

COMMERCIAL WEST

PUBLISHED WEEKLY

BANKING

INVESTMENTS

INSURANCE

GRAIN AND MILLING

VOL. 48—No. 3

MINNEAPOLIS, SATURDAY, JULY 18, 1925

PRICE { Fifteen Cents a Copy
Five Dollars a Year

Haine, Webber & Company

ESTABLISHED 1880

BONDS AND NOTES
U. S. GOVERNMENT
FOREIGN GOVERNMENTS
MUNICIPALITIES
RAILROADS
PUBLIC UTILITIES
INDUSTRIALS

McKnight Building

Minneapolis

Boston

New York

Chicago

St. Paul

Duluth

MEMBERS

New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
Detroit Stock Exchange
New York Cotton Exchange
Chicago Board of Trade
Hartford Stock Exchange

H. M. Byllesby and Co.

Incorporated

Underwriters, Wholesalers and Retailers of Investment Securities—Specialists in Public Utilities.

McKnight Bldg.
MINNEAPOLIS

Pioneer Bldg.
ST. PAUL

Chicago New York Boston Philadelphia
Detroit Kansas City Providence

Private Wires--- Chicago - New York - Boston

BLAIR & CO.

INCORPORATED

INVESTMENT SECURITIES

NEW YORK CHICAGO

MINNEAPOLIS

Ground Floor, McKnight Building

HEALTH IS YOUR BEST ASSET

Without It, You're Not Fit for Daily Work

DRINK ONLY

CHIPPEWA

NATURAL SPRING WATER

The Purest and Softest in the World

And notice the results — Ask your doctor

CHIPPEWA SPRINGS CORP.

177 North Colfax Avenue, Minneapolis

Phone Hyland 2500

Out of town shipment filled the same day order received

A Complete Banking Service

THE FIRST NATIONAL BANK OF CHICAGO



1863

1925

FIRST TRUST AND SAVINGS BANK: CHICAGO

Combined resources exceed \$350,000,000

Calls and Correspondence invited

DISCOUNT HOUSE

of

SALOMON BROS. & HUTZLER

Members New York Stock Exchange

First National-Soo Line Building

MINNEAPOLIS

E. C. KIBBEE - Manager

NEW YORK

BOSTON

CHICAGO

PHILADELPHIA

DETROIT

C. F. CHILDS & Co.

The oldest house in America specializing exclusively in

GOVERNMENT BONDS

PRIVATE WIRES From COAST to COAST

MINNEAPOLIS OFFICE

609 Second Ave., So. Tel. Atlantic 2801

HIGH GRADE INVESTMENT SECURITIES

Handling Estates and acting as Trustee is our specialty

NORTHWESTERN TRUST COMPANY

344 Jackson Street

SAINT PAUL, MINNESOTA

Affiliated with the First National Bank

Before Buying Bonds

investigate our offerings of high-grade securities that are especially suitable for banks.

Minneapolis Trust Company

115 South Fifth Street, Minneapolis

Affiliated with the

First National Bank in Minneapolis

ERNST & ERNST

AUDITS — SYSTEMS — TAXES

FIRST NATIONAL-SOO LINE BUILDING

TELEPHONE ATLANTIC 4262

MINNEAPOLIS

New York
Philadelphia
Dallas

Washington, D. C.
New Orleans
Boston

St. Louis
Houston
Richmond

Chicago
Cincinnati
Detroit

Kansas City
Atlanta
Cleveland

Toledo
Pittsburgh
Minneapolis

Fort Worth
Providence
St. Paul

Carrollton
Grand Rapids
Indianapolis

Buffalo
Denver
Milwaukee



Send St. Paul Business to Us
 You will like our service and
 We will appreciate your patronage
American National Bank

TABLE OF CONTENTS

	Page		
Municipal Bond Offerings and Sales.....	3	The A. B. A., The Bankers' School.....	16
Prices of Government Bonds.....	4	Effects of the Dawes Plan on International Credits	22
Foreign Government Bonds.....	4	Financial Operations of the Government the Past Fiscal Year	20
Standard Oil Stocks.....	4	The Collection of Country Bank Deposits.....	26
Personals	5	Prices of Bank Stocks and Other Securities.....	28
Editorials—		New Banks and Changes	30
What Weeds and Poor Seed Cost Farmers....	7	New Laws in Minnesota Relating to Insurance....	32
Prosecution of Commercial Frauds.....	7	The Legal Question Box and Late Decisions.....	34
Responsibility of Leadership Rests Upon Bankers	8	North Dakota's Treasury in Good Financial Shape	36
Raise More and Better Sheep.....	8	Story of Progress in Western South Dakota.....	37
The Bull's Eye.....	9	Montana's Comeback as Shown in Land Office Records	38
News of Chicago Banking and Financial Circles..	12	National Wealth of Canada Doubled in Fifteen Years	40
Chicago Stock Exchange and LaSalle Street News	14	Review of the Live Stock Markets.....	43
Minnesota Bankers Meet at Duluth.....	10	Crop and Grain Marketing Conditions.....	44
Report of the Secretary.....	11	VanDusen-Harrington Northwestern Crop Report..	45
Report of the Protective Department.....	11	News of the Chicago Board of Trade.....	46
Report of Resolutions Committee.....	11	Farmers' Problems and Suggested Remedies.....	48
Activities of Minnesota Bankers During the Past Year	18	Government Crop Report for July.....	49
		Market Prices and Other Grain Statistics.....	50

REVISED BANK LETTERS
 By W. R. MOREHOUSE and F. A. STEARNS

A portfolio of 100 practical letters for use in developing business for all departments of a bank.

The following is a partial list of subjects covered:

- Treating Dormant Accounts*
- Soliciting New Savings Accounts*
- Developing Commercial Department*
- Trust Department*
- Bond Department*
- Safe Deposit Department*
- Banking By Mail*
- Co-operation of Employees, Stockholders and Patrons*
- Women's Accounts*
- Many Special Letters Embodying Successful Business Building Plans*

Complete detailed instructions accompany each campaign and letter.

OTHER BOOKS BY W. R. MOREHOUSE

Bankers Guide Book

Contains 1,190 questions and answers on legal banking problems. Answers certified by John Edson Brady. 290 pages bound in flexible Fabricoid cover. Postpaid—\$3.00.

How to Succeed in the Bank

Intensely practical—filled with sound, common-sense suggestions for improvement of bank work and service—crowded with wholesome, solid advice on problems of advancement in the banking field. 208 pages—handsomely bound in silk cover. Postpaid—\$2.50.

Tried and Proven

A portfolio of 100 result-producing business letters which you will refer to every day

BANK LETTERS

Just the right letter to cover each particular situation.

Commercial West
 Minneapolis

Send the portfolio and I'll look the letters over. Most likely I'll keep them; but if they do not come up to my expectations I will return them to you in 5 days and you will promptly refund the \$10 I enclose herewith.

My Name.....

My Bank.....

Our Address.....

Western Municipal Bonds

FUTURE BOND ELECTIONS

July 17—Butler County, Nebraska, School District No. 32 (P. O. Rising City), \$45,000 building and site bonds.

July 19—Jackson County, Oregon, School District (P. O. Ashland)—\$105,000 bonds.

July 20—Moorhead, Minn.—\$50,000 water and light plant repair bonds.

July 21—Butte County, Idaho (P. O. Arco), \$40,000 general bonds.

July 22—State Center, Iowa, \$50,000 waterworks extension bonds.

July 28—Racine, Wisconsin, School District, \$900,000 bonds.

August 3—Fayette County, Illinois (P. O. Vandalia), \$100,000 not exceeding 4½ per cent. bonds.

FUTURE BOND SALES

July 20—Yuma County, Arizona, School District No. 14 (P. O. Yuma), \$34,500 bonds; denomination \$500; 6 per cent.; 20-years; certified check 5 per cent. Clara A. Smith, clerk board of supervisors.

July 20—State of Oregon (P. O. Salem)—\$1,000,000 Veterans State Aid Gold series No. 4 coupon bonds; denomination \$1,000; not exceeding 6 per cent.; 1¼ year average; certified check 2½ per cent. W. P. Simpson, secretary world war veterans state aid commission.

July 21—Portland, Oregon, \$297,000 assessment collection bonds; denomination \$1,000; 4¾ per cent.; 20-years; certified check 5 per cent. George R. Funk, city auditor.

July 21—Des Moines, Iowa, Independent School Districts, \$55,000 Stowe school; \$75,000 Phillips school; \$75,000 Brooks school; \$300,000 Junior high school building; \$500,000 new junior high school; \$70,000 Cattel school; \$45,000 Saylor school; \$90,000 Oak Park school; \$75,000 Sabin school; \$60,000 Nash school; \$20,000 Hubbell school; \$40,000 Greenwood school; \$30,000 Rice school; \$65,000 Maple Grove school bonds; denomination \$1,000; 4, 4¼ or 4½ per cent.; 20-years; certified check 1 per cent. George L. Garton, secretary board of directors.

July 24—Glenns Ferry, Idaho—\$35,000 sewer bonds; 7 per cent. W. A. Stevens, city clerk.

July 24—Lakeview, Oregon—\$10,000 sewer bonds; denomination \$500; 6 per cent.; 1-10 years; certified check 5 per cent. Harry J. Augustead, town recorder.

July 27—Kankakee, Illinois, School District No. 111—\$365,000 coupon bonds; denomination \$1,000; 9¾ years; certified check 2 per cent. Edward Hoennicke, clerk board of education.

August 3—Roosevelt Water Conservation District, Arizona (P. O. Mesa), \$1,000,000 second series bonds; 6 per cent.; 11-30 years; certified check 5 per cent. E. F. Young, secretary board of directors.

BOND NOTES

Miles City, Montana—A recent election authorized an issue of \$50,000 bridge bonds by a vote of 270 to 28.

