

### Economy In Reducing Military Expenditures

By reducing drastically her military expenditure France may bring about an equilibrium in her budget, with the franc at a discount of nearly 75 per cent., a discount which greatly reduces the burden of the interest upon the internal debt. But in spite of reduced military expenditures and of the effect of a depreciated currency upon income and expenditure, France will still have a budget deficit if interest and sinking fund have to be provided on her debt to her allies. And this will be the situation, although it is of supreme importance that there should be a budget surplus with which to effect some reduction of debt and thus create confidence in the minds of the holders of potential buyers of floating debt as to its intrinsic value and as to future stability of the franc.

With the franc at a discount of about 75 per cent. the charge at 4 per cent. on the interallied gold debt would amount to nearly 6 milliards of francs.

### Must Be Thorough Cooperation

The financial salvation of France depends upon the loyal cooperation of all the parties concerned. The taxpayer must pay his taxes to the best of his ability. It would, however, be untrue to say that France is today lightly taxed. In proportion to her income and resources she is heavily taxed, and it is doubtful if additional taxation would yield a greater revenue. Beyond a given level any increase in taxation reduces rather than increases the yield. The best results from taxation are obtained from moderate rather than from heavy taxes. The government must reduce expenditure as far as possible. Except in the amount of her military and interest expenditures, France is economical, not extravagant, and in proportion to the size of her army France is not extravagant. Economy in expenditure can be effected only by reducing the size of her army and by converting her debt. The latter cannot, however, be effected by compulsion; it must come through the repayment of debt and the consequent improvement in French credit.

However, when all the factors have been examined it is exceedingly doubtful if anything can stop the run on the French government for money for the redemption of debt other than some act of sacrifice which will induce every one interested to act in a similar manner. If floating debt continues to be presented for payment, as it is now being presented, the French government must either print an unlimited quantity of paper money or it must fail to meet its liabilities. Which ever course it adopts would be equally disastrous. Consequently, the run on the French government must be stopped at all costs, not only in the interest of France but of the entire world.

Of all the nations that would suffer from the financial collapse of France, Great Britain and the United States



## Business and Legislation

The business man is interested in the enactment and enforcement of constructive legislation, but no one realizes more thoroughly the harm resulting from a multiplicity of needless laws, and therefore the respite offered by the next few months is highly welcome.

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would suffer most. A fresh shock to world credit under existing conditions would most seriously affect both the foreign and home trades of both these countries. What situation has demanded ever since France realized the futility of her hopes concerning the receipt of vast sums from Germany, and ever since she has been once more willing to listen to the counsels of her friends, has been the cancellation of her debt to the British and to the American governments. The time has now come when further delay will be attended by consequences which cannot be measured. Great Britain depends for her welfare upon the well-being of the entire world as no other nation does. Therefore, in her own interest as well as in that of France and of all nations, she will be well advised to do what lies in her power to assist France to adjust her finances and to recover her credit. It would be infinitely better if both the United States and Great Britain would come to the assistance of France by canceling her debts to them. But whether America does so or not, Great Britain would act not only generously but very wisely in forgiving France the great sum of over 3,000 millions of dollars she lent to her in the common cause, and so help to render the efforts of the new French government to restore confidence in the financial stability of France completely successful.

### Well to Maintain Confidence

It is far better to maintain confidence and thus to preserve and to increase income than to endeavor to collect past debts when the demand for them destroys confidence and seriously restricts future income. Moreover, it is by no means improbable that, if the British government were now to announce its intention of presenting its French securities to France, and if France by her policy convinces America that her energies will now be entirely devoted to the work of reconstruction in its widest aspects, the American people would also desire to make a similar contribution to the work of adjustment and to the task of restoring confidence.

### Ten Billions Wasted Yearly in the United States

Nashville, Tenn.—America must stop wasting if present living standards are to be kept up, William E. Knox, president of American Bankers Association, declared here May 15 before the Tennessee Bankers Association in an address entitled, "America Must Learn a Lesson." He said that the American standard of living is the highest in the world, and that it came easily from the abundance of our natural wealth, but that it "can be maintained in the future only by drastic national economy in the use of that wealth," Mr. Knox said, in part:

"New York City spends \$65,000,000 a year for charity. For instruction in practical principles of personal economics it spends in its school system practically nothing. Virtually every object of charity and every case of dependency could be traced back to the failure of the school house to teach the value of money and the importance of saving. When public education teaches students to manage their personal affairs prudently and gives them an understanding of the value and proper use of money then we will attack economic folly at the source and begin to save our people from the tragedy of financial dependency.

"Forty-four million people, two-fifths of our population, are gainfully employed in the United States, earning more than \$60,000,000,000 annually. The management of the expenditure of this \$60,000,000,000 annual pay check is the biggest and most important business in America. It

has been estimated that upwards of \$10,000,000,000 of this personal income is wasted annually. More than a billion, it is estimated, disappears in foolish speculation in fake schemes.

"The spirit of waste in America is a heritage of the past. It is but natural that a nation with a relatively scattered population, blessed with what originally seemed inexhaustible resources and with unequalled genius for mechanical methods and business organization to exploit them to the utmost, should have become infected with extravagance and wastefulness. But today this same country has more than 110,000,000 people to support, and no nation's resources can withstand extravagance indefinitely."

### REDEMPTION OF TREASURY NOTES

Washington—Secretary Mellon has announced that he has authorized the Federal Reserve Banks on and after Monday, May 18, 1925, and until further notice, to redeem in cash before June 15, 1925, at the holders' option, at par and accrued interest to date of such optional redemption, Treasury notes of Series C-1925, dated December 15, 1922, maturing June 15, 1925.

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## Stock and Bond Quotations

### MINNEAPOLIS BANK STOCKS

	Div. Rate	Bid	Asked
	Pct.		
Camden Park State		130	...
Central State	10	200	...
East Hennepin State Bank		175	200
First National	12*	260	265
Gateway State		130	...
Medcandle 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	230	240
Union State		170	...

\*3 per cent extra dividend.

### ST. PAUL BANK STOCKS

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

### DULUTH BANK STOCKS

	Div. Rate	Bid	Asked
	Pct.		
American Exchange National Bank	10	190	...
City National Bank	10	210	...
Duluth National Bank		150	...
First National Bank of Duluth	13	250	...
Minnesota National Bank		135	...
Northern National Bank		200	...
St. Louis County State Bank		200	...
Western State Bank, West Duluth		200	...

### MINNEAPOLIS CORPORATIONS

Quotations by The Minnesota Loan & Trust Co., Minneapolis

	Rate	Bid	Asked
Minneapolis Thresh. Machine, pfd.	7	85	95
Munsingwear Corp., pfd.	7	99 1/2	101 1/2
Northern States Power, pfd.	7	98	100
Northwestern Fire & Marine, com.	10	170	...
Russel Miller Milling, com.		150	...
Russel Miller Milling, pfd.	6	94	...
Washburn Crosby Co., pfd.	7	109	111

### ST. PAUL CORPORATIONS

	Div. Rate	Bid	Asked
	Pct.		
Foote, Schultz & Co., pfd.	7	85	95
St. Paul Fire & Mar. Ins. (par \$25)	14	75	...
St. Paul Union Stockyards	8	100	105
Tri State Tel. & Tel., pfd.	6	8 1/2	9
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	103 1/2	105 1/2
Donaldson Realty Co. 1st 1925	5	100	...
Duluth Street Ry., 1st 1930	6	95 1/2	96 1/2
Duluth Street Ry. Gen. 1930	5	86 1/2	...
First Nat. Soo Line Bldg. 1st 1930/5	5	5 1/2 B	5 1/2 B
Geo. A. Hormel & Co., 1st 1930/34	6 1/2	102 1/2	5.90 B
Island Warehouse Co., 1st 1943	6	100 1/2	102
Marshall-Wells Bldg. Corp. 1930/7	6 1/2	6.25 B	6.00 B
Minneapolis Gen. Elec. 1st 1934	5	101 1/2	102 1/2
Minneapolis Gas Light, 1st 1930	5	97 1/2	99
Mpls. Gas Light Sec. Notes 1930	6	101 1/2	102 1/2
Mpls. Str. & St. P. City Joint 1928	5	97	98
Mpls. St. Ry. Secured Notes	5 1/2	100 1/2	101 1/2
Minn. & Ontario Pr. Co. 1926/8	6	101	...
Minn. Fr. & Lt. Co. 1950	6	103	104 1/2
Minn. Tribune Co., 1st 1943	6 1/2	103	104 1/2
Northern States Pr. 1948	6	102 1/2	103 1/2
Northern State Pr. 1941	5	96	96 1/2
Northwestern Elev. Co., Ltd. 1930/2	6 1/2	100	6.00 B
Northwestern Terminal Co. 1930/5	6	97	100
Ottertail Pr. Co. 1st & Ref. 1933	6	100	...
Ottertail Pr. 1939	6 1/2	99 1/2	101 1/2
Pillsbury Flour Mills 1933	7	101	...
Pillsbury Flour Mills 1943	6	101	101 1/2
Powell River Co., Ltd. 1926/9	6	101	...
Red River Lumber Co. 1st 1928	5	99	...
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	99 1/2	100
St. Paul City Ry. Cable Cons. 1937	5	95 1/2	96 1/2
St. Paul Gas Light 1st 1944	5	99 1/2	...
St. Paul Gas Light, Gen. 1952	6	103 1/2	105
St. Paul Gas Light, Gen. 1954	5 1/2	99 1/2	101
St. Paul Union Stockyards 1946	5	96	99
Tri-State Tel. & Tel. 1942	5 1/2	103	104 1/2
Twin 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	101 1/2	103

### CHICAGO BANK STOCKS

Quotations May 19, by John Burnham & Co., Inc., 41 South La Salle Street, Chicago:

	Bid	Asked	Book Value
Calumet National	250	...	169
City National Evanston	305	...	279
Continental & Commercial National	346	349	262
Drovers National	200	203	150
First National	483	488	378
Foreman National	409	...	258
Irving Park National	260	...	184
National Bank Republic	196	201	168
National Bank Commerce	164	...	142
Stock Yards National	280	290	190
*Washington Park National	250	...	141
Austin State	225	...	185
Central Mfg. District	370	390	234
Central Trust Company	233	237	170
Chicago City	380	385	338
Chicago Joint Stock Land	150	160	125
Chicago Lawn State	220	240	179
Chicago Morris Plan	102	...	122
*Chicago Trust Company	165	175	174
Citizens State of Chicago	290	300	156
Drexel State	235	...	209
Drovers Trust & Savings	360	...	307
Franklin Trust & Savings	225	...	279
*Fullerton State	170	...	149
Greenebaum Sons	425	440	300
Guarantee Trust & Savings	235	245	200
Halsted Street State	235	...	202
Harris Trust & Savings	405	...	262
Home Bank & Trust Co.	265	275	198
Hyde Park State	225	...	210
Illinois Merchants Trust	475	481	335
Independence State	200	...	128
Kasper American State	200	210	132
*Lake Shore Trust	222	...	147
Lake View State	200	...	165
Lake View Trust & Savings	325	...	251
Lawndale State	375	...	220
Liberty Trust & Savings	200	225	141
Lincoln State	135	140	117
Lincoln Trust & Savings	185	200	182
Marquette Park State	205	...	163
Mercantile Trust	210	...	159
Mid-City Trust & Savings	220	230	142
Noel State	213	...	130
Northern Trust Company	398	403	367
Northwestern Trust & Savings	315	325	183
Oak Park Trust & Savings	235	250	174
Peoples Stock Yards	265	...	146
Peoples Trust & Savings	250	...	168

Pioneer Trust & Savings	230	...	144
Pullman Trust & Savings	250	...	186
Reliance State	200	210	143
Roseland State	250	300	188
Security Bank of Chicago	345	...	257
Schiff Trust & Savings Bank	275	300	131
*Sheridan Trust & Savings	225	230	164
South Chicago Savings	270	...	184
South Side Trust	215	225	154
South West Trust	200	...	202
State Bank of Chicago	555	570	363
State Bank & Trust, Evans	305	325	285
Stony Island State Savings	210	...	160
Stockmen's Trust	175	190	190
Suburban Trust & Savings	210	250	200
Union Bank of Chicago	210	220	186
*Union Trust Company	329	...	228
United State	210	...	156
West Englewood Trust	290	300	160
West Side Trust & Savings	245	255	136
West Town State	250	...	157
Wiersema State	225	...	225
Woodlawn Trust & Savings	255	265	164

\*New stock.

### CHICAGO SECURITIES

Quotations May 19 by John Burnham & Co., Inc., 41 South La Salle Street, Chicago:

	Bid	Asked
American Public Utilities, part pfd.	78	82
American Public Utilities, prior pfd.	88	90
Babeock & Wilcox Company	133	135
Beatrice Creamery (\$50 par)	61	63
Beatrice Creamery Co., pfd.	104	106
*Borden Co., The, com.	143	146
*Borden Co., The, pfd.	105	109
Brennan Packing "A" (no par)	51	...
Brunswick-Balke Coll., pfd.	101	103
Bueyrus Co., com.	152	155
Bueyrus Co. pfd.	103	106
Ruda Company, pfd.	105	...
Butler Brothers (\$20 par)	32	33
Chicago Rapid Transit, com.	...	67
Chicago Title & Trust	399	...
Columbia Sugar (\$10 par)	8	8
Commonwealth Power Corp., com.	118	125
Commonwealth Power Corp., pfd.	80	83
Continental Gas & Electric, pr. pfd.	89	92
Continental Gas & Electric, com.	82	84
Continental Gas & Electric warrants	9	...
Creamery Pkg. Vot. com. (no par)	29	30
Creamery Pkg. n. v. com. (no par)	29	30

Creamery Package Co., pfd.	99	...
*Elgin National Watch (\$25 par)	70	...
*Fairbanks Morse, pfd.	103	105
Great Lakes Tran. com. (no par)	...	26
Great Lakes Transit, pfd.	80	83
Hercules Powder Co., pfd.	106	108
Holland-St. Louis Sugar (\$10 par)	...	7
Illinois Tracdon, com.	106	...
Illinois Power & Light, pfd.	95	98
Interstate Iron & Steel, pfd.	92	94
Keystone Steel & Wire Co., com.	36	40
Keystone Steel & Wire Co., pfd.	94	97
Kraft Cheese Co., pfd.	102	104
Michigan Sugar Co. (10 par)	6	7
Michigan Sugar pfd. (\$10 par)	7	8
National Grocer Com. (\$10 par)	6	7
National Grocer pfd.	83	86
National Tea Co., pfd.	105	108
Northern States Power, com.	104	107
Northern States Power, pfd.	97	100
Northwestern Yeast	164	170
Palmolive Co., com. (no par)	84	86
Palmolive Co., pfd.	104	106
Pick Albert & Co., pfd.	96	97
Tri-City Ry. & Light, pfd.	80	...
U. S. Gypsum Company, pfd.	114	116
Utah-Idaho Sugar Co. (\$6 par)	2	3
Wahl, The Co., pfd.	69	72
Western Grocer Co., com.	...	70
Western Grocer Co., pfd.	99	...

\*Ex-dividend.

**BANK DEBITS TRANSACTIONS**

Washington—Debits to individual accounts, as reported to the Federal Reserve Board for the week ending May 13, aggregated \$10,920,000,000 or 18.8 per cent. below the record total of \$13,449,000,000 reported for the preceding week. New York City reported a reduction of \$1,889,000,000 while other large reductions were as follows: Chicago, \$259,000,000; Boston \$49,000,000; Cleveland \$40,000,000; Pittsburgh \$27,000,000; Philadelphia \$25,000,000 and St. Louis \$18,000,000. As compared with the week ending May 14, 1924, debits for the week under review show an increase of \$1,542,000,000 or 16.4 per cent. Substantial increases are shown for all of the more important centers, the largest increases being as follows: New York City \$1,053,000,000; Chicago \$76,000,000; Boston \$38,000,000; Philadelphia \$37,000,000; Minneapolis \$22,000,000 and Detroit \$18,000,000. Aggregate debits for 141 centers for which figures have been published weekly since January, 1919, were about \$10,278,000,000, as compared with \$12,755,531,000 for the preceding week and \$8,795,937,000 for the week ending May 14, 1924. Debits to individual accounts were reported to the Federal Reserve Board for banks in 255 centers, of which 251 are included in the summary by Federal reserve districts.

City	Week ending		
	May 13, 1925	May 6, 1925	May 14, 1925
New York	\$5,657,765,000	\$7,546,425,000	\$4,604,878,000
Chicago	716,171,000	975,587,000	640,136,000
Philadelphia	388,444,000	413,080,000	351,238,000
Boston	368,761,000	418,023,000	330,552,000
San Francisco	194,978,000	205,168,000	180,905,000
Pittsburgh	195,480,000	222,233,000	181,484,000
Los Angeles	184,359,000	184,039,000	181,549,000
Detroit	173,514,000	186,324,000	155,214,000
St. Louis	161,100,000	179,100,000	154,627,000
Cleveland	151,222,000	190,957,000	136,569,000
<b>Twin Cities</b>	<b>132,535,000</b>	<b>137,439,000</b>	<b>111,928,000</b>
Minneapolis	95,295,000	97,606,000	73,186,000
Baltimore	92,545,000	106,184,000	81,370,000
New Orleans	78,808,000	94,689,000	64,924,000
Kansas City	77,447,000	83,603,000	62,234,000
Milwaukee	61,775,000	70,596,000	60,827,000
Washington	54,706,000	56,782,000	44,890,000
Omaha	46,255,000	47,456,000	41,549,000
Seattle	43,845,000	41,604,000	42,924,000
Dallas	40,615,000	46,033,000	34,923,000
Denver	38,545,000	43,653,000	34,092,000
Portland	38,082,000	37,092,000	37,908,000
St. Paul	37,210,000	39,853,000	38,742,000
Duluth	25,096,000	26,557,000	13,392,000
Sioux City	19,276,000	21,537,000	18,478,000
Des Moines	16,165,000	17,901,000	15,727,000
Spokane	11,434,000	11,181,000	10,474,000
South St. Paul	7,739,000	8,045,000	5,868,000
Sioux Falls	3,788,000	3,672,000	3,460,000
Fargo	3,207,000	1,469,000	2,498,000
Helena	2,491,000	2,143,000	1,949,000
La Crosse	2,484,000	2,502,000	2,375,000
Superior	1,841,000	1,795,000	1,759,000
Billings	1,723,000	1,648,000	1,527,000
Aberdeen	1,639,000	1,601,000	1,251,000
Grand Forks	1,525,000	1,726,000	1,207,000
Minot	1,415,000	1,498,000	953,000
Winona	1,037,000	1,895,000	1,088,000
Red Wing	623,000	660,000	494,000
Jamestown	481,000	634,000	534,000
Dickinson	315,000	372,000	268,000
<b>Total, 251 cities</b>	<b>\$10,920,435,000</b>	<b>\$13,448,921,000</b>	<b>\$9,378,330,000</b>

facturing Company that it had closed a contract for four electric locomotives and other equipment. This equipment, costing \$1,000,000, is to be used for the railway's Cascade Mountain grade route, extending from Skymonish at sea level through the Cascade tunnel, 24 miles. Completion of this section is expected in 12 months. Work will begin at once.

The locomotives will be an innovation in transportation, according to F. H. Shepard, director of heavy traction of the Westinghouse Company. They will utilize direct current motors, operated from a single phase, high voltage, alternating current trolley, following the principle announced by Henry Ford for the electric locomotive he is building for his road, the Detroit, Ironton & Toledo, at the Ford works, using Westinghouse equipment.