Albany, Oregon—An issue of \$25,000 municipal bonds was offered to Peirce, Fair & Co., of Portland at 103.62.

Alliance, Neb.—An issue of \$142,000 5 and 6 per cent. city bonds was sold to James T. Wachob & Co., of Omaha.

Langdon, N. D.—Drake, Jones & Co., of Minneapolis purchased \$10,000 5 per cent. 12½ year refunding bonds at par.

Chelan County, Wash., School District No. 46 (P. O. Wenatchee)—The State purchased at par \$56,000 4½ per cent. bonds.

Leigh, Neb., School District—Thomas Mortimer purchased \$20,000 4½ per cent. 5-20 year bonds at a premium of \$50-100.25.

King County, Washington, School District No. 184 (P. O. Seattle)—The State purchased at par \$2,000 6 per cent. 2-25 year bonds.

Blythe, Cal.—An issue of \$21,000 sewer system installation bonds was sold to the Freeman, Smith & Camp Co., of Los Angeles at 100.10.

Edgar County, Ill., Grandview Township Road District (P. O. Paris)—A recent election authorized \$20,000 road bonds by a vote of 207 to 107.

Livingston County, Ill. (P. O. Pontiac)—An issue of \$25,000 5 per cent. 1-5 year road bonds was offered to the White Phillips Company of Davenport.

Lead, S. D.—The First National Bank of Lead purchased the \$50,000 public school bonds which were authorized by the special election on May 26.

Ward County, N. D., Douglas School District (P. O. Minot)—An issue of \$25,000 bonds was sold at par to the Board of University and School Lands.

Shelby County, Ill., Graded School District No. 84 (P. O. Shelby)—The White Phillips Company of Davenport bought \$75,000 5 per cent. 13-year bonds.

Shenandoah, Iowa—An issue of \$9,000 4½ per cent. refunding bonds was awarded to George M. Bechtel & Co. of Davenport at a premium of \$77-100.85.

Walsh County, N. D., Grade School District No. 76 (P. O. Grafton)—An issue of \$4,500 bonds was sold to the Board of University and School Lands at par.

Gold Hill, Oregon—Peirce, Fair & Co. of Portland were the successful bidders for \$15,000 6 per cent. 20-year water plant bonds at 101.02, a basis of 5.91 per cent.

Franklin County, Neb., School District No. 33 (P. O. Franklin)—An issue of \$20,000 4½ per cent. bonds was offered to the Lincoln Trust Company of Lincoln.

Stillwater, Minn.—An issue of \$15,000 4½ per cent. waterworks bonds was purchased by the First National Bank of Stillwater at a premium of \$297-101.98.

McIntosh County, N. D., Green Lake School District (P. O. Ashley)—An issue of \$2,600 bonds was awarded to the Board of University and School Lands at par.

Fergus Falls, Minn.—The \$75,000 improvement certificate bonds awarded to the Minneapolis Trust Company were sold at a premium of \$675, a net rate of 4.15 per cent.

Ramsey County, N. D., Fancher School District (P. O. Devils Lake)—An issue of \$4,000 bonds was purchased by the Board of University and School Lands at par.

Newhall, Iowa, School District—George M. Bechtel & Co. of Davenport bought \$12,000 4½ per cent. 6 5/6 year bonds at a premium of \$186-101.55, a basis of 4.21 per cent.

Rock Springs, Wyoming—The North Side State Bank of Rock Springs bought \$255,000 6 per cent. 1-10 year local improvement bonds at 100.27, a basis of 5.94 per cent.

Seymour, Wisconsin—An issue of \$10,000 5 per cent. 10-year street improvement bonds was awarded to the First National Bank and Seymour State Bank, both of Seymour.

Cottage Grove, Oregon—George H. Burr, Conrad and Broom, of Seattle, purchased \$25,000 4¾ per cent. 10-20 year water system improvement bonds at 100.58, a basis of 4.68 per cent.

Roadhouse, Ill.—The First National Bank of Roadhouse was the successful bidder for \$4,500 6 per cent. 1-year street oiling bonds at a premium of \$11.25-100.25, a basis of 5.74 per cent.

Brea, Cal.—An issue of \$60,000 5 per cent. 40-year sewer system bonds has been sold to the First Securities Company of San Francisco at a premium of \$2,914-104.85, a basis of 4.73 per cent.

Rockham, S. D.—Drake, Jones & Co., of Minneapolis were the successful bidders for \$27,500 5¼ per cent. 12¼-year waterworks bonds at a premium of \$110-100.36, a basis of 5.21 per cent.

Snohomish County, Wash., Hobes School District (P. O. Everett)—An issue of \$2,000 4½ per cent. 2-5 year bonds has been awarded to the Teachers Retirement Fund Association at par.

Milwaukee, Oregon—Ferris & Hardgrove of Spokane, the Lumbermens Trust Company and Peirce, Fair & Co., both of Portland, jointly, purchased \$186,000 4½ per cent. city bonds at 100.17.

Farmington, Ill., School District—An issue of \$129,000 5 per cent. 20-year bonds was purchased by A. C. Steenburg & Co. of Farmington at a premium of \$307.40-100.23, a basis of 4.98 per cent.

Dakota County, Minn. (P. O. Hastings)—The Minneapolis Trust Company was the successful bidder for \$44,023.72 4¾ per cent. 11-20 year trunk highway reimbursement bonds at a premium of \$705.

COUNTY — CITY — SCHOOL BONDS

BOUGHT AND SOLD

Correspondence solicited

The Hanchett Bond Company

39 South La Salle Street

CHICAGO

Established 1885

H. C. SPEER & SONS CO.

MUNICIPAL,

COUNTY AND SCHOOL BONDS

First National Bank Building - CHICAGO

THE NATIONAL BANK OF LA CROSSE

LA CROSSE, WIS.

Statement at close of business June 30, 1925

RESOURCES

Loans and Discounts.....	\$3,322,621.63
Overdrafts	724.92
U. S. Bonds to secure circulation.....	250,000.00
U. S. Bonds and Treasury Notes.....	527,600.00
Federal Land Bank Bonds.....	126,000.00
Other Bonds	949,350.00
Stock in Federal Reserve Bank.....	22,500.00
Five Per Cent Redemption Fund.....	12,500.00
Banking House and Fixtures.....	75,000.00
Cash Resources	1,034,319.94
	<hr/>
	\$6,320,616.49

LIABILITIES

Capital	\$ 500,000.00
Surplus	250,000.00
Undivided Profits	235,911.31
Reserved for Taxes.....	12,000.00
Circulation	250,000.00
Deposits	5,072,705.18
	<hr/>
	\$6,320,616.49

OFFICERS

Geo. W. Burton, President L. C. Colman, Vice President
 F. H. Hankerson, Vice President H. R. Fox, Cashier
 Jos. Boschert, Vice Pres. R. C. Whelpley, Asst. Cashier

DIRECTORS

L. C. Colman Henry Gund E. L. Colman
 F. W. Sisson Joseph B. Funke P. M. Gelatt
 Geo. H. Gordon C. F. Michel D. W. MacWillie
 Geo. W. Burton F. H. Hankerson

The First National Bank

Winona, Minnesota

Statement at close of business June 30, 1925

RESOURCES

Loans and Discounts.....	\$2,152,570.27
Banking House	113,000.00
Other Real Estate.....	3,000.00
U. S. Bonds and Securities.....	1,312,429.49
Other Bonds	999,572.38
Other Assets	23,886.93
Stock in Federal Reserve Bank.....	15,750.00
Customers Liability Account Letters of Credit	2,500.00
Cash Due from Banks and U. S. Treas..	725,906.89
	<hr/>
	\$5,348,615.96

LIABILITIES

Capital Stock	\$ 225,000.00
Surplus Fund—all earned.....	300,000.00
Undivided Profits—Net	26,159.78
Reserves	10,820.55
Circulation	219,100.00
Letters of Credit.....	2,500.00
Deposits	4,565,035.63
	<hr/>
	\$5,348,615.96

OFFICERS

C. M. YOUMANS, President
 FRANK HORTON, Vice President
 C. L. BISHOP, Vice President
 W. A. MAHL, Active Vice President
 THEO. HECK, Cashier
 A. V. GARDNER, Asst. Cashier
 JOHN G. LIBERA, Asst. Cashier

*The oldest, continuous banking
 institution in Minnesota*

ESTABLISHED 1854

Corning, Cal.—Blyth, Witter & Co. of San Francisco were the successful bidders for \$20,000 5½ per cent. 1-20 year street improvement bonds at a premium of \$1,082-105.41, a basis of 4.81 per cent.

Hermosa Beach, Cal.—The Anglo-London Paris Company of Los Angeles was the successful bidder for \$100,000 5 per cent. 18½ year sewer bonds at a premium of \$5,912-105.91, a basis of 4.47 per cent.

Bingham, Utah (P. O. Bingham Canyon)—The \$19,000 re-funding bonds sold to the Industrial Commission of Utah were sold at par, bearing 5½ per cent. \$12,000 was issued for water and \$7,000 for a town hall.

Wauwatosa, Wisconsin—The First National Bank of Wauwatosa was the successful bidder for \$90,000 5 per cent. 10½ year average twelfth series bonds at a premium of \$5,572.68-106.19, a basis of 4.24 per cent.

Yolo County, Cal., Woodland High School District (P. O. Woodland)—An issue of \$54,000 5 per cent. 30-year bonds was awarded to R. H. Moulton & Co. of Los Angeles at a premium of \$5,119-109.66, a basis of 4.39 per cent.

San Benito County, Cal., Southside School District (P. O. Hollister)—Dean, Witter & Co., of Los Angeles were the successful bidders for \$10,000 6 per cent. 1-20 year bonds at a premium of \$510-105.10, a basis of 5.32 per cent.

Union Township, Iowa, Sub-School District Nos. 1 and 2 (P. O. Coon Rapids)—George M. Bechtel & Co. of Davenport, have bought \$6,000 4½ per cent. 1-6 year building bonds at a premium of \$90.00-101.50, a basis of 4.03 per cent.