Hydroelectric power will be used, and in view of the large amount of available water power in the Pacific Northwest the undertaking may be regarded as the start of extensive electrifying, Mr. Shepard said.

**BANKER SEES STATUS OF 1868 IN UNITED STATES**

Winnipeg, Man.—That trade conditions in the United States still were badly affected by the war, and that the labor situation was far from normal, were statements made here in an interview given by F. E. Kenaston of Minneapolis, director of the Union Bank of Canada, who has just returned from a holiday in California. "Things in the United States are much as they were when I first reached there in 1868, three years after the Civil war," he said. "As then, soldier organizations are doing a lot of talking, but getting nowhere. It is different in Canada, because, although soldier societies have a lot to say, they certainly have the right to talk, for they did some real and magnificent fighting."

**BUNKER HILL MINE PRODUCTION IN 1924**

Spokane, Washington—The Bunker Hill mine produced 36,000 tons of lead and more than a million ounces of silver last year. Since its discovery in 1886 it has mined more than 10,000,000 tons of ore at a total gross value of \$120,000,000. Northwest mines have paid dividends approximating \$150,000,000.

**ARTHUR YOUNG & CO.**  
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**ACCOUNTANTS and AUDITORS**  
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Los Angeles	Dallas	London, Eng.	Paris, France	

**John Burnham & Co.**  
(INCORPORATED)

*Investment Securities*

41 So. La Salle St., Tel. Long Distance 173  
**CHICAGO, ILL.**

**WESTINGHOUSE SELLS FOUR ELECTRIC LOCOMOTIVES TO GREAT NORTHERN RAILWAY**

New York—Confirmation of a report that the Great Northern Railway Company was to electrify an important portion of its lines on the Pacific Coast was contained in the announcement of the Westinghouse Electric and Manu-

## New Banks and Changes

### MINNESOTA

#### Wells Bank Authorized

Wells—The Security State Bank has been chartered and will open for business soon.

#### Beaver Creek Bank Reorganizes

Beaver Creek—The Beaver Creek State Bank will be liquidated and new stockholders will reorganize the bank.

#### Walter L. Prince Advanced to President

Stillwater—Walter L. Prince has been promoted from vice president to president of the First National Bank, succeeding the late R. W. Davis.

#### A. H. Dorn Elected Cashier

Delhi—A. H. Dorn of Sanborn has been elected cashier of the Farmers and Merchants State Bank, the vacancy caused by the resignation of R. V. Ochs.

#### B. L. Heigl Cashier at Cosmos

Cosmos—B. L. Heigl, formerly assistant cashier of the Farmers State Bank at Winsted has been elected cashier of the First State Bank succeeding J. H. Jerebek.

#### George Fricker Made Cashier

Holt—George Fricker, formerly assistant cashier of the Merchants State Bank at St. Hilaire, has been elected cashier of the Marshall County State Bank which is owned by the same stockholders.

#### Changes at Byron Bank

Byron—F. M. William has been promoted from cashier to president of the State Bank of Byron. H. A. Horton was made vice president. Beth Horton was advanced from assistant cashier to cashier.

#### Waverly Bank Reopened

Waverly—The State Bank of Waverly reopened on May 14 with a capital of \$25,000. H. E. Griswold is president; John F. Lauzer, vice president, and E. S. Bursack, cashier. Mr. Bursack formerly was cashier of the Farmers State Bank of Springfield and some years ago he was cashier of the State Bank of Waverly.

### NORTH DAKOTA

#### A. M. Sorenson Resigns Cashiership

Mohall—A. M. Sorenson sold his interest in the Renville County Bank and resigned as cashier.

#### N. J. Walper Elected Cashier

Anamoose—N. J. Walper has been made cashier of the Anamoose National Bank due to the resignation of M. E. Thurow who will go into insurance business.

### SOUTH DAKOTA

#### Timber Lake Bank Closed

Timber Lake—The First State Bank capitalized at \$15,000 is closed. E. L. Milligan was president and A. L. Anderson, cashier.

#### Bank at Meadow Closed

Meadow—The Meadow State Bank, capitalized at \$10,000 has been closed. C. A. Bennett was president and Ira N. Bubert, cashier.

#### Agar Bank Closes

Agar—The Citizens State Bank capitalized at \$15,000, is reported closed. C. L. Falkenhagen was president and P. J. Murphy, cashier.

#### Colton Bank Closed

Colton—The Colton Savings Bank is closed. It was capitalized at \$35,000 with C. N. Peterson as president and C. H. Peterson cashier.

### WISCONSIN

#### J. K. Severson Elected Vice President

Ogdensburg—J. K. Severson has been elected vice president of the Farmers State Bank.

#### Charles Albrecht Promoted to President

Bloomer—Charles Albrecht has been advanced from vice president to president of the Peoples State Bank, succeeding the late F. H. Cutting. W. E. Kitch, formerly cashier, was made vice president to succeed Mr. Albrecht.

### IOWA

#### C. S. Johnson Resigns as Cashier

Kiron—C. S. Johnson has resigned as cashier of the Home Savings Bank.

#### W. P. Adams Elected President

Odebolt—W. P. Adams was elected president of the First National Bank, succeeding the late Joseph Mattes.

#### Swisher Bank Reopened

Swisher—The Swisher Savings Bank has reopened with a capital of \$30,000. J. W. Netolicky is president and Charles Koss, cashier.

#### Mason City Bank Closed

Mason City—The City Commercial Savings Bank has been closed. It was capitalized at \$400,000 with J. W. Adams as president and I. W. Stinson, cashier.

#### F. E. Taylor Becomes Cashier

Forest City—F. E. Taylor of Litchfield, North Dakota, bought interest in the First National Bank and has been elected cashier, succeeding Otto Beckjorden who resigned on account of ill health.

### NEBRASKA

#### Morse Bluff Banks Consolidate

Morse Bluff—The Farmers State Bank and the Bank of Morse Bluff have consolidated and will continue as the Bank of Morse Bluff, retaining the latter's officers. It is capitalized at \$30,000.

### COLORADO

#### Canon City Bank Authorized

Canon City—The Colorado State Bank, capitalized at \$25,000 has been authorized to open for business.

### WASHINGTON

#### James A. Loudon Resigns Cashiership

Yakima—James A. Loudon has resigned as cashier of the First National Bank.

### CALIFORNIA

#### New Assistant Cashier at Long Beach

Long Beach—Mrs. M. K. Scull has been elected assistant cashier of the Pacific Southwest Trust & Savings Bank.

#### C. J. Shepherd Elected President

Los Angeles—C. J. Shepherd has been elected president and O. O. Moreland cashier of the Peoples National Bank & Trust Company.

### ILLINOIS

#### Leo Dugan Becomes Cashier

Noble—Leo Dugan has been advanced from assistant cashier to cashier of the Bank of Noble succeeding the late R. F. Shafer.

Mendota—F. H. Haskell, formerly cashier of the First National Bank at Princeton has been elected cashier of the First National Bank succeeding the late F. P. McKean.

#### M. M. Cloudman Promoted to President

Elgin—M. M. Cloudman has been advanced from vice president to president of the Home Trust Savings Bank to succeed the late E. D. Waldron. Walter W. McNeil was made vice president succeeding Mr. Cloudman.

### BANKING NOTES

#### New Bank Building in Dover

Dover, Minnesota—A new bank building of tapestry, brick and concrete will be erected for the new bank.

#### Anamoose Bank Will Have New Building

Anamoose, N. D.—The Farmers State Bank will have a new modern bank building on the site of its former building.

#### New Location for Charles City Bank

Charles City, Iowa—The Citizens National Bank will be located in a new five-story building and new fixtures will be installed.

### COOPERATION URGED TO CURB FRAUDULENT COLORADO OIL SALES

New York—Public cooperation in an effort to prevent an anticipated flood of fraudulent oil transactions, capitalizing upon the development of valuable oil territory in Colorado, is urged by William P. Green, acting director of the National Vigilance Committee of the Associated Advertising Clubs of the World.

Mr. Green points out that the National Vigilance Committee in New York already is in receipt of considerable literature from oil stock promotion companies in Colorado. Some of these companies may be legitimate, but the advertising of others shows evidences of fraud.

## Control — Minnesota Bank

We offer bare control excellent bank, central section, deposits of which are upwards of \$600,000 or about fifteen times capital. Located in two-bank town, two thousand population. No borrowed; cash reserve about \$200,000; bank has exceptional record of earnings. Deal including commission involves about \$30,000; half cash will handle. Inquire File No. 673.

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

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

### THE F. W. HINES COMPANY

820 Palace Building, Minneapolis, Minn.

### Important Domestic Matters

Coming home, all must be in sympathy with the purpose of the Coolidge administration to enforce further economies in government expenditure such as will lop off \$300,000,000 more. Washington estimates now are that this can be accomplished and at the same time, taxes be reduced by about 12 per cent. The plan for tax revision aiming to unburden industry, business and initiative from excessive taxation is to be again urged with assembling of the new Congress.

Consumption is not reaching and matching up with capacity to produce. Competition for orders is sharp and as between lines of business as well as competitors. Buyers realize this is their advantage. The recession is general with prices following the same trend. Industry is meeting this condition with curtailment in production, most marked in iron and steel, coal and copper. Other industries are working to get orders, often hand to mouth, with small sales even to odd lots. Extreme measures are being taken to stimulate purchases, often beyond the real power of the consumer and user. This applies particularly in certain lines, as to automobiles and other things which are not vitally necessary. It must be obvious that too many of our people are mortgaging or pledging their future and undetermined earnings to buy what they cannot immediately pay for. Earning power of the American people is so great that it is difficult to draw a safe line upon expenditures. There is more risk to our economic situation in this over-purchase of luxuries than there is from foreign invasion of our markets. On the other hand, we cannot expect to force products into Europe to the extent many think possible, because Europe cannot spend freely either in international trade or in home life, as neither nations nor peoples there possess anything like American earning power. In this connection, the common weal calls for circumspection in the extent to which American credits are provided to artificially create markets.—The Girard National Bank, Philadelphia.

### GAIN IN BANK DEPOSITS IN CALIFORNIA

San Francisco—The State Banking Department issued a report May 13, showing that the assets of state banks in California at the close of business on April 6, 1925, were \$2,415,153,145, an increase of \$30,075,769 since December 31, 1924.

Gross deposits were \$2,147,683,571.70 in April, an increase of \$14,453,084 from the December 31, last. Savings deposits were \$1,430,459,674.21 on the April date, while the commercial deposits were \$717,223,897.49 on the same date.

Loans of all types grossed \$1,476,654,950 on April 6, as against \$1,434,786,474 on December 31.

The banks had a gross capital and surplus of \$186,900,345 on April 6, as against \$186,833,125 on December 31.

### NEBRASKA POWER COMPANY GOLD BONDS

New York—Definitive first mortgage 5 per cent. Series A 30-year gold bonds due June 1, 1949, of the Nebraska Power Company, are now ready for exchange at the main office trust department of the Guaranty Trust Company of New York, against delivery and surrender of outstanding temporary bonds. Definitive securities will be delivered with the June 1, 1925, and subsequent coupons attached.

### CASHIERS WANTED

Population 1,500 near cities; deposits \$200,000; real opportunity. Salary \$2,500-\$3,000. Investment \$5,000. File C2587.

Town 500 near cities. A-1 bank, absolutely clean. Requires Catholic. Salary about \$1,800. Investment \$2500. File C2240.

We believe these are both attractive propositions and invite correspondence if you are interested.

### BANKERS SERVICE COMPANY

618 Builders Exchange Minneapolis, Minn.

### GERMAN-LUTHERAN CASHIER

Good opportunity with bank located within close proximity of Twin Cities. Capital and surplus \$37,000. Good salary, side money and rent. 25 shares available.

STENOGRAPHERS—Can place several young men with some stenographic experience.

SECRETARY-CORRESPONDENT—Lady. For officer of Protestant college located near city. Well educated—good personality. \$125.

### MIDWEST EMPLOYMENT BUREAU

1014 Lumber Exchange Bldg. MINNEAPOLIS, MINN.

### WE NEED

CASHIER—German Catholic—close Minneapolis—\$3,000 investment—salary \$150 and side—strong associates. No. 5268.

CONTROL—51 shares—at par—Wisconsin—75 miles from Twin Cities—good future—developing section—dandy opportunity—quick action necessary. No. 5263.

CASHIER—Southern Minnesota—25 shares and small dwelling. Salary \$175 and side. No. 5222.

CASHIER—Wisconsin—close Minneapolis—30 shares and modern residence. \$175 and side—clean shape—only bank. No. 5217.

### Northwestern Placement Bureau

720 Metropolitan Life Bldg., Minneapolis, Minn.

BANK HELP FURNISHED — NO CHARGE TO EMPLOYER

## THE NORTHWESTERN TRUST CO.

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

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ST. PAUL, MINNESOTA

## The Question of Compulsory Automobile Insurance

Although compulsory automobile insurance made but little headway in the recent Minnesota legislature, it is not a dead issue in Minnesota politics and may be expected to bob up at the next session two years hence. Therefore insurance men are keeping the subject before them to be prepared for future eventualities. At a recent meeting of the Insurance Club of Minneapolis, F. H. Stinchfield, an attorney who has made a deep study of the subject, gave a talk on compulsory insurance that brought out several new aspects of the question.

In the opinion of Mr. Stinchfield, compulsory automobile insurance cannot but lead to state insurance and this be offered as one of the major arguments against it.

### Would Drive State into Insurance

"If such a law were passed," he said, "the ultimate result of it would be that the state would go into the insurance business. It could not be avoided. There are some 14,000,000 to 15,000,000 motors in the United States. Some 25 or 30 per cent. of them are insured. If you drag in the other 70 or 75 per cent., you will make it so universal a matter that those required to give insurance who do not have it now, will demand state insurance. I don't need to tell you that, generally speaking, those who are now uninsured come within the following classes: Farmers, business men from country towns, laborers, large corporations with sufficient surplus to carry their own insurance. The first three cover the very large part of the uninsured. Do you have any idea that you could compel every farmer and every business man in the small towns to carry insurance and not have them insist that there be state insurance with the vain hope on their part that this state insurance would be cheaper than the private insurance? Have no such idea! Compel those men to insure and you drive the state into insurance.

### Would Mean Excessive Verdicts

"Yet if all could carry insurance, and if every jury knew that back of every accident is an insurance policy, the verdicts would be so excessive, so enormous in every case, that your rates would go beyond the purchasing power of even the ordinary driver of an automobile. This question of the feeling of a jury where insurance is involved is not a figment of the imagination. Every lawyer knows that he has not the same chance where an insurance company is interested in the defense as where he is representing the defendant who is uninsured. Somehow or other the jury knows it and the verdict is different. It may even make a difference between a verdict for the plaintiff and a verdict for the defendant and assuredly it makes a difference in the amount of the verdict the plaintiff recovers.

### Cars from Other States

"What would you do about cars coming from other states? Minnesota is full of tourists. Suppose Minnesota had such a law and neither Iowa, Kansas, Missouri, the Dakotas or Wisconsin had such a law. Would you permit these tourists to use your highways? Would you favor out-of-state citizens against your own? If a citizen from another state were injured, would you give him the advantage of the insurance? Could he recover? If your citizen were injured by an out-of-state driver, would you say that he, however, has no protection? Supposing there were state insurance in some other state and your citizen were injured. Would that state insurance of Missouri say protect the injured citizen of Minnesota? Could he sue here or would he have to go to Missouri to get the advantage of the insurance? Automobiles now know no state. They pass from coast to coast and from the Gulf to Canada. No one state can pass such a compulsory insurance law successfully."

### DEPOSIT BOX LIABILITY TEST CASE

Richmond, Va.—Liability of the Bank of Grottoes of Grottoes, Va., for loss sustained by a renter of a safety deposit box when the bank was robbed June 29, 1921, is involved in a case which the United States Circuit Court of appeals sitting at Richmond has under advisement. Hamel Brown sued for the recovery of \$4,000 for loss of valuables in a box which he had rented in the bank and he was awarded \$3,072 by a jury in the district court at Harrison-

burg. From this verdict the bank appealed. Brown claims that the box was a tin affair of flimsy construction, that it was not enclosed in a case of steel or similar material, as is customary in most banks, and afforded practically no protection against burglary. He also asserts that although there was sign over the front entrance of the bank stating that it was insured against burglary in the Maryland Casualty it turned out that it was carrying no such insurance at the time of the robbery. This was due, it is asserted, to the high premium rate demanded because of the alleged lack of protection against burglary.

The bank makes the general plea that Brown knew of the general unsafe condition of the institution and was negligent in failing to register Liberty bonds which comprised the principal contents of his box. Brown's suit, it is said, is a test one and in the event that final decision is given against the bank it will be made liable for losses sustained by others who also had their safety deposit boxes rifled.

## Cooperative Insurance Companies Find Payment of Dividends Difficult

A survey of the recent history of mutual and reciprocal compensation carriers discloses the fact that the payment of dividends by them is becoming increasingly more difficult. The latest company to find it inexpedient to return any "savings" to policyholders is the Integrity Mutual Casualty of Chicago, which announces to its policyholders that no dividends would be forthcoming on 1924 compensation business. The Utica Mutual of Utica, N. Y., last week announced a similar fact with regret. Compensation business has been generally unprofitable, and thus has served to emphasize the "cost" in the "at cost" slogan adopted by the reciprocals and mutuals. The Utica and the Integrity are not alone in donning the "sackcloth and ashes." In December, 1923 the American Mutual Liability, after having paid dividends of about 30 per cent. for more than 30 years, cut them to 20 per cent., and the Liberty Mutual of Boston followed suit with the same cut. In May, 1924, the Employers Mutual Insurance Company of Boston was examined by the New York insurance department, a deficiency was found in its special contingency surplus, and dividends were discontinued. Two months later, the Associated Employers Reciprocal of Chicago closed its doors, except for the purposes of paying debts totalling more than \$2,000,000, and the Associated Employers was one of the largest compensation writing reciprocals in the business. Dividends had been paid, almost up to the last minute, but James Gullett, the receiver appointed by a Federal court, declared they had not been legally paid for the last four years since there had been an underwriting loss.

### INDUSTRIAL SAFETY RECORD OF 100 PER CENT.

Chicago—A 100 per cent. record for industrial safety was achieved in April by the Universal Portland Cement Company, according to a report made public by the management. All its mills, located in various sections of the country, operated during April without having a single employe lose any time on account of accidents.

"With thousands of workers employed, manufacturing over five million sacks of cement last month and with operations speeded up to meet the heavy demands of spring construction without the occurrence of any accident, it is a gratifying result of years of safety education," declared B. F. Affleck, president of the company.

"Cement manufacture, in common with many other industries, is a hazardous occupation unless constant care is exercised by both company and employes. Think, for example, of the intense heat in the rotary kilns, rising to a temperature of almost 3,000 degrees or more than hot enough to melt steel and of the possibilities of accident in connection with them; or of the complicated electrical equipment which carries danger to the careless worker; or of the powerful crushers and rollers that crunch big chunks of rock and grind them to a powder fine enough to go through a sieve that will hold water.

"Yet, despite these hazards and despite the fact that employes include many nationalities and languages, mak-

ing group instruction difficult, the use of modern industrial safeguards to protect the health and life of workers and the constant safety education that has been conducted for 25 years, have resulted in the 100 per cent. perfect record established last month.