Multnomah County, Oregon, School District No. 1 (P. O. Portland)—A syndicate composed of the Detroit Company of Detroit, Eldredge Commercial Trust and Savings Bank of Chicago, Wells-Dickey Company of Minneapolis and Ralph Schneeloch Company of Portland, was the successful bidder for \$1,000,000 4 per cent. 1-20 year bonds at a premium of \$100-100.01, a basis of 4.33 per cent.

Chicago, Ill.—A syndicate composed of the Guaranty Company of New York, Marshall Field, Glorie, Ward & Co. of Chicago, Ames, Emerich & Co., of New York, Stevenson, Perry, Stacy & Co., William R. Compton Company, and Northern Trust Company all of Chicago, Detroit Company and First National Company both of Detroit, was awarded \$5,000,000 4 per cent. 1-20 year sanitary district 42nd issue bonds at 99.229, a basis of 4.10.

UNITED STATES GOVERNMENT BONDS

Price range for week ending July 15, 1925, as reported by C. F. Childs and Company, 609 Second Avenue South, Minneapolis, Minnesota. Quotations on Liberty's 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, 3¼s, 1932-47.	101	100-20	101	3.32
1st Liberty Loan, 4¼s, 1932-47.	102-2	102-1	102-19	3.80
2nd Liberty Loan, 4¼s, 1927-42.	101-15	101-2	101-10	3.61
3rd Liberty Loan, 4¼s, 1928.	101-25	101-15	101-21	3.72
4th Liberty Loan, 4¼s, 1933-38.	103-6	102-17	103	3.82
Treasury, 4¼s, 1947-52	108-7	107-15	107-21	3.72
Treasury, 4s, 1944-54	104-8	103-16	104	3.68

Treasury Certificates and Notes

Issue	Bid	Asked	Yld.
TS-2¾s, Sept. 15, 1925.....	99-28	99-31	2.86
B-4¾s, Dec. 15, 1925.....	100-13	100-16	3.10
TD-3s, Dec. 15, 1925.....	99-28	99-31	2.10
A-4¾s, March 15, 1926.....	100-25	100-29	3.38
TJ-3s, June 15, 1926.....	99-28	99-31	3.05
B-4¾s, Sept. 15, 1926.....	100-25	100-29	3.46
B-4¾s, March 15, 1927.....	101-26	101-29	3.57
A-4½s, Dec. 15, 1927.....	101-27	101-31	3.67

Federal Land Bank Bonds

Rate	Maturity	Bid	Asked
4¼s	May and Nov. 1, 1922-37.....	101	101-12
4¼s	May and Nov. 1, 1923-38.....	101	101-12
4¼s	May and Nov. 1, 1924-39.....	101	101-12
4½s	May 1, 1932-42	102-4	102-12
4½s	Jan. 1, 1933-43	102-4	102-12
4½s	Jan. and July 1, 1923-53.....	102-8	102-20
4½s	Jan. 1, 1935-55	102-24	103
4¾s	July 1, 1933-53	103-28	104-4
4¾s	Jan. and July 1, 1934-54.....	103-28	104-8
5s	May and Nov. 1, 1931-41.....	104-4	104-16

STANDARD OIL STOCKS

	Bid	Asked
Anglo-American Oil	22.75	23
Atlantic Refining, pfd.	117.50	118
Borne-Scrymser	215	222
Buckeye Pipe Line	60	61
Chesebrough Mfg., com.	62	64.50
Chesebrough Mfg., pfd.	111	112
Continental Oil	25.37	25.50
Crescent Pipe	11	11.37
Cumberland Pipe	145	149
Eureka Pipe	72	74
Galena Signal	54	55
Galena Pr., old	105.25	112
Galena Pr., new	101	103
Humble Oil	67.50	68
Illinois Pipe Line	136	137
Imperial Oil of Canada.....	32.50	32.62
Indiana Pipe	69.50	70
International Petroleum	25.37	25.50
Magnolia Petroleum	150	151
National Transit	21.50	22
New York Transit	55	58
Northern Pipe	78	79
Ohio Oil	67.50	68.50

Penn. Mex.	24.50	25
Prairie Oil and Gas, new	59	59.50
Prairie Pipe Line	125	125.50
Solar Refining	225	226
South Penn	171	172
South Pipe Line	80.50	82
South West Pipe Line	65	68
Standard Oil of Indiana, \$25 par	65.25	65.50
Standard Oil of Kansas	34.50	25
Standard Oil of Kentucky, \$25 par	124.37	124.88
Standard Oil of Nebraska	247	250
Standard Oil of New Jersey, pfd.	116.50	117
Standard Oil of New York	43.37	43.62
Standard Oil of Ohio	351	353
Standard Oil of Ohio, pfd.	120	121
Swan and Finch Oil Co.	16	17
Swan and Finch Oil Co., pfd.	15	22
Union Tank	128	130
Union Tank, pfd.	116.50	117.50
Vacuum Oil, \$25	88.50	89.50
Washington Oil	30	33

FOREIGN GOVERNMENT BONDS

Reported July 15, by Salomon Bros. & Hutzler, Minneapolis, Minn.

	Bid	Offer	Yld.
Argentine Nation, Govt. of, 7s, Feb. 1, 1927.....	102.88	103.06	4.92
Argentine Nation, Govt. of, 6s, Sept. 1, 1957.....	96	96.50	6.25
Austrian, Govt. of, 7s, June 1, 1943.....	99	99.50	7.05
Belgium, Kingdom of, 8s, Feb. 1, 1941.....	107.37	107.75	7.45
Belgium, Kingdom of, 7½s, June 1, 1945.....	108.50	109	6.98
Belgium, Kingdom of, 6½s, Sept. 1, 1949.....	92.75	93.25	7.13
Belgium, Kingdom of, 6s, Jan. 1, 1955.....	86	86.50	7.16
Canada, Dominion of, 4s, Sept. 15, 1925.....	99.94	100.04	3.75
Canada, Govt. of Dom. of, 5s, April 1, 1926.....	100.67	100.88	3.80
Canada, Govt. of Dom. of, 5½s, Aug. 1, 1929.....	102.12	103	4.65
Canada, Govt. of Dom. of, 5s, April 1, 1931.....	102.50	103	4.60
Canada, Govt. of Dom. of, 5s, May 1, 1952.....	103.37	103.75	4.72
Dutch East Indies, 6s, Jan. 1, 1947.....	101.50	102	5.85
Dutch East Indies, 5½s, March 1, 1953.....	100	100.50	5.47
Dutch East Indies, 5½s, Nov. 1, 1953.....	100	100.50	5.47
Dutch East Indies, 6s, March 1, 1962.....	101.50	102	5.85
France, Republic of, 7½s, June 1, 1941.....	99	99.50	7.56
France, Republic of, 8s, Sept. 15, 1945.....	102	102.25	7.93
France, Republic of, 7s, Dec. 1, 1949.....	90.50	90.75	7.82
French Cities (Bdx. Mss. Lyons) 6s, Nov. 1, 1934	83.50	84.50	8.39
German, 7s, Oct. 15, 1949.....	96.37	96.75	7.33
Greek Govt. W. I., 7s, Nov. 1, 1964.....	85	86	8.20
Japanese Govt. Sterling, 6½s, Feb. 1, 1954.....	92.50	92.88	7.20
Japan, Industrial Bank of, 4s, Jan. 1, 1931.....	83.25	84	6.75
Netherland, Kingdom of, 6s, Aug. 15, 1927.....	99.67	100	6.00
Norway, Kingdom of, 6s, April 1, 1954.....	103.50	103.88	5.76
Norway, Kingdom of, 8s, Oct. 1, 1940.....	110.50	110.88	4.00
Norway, Kingdom of, 6s, Aug. 15, 1943.....	100	100.50	5.95
Norway, Kingdom of, 6s, Aug. 1, 1944.....	100	100.50	5.95
Norway, Kingdom of, 6s, Oct. 15, 1952.....	100	100.50	5.95
Sweden, Govt. of, 6s, June 15, 1939.....	104	104.50	5.52
Sweden, Govt. of, 5½s, Nov. 1, 1954.....	100.25	100.75	5.44
Switzerland, Govt. of, 5s, Aug. 1, 1926.....	100	100.25	3.50
Switzerland, Govt. of, 5½s, Aug. 1, 1929.....	102.12	102.50	4.80
Switzerland, Govt. of, 8s, July 1, 1940.....	115.75	116.50	6.23
Switzerland, Govt. of, 5½s, April 1, 1946.....	102	102.50	5.25
Un. Kng. of Gt. Brit. & Ire., 5½s, Aug. 1, 1929	116.50	116.88	.....
Un. Kng. of Gt. Brit. & Ire., 5½s, Feb. 1, 1937	104.88	105.12	4.90

PERSONALS

James M. Chrystal, formerly with Merrill, Lynch & Co., has been admitted to the firm of Wick & Co. of Youngstown, Ohio.

George B. Evans has been elected president of the Laclede Gas Light Co. of St. Louis to succeed Charles L. Holman, resigned.

Francis H. Sisson, vice president of the Guaranty Trust Company is on an extended Western trip. He will make an address in Seattle August 2 and will then continue to Alaska.

William Robert Wilson, president of the new Guardian Trust Company of Detroit, announces the appointment of Lewis K. Walker as vice president and secretary of the company.

Floyd R. Harrison July 13 was appointed director of the War Finance Corporation, succeeding Frank W. Mondell, resigned. Mr. Harrison has been assistant to Eugene Meyer, Jr., managing director of the corporation, and has served as secretary of former Secretaries Wallace and Houston of the Department of Agriculture.

F. R. Bigelow of St. Paul, president of the St. Paul Fire & Marine Insurance Company July 14 presented his resignation from the board of directors of The Ninth Federal Reserve Bank of Minneapolis, to become effective December 16, 1925. Mr. Bigelow, a director of the bank since formation of the Federal reserve system in 1924, has served as a Class B director.