"The month of May marks the twenty-fifth anniversary of the organization of the Universal Portland Cement Company," concluded Mr. Affleck. "We believe there is no feature of this 'birthday' observance more gratifying than the ability publicly to announce this 100 per cent. record of safety in industry."

### Government to Print More Paper Money

Washington—The Treasury has made plans for printing more paper money in the next fiscal year than ever has been turned out by the American government in any other 12 months in history.

Orders have been prepared for the purchase of 200,000,000 sheets of distinctive silk fiber paper, from each sheet of which eight pieces of currency are to be made, and beginning July 1, next, the government Bureau of Engraving and Printing will be run at maximum capacity to meet the nation's paper-money requirements.

Never in any one year before had the orders for money paper exceeded 150,000,000 sheets. Coincident with announcement of the printing program, Assistant Secretary Dewey, made known that the Treasury would take its first step July 1 toward building up a reserve of currency. By this method it is hoped the life of the paper money may be prolonged. An opportunity will be had for curing the money before it goes into active service and this process is expected to keep it from fraying, cracking and otherwise going to pieces so easily.

The life of the one-dollar bill now is only about eight months, whereas Treasury experts figure it should be about a year. In pre-war days the average dollar bill would wear about 14 to 15 months. Mr. Dewey is convinced that higher prices, use of automobiles, the necessity of commerce and industry and modern ideas and habits compel the carrying of more money. Thus, the silver dollar has fallen into disuse and the dollar bill and bills of larger denomination have come into greater use with the result that they wear out more quickly.

The Treasury has not been able since the World war to print money fast enough to permit establishment of a reserve. Mr. Dewey says the bills now are printed and placed in circulation within ten days while tests have proved that they should not pass through the printing stages in less than a month and should be cured or seasoned two or three weeks longer. With the gigantic program out for the next fiscal year, it is his belief that current demands can be met and a return to the proper process of handling the bills may be accomplished.

### INCORPORATIONS INCREASE

There is exceptional activity in the formation of new enterprises, which seems to suggest that bankers, manufacturers and merchants are more cheerful regarding the business outlook. During April, according to a compilation made by the Journal of Commerce of New York, 825 companies with an authorized capital of \$100,000 or over were incorporated under the laws of the different states, representing a grand total of \$886,592,491. This is considerably above the monthly average for years. In March, 916 concerns took out charters with a combined authorized capital of \$806,402,000, while in April a year ago 801 new enterprises were incorporated with an aggregate capital of \$528,857,000.

Since January 1, 3,104 new companies were formed with an authorized capital of \$2,801,906,791. During the corresponding period a year ago 3,153 concerns were chartered, representing the sum of \$3,157,600,600, while in the first four months of 1923, 3,332 companies took out charters involving \$2,612,039,000.

### MOUNTAIN STATES POWER COMPANY INCORPORATED IN WYOMING

C. M. Brewer, vice president and general manager of the Mountain States Power Company, has announced the incorporation of his company under the laws of the state

of Wyoming, to take over operation of the properties formerly owned by the Natrona Power Company, purchase of which was recently announced by H. M. Byllesby and Company. The properties will be operated as the Wyoming division of the Company, with headquarters at Casper.

Mr. Brewer also announces the appointment of W. D. Johnson as manager at Casper, succeeding Mr. E. P. Bacon, who is retiring to devote his attention to personal interests. Mr. Johnson, formerly was general superintendent of the Natrona Power Company. Hon. Patrick Sullivan, former president of the Natrona Power Company, has been elected a vice president of the Mountain States Power Company.

In announcing the appointment of Mr. Johnson as manager, Mr. Brewer explained that it was the intention to retain the personnel of the local operating organization in Casper as far as possible. After inspecting the properties he praised the standard of construction and maintenance, and stated that the Byllesby organization was highly pleased with the condition of the properties and the character of the management.

Mr. Brewer also announced that the customer-ownership policy would be introduced at Casper in the near future, in order to permit customers and employes of the Company to become financially interested in Mountain States Power Company.


### STATISTICS

Old Uncle Eben Jones went into a life insurance office and requested a policy.

"Why, uncle," said the president, "you are too old for us to take the risk. How old are you?"

"Ninety-seven come next August," said the old man, and added testily, "If you folks will take the trouble to look up your statistics, you'll find that mighty few men die after they're 97."—London Weekly Telegraph.

1899	JOHN H. GRIFFIN, PRESIDENT	1923
<b>NORTHWESTERN</b>		
<b>FIRE &amp; MARINE INSURANCE CO.</b>		
MINNEAPOLIS, MINN.		
<b>January 1st, 1924</b>		
Assets - - - -		<b>\$1,897,337.73</b>
Liabilities - - - -		<b>628,660.53</b>
Cash Capital - - - -		<b>400,000.00</b>
Reinsurance Reserve -		<b>642,385.76</b>
Surplus to Policyholders -		<b>626,291.44</b>
<b>Writing</b>		
<b>Fire—Tornado—Lightning—Hail</b>		
<b>Automobile—Rents—Use and Occupancy</b>		
<b>Insurance</b>		



## Good Business

As a matter of sound business, the Lincoln National Life sees to it that its salesmen succeed.

The process starts with the selecting of men who have the spark of success in them. Their natural ambitions are fanned into the flame of achievement by helpful methods which equip them to do business effectively and which constantly back them up in the carrying on of their field work.

Because of its sales principle that every Lincoln National Life representative must succeed it pays to

**LINK UP WITH THE LINCOLN**

### THE LINCOLN NATIONAL LIFE INSURANCE CO.

"Its Name Indicates Its Character"

Lincoln Life Building Fort Wayne, Indiana

Now More Than \$360,000,000 in Force

## City Campaigns for Spring Cleaning and Planting

Chicago—The nation-wide campaign initiated by the National Association of Real Estate Boards for the cleaning up of properties along railroad rights of way is being combined in a number of cities with a general campaign for improving the appearance of the entire city.

Spring clean-ups and spring plantings of lawns and shrubbery not only lead to summer blossoming for the edification of the individual families undertaking the improvement; they also lead to greater sale value of individual holdings, greater community attractiveness, and higher real estate values for the city as a whole, the real estate boards point out.

Approximately 80 cities are undertaking, under the leadership of their real estate boards, the improvement of their appearance as presented to travelers passing through them by rail.

The work is being carried on with the co-operation of railroad companies, industrial companies having track frontage, civic organizations in the various cities and the newspapers and the business men of the communities. In Long Beach, California, for example, the city council has endorsed the movement, and offered the use of the city wagons and other equipment in carrying on the work.

Improvements undertaken vary all the way from the temporary screenings of city dump heaps to the tearing down of unsightly and abandoned buildings, and the boulevarding of rights of way with trees and flowers.

Oleanders on both sides of the highway for several miles out of the city have been planted to form the city entrance to Davenport, Florida. A 50-foot strip running two miles south of the city along the entering railroad tracks has been planted with flowers, shrubs and palms. In addition an 80-foot strip parallel with the park has been made a boulevard, thus forcing all lots to face the boulevard. The Davenport Realty Board has co-operated with the chamber of commerce in bringing about this improvement. The increased value of real estate in the city has far exceeded the cost of the improvement, the board reports.

The Des Moines, Iowa, Real Estate Board has secured a pledge from six railroads traversing the city to keep rights of way free of rubbish and weeds and has pledged industries bordering these lines to sod and landscape the grounds seen from the roads. Des Moines newspapers refer to the board's committee as "Des Moines' municipal show window committee." The "show window" as represented by miles of trackage within that one city's limits, is 60 miles long.

The Galveston Real Estate Board is having the co-operation of its Women's Civic League in temporarily screening and later eliminating a city dump prominent from the railroad approach. The St. Paul, Minnesota, Real Estate Board is working out its clean-up plans under the leadership of the city planning board. It will make a survey of back lot property along the rights of way and reach flagrant nuisances if necessary through the health department.

The Casper, Wyoming, Real Estate Board reports that its request to railroad officials for right of way improvement has resulted in a clearing of rubbish and weed accumulation that had never been disturbed since the tracks were laid, 30 years ago.

## Farmer Must Look to Soil Not Laws for Success

Atlantic City, N. J.—Vital necessity for effective agricultural development and modernizing of banks to meet greatly increased demands caused by widespread prosperity and business expansion, were keynotes stressed by speakers before the thirtieth annual convention of the Maryland Bankers Association recently held here.

In his annual address, J. Enos Ray, president of Prince Georges Bank, Hyattsville, Md., and president of the association, declared this country is now witnessing an "era of prosperity that in many respects probably has no precedent in the history of the United States." He said that

despite heavy taxation and other depressing situations, practically all industries are operating on full time schedule there is a minimum of unemployment and "money is plentiful."

Significant factors in this situation, he said, are extension of the credit system, wide distribution of wealth and establishment of labor banks. "Does this mean," he asked, "that the old fictitious barrier between labor and capitalist is being gradually rubbed out?"

President Ray referred to the agricultural situation as the "dark spot of the picture" and said that the problem is one that will "not be solved by legislative panaceas or the nostrums of the demagogue."

Education of the farmer in efficient methods and in attractive home building, as well as arousing enthusiasm on the part of the youth in agricultural sections, said President Ray, "is the one force above all others that may be counted on to show results in the solution of the agricultural problem."

"The majority of the farmers' problems are economic in character," according to Daniel H. Otis, of Madison, Wisconsin, former dean of the University of Wisconsin and director of the Agricultural Commission of the American Bankers Association who addressed the convention, "and in the long run the farmer must work his own way out.

No form of legislation can keep up the fertility of the soil. The best the Government can do is to keep conditions such that economic forces can have free play.

"The present agricultural problem is not increased production but more economical production. The farmers, where unsuccessful, are using poor methods. We complain of high taxes, but the highest tax farmers are paying is the tax of ignorance. There are wonderful opportunities for efficient farmers, but education is necessary and the bankers should aid in spreading this. The banker and farmer must pull together. Their interests are identical."

## Plan National Research to Develop Industrial Gas Equipment

Atlantic City—The establishment of a national research organization to make gas available to all industrial fuel users was the proposal made here today at the annual spring conference of the American Gas Association by Charles A. Munroe, chairman of the board of the Laclede Gas Light Company of St. Louis and a former president of the association.

As outlined by Mr. Munroe, the objects of the new organization, to be underwritten by the manufactured gas companies of the country, would be to develop efficient gas burning equipment for all fuel users in industry and enable the gas companies to meet the demand for gas fuel wherever heat is required.

It is understood that Mr. Munroe has the support of other leading public utility executives for his project and that leaders of the gas industry are studying its details with the greatest interest.

"The present tendency to conserve our national resources, especially oil and natural gas, makes it inevitable that the manufactured gas industry will have to shoulder the heating burdens of the country," he said. "The gas industry is now equipped to supply all the immediate fuel requirements for industry, millions of dollars having been spent for improvements and new construction during the past two years.

"We must now go a step farther by developing gas burning appliances to make gas the universal fuel, as it is now the most economical medium for even the most intricate and exact of heating operations.

"Although 25 per cent. of the present output of manufactured gas in this country is being used in industry, the majority of industrial fuel users are still either employing wasteful and outworn methods of combustion, or have been forced to turn to electricity, a power producer, in spite of the fact that electricity costs three times as much as gas and also in spite of the fact that electric appliances cost twice as much as gas appliances.

"Heretofore no one has been able to spend enough time and money to develop the proper appliances for the utili-



Bank established in 1864

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Deposits, December 31, 1923.....	ca. "	693,000,000.—
Total assets, December 31, 1923.....	" "	1,032,000,000.—

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zation of gas fuel in industry. As the demand for gas is increasing, the immediate development of such appliances becomes an obligation."

Mr. Munroe proposed that a fund be provided to finance an organization to carry on research along these lines over a period of five years. He stated that there are companies now engaged in manufacturing industrial appliances who could undertake this work and carry it to a successful conclusion.

## Excessive Taxation is Held to Be Industrial Drawback

Dayton, Ohio—That excessively heavy taxes are holding back the full measure of prosperity to which the nation is entitled is the conclusion made by J. H. Barringer, first vice president and general manager of The National Cash Register Company, Dayton, Ohio, upon his recent return from a 3,000 mile automobile trip of business investigation in 30 of the larger eastern cities.

"Bring down the taxes for industry and for the individual and you will start America on the way to progress and unparalleled prosperity," Mr. Barringer declared. "We cannot handicap business and the individual and expect the kind of development here that we need and want. Our industrial life is retarded. Private citizenship, suffering from the taxation load, is not as hopeful as it should be. Cut the taxes and then watch things hum!"

Despite excessive taxation and its retarding effect upon big business, or the key-industries, Mr. Barringer said that, taken collectively and all over the nation, the prospect is promising. Traveling, as he did, by motor through the leading industrial districts of the country, he was impressed he said, by the optimistic outlook for trade.

### Much Building Going On

"There is a great deal of building going on," he declared. "It is a hopeful sign to see new homes going up all over the sections of the country that I have visited. This means stability for cities. Many stores are being remodeled and made more up to date in keeping with the desire of proprietorship for modern methods of transacting business. The second half of the present year, I think, is going to produce enough business not only to exceed the first half, through which we are now passing, but there are strong possibilities of making 1925 from a trade and industrial standpoint a year of growing prosperity and happiness for our people.

### Will Not Come by Magic

"But this thing we call prosperity is not going to come about by magic. Taxes must be reduced! We may as well face this matter without attempting to 'kid-glove' it. The excessive taxation burdens carried by big business as well as by the individual unquestionably hinder progress. With business and individual alike such heavy taxes are checking development and holding back prosperity of the size we are entitled to enjoy in America.

"The war time tax burdens the minds of progress. Reduce the load from business and it will be in a position to give more employment to those who need it. Give the individual a relief from the excessively heavy tax load he is carrying and you will find him reacting with a clearer mind and ready for the big jump forward.

"These things are apparent to anyone who takes the

time to study the situation. It is perfectly plain that these taxation changes must be brought about before we can get under way, full steam ahead, in America."

## LESS MONEY IN CIRCULATION IN UNITED STATES

Washington—Treasury Department circulation statement shows total money in circulation on May 1 decreased \$50,976,437, from \$4,776,167,142 on April 1 to \$4,725,190,705. Current decrease is accounted for by reduction in gold coin and bullion of \$16,236,000, withdrawal from circulation of \$4,000,000 United States notes, \$26,000,000 in Federal Reserve notes and \$13,000,000 national bank notes, offset by an increase in gold certificates of \$4,000,000 and silver certificates of \$5,000,000.

Per capita circulation was \$41.50 against \$41.99 April 1 and \$42.33 on May 1, 1924.

Total stock of money declined from \$8,338,021,645 on April 1 to \$8,306,952,956 or by \$31,068,689. Decrease, compared with a year ago when total was \$8,776,575,139, is \$369,622,183.

Gold and bullion stocks were reduced \$11,248,872, smallest reduction of any month since exports of gold were resumed in December. Since resumption, shipments were for December \$22,660,361; January \$65,299,706; February \$58,505,229; March \$18,437,734 and \$11,248,872 for April, bringing total to \$176,151,902.

## NEW DIRECTORS OF DODGE BROTHERS, INC.

New York—New directors of Dodge Brothers, Inc., consist of the following: Theodore H. Banks, vice president, American Exchange National Bank of New York; George W. Davison, president, Central Union Trust Company, of New York; Clarence Dillon, Dillon, Read & Co.; Horace E. Dodge, Jr., Detroit, Mich.; Bernard A. Eckhart, president, B. A. Eckhart Milling Co., Chicago; Herbert Fleishhacker, president, Anglo & London Paris National Bank, San Francisco; Frederick J. Haynes, president, Dodge Brothers, Inc., Detroit; R. P. Lamont, president, American Steel Foundries Company, Chicago; Hunter S. Marston, Blair & Co., Inc., New York; Harry V. Popeney, secretary and treasurer, Dodge Brothers, Inc., Detroit; Henry M. Robinson, president, First National Bank, of Los Angeles; Reeve Schley, vice president, Chase National Bank, New York; Arthur T. Waterfall, vice president, Dodge Brothers, Inc., Detroit; Harrison Williams, New York, and Edward G. Wilmer, Dillon, Read & Co.

## NO CHANGES PLANNED FOR WASHINGTON STATE BANKING DEPARTMENT

Spokane, Washington—Harry C. Johnson, formerly cashier of the Farmers' and Merchants' bank of Walla Walla, who recently succeeded J. C. Minshull as supervisor of the state banking department of Washington, has announced that the personnel of the department is a highly trained and efficient organization, "and," he added, "I can see no reason for making a change. In fact, no changes are contemplated at this time."

## SOUTHERN CALIFORNIA BANK

Capital \$50,000; surplus \$7,500; deposits \$300,000. Assets clean. Sufficient guaranty. 15 miles from Los Angeles. 51% of stock offered. Investment \$41,000.

## SANDERS-McCULLOCH CO.

1005 Story Building Los Angeles

## Recent Legal Decisions and Question Box

Conducted by ALLEN & FLETCHER, Attorneys, Minneapolis

This Department will answer free of charge legal questions which may be asked by subscribers. Address Commercial West.

**Unrecorded bill of sale unaccompanied by actual manual delivery of chattels covered thereby is invalid as against creditor of vendor.**

Action in replevin brought by L. L. Nethaway against M. Clark, sheriff of Douglass County, Nebraska. The facts were that Stella Nethaway recovered a judgment of \$2,000 against her husband, Claude Nethaway. An execution was duly issued and an automobile in the possession of C. L. Nethaway was sold. L. L. Nethaway, the mother of C. L. Nethaway brought an action in replevin to recover the automobile from the sheriff. Her action was based on the fact that prior to the seizure of the car her son, C. L. Nethaway, had given her a bill of sale, which had never been filed for record. Bill of sale showed on its face that it was for an antecedent debt due from C. L. to L. L. Nethaway. The lower court held that the defendant, Clark was entitled to judgment. The supreme court of Nebraska affirmed the lower court, holding that a bill of sale intended to operate as a mortgage of goods and chattels, which is not accompanied by an immediate delivery and be thereafter followed by an actual and continual change of possession of the goods, shall be void as against any creditor of the mortgagor, unless said bill of sale is filed in the office of the county clerk of the county where the mortgagor resides.

\* \* \*

**Bank holding county warrants issued to engineer may recover from the county.**

In November, 1915, there was a petition, duly signed and filed in the district court of Traverse County, asking for the establishment and construction of a public drainage system, to be known as judicial ditch No. 8 of Traverse and Big Stone counties, together with a good and sufficient bond conditioned upon the payment of the costs and expenses of preliminary work in case said ditch was not constructed. Thereafter such proceedings were had that the judge of the district court, on January 16, 1922, duly made and filed an order directing that a survey of such proposed drainage system be made, to assist in determining the feasibility of the project, and appointed S. B. Gardner, a competent civil engineer, to make a survey and report of such drainage system. Accordingly, Gardner entered upon such work and caused a survey and report to be made, pursuant to such order, and, in so doing, employed divers persons to assist him therein. Bills for such work were presented to the court for allowance, as the work progressed, and were duly allowed and ordered paid. Thereafter, county warrants were issued by the county auditor in payment therefor, totaling in number 21, and aggregating in amount \$713.82. Subsequently the Swift County Bank purchased said warrants and presented them for payment, which was refused by the county treasurer upon the ground that there were no funds in the treasury provided for that purpose. At the time the warrants were issued, as well as when presented for payment, there was not sufficient money in the fund upon which they were drawn to meet them, and the bonds, filed in connection with the petition, were of insufficient amount to protect the county from loss incurred in such drainage proceeding, if it should pay such warrants, and the system was not established.