Bank Convention Dates

Sept. 28-Oct. 5.....	A. B. A.	Atlantic City
Oct. 14-17	FINANCIAL ADV. ASSN.....	Columbus
Dec. 2-5	INVESTMENT BANKERS,	St. Petersburg, Fla.

METROPOLITAN NATIONAL BANK

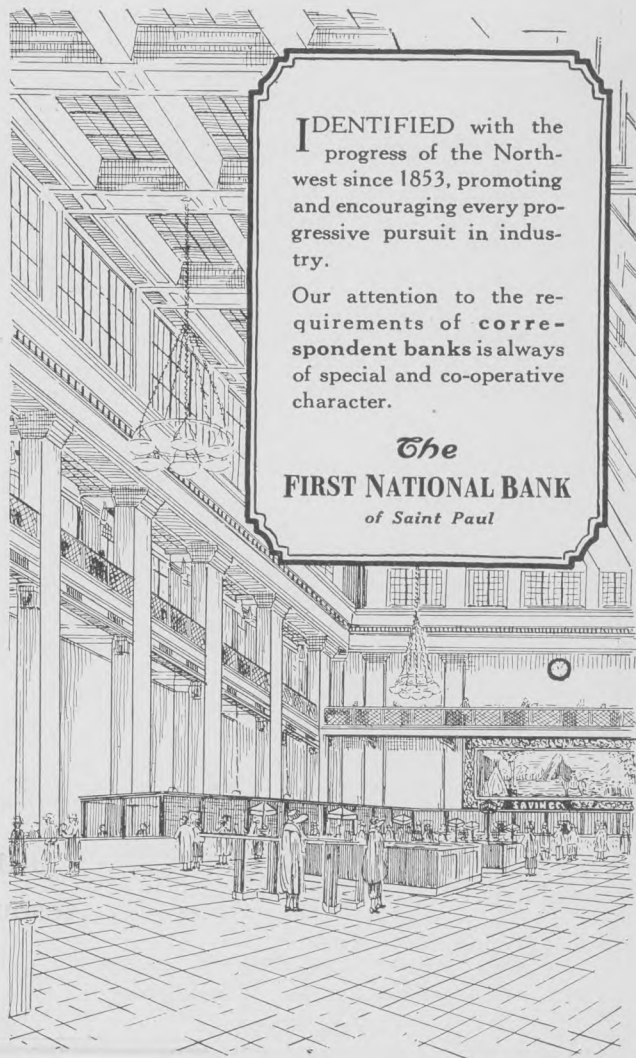
MINNEAPOLIS, MINN.

Statement of Condition June 30, 1925

RESOURCES	
Loans and Discounts.....	\$ 5,942,007.60
Overdrafts	2,167.79
Customers' Liability Account of Letters of Credit.....	65,738.97
U. S. Bonds and Certificates.....	938,300.00
Other Bonds and Securities.....	1,462,684.89
Stock in Federal Reserve Bank.....	18,000.00
Banking House, Furniture and Fixtures	99,756.06
Real Estate	14,065.47
Interest Earned but Not Collected...	46,640.92
5% Redemption Fund.....	11,250.00
Cash on Hand and Due from Banks..	1,759,230.51
	\$10,359,842.21
LIABILITIES	
Capital	\$ 500,000.00
Surplus	100,000.00
Undivided Profits	143,838.65
Reserve for Taxes, Int. and Expense.	71,260.22
Circulation	225,000.00
Letters of Credit Issued.....	65,738.97
Re-discounts	NONE
DEPOSITS	9,254,004.37
	\$10,359,842.21

OFFICERS

- GEORGE B. NORRIS, President
- J. W. BARTON, Vice President
- M. D. CHANDLER, Vice President
- JOHN BURGESS, Vice President
- J. D. HUSBANDS, Cashier
- H. A. HILLGREN, Assistant Cashier
- O. J. THORPE, Assistant Cashier
- F. C. HENEMAN, Assistant Cashier
- G. W. COCHRANE, Manager Bond Dept



The Northwestern National Bank

Minneapolis, Minnesota

June 30, 1925

RESOURCES

Loans and Discounts	\$52,680,317.79
Stock in Federal Reserve Bank	180,000.00
Banking House	582,217.69
New Banking House Site	600,000.00
Other Real Estate	98,863.83
Customers' Liability on Letters of Credit and Acceptances	494,510.24
Interest Earned but Not Collected	484,499.74
Overdrafts	10,795.79
Redemption Fund	14,500.00
Railroad and Corporation Bonds	4,880,659.41
State and Municipal Bonds	2,239,725.52
United States Government Securities	7,543,154.24
Cash and Due from Banks	20,345,322.14
	<hr/>
	\$90,154,566.39

LIABILITIES

Capital	\$4,000,000.00
Surplus	2,000,000.00
Undivided Profits	505,796.51
Reserved for Interest, Taxes and Contingencies	695,818.65
Dividend Checks Outstanding	96,174.00
Circulation	290,000.00
Letters of Credit and Acceptances	494,510.24
Borrowed Bonds	60,000.00
Deposits	82,012,266.99
	<hr/>
	\$90,154,566.39

OFFICERS

EDWARD W. DECKER, President

THEODORE WOLD.....Vice President	JAMES A. LATTA.....Vice President
ALEXANDER A. McRAE.....Vice President	ROBERT E. MACGREGOR.....Vice President
FRANCIS A. GROSS.....Vice President	WILLIAM E. BRIGGS.....Vice President
CLARENCE E. HILL.....Vice President	SCOTT H. PLUMMER.....Cashier
HUNTINGTON P. NEWCOMB....Asst. Cashier	J. CAMERON THOMSON....Assistant Cashier
JAMES ARCHIBALD ROSS...Assistant Cashier	ROGER S. HUME.....Assistant Cashier
WILL M. KOON.....Assistant Cashier	HENRY J. RILEY.....Assistant Cashier
GUY E. MASTERS.....Assistant Cashier	CLARENCE R. CHANEY.....Assistant Cashier
HERBERT LEE POST.....Assistant Cashier	JAMES E. NEVILLE.....Assistant Cashier
	ROBERT F. MACTAVISH, Comptroller

Affiliated With

The Minnesota Loan and Trust Company
Combined Resources \$107,920,000

COMMERCIAL WEST

A WEEKLY JOURNAL

DEVOTED TO

BANKING, INVESTMENTS, INSURANCE, GRAIN

Published by the Commercial West Co., Minneapolis, Minn.

EDWIN MEAD, Editor and Manager

D. M. CARR, Managing Editor

MINNEAPOLIS, MINN.

Publication Office, Suite 409 Globe Building

Telephone Main 0307

Chicago Office:

Suite 1821, Roanoke Building, 11 So. La Salle Street

Telephone Dearborn 7387 and Dearborn 3730.

C. B. MacDowell, Advertising Representative.

SUBSCRIPTION PRICE:

One Year, \$5.00 in U. S. and Mexico. \$6.00 in Canada.

\$7.00 in Europe.

FIFTEEN CENTS A COPY

The Commercial West will not knowingly publish the advertisement of a financially unsound individual or company.

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

SATURDAY, JULY 18, 1925

Responsibility of Leadership Rests Upon Bankers

At the Minnesota Bankers Association meeting in Duluth last week, Dr. G. W. Dyer, of the Department of Social Science, Vanderbilt University of Nashville, held the attention of a large audience of bankers while he pointed out to them their responsibility of leadership. Other articles have appeared in these columns by Dr. Dyer which have always commanded the attention of thoughtful readers.

In his opening remarks he expressed surprise that the business of modern banking was a comparatively recent development. Bank credits, vast accumulations of funds known as bank deposits and other functions of commercial banking are all very modern and were unknown a few centuries ago. We today wonder how business in the olden times could have been carried on without commercial banks to supply the efficient and varied service they now provide. All industry and business activity today rests on banking, which is the hub of the wheel in every industry.

Professor Dyer said he was forced to confess in view of this and other slow movements in the development of human activities, that man in the mass is most stupid and awfully slow to learn. He knew this to be a fact from his experience as an educator extending over 35 years. This slowness is the general rule, a few nimble quick minds of geniuses being the exceptions. As a minor instance confirming this he stated that man had been content for 6,000 years to poke his head through a hole in putting on his shirt, before it finally dawned on him to cut it open and construct it coat fashion. The one-pronged fork was in use for several centuries before someone thought to add a second or third prong, so we must be patient, he said, and not expect mankind to grasp new ideas quickly.

The main theme of Dr. Dyer's stirring address was the defending of our Federal Constitution and representative form of government, and pointing out the danger of trying to bring about a pure democracy, in order to have the people rule, as the demagogue puts it. He insisted that no one thought of running any business by the rule of the people and everything, either big or little, in business enterprises is controlled and managed by an executive or group of managers, and not by the stockholders or the people. The same principal must obtain in government. And this was recognized by the great statesmen and philosophers who wrote our constitution over 150 years ago. Instead of the catchy but misleading phrase "let the people rule," their object in establishing a government was to defend and maintain the natural rights and liberties of the individual. They believed that the best government was the one that governed least, and that the business of governing bodies is to maintain human freedom and give everyone an equal opportunity; to preserve justice and equality and a free field for everyone to do his work with the least possible interference. Such a conception of government had nothing in common with the modern socialistic notions of having the government engaged in all sorts of ventures in competition with private enterprise.