A suit by the bank against the county resulted in a judgment for the plaintiff and an appeal to the Minnesota Supreme Court, affirmed the decision stating the law to be as follows:

"By section 5571, G. S. 1913, the primary liability for services of an engineer, in a public drainage proceeding, regardless of the sufficiency of the bond, filed the petition, is cast upon the county. This is true whether the ditch proceeding has been dismissed or not.

In State vs. Hansen, 140 Minn. 28, 167 N. W. 114, it was

held that the duty of financing a drainage project was constitutionally imposed upon the county and that, if loss resulted, it was a loss incidental to the position of the county as an agency of the state. We find no reason for interfering with the judgment appealed from. The fact that the ditch extended into more than one county is unimportant.

Swift County Bank vs. Traverse County. 202 Northwestern Reporter. 827.

\* \* \*

**A negotiable note which has been substituted for other notes of the payee does not depend upon the negotiability of the note first given for its validity.**

This was an action brought by the Commercial State Bank of Britt against Beers. The facts were:

The note in suit is the third in a succession of notes given by the defendant for the same debt. The payee in the first note was the Iowa Bankers Mortgage Company. The payee in the last two is the plaintiff. In May, 1919, the defendant Beers purchased by subscription 100 shares of stock at par in the Iowa Bankers Mortgage Company. He gave two notes therefor, \$7,500 and \$2,500 respectively. He purchased the same through Silvers as agent. Beers was an experienced business man, and knew that he was purchasing stock in a corporation that was in the process of formation. The wrong which Beers suffered arose not so much from the then existing fraud perpetrated on him as the after conduct of the promoters of the new corporation who largely absorbed the proceeds of sales of stock in alleged promoting expenses incurred by themselves. The notes given by Beers were offered for sale to the plaintiff bank, which declined to purchase them on any other condition than that Beers should assent thereto and agree to give his own notes therefor to the bank in lieu thereof. This attitude of the plaintiff was communicated to Beers, who consented to such condition and agreed to execute new notes to the plaintiff therefor. This agreement was performed both by Beers and by the plaintiff. Pursuant to the initial agreement the bank purchased the notes and delivered the same to Beers when he executed new notes to the plaintiff itself. Later Beers paid the \$2,500 note. Still later he declined to pay the \$7,500 note, and the plaintiff brought suit thereon.

The supreme court of Iowa sustained the lower court holding,

The title of the plaintiff to the present note is not dependent upon the question whether he was a holder in due course of the original note executed to the Iowa Bankers Mortgage Company. The plaintiff purchased that note pursuant to an agreement with Beers. The agreement with Beers was presumptively valid as such. Beers was competent to make it, and it was not lacking in legal consideration, other and distinct from the original consideration which purported to move the corporation to Beers in the original transaction. The agreement between plaintiff and Beers, like any other contract, was subject to attack for fraud if any. The burden of proving such fraud, however, would be upon the defendant. In such a case it would not be sufficient for the defendant to show fraud perpetrated upon him by the Iowa Bankers Mortgage Company in obtaining the first note if such first note given to the Iowa Bankers Mortgage Company has been non-negotiable in form so that no one could be a holder in due course under it, this would not prevent the defendant from entering into a binding agreement with the plaintiff, in advance of its purchase, to the effect that he would execute his notes to the bank itself as an inducement to the bank to make the purchase. For the purpose, therefore, of determining the binding character of the defendant's agreement, it is not a controlling question whether the note to be purchased was negotiable or not nor whether the plaintiff as purchaser would be a holder in due course or not.

The absence of proof of fraud in that very transaction we have presented a simple case of a simple contract between the plaintiff and Beers, pursuant to which Beers

obtained his corporation stock note, and pursuant to which also he obtained an issuance of the stock.

Sustained. Commercial State Bank of Britt vs. Beers. 202 Northwestern Reporter. Page 757.

\* \* \*

**In South Dakota a stock subscription in a corporation to be formed, which has not complied with the Blue Sky laws, is void.**

This was an action brought by the Hamlin County Live Stock Sales Pavillion Company vs. H. M. Karlstad. The facts were that Karlstad with others, signed a subscription contract whereby they each agreed to purchase and pay for a specified amount of the capital stock of a certain corporation to be thereafter organized.

Such corporation was organized thereafter, and defendant was called on to pay for and receive the stock for which he had subscribed. This he refused to do.

One of the grounds on which defendant refused to pay for said stock is that the parties to the said subscription contract had not complied with the so-called "Blue Sky" Law (sections 10127, 10149, inclusive, Code 1919), claiming that for that reason the said contract was void; plaintiff contending that said law does not apply to subscriptions for stock made prior to the organization of the corporation brought this action to enforce such payment.

The lower court held that the subscription was void and entered judgment against the Pavillion Company. The supreme court of South Dakota sustained the lower court, saying:

Section 10128, C. 1919, provides that every person or association, incorporated or unincorporated, who shall engage in the business of negotiating for the sale of any stocks to be issued by him or it within this state shall for the purpose of this law be a domestic investment company. Section 10130, C. 1919, provides that before selling, offering for sale, taking subscriptions for, or negotiating for the sale in any manner whatever in this state, of any stocks, bonds, etc., shall file in the office of the Securities Commission a statement in full detail of the plan upon which it proposes to transact business; a copy of all contracts, stocks, bonds or other instruments which it proposes to make with, or sell to, its contributors or customers, together with a copy of its prospectus, etc. Section 10140 provides that it shall be unlawful for any investment company, either directly or indirectly, to sell or cause to be sold offer for sale, take subscriptions for, or negotiate for the sale in any manner in this state, of any stocks, bonds, etc., except as expressly exempted by law, unless and until the Securities Commission has approved thereof and issued its certificate in accordance with the provision of said law; and section 10149 provides a punishment by both fine and imprisonment for the violation of any of the above provisions.

Under the provisions of section 10128 the association, whatever its form, that secured the subscription of defendant was an investment company. Under the provisions of section 10130 it was the duty of said investment company before taking any subscriptions to file with the Securities Commission a detailed statement of the plan upon which it proposes to do business. Sections 10140 and 10149 make it not only unlawful, but a penal offense to violate any of the above provisions of the law.

For the reasons therein stated the subscription by defendant that is sued on in this action is void, and plaintiff is not entitled to recover.

Hamlin County Live Stock Sales Pavillion Company vs. Karlstad, 202 Northwestern, 141.

**NEW NORTHWESTERN PATENTS**

The following patents were issued May 12, 1925, to Minnesota and Dakota inventors, as reported by Williamson, Reif & Williamson, patent attorneys, 925-935 Metropolitan Life Building, Minneapolis, Minn.:

O. Benson, Red Wing, Minn., Headlight; A. T. Hansen,

Minneapolis, Minn., football game; J. D. Kaestner, Minneapolis, Minn., nozzle holder; J. H. Olson, Red Wing, Minn., hair bobbing gauge; H. S. Rockwell, Minneapolis, Minn., stirrup chair; J. M. Schoeberl, Slayton, Minn., hand bag; H. E. Shedd, Minneapolis, Minn., calendar; M. E. Sipe, Minneapolis, Minn., piston ring; H. Teagle, Minneapolis, Minn., motor robe; E. Turgeon, Minneapolis, Minn., wire coiling machine; C. Ulseth, Marshall, Minn., wheat and flax sieve; G. H. Bugenhagen, Minot, N. D., ladder stool.— (Advertisement).

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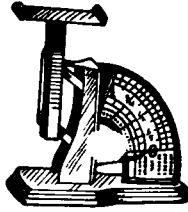
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Patent and Trademark Litigation. Solicitors of U. S. and Foreign Patents, Trademarks and Copyrights  
James F. Williamson, 40 years' practice,  
Formerly Examiner U. S. Patent Office.  
Charles C. Reif, 12 years Examiner U. S. Patent Office.  
Geo. F. Williamson, formerly Assistant to J. F. Williamson.

**LEGAL DECISIONS**

The complete opinion in any case noted in this department and reported in the National Reporter System, can be obtained from the West Publishing Company on receipt of twenty-five cents.

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## Apportionment of North Dakota's License Fees

Bismarck, N. D.—An audit statement of the state highway commission made by O. B. Lund, auditor for the state board of auditors, submitted today, shows what is done with the money paid into the state motor vehicle registration department by motorists of the state.

The motor vehicle tax dollar is divided as follows: 15.91 cents to the state bridge fund, as provided by law; 13.09 cents to the operating fund of the highway commission; 5.27 cents for administering the motor vehicle license law; 3.29 cents to the 10 per cent. road fund to be spent by the highway commission for counties; credited to counties on highway commission books, 29.58 cents; remitted directly to county treasurers in proportion to collections from each county, 32.86 cents.

### Total 1924 Disbursements

Collections for motor vehicle licenses amounted to \$816,871.15 during 1924, and the money was disbursed as follows:

Operating commission .....	\$106,925.00
Operating motor vehicle department.....	43,075.00
Ten per cent. fund.....	26,843.55
State bridge fund.....	130,000,000.00
Credited to counties.....	241,592.02
Remitted to county treasurers.....	268,435.58

### Engineering Cost Held Low

Highway commission engineers believe that the audit shows a good record for low engineering and administrative expense, since the total highway funds derived from the motor vehicle department, Federal aid and county matching of Federal aid resulted in expenditures from \$2,435,964.30 from November 1, 1923 to December 31, 1924. Of the total operating expenditures of \$106,925.00 for the last year, \$47,404.36 was paid out for salaries of officers and engineering force.

The equipment department of the highway commission, which handles the surplus war materials, automobiles, trucks, mileage accounts and shop work for the state highway commission is shown by the audit report to have a deficit of \$51,211.36 on December 31, 1924. Of this, \$36,677.92 is listed as having accrued prior to the last audit, November 21, 1923, while the deficit since then is \$17,533.44. Much of this deficit appears to have been incurred however in the equipment department furnishing services for the highway commission. There is listed as a gross trading profit on the war materials from November 20, 1923 to December 31, 1924 of \$19,087.07.

During this period the equipment department made sales totaling \$48,654.20, being mostly sales of equipment, such as trucks to counties for road work. The cost of the sales was \$12,796.28, the decrease in value of inventories \$16,770.85, leaving a gross trading profit of \$19,087.07. The expenses of the department, however, were increased by salaries in the highway commission shops, gas and oil furnished and automotive parts purchased.

### CLAIMS AGAINST NORTH DAKOTA'S GUARANTY FUND COMMISSION IN HANDS OF REFEREE

Bismarck, N. D.—The question of reimbursement of Bank of North Dakota funds in closed banks for which claim has been made against the depositors' guaranty fund commission, has been placed in the hands of Referee C. J. Fisk.

The chief question before the referee, as presented by Clyde Duffy, attorney, for the commission; and P. H. Butler of the bank's legal staff; and E. B. Cox of Bismarck, is with regard to redeposits. It is estimated that about \$1,000,000 is involved in the claims.

The depositors' guaranty fund commission rejected the Bank of North Dakota's claims on two different theories. One was that deposits were secured in some cases by collateral or other obligations, and that the redeposits really were loans and not deposits.

In taking up claims against the First State Bank of Crystal Springs, the first before Referee Fisk, it was shown that the Bank of North Dakota had about \$12,000 on re-deposit there. It was explained that when the compulsory deposit law became effective checks were given by local

treasurers on this bank, sent to the Bank of North Dakota and the checks were returned to the local bank as "re-deposits." The question in such instances, according to Mr. Duffy, is a legal one, as to whether the redeposits constitute deposits within the meaning of the guaranty fund law.

### BANKERS COMMEND DEVELOPMENT WORK

Minot, N. D.—Funds expended by the immigration and development committee of the Northwest North Dakota Bankers Group during the last year have been the best investment northwest North Dakota has ever made, according to a report of the committee's board to the bankers meeting here. By persistent effort, Northwest North Dakota has learned to function as a unit on development work, the report asserts.

### COMBINED NATIONAL BANK WEALTH NEARLY 24 BILLIONS

Washington—Combined resources of the national banks of the United States amounted on April 6, the date of the last bank call, to \$23,832,473,000, or an increase in the last 12 months of \$1,769,575,000.

Every phase of national banking operations showed important increases. Loans and discounts of all the banks aggregated \$12,468,836,000, an increase of more than half a billion in the year since the corresponding bank call of 1924.

Total deposit liabilities amounted to \$19,382,947,000, an increase of \$1,784,251,000 over deposits a year ago. Included in the deposit liabilities were items of \$3,418,841,000 as balances due to other banks and bankers and demand deposits, including government deposits, aggregating \$10,178,895,000.

Postal savings deposits included among the government accounts were reported at \$5,785,211,000, an increase of \$676,241,000.

The statistics revealed a slight decrease in the ratio of loans and discounts to total deposits by comparison of the last call with the call of March 31, 1924. On the call this year the percentage of loans and discounts to total deposits was 64.33 compared with 67.92 on the date of the corresponding call last year.

### CANADA ASKS THAT STEPS BE TAKEN TO STABILIZE MONEY

Ottawa—The Banking and Commerce Committee of the House of Commons has adopted a recommendation that the Canadian delegates of the League of Nations be instructed to bring before the League, the question of securing greater stability in the purchasing power of money. This action was taken with a view of obtaining concerted action by the various nations.

W. G. Good, member of Parliament, has urged at the last three meetings of the committee that an International Conference be called on problems of money, currency and finance, due partly to the fact that commerce and industry, were suffering greatly by reason of large and rapid changes in monetary purchasing power. The question has brought forth considerable discussion and the recommendation that the matter be placed before the League of Nations was carried on an amendment to the original resolution by Alfred Speakman, another member of Parliament.

### MONTANA'S BEE INDUSTRY GROWING

Helena, Mont.—Extent of the bee keeping industry in Montana and its expansion in recent years has been brought forcibly to the attention of the State Department of Agriculture in connection with the passage by the recent legislature of an act requiring the registration with that department of all colonies of bees maintained within the state.

According to Commissioner A. H. Bowman, more than 1,000 persons are now keeping bees in the state, this fact being brought out when it was decided to mail to each bee keeper a copy of the new law, together with an application for registration. A list of these persons obtained from the state association of bee keepers totalled in excess of 1,000.

## Analysis of Taxable Property in South Dakota

Pierre, S. D.—Farm lands and property represent 71.49 per cent. of the assessed wealth of South Dakota and pay 57.5 per cent. of the state's taxes, according to a compilation made public by Glenn Preston, secretary of the South Dakota tax commission.

Town and city lots and real estate represent 8.84 per cent. of the state's assessed wealth and pay 20.4 per cent. of the taxes. Personal property constitutes 8.78 per cent. of the assessed wealth and pays 12.19 per cent. of the taxes. Telephone companies' property constitutes .32 per cent. of the state's assessed wealth, and pays .51 per cent. of the taxes. Public service companies are assessed at 6.72 per cent. of the state's total and pay 8.71 per cent. of the taxes. Moneys and credits, constituting 3.85 per cent. of the assessed wealth, pay .69 per cent. of the taxes.

Ninety-three and .96 of all the state's assessable property is assessed by local assessors, according to Mr. Preston's figures. This, he points out, makes the local assessor by far the biggest and most important figure in the state's taxation system and makes his job a vital one in the state's money-raising machine.

The rest of the assessing is done by the state tax commission, which is endowed by law with power to assess some property in the state on a state wide basis rather than by counties. From the 93.96 per cent. of the assessable property evaluated by local assessors comes 90.78 per cent. of the state's tax income.

### PRICES OF SOUTH DAKOTA FARM PRODUCTS LOWER IN APRIL

Brookings, S. D.—Prices paid to South Dakota farmers for their products fell six points during the month of April, according to a report just issued by the farm economics department at South Dakota State College. The index number of prices to farmers in South Dakota declined from 160 in March to 154 in April.

Of the 13 major farm products, six declined in price, two were stationary, and only five rose in price, according to the report. The four products of greatest concern are: hogs, which remained stationary; beef rose from 137 to 141; corn declined from 172 to 156; and wheat declined from 175 to 147. In figuring a price index, the prices of 1910-1914 are considered as 100.

### TWO FARM LOAN COMPANIES FORM MERGER AT ABERDEEN, SOUTH DAKOTA

Aberdeen, S. D.—With the combination of the Narregang Investment Company of this city with the G. W. Hart Farm Mortgage Company of Watertown, two of the oldest investment companies in this section of South Dakota, will be located in Aberdeen.

The mortgage loan business of the Narregang Company was started by S. W. Narregang at Aberdeen in 1882 and through his individual effort laid the foundation for the present company.

G. W. Hart was engaged in the banking business at Bryant, S. D., and started into the Real Estate Loan business over 20 years ago, later moving to Watertown and in 1915 organized the present corporation.

### SOUTH DAKOTA LOAN GROUP PROUD OF RECORD

Newell, S. D.—The Newell National Farm Loan Association has been advised by the Federal Land Bank of Omaha that records show a clean slate for all borrowers from the association. The amortization payments have been met promptly and also taxes have been fully paid up to date on each tract of land given as security.

### MORE LAND BEING CULTIVATED IN SOUTH DAKOTA

Buffalo, S. D.—Estimates place the amount of land under cultivation west of the Missouri river in this state as double the amount this year of that of 1924. The Milwaukee Railroad estimates that at least 250 farmers have settled in its territory this spring.

During the first three months of this year the Milwaukee

railroad carried 120 carloads of immigrants' effects to points in South Dakota west of the Missouri. Shipping statistics show that on one branch alone over \$20,100,000 worth of farm products were marketed at stations west of the river in 1924, this being an increase of \$6,000,000 over that of 1923.

### HOMESTEADING ON WESTERN CANADA LANDS

Winnipeg—More than 50,000,000 acres of land in Western Canada have been settled by homesteading since 1870, according to a report made public by the Federal Department of the Interior.

Homestead entries totaling 3,824 covering 614,880 acres were entered in the Prairie provinces in 1924, the report sets forth. Soldier homestead grants amounted to 113,600 acres, bringing the total settlement on free government land up to 728,480 acres last year. Of 30 nationalities represented in the homestead filings last year, 70 per cent. of the registration comprised English-speaking races.

That homesteading will continue to be a factor of western land settlement is shown by figures in the report which points out that in the last year newly surveyed lands in 59 townships in Manitoba, Saskatchewan and Alberta, were made available for homesteady entry:

"Land settlement in western Canada," says the report, "is more systematized and regulated now than it has ever been. While conveniently located homestead land in the Prairie provinces is dwindling, there are millions of acres of fertile lands within 15 miles of railroads which can be bought at prices much lower than those prevailing for similar land in the United States. Western Canada is a country of opportunity for those who are willing to work for success."

### GERMAN 1925 BUDGET DEFICIT OF 678,000,000 GOLD MARKS

Washington—Official budget estimates for the fiscal year of 1925, dating from April 1, provide for tax receipts of 6,527 million gold marks as compared with 5,243 million for the 1924 fiscal year, according to cable to the Department of Commerce by Assistant Commercial Attache Miller, Berlin. Total expenditures are estimated at 7,205 million marks of which Federal expenditures amount to 4,900 million and allocation of provincial governments to 2,305 million marks. The net deficit of 678 million marks is to be covered in part by the sale of railway securities amounting to 430 million marks. The remaining deficit will be covered by the flotation of a government loan.

The new budget is drawn up with the same conservatism shown in the budget for 1924 when actual revenues were 40 per cent. above estimates. It is considered probable that with the continuation of present business activity, the actual deficit will be considerably less with the possibility of a surplus.

### RULING ON TEXAS PRIVATE BANKS

Austin, Texas—A bank operating under a common law declaration of trust and its branches in operation at the time of the enactment of the law by the Thirty-eighth legislature relating to such concerns is entitled to continue business, the attorney general has ruled in an opinion to the state banking commissioner. Such banks, however, can not subsequently establish branch banks, the opinion held. The opinion further stated it was the duty of the attorney general to take steps to suppress any bank or branch bank operating in violation of the law mentioned.

The ruling of the attorney general means private banks in operation when the law regarding them was passed two years ago may continue in operation, and that such banks then maintaining branches may continue the branches, but that private banks may not now be organized nor branches of private banks may be established.

Some of the strongest banks in Texas, as well as some of the oldest, are private institutions, and quite a few of the private banks have branches in near-by cities.

## The Future of the Montana Power Company

Butte, Mont.—With Montana Power Company one of the leading utilities in activity and strength, public utility circles are placing larger significance on the representation of the Electric Bond & Share Interests on Montana's directorate, as well as the facility with which the property could be grouped with two of the large northwestern operations of the Electric Bond & Share group.

Montana Power of itself is really a super-power system handling, as it does, a huge part of the state of Montana, with some of its lines going into eastern Idaho, in supplying the St. Paul Railroad with power.

The two companies in the Electric Bond & Share group, regarded as the most likely to be joined in a grouping with Montana Power, are the Idaho Power Company and the Utah Power & Light. Montana's lines run all the way from the western border of Montana, as far as Billings, a distance of 450 miles; and from Yellowstone Park in the south of Montana, to within a few miles of the Canadian border.

Idaho Power's lines run into northwestern Utah, central Idaho and eastern Oregon, with a subsidiary handling business in Nevada. Utah Power's lines are mainly in the central and eastern parts of Utah, running north and south. Both these companies have lines not a very great distance from those of Montana Power.

### Montana Power a Big Unit

The latter is probably the largest hydro-electric development in the country, originated to supply the Anaconda Copper and other mines with power, and later taking on the St. Paul's power requirement in its territory. Its development has been on a huge scale in supplying timber operations, farms and other power consumers, with installed capacity of 225,000 k. w., starting 1925, and sales last year of 1,121,245,000 k. w. The size of these sales in this rather scattered territory may be gleaned by a comparison with the 1,661,000,000 k. w. sales of the New York Edison and affiliated electric companies of the Consolidated Gas system last year.

With the general scheme of power mergers making much headway, and the Electric Bond & Share interests generally credited with being leaders in this development, a closer relationship with Montana Power is believed to be in the making.

### Montana Control Centered

Another factor of some consequence in any merger development is that control of Montana Power is understood to be in the hands of John D. Ryan and his associate. Such a condition of centered control has been advantageous in facilitating other mergers or acquisition of utility properties recently. One such was the purchase by Columbia Gas & Electric of the Dayton Power & Light from the Brady estate as well as the sale of the Indiana Public Service Corporation by the Bradys to the Insull interests.

A grouping of these three companies would put them, in point of size of operation, in the forefront of super-power systems. Together they have a combined installed capacity of approximately 450,000 k. w. practically all of which is hydro-electric. The Idaho Power in 1923 sold 222,500,000 k. w., and the Utah Power & Light 664,000,000 k. w. These, coupled with Montana's 1924 sales, would be an aggregate distribution of more than 2,000,000,000 k. w. in a year.

### MUTUAL OIL COMPANY'S CLAIM AGAINST DEFUNCT MONTANA BANK UPHELD

Helena, Mont.—Judgment for \$100,000 in favor of the Mutual Oil & Gas Co. against the defunct Commercial National Bank and sureties, was affirmed by the state supreme court in an opinion handed down recently.

Judgment was given on an indemnity bond executed and delivered to the oil company by the bank and L. H. Hamilton, C. D. Elliott, R. B. Noble and Julius C. Peters, protecting the firm against loss of moneys deposited.

In order to secure deposits from the Mutual Oil Company, in a bank of which they were directors, L. H. Hamilton, Julius C. Peters, R. B. Noble and Charles D. Elliot signed a bond agreeing to indemnify the company against loss, their liability being limited to deposits up to \$100,000.

At the time the bank failed, the company had on deposit something like \$220,000. The district court for Cascade County, before whom the agent of the company sued to recover on the bond, returned a directed verdict in favor of the company and the bondsmen appealed. They attacked the form of the complaint but particularly asserted that they were responsible only for the amount of the deficit unpaid by the bank up to \$100,000 and not for a flat sum of \$100,000 as demanded.

### FARMING EXPERIMENT TESTED IN MONTANA

Great Falls, Mont.—An experiment in farm ownership by means of which a large foundation endowed by an eastern capitalist and operating through a Montana corporation plans to determine the best way of making farm owners of tenants, is now under way in Montana and may eventually spread throughout the agricultural belt of the West.

M. L. Wilson in charge of farm management and cost accounting for the United States Department of Agriculture and secretary and managing director of the corporation, while in Great Falls recently explained some of the details of the plan. J. L. Humphrey is president of the corporation, known as the Fairways Farm Corporation.

Seven experimental or test farms, were established early this spring and were selected in widely scattered sections of the state.

"We are attempting to make farms pay their way and have worked out a system of tillage and cropping whereby we feel that this can be accomplished," Mr. Wilson said. "Of course the plan is new and we are feeling our way carefully."

"There are many people worthy of being farm owners, but they are not in a position to start farming as such. Consequently, many who might become ideal farmers are not given the opportunity."

"The Fairways corporation plans to place worthy tenants on farms and to make owners of them as soon as they can pay their way out."

Ground work for the plan was carefully laid last fall when the backers of the plan sent a group of economists, headed by Prof. Richard T. Ely of the University of Wisconsin, to Montana, to study conditions. Mr. Ely, regarded as the foremost economist in the country, is a director of the plan.

The seven farms selected for the experiment have been purchased and equipped with stock and machinery by the corporation. These plants were selected in various parts of the state in order to test all sections and to determine the possibilities in each.

### PLAN WILL AID LIVE STOCK MEN IN MONTANA

Great Falls, Mont.—The Interior Department is now working out a plan whereby western lands will be leased to stockmen for long terms and at low costs as a means of assisting the live stock industry, William E. Spry, commissioner of the general land office, told members of the Kiwanis club here recently.

"The interest of the stockmen will be greatly conserved by means of the proposed leasing law," Mr. Spry said. "It will give them a definite grazing range. They will be able to know exactly where their range is and because the lease will probably run for a period of years, say ten, the stockman will be able to plan his activities over a long period."

The leasing law will operate to stabilize the stock industry to a great extent, the commissioner believes.

Under the proposed law, which will probably be presented to the next session of Congress, stockmen will be able to lease large tracts of land. The commissioner said that these may run as high as 10,000 acres and that a system of dividing fees between the Federal government and state may be devised in order to give the state a part of the money it might lose through taxes.

Stockmen are generally in favor of such a law, the commissioner said. At the recent meeting of the Montana Stockgrowers Association in Great Falls, a resolution was

adopted asking the Interior Department to make grazing lands available. The enactment of a law such as the commissioner proposes would fill the wants of the association it is believed.

#### COMMITTEE OF BANKERS STUDY FEDERAL RESERVE SYSTEM

A subcommittee of the Economic Policy Commission of the American Bankers Association is making a study of all phases of the operation of the Federal Reserve System and the proposed amendments to the Federal Reserve Act. The subcommittee will report at the meeting of the American Bankers Association at Atlantic City in September and is expected to outline the bankers views on various operations of the Reserve System that have been the subject of controversy.

The members of the subcommittee are: Chairman, Evans Woolen of Indianapolis, who is also chairman of the Economic Policy Commission; Nathan Adams of Dallas, Leon F. Ayres of Cleveland, Craig B. Hazlewood of Chicago, R. P. Hecht of New Orleans, Walter Lichtenstein and Paul Warburg of New York.

#### LARGE INFLUX OF EASTERN PEOPLE INTO CALIFORNIA PREDICTED

Los Angeles, Calif.—More than 1,000,000 visitors may be expected in California this summer, according to Marco H. Hellman, president of the Hellman Commercial Trust and Savings Bank, and vice president of the Merchants National Bank. Mr. Hellman recently returned from an eastern trip.

"I found many persons in New York and other eastern centers interested in southern California," he said "Various estimates given me by transportation companies would indicate more than 1,000,000 persons planned to visit us in Los Angeles this summer. I was told the railroads are planning to carry that number and there will be a heavy rush of automobile traffic as soon as eastern highways are in condition for overland driving. Excursion rates from eastern points to Los Angeles will become effective the 15th inst., according to information given me."

#### CALIFORNIA WOMEN IN SAFETY DRIVE

Washington—Starting June 1 California women will begin a six months' competitive campaign to reduce street and highway accidents in their respective communities, according to a report just received here by Secretary of Commerce Hoover as chairman of the National Conference on Street and Highway Safety.

This campaign, which is now being organized by the Women's Division of the California Development Association, will be participated in by the California State Automobile Association, the Automobile Club of southern California, the State Parent-Teachers Association, the State Federation and the General Federation of Women's Clubs, the police departments of San Francisco and Los Angeles, representatives of railroad and transportation companies and a number of other state and local organizations—Motor World.

#### DULUTH, MISSABE & NORTHERN NET INCOME DECREASES

New York—The Duluth, Missabe & Northern Railway Company reports for the year ended Dec. 31, 1924, net income of \$3,674,198 after charges, equivalent to \$89.34 a share, on the 41,125 shares (par \$100) capital stock outstanding (a majority of which is owned by the United States Steel Corporation), as compared with \$10,195,983 or \$247.92 a share on the capital stock outstanding in the preceding year.

As of December 31, 1924, current assets amounted to \$18,817,706 and current liabilities \$707,368, leaving net working capital of \$18,110,338, as compared with \$22,254,104 as of December 31, 1923.

#### MINDING YOUR BUSINESS

Once there was a man—the story goes—who made a fortune minding his own business. Reconteurs, using the

allusion to quiet those who enter noisily into every other fellow's business, have located this man variously in Wall Street, Tennessee, Pennsylvania and Joplin, Mo. Now comes North Dakota modestly presenting John Mehrer, plain farmer, near Mott, on the Northern Pacific, half way between the Missouri River and the Montana line.

In 1909, with \$4,000, the savings of a life already more than half lived, he took up land.

In 16 years he saw the state go near-Bolshevist, every county politically advertised to the world as beggared, politicians howling for the farmer—with an eye to votes—good years, bad years, dry weather, wet weather, bank failures, the McNary-Haugen and other proposals, the agricultural relief, etc., etc. Meanwhile he averaged \$4,250 a year return from his farm for 16 years, according to the Fargo Forum, lived well, put \$11,000 into farm buildings and wouldn't sell the 1,440 acres that he now has for \$75,000. He is a big man in his community and has no special plans or patent ideas for making everybody rich or happy. All he does is just tend to his business—just farming.—The Wall Street Journal.

#### SOME BANK NOTE SECRETS

Greater privacy surrounds the making of notes for the Bank of England than almost any other undertaking connected with that great institution.

The paper on which the notes are printed has been made in the same factory, at Laverstoke, Hampshire, England, for over two hundred years. It is prepared entirely by hand from specially selected rags, and is washed and re-washed in spring water used for no other purpose.

The formula of the ink used in printing the notes is known to only half a dozen people. According to London Tit Bits, the chief ingredient is charcoal obtained by smoke drying the wood of Rhenish vines. Each note costs the Bank of England about two cents to produce, and the average period of circulation is two and a half months. About 60,000 of the notes are printed daily, while every year nearly 20,000,000 old notes are collected and destroyed.

#### SIX YEARS TOO LATE

A bachelor had bought two "new-laid" eggs for the next morning's breakfast, and when he got home with them, he noticed some writing on the shell of one of them. Of course, he read the writing. It ran like this:

"I am a farmer's daughter, 17 years of age, blond hair, brown eyes, height and weight about right, and complexion the same. If this should meet the eye of some young man who desires to wed a merry but industrious country girl let him communicate with—"

And then followed the merry country girl's name and address.

Well, the young man was so pleased, he rushed off and telegraphed to the girl. He got her answer next morning. She wired:

"You are too late. Was married six years ago, and am now the mother of three."—Ex.

#### M. & ST. L. RAILROAD SHOWS DEFICIT

New York—A deficit of \$2,996,391 for 1924 is reported by the Minneapolis & St. Louis against a deficit of \$1,212,105 in 1923.

## STUDEBAKER AUTO LIVERY

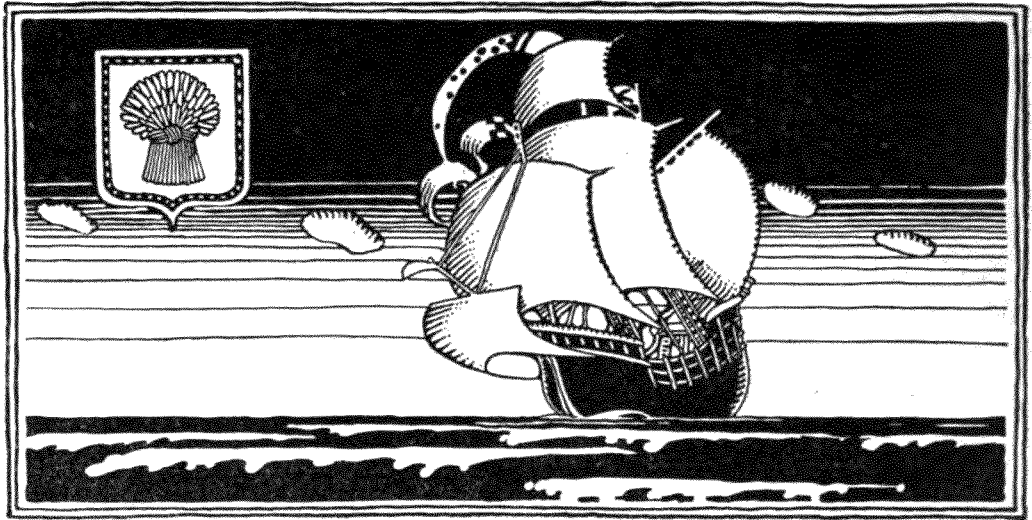
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### The Question of Farm Credits in Canada

In compliance with the request of the Minister of Finance, a supplementary report on agricultural credit conditions in Canada has been submitted to him. The conclusion arrived at therein is that "the time has come for the creation of financial organizations which will think in the terms of this industry." One of the handicaps of the Canadian agriculturist, it is pointed out, is "competition in the markets of the world with countries where complete and ample financial organizations have been created for agricultural purposes. In all the countries of western Europe capital is obtainable at a rate not exceeding 5 per cent., and current money at similar rates. This has been brought about by special legislation in the interests of agriculture. The Federal farm loan board in the United States lends, the report says, at the rate of 5 to 6 per cent., with almost identical rates for current money, while the corresponding rates in Canada are from 8 to 10 per cent. in western Canada, and from 7 to 8 per cent. in eastern Canada. "Without question," the report goes on to say, "this is a tremendous handicap to the Canadian farmer, especially in the western provinces, in competing in the world's market."

As a remedy, it is suggested that the Dominion government provide provinces so desiring with sufficient funds to meet the requirements of the farmers at low rates of interest. Several of the provinces already have established systems under which loans are made directly to farmers and it is proposed to utilize that machinery for this purpose. The experience of the provinces which have directly given credit to farmers on the security of land mortgage has not been satisfactory, and their operations have not been recently extended for the reason, the report says, that the provinces have not been able to secure funds. During the latter part of April, however, bonds of some of the Canadian provinces were disposed of successfully, the market being somewhat eager for them, and the quotations on the securities of all the provinces indicate the general confidence of investors in their financial position.

On account of these suggestions it is of interest to note the results which have followed the operation of state agricultural credit in the United States. During February a special committee of the senate and house of representatives of South Dakota investigated the system instituted there in 1916. It found that after eight years' operation, the mortgages taken amounted to \$41,064,211, and that bonds totalling \$47,500,000 had been sold to provide funds for the purpose. The difference between these two amounts will have to be accounted for, and at present there is an actual

deficit of \$2,876,933. Of the total amount of cash on hand, namely \$3,278,616, as much as \$972,722 is reported as being on deposit in "closed" banks. Meanwhile 4,038 out of 12,000 borrowers have been delinquent. The result of this is that only \$7,354,540 has been collected in the form of interest since operations began, but no less than \$10,700,781 has been paid out as interest on the bonds sold. The committee was unanimously of the opinion that under the circumstances it would be in the best interests of the state to cease conducting a farm loan business. Results not very dissimilar to those in South Dakota followed the venture into this business by the states of North Dakota and Minnesota. The unsatisfactory results of state operation of farm credit schemes in states adjoining the Prairie provinces of Canada are of especial interest because it is in these provinces that the demand for Government farm credit schemes originated.—Canadian Bank of Commerce.

#### CANADA LEADS IN NEWSPRINT PRODUCTION

Montreal—After being a close second for many years, Canada finally has passed the United States in the production of newsprint paper. Output from Canadian mills in February totaled 115,624 tons, exceeding those of American mills by 1,793 tons, according to a bulletin issued here by the Newsprint Bureau.

The United States was the Dominion's best customer for wood pulp, pulpwood and newsprint in February, taking 133,891,000 pounds of pulp, 155,919 cords of pulpwood and 200,673,100 pounds of newsprint paper, totaling \$11,904,300 in value.

Predominance of Canada in the newsprint field, the bulletin declares, is assured. Canadian mills have not only been able to secure leadership in manufacture, but have been able to market the product as rapidly as the output of the mills has grown.

"Newsprint industry in Canada is capable of almost unlimited expansion," says the bulletin. "Canada has an immense supply of wood suitable for making newsprint paper. Even the Prairie provinces devoted almost exclusively to agriculture and encouraging land settlement on a big scale, have supplies of pulpwood sufficient to supply demands for years to come. Wood preserves of the United States, on the other hand, are being rapidly depleted. Canadian mills have a decided advantage in low cost of production, for they are located close to their wood supply. Moreover, their pulpwood stands lie near extensive water powers."



### Canada's National Wealth

Ottawa—Canada stands seventh among the great nations of the world in national wealth, according to official figures released here. The Dominion's wealth is reckoned at \$22,095,000,000 and that of the United States, which ranks first, at \$320,803,000,000.

Canada's wealth, the figures show, has increased more than seven-fold since 1870, a record equalled only by the United States. It has doubled in the last ten years alone.

Wealth of the 12 leading countries is figured as follows:

United States, \$320,803,000,000; United Kingdom, \$83,840,000,000; France, \$67,710,000,000; Germany, \$35,700,000,000; Spain, \$29,319,000,000; Italy, \$25,986,000,000; Canada, \$22,095,000,000; India, \$21,960,000,000; China, \$19,087,000,000; Poland, \$17,000,000,000; Argentina, \$13,178,000,000; Brazil, \$13,020,000,000.

There are no present figures for Russia which in 1912 stood forth in rank with a wealth of \$56,140,000, since figures have not been made available since the revolution. Australia's wealth is placed at \$9,689,000,000, giving the commonwealth thirteenth place.

Increases in Canada's wealth, it is pointed out, have been largely due to the development of agriculture in the West through settlement of lands which has meant millions of dollars of new income from farm products. The Prairie provinces of Manitoba, Saskatchewan and Alberta have increased their farm production nearly 100 per cent. in the last decade.