According to Professor Dyer the greatest menace in this country today is the widespread acceptance of the socialistic theory, promulgated for political purposes by the demagogue, the superficial thinker and the educators of radical tendency who occupy responsible positions in some of our universities. All these have been deluded by this theory that man can be made prosperous by legislation or by means of government control and excessive regulation. That the inevitable result of this false theory will be disastrous to industry and to our general prosperity, was the conviction expressed by Dr. Dyer. If we hold to the fundamentals of the Constitution we must believe in free industry as well as all of the human liberties guaranteed by that marvelous document, the most wonderful creation of its kind the mind of man has yet conceived. He referred several times to the railroads as a most conspicuous example of the strangling effect of trying to operate a great business through various government bureaus, instead of keeping it free to be managed by the trained executives who are especially qualified to conduct its affairs. It is a marvel, he said, that the railroads can perform as good service as they do today, tied hand and foot by Federal law and regulations, and prevented in so many ways from determining their own affairs as most business men do. What could they not give in the way of far greater service if freed from such shackles and hindrances?

Speaking of the shifting of great industries from one section of the country to another, a process that has been going on for decades and more noticeable in recent years, Dr. Dyer said this movement was largely because some states still maintain the American ideal of industrial freedom, while other states are under the blight of socialistic demagogues and political tricksters. Capital goes where it is wel-

come, not where it is penalized or subjected to oppressive taxes that burden business with high cost of production.

Speaking of the banking business Dr. Dyer said there is doubt if the bankers themselves appreciate the great social service they are performing, and usually without charge, in providing a safe place for the keeping of money and the utilizing of bank credits in all sorts of business. As everyone who deposits money in a bank, or uses banking service, consults his banker on a great many subjects, this in itself places a great responsibility for right leadership upon the bankers.

Raise More and Better Sheep

Jim Hill during his lifetime accomplished much for the Northwest by encouraging the growing of better cattle. The Great Northern, which he left as a means of serving the millions of travelers and shippers, is continuing to follow his precepts as to the raising of stock. The Commercial West is in receipt of a letter from the general agricultural development agent of the Great Northern, Mr. E. C. Leedy, calling attention to the importance of improving the classes of sheep raised in the Northwest. Mr. Leedy favors greater stimulation of the wool industry in the Northwest. He refers to the splendid opportunity now presented to farmers to avail themselves of the liberal offer of the Agricultural Credit Corporation to secure loans for the breeding of high-grade ewes. In support of his contentions, Mr. Leedy has copied from The Wall Street Journal an editorial dealing with sheep raising in this country. In part this editorial says:

Of all the industries of the United States is there one we have less cause to be proud of than that of sheep raising? South Africa, whose high veldt is of so poor a soil that it can hardly sustain a sheep to the acre, is nevertheless a large exporter of merino wool. We have still the great open spaces and yet we import two-fifths of the wool we consume.

With some honorable exceptions our sheep raisers seem unable to make up their minds whether to raise wool or mutton, with the consequence that they raise an inferior variety of each. The benighted poverty of the information they are willing to furnish on the condition of their own trade has been a matter of comment in these columns. Our Agricultural Department does its best, but it has the industry against it, and our manufacturers seem little less short sighted than the raisers of wool.

And yet the industry is highly profitable elsewhere. Sheep can withstand a wide range of climate and will eat many varieties of vegetation which other animals will not touch. In process of time they can regenerate farm lands that have run down. A flock of sheep on poverty-stricken soil will, in time, make it arable. * * * The trouble with our sheep industry is that we have never tried to do the thing well, except as concerns a few breeders, and they are rather in the regions east of Lake Champlain than in the wide open West, which would make fewer appeals to Congress if it kept its eyes wide open and closed its mouth.

There is a great opportunity waiting for somebody, but, like other opportunities in a field of world-wide competition, it requires capital, intelligence, perseverance and the humility to learn from the experience of others.

"A few sheep on every farm" would be a good message to send out to all the farmers of the Northwest. As a supplementary factor to our fast-increasing dairy industry the humble sheep should be considered.

Prosecution of Commercial Frauds

Since the National Association of Credit Men have taken up the fight against commercial frauds, there have been numerous prosecutions, and the flight of many crooks from their places of operation. The money subscribed by the business interests of the country to carry on the good work will be a dozen times repaid within the next few years.

The commercial editor of The New York Times in commenting upon what is being accomplished in the way of running down frauds, says:

One of the most wholesome of recent occurrences has been the active prosecution of commercial frauds. These offenses range all the way from the petty swindles tried by promoters on poor and ignorant investors to the large-scale schemings of the fraudulent credit operators and the bankruptcy adepts. There never has been a time when the law was not sufficient to reach the culprits, but the incentive to invoke it was lacking, especially on the part of public prosecutors. Some of the unwillingness to proceed was fostered by the conduct of the very parties in interest who were not as keen in having fraudulent acts punished as they were in recovering part of what they had lost. This was especially the case in bankruptcy matters where, often, the attorneys were the only ones to find the proceedings remunerative. The laxity in all such cases of commercial frauds appears now to be coming to an end. Trade and credit associations have raised funds to aid in prosecuting them, and their efforts are beginning to show results. Hardly a week passes without an indictment or conviction being had. On one day last week four persons were sent to prison for terms up to two years for defrauding people ordering shoes to be sent by mail. On the same day indictments were returned against several others for concealing assets in bankruptcy. Vigilance is also shown in the prosecution of those attempting to secure credit by false representations, as is shown in the convictions already obtained in such cases. The deterrent influence exercised by examples of this kind is beyond compute.

While the National Association of Credit Men are at work, the American Fair Trade League is following out a program of its own in preventing fraud. The Commercial West has just received from this organization an account of a case of label counterfeiting which has recently been decided in the New York Commercial Frauds Court. In this case a shirt maker was found guilty of counterfeiting a certain silk label and affixing it to garments made of an inferior material. This is only one instance wherein dishonest manufacturers profit by imitating the goods of well-known and honest manufacturers. For years "the-just-as-good" plea has been made to the buying public, and inferior goods have been palmed off on the uninformed and unsuspecting people. The slogan "honesty in business" is having its effect, and hereafter there will be greater protection for buyers of all classes of goods.

What Weeds and Poor Seed Cost the Farmers

While different agencies are at work devising means to assist the farmer to greater success, there are simple matters which if attended to by the farmer will enable him to increase his income a few dollars per acre. The cost of weeds on the average farm is considerable. The loss through failure to use properly tested seed is enormous when considered in the aggregate and imposes a tax of from two to three dollars an acre for every

acre of land cultivated; and weeds mostly are the result of using unclean seed.

In Minnesota, according to the latest census figures, there are 21 million acres of improved land. Estimating a loss of \$2 per acre because of weeds and the planting of poor seed, we find the farmers are taxed by nature and for their neglect about 42 million dollars annually. What holds good in Minnesota also applies to other agricultural states. A report was recently issued by the state seed analyst of Nebraska, showing that weeds and poor seed cost the farmers of that state approximately 32 million dollars yearly. In Nebraska there are about 130,000 farmers and the average loss to each annually is approximately \$250.

Since the first of January last about two thousand samples of seeds have been tested in the Nebraska state seed laboratory. A large percentage of these samples were found to either lack vitality, or contained seeds of weeds or adulterants. In Nebraska seed testing is done without cost to the farmers. In a statement lately issued the state seed analyst urges

that laws be passed in the different states compelling certification of the purity and germinative qualities of seeds when offered for sale. The statement in part recites:

Farmers should at all times know the quality of the seed they are purchasing. This can be done by insisting on seeds that are properly labeled. This information is of vital importance to the farmer. Every pound of seed containing dead seeds, weeds, trash and adulterants, when sold to farmers, affects agricultural production. Any condition existing which allows poor seed to be planted is a detriment to productive agriculture and to the individual farmer.

The Minnesota Agricultural College has been doing effective work also in spreading knowledge among the farmers relative to the importance of using the right kind of seed. Still there is more work to be done. Once convince the farmers how they are losing money and increasing their work through their neglect in seed selection and in keeping down the weeds, and undoubtedly they will be awakened to the importance of more thorough seed testing.

THE BULL'S EYE BY THE SHARP-SHOOTER

Summer is a long, long season on the Pacific Coast; and because of this and because nature's pantry door stands continually open in this friendly zone, there has grown up a large population of highway pot-lickers, people who drift hither and yon and forage between the roadside fences. The automobile, accessory to bank robberies and bootlegging, is accessory also to the growth of this irresponsible, and one might say, undesirable population. Among the families that drive and dally along the roads are some that do it only as a summer vacation, picking fruit or doing odd jobs to get their groceries. But beyond all this there is an element that has gone plumb Gipsy; that has become content to live on wheels that move at their own bidding; people who cannot be content to stay more than a few days in one spot. To them there is always something a little greener in the offing.

This week three men between 25 and thirty, camped in our grove and picked fruit. After their task was done, they were due in three days to go to another orchard. A neighbor and I could employ them at \$3 for the three vacant days. But no, they would rather leave the \$9 lying than stay and pick it up. The lure of the beyond was too

great, and they had enough in pocket to buy bacon, beans and cigarettes till the next check came in. It may be properly inferred from this that times are not hard on the Pacific Coast. I don't believe times were ever hard here. This is a perennially soft spot, at least for those who are willing to live from hand to mouth and spend little for soap and spelling books.

There is a man and his wife on the farm today who came this morning in a spavined and foundered Ford to pick some surplus berries and cherries. These people scent scraps of food as a buzzard scents waste meat. One content to feed that way need never starve or even go comfortably hungry in this motherly belt. If these rovers on wheels were horse drawn, they could feed their teams along the fences, for there is enough forage going to waste by the roadside to feed nearly all the horse stock that travels the highways.

I am not sure that this natural bounty is good for the soul of the people who inhabit this land, though as yet it hasn't taken any considerable pep out of me. If one has any ambition to live with his head above the tall weeds he must do it by the sweat of his brow and the ache of his back. Any man married to an inveterate and irresistible florist can never grow sluggish or moss-backed in this vegetative clime. By grace of such a fortune as this some of us can save our souls even in Lotusland.