### GOOD ROADS BUILDING IN CANADA

Toronto—Ontario has spent nearly \$90,000,000 on good roads in the last six years, according to a report issued by Hon. H. W. Price, provincial treasurer.

Of the total, Mr. Price's figures show, \$72,926,487 has been used on building new highways, culverts and bridges in the province and \$15,342,642 has gone on maintenance of roads. In addition to these expenditures which have been borne by the Ontario government alone, counties and municipalities, it is estimated, have laid out about \$80,000,000 on suburban roads since 1919.

"Canada has spent money with an open hand in construction of highways in recent years," said Mr. Price. "The Dominion is building a system of good roads that will soon be second to none. Every province is an advocate of good roads. Canada knows that every dollar spent on roads will return itself a hundredfold in the development of the country and increased attractions to tourists. Thousands of motorists from the United States are visiting the Dominion each year, making tours over improved highways."

The gospel of good roads is being preached by farmers in the western provinces. Manitoba, Saskatchewan and Alberta are being covered with a network of new highways connecting rural communities with big city marketing centers. Road building is going hand in hand with the rapid settlement of land. Many farmers use trucks to haul their produce to market.

### TREE PLANTING IN CANADA

Toronto—"Plant a tree," is the slogan of the forestry department of the Ontario government which has announced a plan to distribute six and a half million trees free to citizens of the province this summer.

Under the provisions of the plan, preference will be given to farmers who wish to plant timber lots on their land. The government has agreed to give away sufficient trees to plant two acres to every farmer making application. In addition it will offer 500 trees for windbreak purposes. All the commonly known varieties of forest trees native to Ontario will be distributed as well as a few imported kinds. The species will include both soft and hard woods.

The Ontario government distributed more than 3,000,000 trees for planting in 1924, two-thirds of which went to private individuals and the remainder to newly-created county forests which the government is establishing throughout the province.

Tree-planting, it is pointed out, is being conducted on a nation-wide scale throughout Canada, as a conservation measure. The movement has been especially active in the

Prairie provinces of Manitoba, Saskatchewan and Alberta, where the tree-line has been advanced 100 miles westward in the last 50 years, into what formerly was bald prairie. Nearly every prairie farm has its shelter belt which provides shade for the home and protection to live stock and growing crops. In addition it furnishes a valuable supply of farm timber and fuel. Tree planting has been rapid in areas newly opened to farm settlement. More than 150,000,000 trees, it is said, have been distributed free to farmers by government and railway nurseries since 1905.

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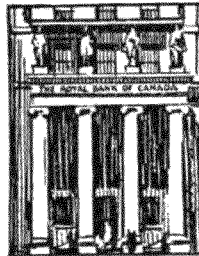
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## A Criticism of the Crop Reporting Board

Washington—The winter wheat forecast of the Crop Reporting Board of the Department of Agriculture is being defended by friends of that organization made that the figure, 77 per cent. or normal, as the May 1 condition of the crop is far too optimistic.

It is contended that the board failed to give proper consideration to weather conditions in surrounding areas when giving to certain of the states a far better condition figure than weather reports seemed to warrant. In meeting these assertions it is declared that the board, in preparing its figures, had the advice of a representative of the United States Weather Bureau who sat in at the meeting and had before him all the records of rainfall and temperatures for all the wheat growing areas for the last eight months.

When the report was being prepared it was noticed by the members of the board that while Kansas had a heavy abandonment, Oklahoma had very little. Going further south, they found excessive abandonment in Texas. A study of the rainfall records shows a very close relationship this year between the rainfall and the abandonment of winter wheat, it is explained.

In other words, Oklahoma, Missouri and central Illinois, apparently had about a normal rainfall, while parts of Kansas, Ohio, Indiana and, in fact, the immediate Ohio valley, had experienced a deficiency in rainfall and consequently suffered a heavy abandonment of the crop.

Conditions were very spotted and the board, in making out its report, went back to the rainfall and temperature records to see whether their determinations had been correct. It is said it was found that the rainfall records agreed very closely with the crop conditions as arrived at—a record of deficiency of rainfall going with a heavy abandonment.

In Washington and Oregon tremendous winter killing was found due almost entirely to a very killing frost in December, which followed a period of very dry weather. The plants had no roots, and, lacking a snow covering, they fell an easy victim to the frost.

It is explained that the board makes up its pars for wheat in the same manner as followed in the case of pars for other crops—they consider the relations that have existed between condition of the crop each year and the final yield. It is not a direct relationship of average conditions and average yields, but a study of the trend of conditions to yield, with some consideration given to rainfall and temperature conditions preceding the time of the issuance of the report. The par is a composite figure.

In only three of the last 13 years have the May 1 estimates of the board differed materially from the final outturn of the wheat crop, it is declared. Usually, instead of

being overoptimistic, as is now claimed with respect to the last report of the board, they have been slightly pessimistic, and the final outturn of the wheat crop has been somewhat in excess of the prediction as of May 1.

## May Price of Spring Wheat to Be Forecasted Months Ahead

Washington—The forecasting of the May price of spring wheat at Chicago several months in advance is declared to be possible by a method of estimating devised by the Division of Statistical and Historical Research of the Bureau of Agricultural Economics, Department of Agriculture.

A recent study covering the period 1896-1914 showed the average error in estimating the May price was only 2.2c, omitting an error of 29.4c in 1898, the year of the Leiter corner, it is declared.

When applied to the years since the war, after conditions in the wheat market had become fairly stable, the statisticians state, the method was found to give results comparable with those of the pre-war years. Several factors known to have an influence upon the price of wheat in May were used in the estimating formula.

The average price of spring wheat at Chicago was used in this study because it was the most reliable price available for a long series of years, it was declared.

The price of spring wheat at Minneapolis may be substituted with no decrease in accuracy when there are too few sales at Chicago to establish a market, provided the same market is used for all three monthly prices. It is held probable that the prices of other classes of wheat at either market might likewise be used.

"The criticism may be made that spring wheat is not the logical class to use in this study, since it is not always on an export basis," bureau economists declared. "To this it may be replied that the method is not used to predict the actual price level for wheat, from production and other factors, but to predict the change from an existing September price.

"The method assumes, however, that the price of this wheat runs parallel with the price of export wheat from September to May. In case a shift should occur in the margin between the two classes of wheat during that period, some adjustment would need to be made in the estimated price.

"In making a May forecast the price level index must be estimated in advance, though this offers no practical difficulty since the changes in the price level under normal conditions are rather gradual."

## Review of the Live Stock Markets

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

South St. Paul, Minnesota, May 19, 1925—The seasonal trend toward expansion in the supplies of common and medium grades of fat steers and yearlings which has been evident at most outside markets this past week has been an adverse influence in the local trade, packers effecting a full 25 to 50 cents reduction in values on most killing classes in an effort to keep local values in line with outside markets. Heavy steers and all grades of fat cows suffered the brunt of the week's losses, yearlings and light weight steers together with beef heifers escaping with a 15 to 25 cents price penalty. Canner and cutter cows, as well as bologna bulls have shown little, if any, price change as outside demand for these classes is still broad enough to offset any attempt on the part of local packers toward cheapening values. Receipts so far this week have carried a considerable portion of their makeup in yearlings and lightweight steers, medium weight and heavy bullocks being scarce until today when a number of loads were offered.

Packers were particularly bearish on these, and up to a late hour no heavy steers had been sold, a number of loads carrying bids ranging from \$9.60 to \$10.00. High money on yearlings so far this week has been \$10.00, paid for several part loads, carlots stopping at \$9.50 and \$9.75, while bulk of all fed steers and yearlings sold within a price range of \$8.50 to \$9.50, common little cattle downwards to \$7.50 and under. Few fat cows at present are selling above \$7.50, these being comparable to kinds which last week made \$8.00. Bulk of the fat cows today landed in the \$5.00 to \$6.75 spread, compared with \$5.50 to \$7.00 paid last Tuesday. Fat heifers fared better, light weights still making the \$8.00 to \$9.50 terms while the rank and file cashed around \$7.00 to \$8.00. Canners and cutters are bulking from \$3.00 to \$3.75, bologna bulls from \$4.75 to \$5.00. Veal calves are still on a \$9.00 basis to packers.

In sympathy with the lower trends on fat cattle, stocker and feeded values dropped a full 25 to 50 cents, all kinds sharing in the decline. Few if any meaty feeders are wanted at present, desirable grade light weight stockers still having the call. Best of these on recent session sold at \$7.50, bulk of all offerings cashing from \$5.50 to \$7.00 and grading common and medium.

Hog prices reacted quite sharply following last Tuesday when receipts dropped off and packers insisted on a reduction of fully \$1.00 by Friday's session. Prices recovered somewhat on Saturday and with light receipts at other points on Monday much of the loss was regained. Tuesday's trade was an uneven affair, better grades of light and medium weight butchers advancing around 15 cents while heavy butchers and light lights were unchanged. Compared with a week ago prices are around 15 cents lower on light and medium weights and 25 to 30 cents lower on other grades. Bulk of the desirable 160 to 225-lb. weights cashed today at the top price of \$12.25 with bulk of the general run not so closely sorted at \$12.10. Packing sows cashed at \$10.75 for the bulk, stags \$9.50. Pigs netted a gain of 25 cents for the week, bulk selling today at \$12.25.

While except for last Friday bulk of the offerings in the sheep house have been direct to packers and trade has been on a nominal basis, quotations on fat lambs are around \$1.00 lower than a week ago. Best fat shorn lambs are quotable upward to \$12.25, several lots of medium to good grades selling today at \$11.00. Choice spring lambs are salable to packers at \$15.25. Light and handyweight fat shorn ewes cashed mostly at \$7.50 with culls down to \$5.50.

### CHICAGO

A very irregular trend developed in the fed steer market locally during the past Tuesday to Tuesday period, with the result that at the windup last Saturday, yearlings and handyweights finished steady to 25 cents lower while weighty beeves were a full 25 cents off or fully 50 to 75 cents lower than at the high time early in April.

The predominance of medium and big weight long fed

bullocks in the past week's supply seemingly suggests that there is no impending scarcity for these kinds to be expected in the near future. Lower grade offerings were also in fairly heavy supply, attracted no doubt by the relatively high prices, and showed the full decline tendered heavy bullocks, this in turn serving to depress the market for fat she stock. Fat cows and heifers wound up with a 15 to 25 cents loss which together with a further weak to 25 cents break the first two days of this week placed average losses at 25 to 50 cents since last Tuesday. Canner, cutter and bologna bull values operated on an independent basis, cannery and cutters holding steady while bologna bulls shot up 40 to 50 cents.

On Monday's market big weight Missouri bullocks grading strictly choice reached \$11.00 to shippers, other choice offerings going at \$10.65 and \$10.75 while heavy rough offerings sold downwards to \$9.40 and \$9.50. Best long yearlings on the handyweight order reached \$11.50 with medium weights scaling 1125 to 1250 pounds fairly numerous at \$10.25 to \$10.75. Bulk of all fed offerings centered within a range of \$9.25 to \$10.50, common kinds selling downwards to \$8.75. Best kosher cows stopped at \$8.50, bulk of fat cows at \$5.50 to \$7.75. Thin fleshed light heifers at \$7.50, looked like \$8.00 kinds last week, however, kinds of value to sell at \$8.50 and up if of light weight showed only the minor downturn in sympathy with yearling steers, load lots of these selling upwards to \$10.50 and \$10.65. Cannery and cutters sold at \$3.25 to \$4.50 for extremes in quality, bulk centering at \$3.50 to \$4.25. Bulls scored at \$5.40 to \$5.65 mostly, a few heavy bolognas \$5.75. Veal calves bulked to packers at \$9.00 to \$10.00, a few handpicked kinds selling up to \$11.00 or 50 to 75 cents higher than a week ago. Country demand for meaty feeders remained narrow and finishers were even cautious toward grazing cattle, most of which were sent to the scales around \$6.75 to \$7.75.

About the middle of last week hog prices reacted quite sharply from the high points reached but at the week's close part of this had been regained. With receipts at this week's opening decidedly curtailed further advances were noted. Tuesday's trade was an uneven affair with light weight hogs displaying advances of 10 to 20 cents, while heavy butchers were depressed 10 to 15 cents. Compared with a week ago, better light and medium weights were around 15 to 25 cents lower while weighty butchers reflect losses of 50 to 65 cents. Bulk of the desirable grades of 140 to 210-lb. weights were weighed at \$12.80 to \$13.00, latter prices top, while good and choice 230 to 350-lb. butchers cashed at \$12.50 to \$12.60. Closing trade was very slow and weak, most of early advance being lost. Packing sows turned largely at \$11.15 to \$11.45 and strongweight slaughter pigs at \$12.25 to \$12.75.

Persistent efforts of packers to reduce costs on fat lambs were successful to the extent of around \$1.00 during the past week, heavy lambs in some instances showing still greater loss. Light and handyweight fat lambs cashed today at \$12.50 to \$13.00 for better grades while best heavies stopped at \$12.00. Native spring lambs cashed at \$15.25 to \$15.50, best grades being quotable upward to \$15.75. Sheep have continued scarce, best light and handyweight fat shorn ewes being quotable upward to \$8.25.

### SIoux CITY

With a moderate run today and expectation of a large run of hogs for Wednesday the day's hog supplies found a slow weak outlet. Top price of \$12.25 was paid for choice light and medium weight butchers, bulk of all sales ranging from \$12.00 to \$12.25, with lower grade offerings selling downward to \$11.50.

Cattle also found a weak outlet with many sales reflecting losses of around 25 cents. Bulk of the fed steers and yearlings cashed at \$8.00 to \$10.00 with best loads topping at \$11.25. Fed heifers were salable from \$6.00 to \$10.00 mostly, while grassy kinds found an outlet at \$4.50 to \$5.50. Cannery and cutters turned slowly at \$2.75 to \$4.25 with

(Continued on page 49)

## Crop and Grain Marketing Conditions

Office of Commercial West, Minneapolis, May 20 — Throughout the Northwest rainfalls were general during the early part of this week. Crop conditions are excellent, and with normal weather the remainder of the crop-growing season grain yields promise to be large.

The abandonment of winter wheat in Minnesota on May 1 by the Crop Reporting Bureau was estimated at 16 per cent. leaving an area of 106,000 acres to be harvested in 1925. The forecast production, based on the condition May 1 of 76 per cent. of normal, is 1,676,000 bushels, compared with the 1924 production of 2,200,000 bushels.

In a review of crop conditions just issued, Charles E. Lewis & Co. of Minneapolis, says:

"Because of the fact that the sowing this year is three weeks ahead of normal and that the wheat crop is virtually sown, the figures offered can be taken as final. Unusual circumstances may change them slightly but that is unlikely. Were it not for the circumstance of heavy winter kill in Montana this season the total spring acreage of the Northwest would show a decrease. Some increase in the Minnesota acreage can be laid to low potato prices for several years past. Considerable land used for potato production is being used for wheat this year. The decrease in North Dakota is no doubt due to the sharp gain in forage crops and alfalfa. That state has shown a steady gain in corn production totals through recent years."

### Winter Wheat and Rye in Minnesota

Indications on May 1 show a reduction in prospective production of winter wheat and rye in Minnesota from last year. The decrease in the prospective production of winter wheat is due to rather heavy abandonment, winter-kill, and a low condition on May 1. There is a sharp decline in the rye acreage remaining to be harvested compared with one year ago, according to the report of Paul H. Kirk, Federal statistician for the Minnesota Cooperative Crop Reporting Service.

The report shows that the abandonment of winter wheat was 16 per cent., leaving the area to be harvested at 106,000 acres. The forecast production, based on the condition May 1 of 76 per cent. of normal, is 1,676,000 bushels, compared with the 1924 production of 2,200,000 bushels.

Deficiency of moisture is the most important factor in the crop situation, this year and may apply to all sections before the season is over, as reports from the Northwest note a limited supply of sub soil moisture. A deficit of moisture is the principal cause of shortage of wheat yields. The Department of Agriculture in its year book says that over a period of 14 years crop reporters of the Department of Agriculture have attributed 41 per cent. of all yields per acre from a normal to a lack of moisture, 8 per cent. to excessive moisture, 12 per cent. to freezing, 7 per cent. to hot winds, 7 per cent. to other climatic influences, 13 per cent. to plant diseases, 8 per cent. to insect pests and 4 per cent. to other causes.

The weekly crop weather summary of the Department of Agriculture issued May 13 says: "The increased moisture in the central valley and Middle Atlantic states was favorable for the soil, but the persistent cool weather was decidedly unfavorable for germination and growth of warm weather crops. Small grains, grass and hardier truck crops advanced rather well, however. Warm weather and rain are badly needed in the central northern states. West of the Rocky Mountains vegetation made good growth by reason of the prevailing warmth, except where it continued too dry in southern districts. Farm work in general made satisfactory advance, though planting was delayed in some North Central States by cool, dry weather. There was some frost damage to tender vegetation and fruit in the Northern states. Warm weather is much needed generally in the central and eastern portions of the country.

Spring wheat made slow growth because of cool weather and frost, but conditions on the whole continued rather favorable, as the coolness promoted stooling. This crop did well in the Pacific Northwest.

### In South Dakota

Acreages of winter wheat and winter rye in South

Dakota both show decreases from a year ago—wheat a 20 per cent. loss of acreage and rye a 7 per cent. loss of acreage—according to the crop report for South Dakota issued under date of May 1 by Owen L. Dawson, state agricultural statistician for the bureau of agricultural economics of the Federal Department of Agriculture.

"Winter wheat," the report says, "shows a 2 per cent. loss in acreage in the state from what was sown last fall. Acreage remaining to be harvested is still 16 per cent. above that harvested last year, or 93,000 bushels. The condition is reported at 77 per cent. of normal, which compares with the ten-year average of 87 per cent. The indicated production is 1,217,000 bushels, as compared with 1,120,000 bushels harvested last year."

### In Montana

The Montana state department of agriculture reports that current data on crop conditions show them splendid throughout most of the state. The weather, however, has been a bit too cool for good growth in Stillwater, Fallon, Hill, Prairie and Custer counties, and more rain is needed in Lincoln, Stillwater, Phillips and Yellowstone counties. Live stock conditions throughout the state are very good and the labor situation is becoming more balanced with a slight demand for farm hands in Blaine, Choteau, Gallatin, Phillips, Pondera and Richland counties.

With the advent of local showers, and the cultivation of the wheat fields seeded this spring probably at the best Montana has ever known, farmers have an unequalled outlook for their spring wheat. The seeding is practically all finished, much of the grain being up and growing nicely. The winter wheat which survived is spotted, but there are cases where fields present a promising outlook. The entire wheat acreage will be not far from what it would have been had there been no winter wheat loss. There has been a healthy increase in spring wheat acreage, but much of this was land planted to winter wheat last fall and which was killed. Some of the most conservative grain buyers believe that 10 per cent. greater acreage will be harvested than last year.

### In Nebraska

The wheat area in Nebraska this year will approximate 2,649,000 acres compared with 2,794,000 harvested last year according to estimate made by the Crop Bureau. This is in spite of the fact that nearly 20 per cent. more acreage had been planted last fall to winter wheat. The abandonment is estimated at 21 per cent. as compared with 3 per cent. last year and 25 per cent. in 1923. The present condition of 77 per cent. indicates a crop of 38,000,000 bushels of winter wheat compared with 54,500,000 last year.