NOW THE MIDLAND NATIONAL BANK AND TRUST COMPANY

At a special meeting of stockholders of the Midland National Bank of Minneapolis, July 14, the name of the bank was changed to Midland National Bank and Trust Company. The change affects the corporate title only, as the institution remains a national bank, and stockholders, directors and officers continue as before. In addition to its general service, the bank for a number of years has acted as executor, administrator, trustee and guardian, under special authority from the United States Government, and the change of title is made because the new name is more expressive of the bank's diversified facilities. Checks, drafts and other stationery bearing the old name will be honored until new forms can be furnished.

NEW BUILDING FOR MARQUETTE NATIONAL BANK

A contract for the construction of a new seven story bank and office building to house the Marquette National Bank and the Marquette Trust Company of Minneapolis, has been awarded to C. F. Haglin & Sons, Minneapolis contractors, at a joint meeting of the board of directors of the two institutions July 14.

Exclusive of the plumbing work and equipment the con-

tract calls for the construction of a building to cost \$114,995, to be completed and ready for occupancy on or before December 15, 1925.

The new structure is to be erected at 517 Marquette Avenue, the site occupied by the two institutions for a number of years prior to a fire last December which destroyed the interior of the building.

The front of the building, according to the plans outlined in the contract, call for the use of red sandstone frontage. The interior will be of Egyptian architecture. The bank and its allied institution will occupy the main and mezzanine floor for their offices and the basement for a safety deposit vault. The plumbing and other equipment will cost about \$40,000 more, according to R. W. Manuel, president of the bank.

The plans for the building were drawn by Gage & Vanderbilt, architects.

BANK REOPENING PLAN DROPPED

Thief River Falls, Minn.—The depositors' committee of the defunct Citizens State Bank, closed January 5, 1924, made its final report July 7 after a year of hard work trying to bring about a reopening. It was stated that the shrinkage in value of the paper of the bank had been such as to preclude its being reopened.

Minnesota Bankers Meet at Duluth

Duluth—A profitable and most enjoyable meeting was the thirty-sixth annual convention of the Minnesota Bankers Association held in Duluth from July 8th to 10th. The secretary's office showed a registration of about 700, including bankers from New York, Chicago and the Twin Cities. The Duluth bankers did everything in their power to entertain their guests, one of the most enjoyable events being the boat trip around the harbor Thursday evening, and buffet dinner served on board the boat. The weather was all that could be desired, and the bankers spent a very pleasant evening, coming to the Duluth Hotel later and winding up with a dance. One feature that added to the pleasures of this convention was the facilities of the new hotel, the Hotel Duluth, which has recently opened and which is located on Superior Avenue, a few blocks east of Minnesota Point, and commanding an excellent view of the Duluth-Superior harbor and its busy shipping industry.

Election of Officers

Following the usual precedent of the association, J. J. Maloney, cashier of the Farmers State Bank of Heron Lake, was elected president, being advanced from the office of vice president which he held during the past year. Robert E. Macgregor, vice president of the Northwestern National Bank of Minneapolis was elected vice president, J. K. Martin, cashier of the First National Bank of Little Falls was re-elected treasurer and F. P. Fellows was re-elected secretary. Mr. Fellows was appointed secretary last winter, upon the death of the late G. H. Richards and so has served but a few months, this being his first state convention. The bankers of Minnesota are quite unanimous in expressing the opinion that Mr. Fellows is making good in every way and will develop into an able and efficient secretary.

Three new members were elected on the council of administration. Wm. Laird, vice president of the First National Bank of Montevideo for the seventh district; A. L. Egge, cashier Merchants and Miners State Bank of Hibbing for the eighth; and H. L. Marsh, president of the First National Bank of Crookston, for the ninth district.

A. B. A. Officers Elected

J. H. Ingwersen, vice president of the First National Bank of Duluth, and J. J. Ponsford of Minneapolis, president of the State Bank of Watertown, were elected members of the Executive Council of the American Bankers

Association. John S. Tolversen, president of the First National Bank of Fulda, was elected vice president for Minnesota for the A. B. A. Other A. B. A. elections were as follows: W. Leigh Cary, vice president of the Merchants National Bank of St. Cloud, National Bank Division; R. B. Rathbun, vice president of the Produce State Bank of Minneapolis, State Bank Division; J. W. Lyder, president of the Northern Trust Company, Duluth, Trust Company Division; George M. Brack, secretary and treasurer of the Merchants Trust & Savings Bank, St. Paul, Savings Bank Division; Charles B. Mills, president of the Midland National Bank, Minneapolis, was chosen member of the National Nominating Committee and J. J. Ponsford as alternate member.

Resolutions Adopted

The resolutions committee headed by J. S. Tolversen, president of the First National Bank of Fulda, presented the following resolutions, which were adopted:

1. This Association makes grateful and formal acknowledgment of the indebtedness of the Association to George H. Richards for 12 years its secretary and who since our last convention has been called from us by death.

Mr. Richards possessed to an unusual degree the qualities of a truly great executive secretary. First of all he loved men, and had instinctive knowledge of them and sympathy for all. He invited their confidence and shared their problems. Those with whom he came in contact in his day's work were received as friends, and mutual interests were resolved on the broad basis of consideration and generous concession. But with all his amiability and amenability he was no compromiser, but was always ready to marshal a fine sort of belligerency on behalf of those principals to which he had taken allegiance. In their defense he came to be honored by opponents as well as associates.

His Association work was marked by concentration and indefatigable zeal which left no task unfinished. He was thus engaged to the very hour of his summons, and at that moment his task was complete and ready for his successor. How can we better honor the memory of such an associate than by carrying on under full headway, the splendid work which he regarded as a mission of professional unity?

We affirm our confidence in the wisdom of the founders of our government in recommending a separation of tax source as between Federal and state jurisdiction which has had the unanimous endorsement of our statesmen and the approval of custom from the beginning of Government to the present time, and we remind Congress of the danger of trespassing in time of peace upon this unwritten covenant, without the consent of the states,

THEREFORE, Be It Resolved,

That the inheritance tax provision of the Federal tax measure be repealed leaving this source of revenue to the states for individual action as they may see fit.

The confiscatory nature of high surtaxes and high inheritance taxes is proving unproductive and destructive also of national thrift and industry, and more reasonable surtax rates would in the long run produce equal revenue. We recommend reduction of surtaxes to 20 per cent. maximum and normal taxes correspondingly reduced in all of the groups.

We authorize the chair to appoint a five member committee and invite the cooperation of such organization and agencies as he may deem wise in making effective these resolutions.

We commend the program of economy set up by President Coolidge and Governor Christianson and urge the cooperation of our national and state law making bodies, tax levying bodies and individual citizens.

We desire to commend the splendidly successful efforts of the Committee on County Organization, and realizing the large value to be obtained by the banks in their own localities, working out problems peculiar to them through their county organizations, we urge upon every county organization more frequent meetings, at least bi-monthly, with intensive study of their problems to the end that



J. J. MALONEY

Cashier Farmers State Bank of Heron Lake, and
President of the Minnesota Bankers Association

better and more profitable practices may maintain among neighbor banks.

We believe it to be the duty of every banker in the State of Minnesota to cooperate with our Agriculture Committee and to call the attention of its farmer patrons to the excellent work beginning done by our Agricultural College and the means thereby available for the improvement of farming conditions and for the practical education of the boys and girls from our farms.

We desire to commend the splendid results obtained by our officers during the past year in the various activities of this Association, and register our full and hearty approval of the action of our Executive Council in the selection of Fred P. Fellows as secretary.

To the Duluth banks who have been our hosts, and to the citizens and press of Duluth, whose courtesies have been so freely offered, we extend our sincere thanks. The many and enjoyable entertainment features provided, and the splendid arrangements for holding the business sessions will long be remembered as making this, one of the most pleasant and successful meetings of our Association.

An additional resolution was passed urging member banks to work together to have the interest rate reduced to the legal minimum rate of 3 per cent. that banks must pay on state funds deposited in the banks.

Wednesday evening, at the pre-convention smoker session which was presided over by A. V. Gardner, assistant cashier of the First National Bank of Winona, a free discussion was held of various banking topics. Among these were an analysis of banking operations to determine the cost of doing business, charges for checking accounts and other services, county clearing houses, revision of the Bankruptcy Act and organization of county rangers to suppress bank bandits. The subject of obtaining minimum interest rates to be paid by bankers on state funds was also taken up and referred to the resolutions committee.

The plan of organizing county rangers and providing a volunteer army of some 3,000 ex-service men to protect banks and merchants in small towns against bank bandits was unanimously endorsed, Secretary Fellows having explained this plan to the bankers of the state last month at the various group meetings. This proposed body of county rangers will be a volunteer group operating in each community of the state under the direction of the sheriff of each county. This is in line with similar action which has

been taken by bankers associations in other Middle Western states such as Iowa, Illinois and Indiana.

Report of the Secretary

The report of Secretary F. P. Fellows showed that the membership of the Association is now 1,360. There has been a decrease of 43 during the year. This has been due to closed banks and consolidations. During the year, 47 banks were closed and there were 20 consolidations. While 13 banks dropped their memberships, 37 new members joined the Association. There are now only 29 non-member banks. On June 1, 1924, the total membership in the Association was 1,403.

Membership by groups is as follows:

	Members	Non-Members
First District Group	154	2
Second District Group	219	..
Third District Group	151	2
Fourth District Group	38	2
Fifth District Group	32	1
Sixth District Group	147	8
Seventh District Group	199	6
Eighth District Group	90	1
Ninth District Group	202	1
Tenth District Group	128	6
	<hr/> 1,360	<hr/> 29

Total receipts of the Association, according to the secretary's and the treasurer's reports, aggregated \$62,767.98, and disbursements were \$64,860.25, being \$2,092.27 in excess of the receipts for the year. Cash on hand and in bank May 1, 1924 was \$15,878.53 and on hand April 30, 1925, \$13,786.26. The committee on Revision of the By-Laws recommended that Section 2 of Article 1 of the By-Laws be amended so as to read:

"The annual dues of this Association shall be, for members having a capital and surplus of—

\$14,000 and less	\$ 7.50
Over \$ 14,000 and including \$ 25,000....	12.50
Over \$ 25,000 and including \$ 50,000....	20.00
Over \$ 50,000 and including \$ 75,000....	25.00
Over \$ 75,000 and including \$ 100,000....	30.00
Over \$ 100,000 and including \$ 250,000....	35.00
Over \$ 250,000 and including \$ 500,000....	40.00
Over \$ 500,000 and including \$1,000,000....	75.00
Over \$1,000,000	100.00
A corporation, firm, or individual dealing in bonds, mortgages or commercial paper.....	50.00"

Report of the Protective Department

For the year ended June 1, 1925, the total number of forgery or fraudulent check cases reported where member banks met with a loss, was 17, with an amount totalling \$2,090.26. This is quite a decrease as compared with 26 for last year with losses amounting to \$2,953.30, and the inference is that member banks are reading the Protective Bulletins and using caution in cashing checks for strangers. Five arrests were made and in eleven cases the circumstances were of such a nature that it would have been extremely hard to show criminal intent, therefore settlements were allowed and the amount of \$1,790.55 recovered.

Twenty-two cases were reported where customer's met with a loss in an amount totalling \$691.95. This is also quite a falling off when compared with 39 cases for last year, with a total loss of \$1,711.93, and it would appear as if customers of the banks are paying attention to the warnings given by members, received by them in the Protective Bulletins. In two of these cases we assisted in making arrests and in one we assisted in making a settlement.

Burglaries

During the period between June 1st, 1924, and January 1st, 1925, we had seven burglaries and five attempts, with a total loss of \$6,543.00.

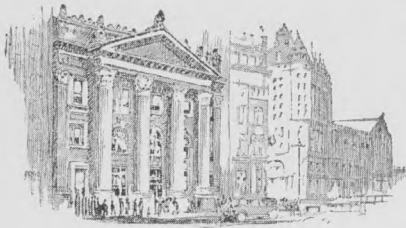
These burglaries were the work of one gang of five men, however, though their identity was discovered, the depart-

(Continued on page 18)



R. E. MACGREGOR

Vice President Northwestern National Bank of Minneapolis, and Vice President Minnesota Bankers Association



CAPITAL and SURPLUS
\$9,000,000.00

WE OFFER our facilities to out-of-town banks and bankers desiring a complete Chicago correspondent service in domestic and foreign banking. An opportunity to explain the benefits of both our service and a strong banking connection is desired.

CENTRAL TRUST COMPANY OF ILLINOIS CHICAGO

"Crop Gains Brighten Outlook"—G. M. Reynolds

Chicago, July 14—There is not a banker in Chicago who is more favorably inclined to view the future of business through rose colored glasses than George M. Reynolds, chairman of the Continental & Commercial banking group. From his point of view the stamp of approval placed upon the corn crop by the Department of Agriculture in its last monthly review of conditions and estimates of crops presages a continuance of good business and the affluence of the United States indicated in the current easy position of the money market leaves nothing to be desired. In his estimation the \$10,000,000,000 of new wealth now in prospect from yields of grain, fruits, hay and vegetables will provide a basis for further expansion in mercantile and industrial operations during the remainder of 1925 and the early part of 1926. With his early farm training, Mr. Reynolds knows that a bumper corn crop spells prosperity for the West and particularly for the territory tributary to Chicago.

Iowa Has No Worries

"Western and particularly Iowa farmers have no worries in prospect in the next six months," Mr. Reynolds said, "as the advanced condition of growing corn provides the assurance that the crop will mature before frosts can damage it. This year fine weather in the spring permitted planting far in advance of 1924 and our correspondents in Iowa say the fields there are a good two weeks in advance of normal. So apparently there is little danger of early frosts nipping corn before it is past the danger line. The fine condition of spring wheat, favorable weather during the process of harvesting in winter wheat territory and big cotton yield in prospect makes the outlook for general business promising. I look for a larger volume of business next fall and quite satisfactory profits."

Case Plow Reorganized

Reorganization plans for the rehabilitation of the J. I. Case Plow Works, Inc., of Racine, have been endorsed by stockholders and a majority of the creditors have agreed to accept a settlement of approximately 56 per cent. of their claims, while some creditors were paid in full by the banking committee in order to avert a receivership. Election of a president will be announced about August 1 after directors have held a meeting, but it has been determined to operate under the present management, which the bankers' committee considers efficient and progressive. Capitalization will consist of 166,668 shares of \$100 par value Class A 6 per cent. non-cumulative stock and 160,000 shares of no par value Class B with a book value of \$5.50 a share. Additionally there will be \$1,111,200 first mortgage 5 per cent. bonds issued, but there will be no financing required.

Banks Accept Securities

Banking creditors will receive 20 per cent. of their claims in bonds, 30 per cent. in Class A stock at par and four shares of Class B stock for each share of Class A so issued. Holders of old preferred will receive one share of Class B for each share of preferred now held and common stockholders will be given one share of Class B for every 20 shares of the old stock, and the new stock will be placed in a voting trust to run for three years. The new com-

pany will begin with a book value of \$3,782,634 and liabilities confined to \$104,053 in current accounts.

The consolidated balance sheet of the new organization reveals current assets of \$2,369,220, current liabilities of \$104,053, fixed assets of \$1,397,476 and prepaid charges of \$15,938.

Fenton Chides Pessimists

"There is no justification in complaints some people make that business is not good," said Howard W. Fenton, president of the Harris Trust & Savings Bank. "Since the beginning of the year there has been a fair volume of trade, according to our clients, and the prospects are cheerful for the last half of the year. The only people who perhaps have reason to make pessimistic statements are those who have not progressed, but have been trying to do business in the old fashioned way, while those who have adopted modern methods in merchandising and manufacturing have been doing a larger volume of business and making better profits. The mail order houses, and notably Montgomery Ward & Co., and Sears, Roebuck & Co., present statements relative to their sales which are astounding, and the manufacturers of radios and automobiles have steadily increased their production enormously to a new high peak this year in order to keep pace with the requirements of their sales departments.

Unique Record for Bank

Since the Standard Trust & Savings Bank was organized 15 years ago, it has enjoyed the distinction of a large gain in its deposit account and the loss of one client during that period. Charles S. Castle, founder of the bank and its president from the outset, is authority for the latter statement, while the bank call of last Monday supplies the basis for the former, displaying a total of \$16,264,316 commercial deposits and \$880,000 in savings deposits. On Tuesday, however, the deposits of the bank reached a new record height of \$16,810,000, and expansion of \$6,250,000 in the last three years. Sixteen months ago the Standard Trust moved from Clark and Monroe Streets and at that time had \$12,000,000 in deposits to its present home at Adams and Clark in the banking rooms formerly occupied by the Merchants Loan & Trust, and that move resulted in a material gain, approximately \$4,800,000 in deposits. The bank had its start at 29 South La Salle Street in 1910 and in 1917 moved to the building vacated by the Fort Dearborn National. In February of last year the present quarters were acquired.

"In these moves," said President Castle, "the bank lost only one customer, and he wanted to bank in the neighborhood we were first in because he found locomotion difficult. I gave him a letter of introduction to another bank across the street from his office, and his is the only account we have lost since the bank was organized 15 years ago."

Money Hardens Slightly

Although commercial paper brokers were offering cream names at 3½ per cent. this week, there were no transactions below 3¾ per cent. and choice names also sold at 4 per cent. Larger offerings of notes were reported by a number of banking houses, indicating that a forward movement in general business is expected in the next 30

Guaranty Trust Company of New York

NEW YORK LONDON PARIS BRUSSELS
LIVERPOOL HAVRE ANTWERP

Condensed Statement, June 30, 1925

RESOURCES

Cash on Hand, in Federal Reserve Bank and Due from Banks and Bankers.....	\$175,342,760.18
U. S. Government Bonds and Certificates.....	38,403,613.69
Public Securities.....	21,522,331.92
Other Securities.....	23,498,801.54
Loans and Bills Purchased.....	394,639,638.30
Real Estate, Bonds and Mortgages.....	2,081,800.00
Items in Transit with Foreign Branches.....	5,356,638.39
Credits Granted on Acceptances.....	39,290,565.39
Real Estate.....	8,032,848.04
Accrued Interest and Accounts Receivable.....	8,512,184.33

\$716,681,181.78

LIABILITIES

Capital	\$25,000,000.00
Surplus Fund.....	15,000,000.00
Undivided Profits.....	5,369,140.95

\$45,369,140.95

Accrued Interest, Reserve for Taxes, etc.....	3,775,262.96
Acceptances	39,290,565.39
Outstanding Dividend Checks.....	677,523.00
Outstanding Treasurer's Checks.....	50,347,224.18
Deposits	577,221,465.30

\$716,681,181.78

days now that the condition of corn and spring wheat crops contain the assurance of future stability in industry and mercantile departments. The recession to 3¼ from 5 per cent. in the New York call loan rate substantiated the belief expressed by Chicago bankers last week that excessive high rates would drop back to a more normal level with first of the month requirements out of the way.

Banking News Notes

J. O. Apps has been elected general executive assistant for the Canadian Pacific Railway as successor to the late W. B. Howard. Mr. Apps began his railway career in Chicago with the Illinois Central.

Andrew Russel, former state auditor of Illinois, has been elected vice president of Garard & Co., investment bankers at 39 South La Salle Street. Mr. Russel will continue to reside in Jacksonville, Ill.

Lucius Teter, president of the Chicago Trust Company, announces that the capital stock has been increased from 1,500,000 to 2,000,000. Surplus and undivided profits approximate \$1,100,000 and total resources exceed \$27,000,000.

A director of the Pullman Company is authority for the statement there will be no unusual distribution to stockholders at least this year.