The heaviest abandonment has been in the East and in the southern tier of counties as far as Harlan County. Wheat planted on corn ground has shown exceptional growth, due to sufficient moisture. In some counties it is much farther advanced than usual. A considerable part of the abandoned area has been seeded to spring wheat and this, with other spring grains, is showing up well. A dry autumn, low winter temperatures and lack of snow protection are given as the causes for the poor winter wheat showing in abandoned sections.

### The Wheat Supply and Exports

While sufficient wheat is available for the world's needs until the new crop comes upon the market, present conditions of world stocks emphasize the importance of new crop developments in the northern hemisphere, officials of the Bureau of Agricultural Economics, Department of Agriculture at Washington say.

Their assertions are based on a study made of the general wheat situation for, they stated, the world's supply of wheat is being rapidly consumed.

It is pointed out by the Government statisticians that on May 1, the five principal wheat surplus countries, United States, Canada, Argentina, Australia and British India, had about 210,000,000 bushels of wheat above their own requirements for food, feed and seed until the next harvest.

Allowing for exports in May and June of 80,000,000 to 90,000,000 bushels, the amount which will be carried over

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on July 1 will be around 125,000,000 bushels, as compared with 283,000,000 bushels in these countries on July 1 last year and 256,000,000 bushels on July 1, 1923.

Conditions in Europe outside of Russia are much more favorable than at this time last year. A slight increase in acreage is reported for 14 European countries, but if yields equal only to the ten year average 1914-1924 are obtained, the production of wheat in those countries would be about 1 per cent. less than last year.

The latest report from Russia gives a condition slightly below average with an abandonment estimated at 5 to 8 per cent.

### Winter Wheat Prospects

A Murray-Clement Curtis mid-month crop report makes the condition of winter wheat 73.5 per cent. of normal, indicating a decline in prospects during the first half of May. Indicated crop is 437,000,000 bushels against the government May 1 returns of 445,000,000 bushels, and a harvest last year of 590,000,000 bushels. In Kansas prospects declined 6,000,000 bushels, which is attributed largely to thin stands and to fly and chinch bugs.

Estimated yields in leading states follow:

	Murray May 15, '25	Government May 1, '25
Kansas .....	89,992,000	95,997,000
Nebraska .....	39,258,000	37,939,000
Oklahoma .....	29,374,000	27,789,000
Colorado .....	18,630,000	20,846,000
Missouri .....	29,552,000	30,865,000
Illinois .....	43,329,000	44,940,000
Indiana .....	27,586,000	26,285,000
Ohio .....	21,205,000	22,060,000
Pennsylvania .....	21,189,000	21,085,000

For the past three years the acreage of rye has been steadily decreasing in Minnesota, and on May 1 the area remaining to be harvested was estimated to be only 546,000 acres, according to the Minnesota Agricultural Department. The condition for the state as a whole is good, being 86 per cent. of normal, which would forecast a production of 9,109,000 bushels, compared with 11,780,000 bushels, the 1924 estimate. Rye generally throughout the state has made favorable growth. There were some reports of thin stand, particularly where rye was seeded late last fall. Conditions during the remainder of the season before harvest naturally will raise or lower these forecasts of probable production.

### Canada May Have Smaller Wheat Crop

The winter wheat crop of Canada is expected to be smaller than that of last season despite larger acreage, the Department of Agriculture has been notified by the Canadian Dominion Bureau of Statistics.

A yield of 23.8 bushels per acre, compared with 28.8 last year, is forecast. Acreage was estimated at 798,000, compared with 774,000 last year.

### The Flour and Milling Situation

The Northwestern Miller, published today, says:

"Flour prices have advanced 20@30c on the strength of the week's upturn in wheat. Owing to the extreme conservatism of buyers, mills have shown a tendency in recent weeks not to follow fully the advances in wheat, preferring to bridge over the alternate ups and downs with a price level that is as stable as it can be made under present conditions. The sharp advance and continued strength of mill-feed have had a tendency to keep down the price of flour, though this influence has been less effective than would

normally have been the case, because of the extreme scarcity of feed.

"There was a slight improvement in flour milling activity during the past week, giving apparent confirmation to the feeling in some quarters that current requirements for the remainder of the crop year will necessitate a larger production during the next few weeks. Spring wheat mills of the Northwest operated at 40 per cent. of capacity, against 38 in the previous week. In the Southwest, production gained several points, advancing from well below half capacity to about 55 per cent. There was a slight gain in the Pacific Northwest, but mills there are either closed down entirely or operating only a few hours daily. Production in other milling centers remained approximately unchanged."

### \$12,000,000 DEED TO MILLING PROPERTY PLACED ON FILE

A \$12,000,000 trust deed, one of the largest ever filed in Minneapolis, was recorded in the office of Register of Deeds A. W. Skog, May 20, between the Standard Milling Company of New Jersey and the National Bank of Commerce of New York. The deed filed is in the nature of a mortgage under which bonds may be issued. Minnesota property involved was listed as the Northwestern Consolidated Milling Company and the Duluth-Superior Company, George W. Strong, Minneapolis attorney, filed the deed.

### FARMERS OF ONE SOUTH DAKOTA DISTRICT ARRANGE FOR SHIPMENT OF 500 COWS

Rapid City, S. D.—Farmers of this vicinity have signed up for nearly 500 cows, to be bought on the liberal credit terms of the Agricultural Credit Corporation.

The shipping in of these cows will be the greatest importation of dairy cattle in the history of western South Dakota.

*Ship Your Grain*

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## Chicago Grain Sentiment Bullish

Chicago, May 19—Sentiment on the Board of Trade is decidedly more bullish this week, and in wheat this feeling is dominant among the leaders, who point to higher commodities, promise of largely reduced yields in winter wheat and smaller crops in the spring wheat areas than last year's record totals, enhanced world's requirements and small stocks to fall back upon if European crop forecasts are not lived up to as the basis for high prices. Referring to Broomhall's estimate of 1,600,000,000 bushels as the world's wheat crop this year, these figures including Russian estimates, which compare with a total of 1,408,000,000 bushels last year, an increase of 192,000,000 bushels over 1924, Murray of Clement, Curtis & Co., offers some interesting figures of his own compilation relative to world's crops and requirements.

### World's Supply Short

Comparing last year's winter wheat yield of 590,000,000 bushels with the 1925 prospect of 445,000,000 bushels, there is a prospective deficiency of 145,000,000 bushels in that department. He also figures a surplus deficiency of 158,000,000 in the carry over of four export countries, the United States, Argentina, Canada and Australia, making a total of 303,000,000 bushels short of last year. India has a shortage of 42,000,000 bushels this year, which makes a grand total of 345,000,000 bushels less than a year ago. Deducting from this the 192,000,000 bushels excess over 1924 Broomhall figures the world will raise this year still leaves a shortage of 153,000,000 bushels in world's requirements for the coming year.

Murray also believes that the cold weather in the Northwest has retarded the progress of spring wheat and fears that below freezing temperatures of the past week may have done considerable damage, and he is not inclined to raise his estimate of the winter wheat yield. For this reason the May delivery has been indicating congestion and yesterday reached a new high level of 1,741-4 on the present upward movement to a premium of 19¼ over the July. Cash houses were selling the May wheat most of the week and buying July, but there is still a large short interest in the May and with only about 1,000,000 bushels contract wheat in store here there is still a prospect of fireworks unless there are larger arrivals here from the Northwest in the next ten days.

### Winter Wheat Recedes

According to the Murray-Clement Curtis & Co. mid-month crop report issued today, the condition of winter wheat is 73.5 per cent. of normal, forecasting a production of 437,512,000 bushels, indicating a decline in prospects during the first half of May. Reports were made by correspondents between May 14 and 17. The Government May 1 forecast was 444,833,000 bushels and the crop last year was 590,037,000. Of the important states declines since May 1 are recorded for Ohio, Illinois, Missouri, Kansas and Colorado. Slight improvement is noted in Indiana, Kentucky, Texas, Oklahoma and Nebraska. In Kansas prospects declined six million bushels. The decline is attributed largely to thin stands and to fly and chinch bugs, from southern Illinois through Missouri to southern Kansas. Present forecast in leading states follows: Kansas, 89,992,000 bushels; Nebraska, 39,258,000 bushels; Oklahoma, 29,374,000 bushels; Colorado, 18,630,000 bushels; Missouri, 29,552,000 bushels; Illinois, 43,329,000 bushels; Indiana, 27,586,000 bushels; Ohio, 21,205,000 bushels; Pennsylvania, 21,189,000 bushels.

Wheat moved irregularly, a decline of 12c for May being followed by a recovery of 14½c on the announcement of a

revival in export buying, but fluctuations were in the main governed by reports concerning growing crops, which brought about an unsettled condition. Greater congestion was shown in the May delivery, which rose from a premium of 10¼c over the July to 19¼c over, and the spot situation tightened as the week progressed. Winter wheat advices were generally more favorable and as the Government estimate of a yield of 444,833,000 bushels did not show a greater loss than had been anticipated and spring wheat prospects continued satisfactory, longs generally took profits. On the weak spots support presumed to come from Cutten and Patten pools absorbed surplus offerings and took the slack out of the market, and a brisk recovery followed the announcement of 2,500,000 bushels taken for export. Rains in the winter wheat country, and notably in Oklahoma and Texas, improved the growing crop and continental crop advices were also more favorable. In the Ukraine the fields display improvement, and in most of the importing countries there is a promise of an excellent harvest.

### United States on Export Basis

American markets are again on an export basis compared with competing countries. Liverpool weakened under enlarged offerings from Canada, and better crop forecasts created an easier undertone in Argentina markets. Australia's visible supply has decreased 24,000,000 bushels in the past month and now totals 39,000,000 bushels, the amount afloat for Europe decreased 4,000,000 bushels to a total 6,330,000 bushels under a year ago, and world's shipments last week were 5,600,000 bushels smaller than a year ago. North American stocks, according to Bradstreet's, were 10,022,000 bushels smaller and supplies in all positions have been reduced to a total 40,000,000 bushels under last year at this time, while the Canadian visible increased 1,697,000 bushels to a total 8,630,000 bushels over last year. High prices continued to elicit deliveries from first hands and arrivals at primary markets during the week were 550,000 bushels more than the week preceding and 340,000 bushels in excess of a year ago.

### Corn Displays Strength

Corn displayed greater strength, a decline of 2½c being succeeded by a recovery of 6c owing to a reduction in offerings and rise in spot prices. No. 2 yellow has been ranging from 4@7c over the May and in the past week there has been some export business done, 400,000 bushels having been taken in one day. Planting has been going forward with celerity under favorable surroundings and so far is from two to three weeks in advance of this time last year. Industries have been buying with greater freedom and lower grades have picked up some of the discount at which they were recently selling under contract grades. Buenos Aires was firmer, but ranged 15@17c below American prices. World's shipments increased more than 1,000,000 bushels, but so far for the crop year are more than 41,000,000 bushels smaller than in 1924 at this time. The amount on passage increased 780,000 bushels, but is 11,390,000 smaller than last year, while the visible supply gained 2,420,000 to a total 11,400,000 bushels more. The week's arrivals at primaries were 285,000 bushels smaller and 1,490,000 bushels less than a year ago. Meanwhile Chicago contract stocks of 4,232,000 bushels compare with 1,700,000 bushels a year ago.

### Exporters Buy Oats

Oats were narrowly confined in the absence of speculative activity, a recession of 1c being followed by a recovery of 2¼c. Some export business was reported, world's shipments increased 1,500,000 bushels and were 1,300,000 bushels more than last year, while Bradstreet's reported a decrease of 4,077,000 bushels in domestic stocks to a total of 34,725,000 bushels more than a year ago. Local stocks of 11,632,000 bushels compare with 2,738,000 bushels a year ago. The crop is making excellent progress as it nears maturity in the West and Southwest. Primary receipts decreased 288,000 bushels for the week and were 628,000 bushels smaller than a year ago.

Although rye was speculatively neglected, prices rallied

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7c after breaking 11c. No. 2 ranged  $\frac{1}{2}$ @1c under May, which was quoted  $9\frac{3}{8}$ @ $10\frac{1}{4}$ c over July. Although the German crop is over the average and in the Ukraine is improving, some export business developed and shipments from Atlantic ports totaled 1,867,000 bushels against 414,000 bushels a year ago.

Provisions were demoralized and neglected, lard falling 80c, ribs 75c and bellies 95c. Hog receipts were smaller, but prices weakened, export business was quiet and the domestic demand moderate, while offerings were fairly large and Liverpool displayed weakness.

#### Eckhart Bullish on Wheat

Bernard A. Eckhart, president of the milling company bearing his name, prominent member of the Chicago Board of Trade and a member of the directorate of the Continental & Commercial National Bank and Harris Trust & Savings Bank, in addition to other industrial corporations of major importance, believes that unless there is a radical improvement in the condition of the winter wheat crop that wheat will rise to \$2 a bushel. "I am of the opinion that between \$1.60 and \$1.75 is a reasonable price for wheat," he said. "It is the cheapest of our foodstuffs, and even \$2 a bushel would not be out of line with other commodities. Potatoes, dairy products and meat are all selling relatively higher than wheat. Considering the report of the Government that based on its condition on May 1 the winter wheat crop this year will approximate 455,000,000 or 145,000,000 bushels less than last year, it seems we will have little grain to sell for export the coming season.

"It is unlikely that the spring wheat crop will do better, if as well as last season. I am told there is only a slight increase in the acreage. I do not believe marketing of wheat the coming season will be rushed or agree with some interests in the grain trade who believe the American farmer will market his new crop of wheat this summer direct from the thresher. The farmer has been told there is a world shortage and he is in a position financially to sell his grain with caution. I believe marketing of wheat the coming season will be very orderly and also there will be a ready demand for the grain when it reaches terminals. Another thing to bear in mind is that Europe will be in a position to buy grain freely this year, providing we have it to spare."

#### Heed Jardine's Warning

Warning to the Chicago Board of Trade by Secretary of Agriculture Jardine that it must amend its rules to avoid broad and irregular fluctuations in grain futures as a result of extravagant speculative operations will be heeded by the directorate, according to an announcement made by Frank L. Carey, president of the exchange. Allegations that leading members of the Board of Trade, including Arthur Cutten, Thomas M. Howell, Jesse Livermore and James A. Patten, have in the recent past been trading in such large quantities of wheat, corn, oats and rye that normal operations of the grain trade were obstructed and export business checked, are now being sifted by Dr. J. W. T. Duvel, grain exchange supervisor for the Govern-

ment. Dr. Duvel said on Friday upon his return from Washington that he had not completed his investigation of future trading here.

#### Carey Discusses Situation

President Carey announced that the Board of Trade directorate is preparing to revise rules which will prevent a recurrence of wide price fluctuations which developed during a period when the world's trade centered in Chicago owing to the unprecedented foreign demand for American foodstuffs. In a statement issued to the press, President Carey said of the situation: "The desire of the exchange to solve its own problems has been clearly shown over a period covering half a century. By the constant revision of its rules the exchange has met the ever changing conditions of world commerce. Long ago it made impossible the old abuses that developed into what were known as corners. In the last six months there developed a situation that was wholly new to the exchange. Never before had the exchange been called upon to meet such wide price fluctuations in peace times.

"Under the stress of such unprecedented circumstances the exchange functioned remarkably well. If abuses crept in they were strikingly few when viewed from the great volume of business transacted. Nevertheless, it is the genuine desire of the exchange to correct any abuse that may be found, just as it has done in the past. But in view of the fact that the situation which developed is unprecedented, it is deemed judicious to avoid hasty action that might be of a disturbing character and to deal with the question in a broad, thorough manner."

While sentiment on the Board of Trade was bullish on wheat, it was bearish on coarse grains. Cash corn began to slow down late last week, oats did not respond rapidly to export buying and rye was sluggish at times.

#### Speculative Trading Smaller

Trading did not increase to the extent that members of the Board of Trade had anticipated when wheat continued its rise. Transactions in wheat futures for the week totaled 294,266,000 bushels against 309,260,000 bushels the week before. Corn totaled 110,616,000 against 135,683,000 the preceding week; oats 25,173,000 bushels against 36-

(Continued on page 48)

## 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.

## Van Dusen-Harrington Northwestern Crop Report

Minneapolis, May 20—The weather throughout the Northwestern states, Minnesota, North Dakota, South Dakota and Montana has been very unsettled for the past week. During several nights, ice formed in the northern half of the territory and this being followed by very warm weather the past two days. Some fields, especially in low spots, were frozen hard and the small grain, which was from two to six inches high, shows the effects of the cold. It is probable that little damage has occurred, but the growth will be retarded to some extent, making the crops a little later.

In order to properly revive some of the fields so affected, moisture is needed in conjunction with the present warm weather. The spring so far has been unusually dry. There have been no general, soaking rains. In some places there is sufficient moisture for the present, but as a rule rains are needed to produce the best growth. Otherwise some unsatisfactory developments might occur.

Generally the small grains show good strong roots, and the final result is merely a question of favorable weather, as the start was very favorable.

Some seeding of coarse grain is still being done. Corn planting has been delayed either by cold or dry weather. In some places, however, it is finished, while at others it is just starting.

Probably about 60 per cent. of the flax has been seeded. Breaking of new ground has been delayed at a number of points, because the soil is too dry. In the northern half of this territory, very little flax is above ground. Some of the early sown in Minnesota and South Dakota especially has been somewhat affected by the cold.

As previously reported, rye is very spotted and uneven. At places it has started to joint and there is some doubt as to the effect the extreme cold has had on it.

We believe that the present crop prospects of the Northwest are still very good; although it is absolutely necessary that we have moisture soon; otherwise the present standard cannot be maintained.

### CHICAGO STOCK MARKET IN UPWARD TREND

(Continued from page 15)

R. E. Wilsey & Co., Inc., at 95 and accrued dividends, yielding more than 7.35 per cent. The company owns more than 98 per cent. of the common stock of Cumberland County Power & Light Co., and all the junior issue of the Northwestern Public Service Company, whose net earnings for 1924 were \$1,805,870.

The First Trust & Savings Bank and A. B. Becker & Co., offered \$1,500,000 Showers Brothers Company first mortgage 5½ per cent. serial bonds, priced to yield from 4.75 to 5.50 per cent. Net earnings from 1920 to 1924 inclusive after depreciation and interest charges, but before Federal taxes, averaged \$760,643 annually or 9.2 times annual interest charges of \$82,500.

#### Curb Stocks Stronger

According to John Burnham & Co. the Chicago unlisted market has been unusually active with the majority of executions of orders at higher prices. Illinois tax exempt preferred issues continued at about the same level; the greater number of the better grade stocks being in demand with few offerings available. Albert Pick preferred was in good demand at 96. National Tea preferred changed hands between 106 and 108. Benjamin Electric 8 per cent. preferred was in good demand at 98, with offerings at par. Illinois Power & Light preferred was firm at 95 bid, stock offered for sale at 98. Northern States Power preferred was in good demand at 97, with the cheapest offerings at 100. Michigan Sugar common displayed strength between 6¾ and 7½. The market closed stronger with 6¾ bid, stock offered for sale at 7¼. Butler Brothers was firm with very little trading. Prices ranged between 32¾ and 33¾, the market closing 33 bid, stock offered at 33¼.

Bucyrus Common had a very handsome advance from early sales around 140 to 153, the market closing at 152 bid, with stock offered for sale at 155. Ease prevalent in Hol-

land-St. Louis Sugar, stock being offered at 7¾ with bids lacking. Elgin National Watch continued strong with sales between 69 and 70, at which level it remained in demand at the close with no further offerings coming into the market.

### CHICAGO GRAIN SENTIMENT BULLISH

(Continued from page 47)

622,000 the week before and rye 8,100,000 against 11,711,000, a total of all grains of 438,155,000 bushels compared with 493,276,000 bushels the week preceding.

New members admitted to the Board of Trade are George H. Newkirk of Chicago, Louis M. Steinberg of St. Louis, Jerry C. Moats of St. Joseph, Mo., James V. Rank of London, England, and W. L. Curtiss of Land o' Lakes, Miss.

Germany is giving long notice ahead of her intentions to tax imports of grain, the minister of foods announcing that up to July 31, 1926, he will impose pre-war duties of 2¼ marks per quintal on wheat and 2½ marks on rye.

It is related that the war between Cutten and the Howell Livermore pool is still as keen as ever. Throughout the week Cutten was supporting wheat, while Howell-Livermore brokers were selling.

#### Cotton Trend Lower

Cotton was irregularly lower on the Chicago Board of Trade, but displayed an improved tone toward the last when Federal statistics showed a larger consumption last month than in the same period last year and an increased total for the crop period over that of the year preceding. Early in the week the rapid progress made in planting under favorable surroundings, frequent rains in the Southwest and weakness in Liverpool being contributing factors. Commission houses were the chief sellers.

Some of the commission houses have been advocating the sale of July wheat and purchase of September, which has been selling at a discount of around 8c under the nearby month.

Expansion is still the order of the day among Chicago commission houses. Last week Sincere & Co. added two more rooms in the Illinois Merchants Building to their quarters.

Joseph P. Griffin of J. S. Bache & Co., said commercial supplies of corn are shrinking and no farm movement of consequence can be anticipated for 30 days and he expresses friendliness toward all deliveries.

The position of wheat is now in direct contrast to that of a year ago. At that time May wheat was about 67c cheaper than it is now, and some of the far-seeing traders believe that wheat will see its highest price during the summer and decline gradually toward the end of the year.

### \$500,000,000 NEW FINANCING PENDING

New York—Approximately \$500,000,000 of new issues, the greater part of which is foreign financing, is being negotiated by investment bankers, according to reports in Wall Street. One important investment banking firm is considering the flotation of \$400,000,000, nearly all of which is business connected with countries other than America. It is reasonable, as another banker pointed out, to believe that the other houses in the Street are discussing at least \$100,000,000 of new issue.

Two foreign government issues which are under consideration are the \$10,000,000 Argentine refunding loan, which is expected soon, and the 15,000,000 Polish Government loan. The latter is part of the original authorization of \$50,000,000, \$35,000,000 of which was floated in February. The Polish financing may not come before summer.

It is possible that one of the loans contemplated is a \$100,000,000 German railway loan. Such an offering, it is declared, would be attractive, but there are problems in connection with the Dawes plan payments which would have to be straightened out before such an issue was placed on sale.

The estimated total of \$500,000,000 does not include the French Government financing, which, it is believed, will be placed in the American market some time after arrangements for the payment of the republic's debt to the United States are made.



**BUSINESS FUTURE BASED ON CROP YIELDS**

(Continued from page 13)

the largest harbor between Florida and Galveston, and also supply connection with three other roads and access to the large south bound tonnage originating in the territory tributary to Chicago and the Mississippi valley. It is pointed out by railroad traffic experts that the Gulf, Mobile & Northern offers additionally an advantageous connection at Jackson, Tenn., to make the shortest route to the gulf. Last year the road had a surplus after charges of \$1,222,222, equal to \$9.83 a share on preferred stock, comparing with \$8.18 in 1923. For the first three months of the current year gross revenues were \$1,547,000 comparing with \$1,515,000 last year, and net operating income was \$288,000, against \$291,000 in 1924.

**White Calls Trade Good**

F. Edson White, president of Armour & Co., says the company's business is in a satisfactory condition. "Our earnings for the first four months of the fiscal year were better than for the same time last year," he added. "The directors have voted the regular quarterly 1 1/4 per cent. dividend on the preferred stock of Armour of Illinois and Armour of Delaware, and also a quarterly dividend of 50 cents a share, equal to 8 per cent. annually, on the company's common stock."

The \$3,500,000 estate of the late Morris S. Rosenwald, president of Morris S. Rosenwald & Co., investment bankers, has been closed in the probate court. One per cent. of the estate will be given to charities and the balance held in trust for Mrs. Rosenwald and three children.

Despondency because of injuries sustained in an automobile accident and lack of success in a new manufacturing venture caused Bruno F. Kowalewski, former president of the Sherman State Bank to kill himself. He resigned as president of the bank last January.

**Swift Was Misquoted**

Louis F. Swift, president of Swift & Co., received a wireless message from G. F. Swift, vice president of the big packing company, saying he had been misquoted when, before taking passage for Europe last Friday, he was quoted as saying that "the outlook for the packing business is fair. Our receipts thus far this year have been 10 to 20 per cent. less than a year ago, but the outlook for the balance of 1925 is an average prospect. Hogs have advanced from 5 to 6 cents a pound and cattle prices are also slightly higher than last year and I expect these prices to be maintained. From present indications we should earn around \$13,000,000 in 1925. This compares with \$14,125,988 last year." Louis F. Swift added it is impossible at this time to forecast results to November 1.

Samuel Insull will deliver the annual commencement address on May 28 at the Armour School of Technology.

R. Perry Seeley has resigned his position in the bond department of the Harris Trust & Savings Bank and with his brother has organized the Seeley Guaranty Company at Los Angeles, Calif., with a capital of \$300,000 to finance warehouse receipts representing merchandise stored in public warehouses.

Led by F. J. Skala, president of the Skala State Bank, 250 natives of Bohemia left Thursday to visit home towns in Czecho-Slovakia.

W. Frank McClure, vice president of Albert Frank & Co., was elected chairman of the National Advertising Commission of the Associated Advertising Clubs of the world at the convention in Houston, Texas.

Charles H. Requa of Requa Brothers, has sold his Chicago Stock Exchange membership to Louis M. Steinberg of St. Louis.

James B. Van Vleck is now associated with the Standard Trust & Savings Bank as manager of the bond department.

At the annual election of the New York Stock Exchange Peter J. Maloney, of Block, Maloney & Co., and former resident of Chicago, was re-elected a member of the governing committee.

**Dillon, Read & Co. Move**

Dillon, Read & Co. have moved from The Rookery to 134 South La Salle Street and occupy the entire fifth floor in the National Bank of the Republic Building. In

the new location the firm has ample room to take care of its largely expanded business, which had outgrown its former quarters, into which it moved five years ago.

Alois R. Clarke, resident manager of Howe, Snow & Bertles, Inc., investment bankers at 105 South La Salle Street, anticipates a continuation of the activity in bond absorption by individual investors. "Money is very plentiful and if one goes shopping around low rates are available to the borrowers. This week we were offered a loan by an interior bank at 4 per cent., and this cheapness of money largely aids the investment business. "Mr. Clarke aided in the organization of the Chicago branch of the National City Company of New York, of which he was assistant general manager prior to his affiliation with Howe, Snow & Bertles, Inc.

Chicago Board of Trade memberships have advanced to \$7,600 and there are 20 applicants for admission. Several applications have come from Mississippi and Missouri owing to the development of cotton trading on the exchange here, and the activity in the grain trade has recruited a large number of men identified with the grain trade in other sections of the country.

The First National Bank of Lyons of Lyons, Ill., has applied for permission to organize with a capital of \$25,000.

Hill, Joiner & Co. at 137 South La Salle Street, have been incorporated with a capital of \$800,000 and 20,000 shares of no par value stock, to buy and deal in bonds, warrants, mortgages and commercial paper. The incorporators are John W. McCarthy, Ray Garrett and Edmond W. Hebel.

"I have heard of no definite steps toward an appointment of a reorganization committee for the Chicago & Alton," said Salmon O. Levinson, counsel for the common stockholders' protective committee. "It is high time, however, that the road was reorganized in view of the trend toward consolidation."

Minton, Lampert & Co., have moved from 29 South La Salle Street to 137 South La Salle Street.

James P. Cox, former chief clerk to the general superintendent of the Elgin Joliet & Eastern Railway, is now associated with Brokaw & Co., in its sales organization.

Charles Frederick Grey, 96 years of age and pioneer Chicago banker, died last Monday at his home in Evanston, where he has resided since 1866. Seventy-six years ago Mr. Grey came to Chicago from Buffalo to engage in the hide and leather business and organized the Hide & Leather National Bank.

**REVIEW OF THE LIVE STOCK MARKETS**

(Continued from page 42)

vealers mostly \$9.00 to \$9.50 for better lights. Stockers and yearlings were salable at \$5.00 to \$7.50 with feeding cows and heifers at \$3.75 to \$6.00. Supplies in the sheep house were too scarce to establish a definite market, the few odd head cashing at weak to 25 cents lower figures.

**CLAREMONT S. JACKMAN, JANESVILLE, WISCONSIN, BANKER DIES**

Janesville, Wis.—Claremont S. Jackman, vice president of the Rock County National Bank of Janesville died recently at the age of 78 years. Mr. Jackman was a Civil War Veteran, having enlisted in the Twelfth Wisconsin Artillery at the age of 16, and serving during several historic engagements in the war. His banking career began when he became messenger in the Rock County National Bank in 1867. During more than 30 years of service with this bank he served as cashier, and finally as president, until the latter years of his life when he acted as vice president. He was actively engaged in business at the time of his death.

SHIP YOUR **WOOL** HIDES, PELTS, FURS, ETC. To McMILLAN FUR & WOOL CO. MINNEAPOLIS, MINN. WRITE FOR CIRCULARS.

**GRAIN STOCKS AT MINNEAPOLIS**

Wheat in Minneapolis public elevators, as reported by the Chamber of Commerce on May 16, with comparisons, in bushels (000's omitted):

	1925	1924	1923	1922
No. 1 dark	3,008	3,187	3,518	951
No. 1 northern	2,217	974	1,131	43
No. 2 northern	530	1,597	1,672	503
Others	3,415	5,455	6,406	3,264
<b>Totals</b>	<b>9,170</b>	<b>11,213</b>	<b>12,727</b>	<b>4,791</b>

Stocks of coarse grain in public elevators in Minneapolis, in bushels (000's omitted):

	May 16	May 9	May 17	May 19	May 20
Corn	411	536	1924	1923	1922
Oats	14,979	15,843	2,093	6,530	18,057
Barley	1,139	1,175	177	430	276
Rye	479	641	7,183	3,855	300
Flaxseed	315	399	89	9	78

**WHEAT STOCKS AT DULUTH AND SUPERIOR**

Wheat stocks in Duluth and Superior elevators as on May 16, showing changes in the week: Wheat—Nos. 1 and 2 dark northern and Nos. 1 and 2 northern, 2,597,525 bushels; No. 3 dark northern and No. 3 northern, 119,708 bushels; other spring, 2,805,234 bushels; Nos. 1 and 2 amber durum and Nos. 1 and 2 durum, 281,228 bushels; No. 3 amber durum and No. 3 durum, 162,585 bushels; other durum, 3,421,776 bushels; Nos. 1 and 2 hard winter and Nos. 1 and 2 winter, 9,955 bushels; other winter, 3,149 bushels; bonded, 470,359 bushels; total wheat, 9,871,519 bushels, decrease, 894,502 bushels.

**CROP-YEAR WHEAT RECEIPTS**

Receipts of wheat in Minneapolis and Duluth from September 1, 1924, to May 16, 1925, compared with the corresponding period of previous years, in bushels (000's omitted):

	1924-25	1923-24	1922-23	1921-22
Minneapolis	84,782	82,025	108,760	81,902
Duluth	95,563	28,702	53,116	40,968
<b>Totals</b>	<b>180,345</b>	<b>110,727</b>	<b>161,876</b>	<b>122,870</b>

**GRAIN STOCKS AT CHICAGO**

	Public	Private	Total	Last year
Wheat	1,398	1,952	3,350,000	11,570,000
Corn	4,276	5,887	10,163,000	3,350,000
Oats	1,701	8,291	9,992,000	2,595,000
Rye	2,761	111	2,872,000	1,940,000
Barley		238	238,000	175,000

**UNITED STATES VISIBLE GRAIN SUPPLY**

	This week	Last week	Last year
Wheat	40,604,000	43,464,000	46,744,000
Corn	19,582,000	21,258,000	15,466,000
Oats	40,123,000	44,005,000	8,903,000
Rye	10,656,000	11,500,000	19,788,000
Barley	2,549,000	2,166,000	9,120,000

**CANADIAN VISIBLE GRAIN SUPPLY**

	This week	Last week	Last year
Wheat	35,019,000	36,110,000	24,069,000
Oats	11,719,000	14,733,000	7,925,000
Barley	4,092,000	4,219,000	2,903,000

**WORLD GRAIN SHIPMENTS**

	Last week	Prev. week	Last year
Wheat	9,205,000	11,793,000	15,459,000
Corn	3,192,000	1,677,000	4,863,000
Oats	6,076,000	2,704,000	1,530,000

**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:

	May 16	May 9	May 17	May 19
Minneapolis	185,826	161,978	205,463	219,000
St. Paul	9,741	7,383	12,849	11,775
Duluth-Superior	19,710	18,650	12,990	19,115
Milwaukee	7,200	7,000	3,800	6,000
<b>Totals</b>	<b>222,477</b>	<b>195,011</b>	<b>235,102</b>	<b>255,890</b>
Outside mills*	170,454	184,179	220,804	162,749

	Aggregate spring	1924	1923	1922
St. Louis	13,500	14,500	23,200	30,200
St. Louis†	30,700	31,200	43,200	28,700
Buffalo	173,509	179,002	123,988	96,130
Chicago	30,000	30,000	37,000	21,000
Kansas City	94,984	89,941	84,100	98,680
Kansas City‡	232,816	213,243	246,666	275,845
Omaha	19,663	16,706	15,262	16,290
St. Joseph	26,287	21,922	26,197	26,165
Salina	20,249	19,793	14,800	22,840
Wichita		23,067	32,203	29,685
Toledo	30,000	25,900	34,300	29,000
Toledo§	73,618	42,354	57,540	64,575
Indianapolis	6,578	7,152	6,164	6,053
Nashville**		81,806	88,799	81,135
Portland, Ore.	15,395	10,856	25,792	
Seattle	14,070	9,558	20,663	20,720
Tacoma	10,257	9,412	25,347	12,135

\*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, 1924, to May 16, 1925, compared with the corresponding period of the previous year, in bushels (000's omitted):

	—Receipts—		—Shipments—	
	1924-25	1923-24	1924-25	1923-24
Minneapolis	13,136	7,776	3,460	1,702
Duluth	15,690	6,532	14,575	5,863
<b>Totals</b>	<b>28,826</b>	<b>14,308</b>	<b>18,035</b>	<b>7,507</b>

**MINNEAPOLIS GRAIN FUTURES**

	May	May	May	May	May	May
Wheat—	14	15	16	18	19	20
May	1.58	1.57	1.60	1.59	1.60	1.62
July	1.55	1.55	1.58	1.56	1.58	1.60
September	1.41	1.40	1.42	1.41	1.42	1.44
<b>May</b>						
	May	May	May	May	May	May
Rye	14	15	16	18	19	20
Oats	1.09	1.10	1.12	1.11	1.11	1.12
Flax	.41	.41	.41	.40	.41	.40
Barley	2.77	2.77	2.79	2.77	2.76	2.78
	.82	.82	.82	.81	.80	.81
<b>July</b>						
	May	May	May	May	May	May
Rye	14	15	16	18	19	20
Oats	1.10	1.09	1.11	1.10	1.10	1.12
Flax	.41	.41	.41	.45	.41	.41
Barley	2.79	2.79	2.81	2.79	2.78	2.80
	.84	.83	.83	.82	.82	.83
<b>September</b>						
	May	May	May	May	May	May
Oats	14	15	16	18	19	20
Flax	.42	.41	.41	.41	.41	.41
	2.50	2.52	2.55	2.55	2.52	2.55

**DULUTH GRAIN FUTURES**

	May	May	May	May	May	May
Durum	14	15	16	18	19	20
Flax	1.56	1.57	1.60	1.58	1.58	1.60
	2.79	2.79	2.80	2.80	2.79	2.80
<b>July</b>						
	May	May	May	May	May	May
Durum	14	15	16	18	19	20
Flax	1.56	1.56	1.59	1.57	1.57	1.58
	2.79	2.80	2.81	2.81	2.79	2.81
<b>September</b>						
	May	May	May	May	May	May
Durum	14	15	16	18	19	20
Flax	1.40	1.40	1.40	1.40	1.40	1.41
	2.54	2.55	2.56	2.58	2.56	2.51

**CHICAGO GRAIN FUTURES**

	May	May	May	May	May	May
Corn	14	15	16	18	19	20
Oats	1.13	1.11	1.13	1.12	1.13	1.13
Rye	.45	.45	.45	.45	.45	.45
	1.20	1.19	1.21	1.22	1.20	1.21
<b>July</b>						
	May	May	May	May	May	May
Corn	14	15	16	18	19	20
Oats	1.16	1.14	1.16	1.14	1.15	1.15
Rye	.45	.44	.44	.44	.44	.44
	1.12	1.11	1.12	1.12	1.12	1.13
<b>September</b>						
	May	May	May	May	May	May
Corn	14	15	16	18	19	20
Oats	1.14	1.13	1.14	1.13	1.13	1.13
Rye	.44	.44	.44	.44	.44	.44
	1.05	1.04	1.05	1.04	1.04	1.05

**WINNIPEG GRAIN FUTURES**

	May	May	May	May	May	May
Wheat	14	15	16	18	19	20
Flax	1.80	1.82	1.85	1.89	1.86	1.89
	2.44	2.45	2.47	2.45	2.45	2.46
<b>July</b>						
	May	May	May	May	May	May
Wheat	14	15	16	18	19	20
Flax	1.72	1.73	1.75	1.77	1.76	1.79
	2.47	2.48	2.49	2.45	2.47	2.48
<b>October</b>						
	May	May	May	May	May	May
Wheat	14	15	16	18	19	20
Flax	1.39	1.39	1.40	1.38	1.40	1.45
	2.29	2.31	2.33	2.33	2.35	2.36

**WHEAT RECEIPTS—CARS**

	Minneapolis	Duluth	Chicago	Winnipeg
	Year	Year	Year	Year
May 14	1925 ago	1925 ago	1925 ago	1925 ago
May 15	87	115	114	42
May 16	64	104	171	43
May 17	64	144	127	75
May 18	186	238	275	83
May 19	66	114	367	113
May 20	45	76	169	46

**MINNEAPOLIS RECEIPTS—COARSE GRAINS**

	Corn	Oats	Rye	Barley	Flax
May 14	9	24	2	19	11
May 15	4	22	7	20	12
May 16	10	22	22	4	27
May 18	15	51	13	52	35
May 19	13	3	14	10	10
May 20	9	20	11	11	9





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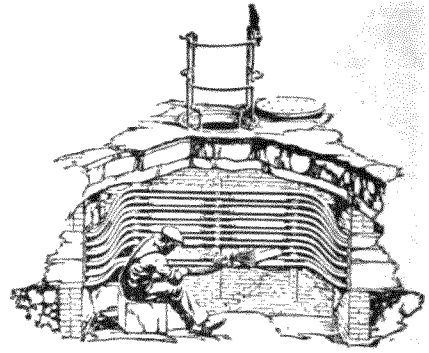
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