Eugene M. Stevens, vice president of the Illinois Merchants Trust Company, has returned from a vacation spent in northern Wisconsin.

A charter has been issued to the First National Bank of Blue Island by the controller of the currency. The bank has been converted from a state institution organized over 30 years ago as the Commercial Bank of Blue Island by John L. Zacharias, who is still president.

George A. Pearson, manager of the bond department of the Continental & Commercial Trust & Savings Bank, has been elected a vice president and will continue at the head of the bond department.

Hornblower & Weeks will occupy most of the second floor of 37 South La Salle Street, formerly the home of the National Bank of the Republic. It is expected that the new

(Continued on page 47)

WE WILL BUY

We are in the market to purchase substantial blocks of the issues listed below and should appreciate having bonds of these issues offered us in any amount large or small:

- Duluth Street Railway 1st 5s, Due 1930.
- Duluth Street Railway Gen. 5s, Due 1930.
- Minneapolis St. Railway Col. 5½s, Due 1928.
- Northern States Power Co. 6s, Due 1948.
- Ottetail Power Co. 6½s-6s-5s, Due various maturities.
- Twin City Rapid Transit Joint 5s, Due 1928.
- Tri-State Tel. & Tel. 5½s, Due 1942.

Wells-Dickey Company

Established 1878

MINNEAPOLIS

Chicago St. Paul Duluth Great Falls

Dean-Onativia Establish Record in Finance

Chicago, July 14—Never before in the history of American finance has a bankrupt firm reared its head from the ashes and prepared to start afresh. Dean, Onativia & Co., whose doors were closed by banking creditors ten days ago, have in that time raised \$2,500,000 as new capital, their petition to the Federal court has received its approval and the members will now appear before the New York and Chicago Stock Exchanges and ask to have their memberships restored. The biggest failure in the history of La Salle Street has been cleaned up and within two weeks it will be in full swing again.

Debt Largest in New York

Banking indebtedness approximates \$29,000,000, of which \$22,000,000 is with New York and \$7,000,000 Chicago banks. Clients of the firm are creditors to the extent of about \$6,000,000. The firm asked for the subordination of 30 per cent. of claims and asked creditors to take notes to run for two to five years contingent upon raising \$2,500,000 fresh capital. Of this amount \$1,000,000 was raised in Chicago and \$1,500,000 in New York.

The firm was organized in 1922 with a capital of \$1,000,000 by J. Victor Onativia of New York, a member of the New York Stock Exchange; J. Clark Dean, E. F. Rosenbaum, E. S. Rosenbaum, Joseph Rosenbaum, J. Deere Cady, Harold E. Wiley, Hart Taylor, Benjamin R. Cahn and Ira E. Westheimer of Chicago. A year ago Mr. Taylor retired on account of ill health. The Continental & Commercial Building office was in charge of J. Clark Dean, while Benjamin R. Cahn was manager of the Burnham Building office and J. Victor Onativia was at the head of the New York office. In Washington, John Callan O'Laughlin, former publicity manager of the Grain Marketing Company, was manager.

Court Upholds Dividends

A ruling which, if sustained by higher courts, may have an important bearing upon corporation dividend policies, was announced yesterday in the Superior Court by Judge Sullivan, who overruled the demurrer to a suit by stockholders and ordered the payment of a dividend on preferred stock. In a suit brought by a committee of holders of the senior issue of the Interstate Iron & Steel Co. against the directorate to compel payment of accumulated dividends, Judge Sullivan ruled that the court has the power to grant the petition if a later showing as to the facts warrant such an order, which has been disputed by the defense. According to this decision a stockholder, when he invests in a company, does so for the purpose of receiving earnings in the form of dividends and when dividends are earned after all prior charges, they are, under certain conditions, within the power of courts to order boards of directors to make dividend distribution. Unpaid dividends of Interstate Iron & Steel now amount to more than 19 per cent. Regular quarterly dividends of 1¾ per cent. are now being paid having been resumed on December 31 last, and the management recently anticipated the decision of the court by ordering a payment of 1 per cent. on account of back dividends to be made tomorrow.

Philipsborn's In Bankrupt

On the petition of A. F. Coubeau, Albert Pick & Co., and Philip Cohen, Inc., who allege violation of the bankruptcy law, Philipsborn's, Inc., has been placed in the hands of Abel Davis of the Chicago Title & Trust Co., as receiver under bonds of \$50,000. A mail order business in women's ready-to-wear clothing conducted at 511 South Paulina Street has been unproductive of profits, according to a statement of Vice President McInerney, and although the company was reorganized three years ago and rehabilitated with an issue of \$2,500,000 preferred 7 per cent. stock brought out by a Chicago banking syndicate composed of Dillon, Read & Co., A. G. Becker & Co., and Stern Bros. & Co., its assets are now estimated at \$750,000 while liabilities approximate \$1,000,000.

Byllesby Operations Extended

H. M. Byllesby & Co. in the last week have materially extended the scope of their operations by the acquisition of public utilities of major importance in Wisconsin, Wyom-

ing and Oregon. On Thursday the firm announced the purchase of the Wisconsin Public Service Corporation for \$26,000,000 involving a cash payment of \$11,000,000 to interests headed by Clemen' C. Smith of Milwaukee. Earlier in the week announcement was made of the purchase of local utility systems operating in Douglas, Wyoming, and Falls City, Oregon, showing gross earnings of nearly \$100,000 annually. In Falls City the plant has been operated under municipal ownership.

Wisconsin Public Service Corporation supplies electricity and gas to an extensive territory in eastern Wisconsin, including the cities of Green Bay, Oshkosh, Manitowoc, Sheboygan and Marinette and in Menominee, Mich., in addition to about 100 smaller communities, with a total population of 325,000 in the prosperous Fox River Valley.

Title & Trust Melon Cut

An inconspicuous statement issued by the Chicago Title & Trust Co., announced valuable rights will be given to stockholders through the offering of one new share of stock for each five now held at 200 a share. Last week the shares were quoted at 435, but there was a later sale made at \$485 and subsequently \$450 was bid.

This company has always been a large earner and has shared its prosperity with its stockholders. The last important distribution was in 1922 when the capital was increased from \$7,000,000 to \$10,000,000, of which \$2,800,000 was given as a stock dividend and \$200,000 of the shares was sold. The stock is closely held and has been maintaining a steadily upward course on the Chicago Stock Exchange owing to the fact that earnings have been establishing new records in recent years.

Yellow Cab in Merger

According to an announcement made by John Hertz, president of the Yellow Cab Manufacturing Company, and ratified by Alfred O. Sloan Jr., president of the General Motors Corporation, General Motors has concluded an arrangement for acquiring control of Yellow Cab Manufacturing. Under this plan General Motors will turn over its truck division value at \$11,000,000 and cash of \$5,000,000 for which it will receive from the Hertz interests 800,000 shares of the Yellow Truck & Coach Manufacturing Co., to be formed to take over Yellow Cab Manufacturing at a price of \$20 a share.

The major part of the transaction from a La Salle Street point of view is the acquisition by General Motors of the privilege of manufacturing and using in its pleasure car, trucks, coaches and taxicabs the Knight sleeve-valve engine, although reference is not made to this part of the section of the agreement in the consolidation plan. The Knight engine has been used under contract by only four motor manufacturing corporations, and it is related that the cars using it have seriously cut into business of subsidiaries of General Motors.

Market Sentiment Divided

Stock market sentiment in La Salle Street is very much divided. Influential people who became very bullish last June have been selling their stock holdings in the last month, and some have lightened their loads to such an extent that it is said they are now contemplating commitments on the short side of the market. They view the lists of stockholders of United States Steel, Union Pacific, Pennsylvania and numerous other corporations with alarm, from a stock marketing standpoint wholly, and point out that whenever the public has enlarged its ownership of stock in the general market it is no longer safe to play the bull side. Recently established new high levels by American Can, United Cigars, United States Cast Iron Pipe and a long list of other stocks have been followed by modest reactions, and there have been a number of unfavorable circumstances recently like the California earthquake, failure of Dean-Onativia, winding up of the Grain Marketing Company's affairs and a higher range for call money militating against a further advance in stock quotations.

Thomson & McKinnon say: "It is a time to liquidate stocks and the liquidation should continue until commitments have been transferred to those who are of that

venturesome class that select the summit of a volcano as a picnic ground."

Paine, Webber & Co. said: "We expect an active and strong market led by oils, steels and specialties. Coppers are doing better."

Bonds Move Briskly

Under the stimulation of lower money rates and the re-investment demand incident to the beginning of the second half of the year there was a strong undertone visible in the bond market all week, and in Chicago there was a brisk demand for new issues of merit. Large disbursements of dividends and interest were plowed back in the investment market, with the result that Treasury issues reached still higher levels and there was no indication of any change in the condition of the market for utilities, which have been strongly supported by a general buying movement traced to small as well as large investors.

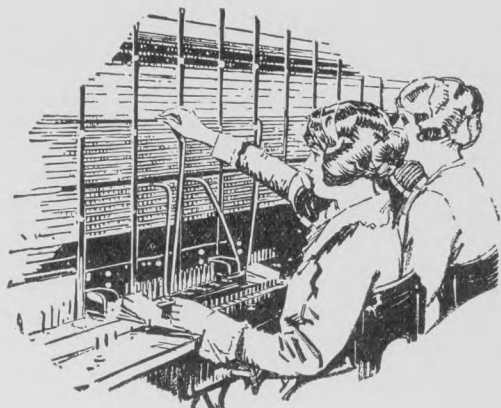
Japanese Issue Sold

Dillon, Read & Co., Guaranty Company of New York, Bonbright & Co., Illinois Merchants Trust Company and the National Republic Company, offered \$13,500,000 Great Consolidated Electric Power Company, Ltd., 6½ per cent. bonds at 86 and interest, yielding more than 7.75 per cent. to maturity. The company is one of the largest producers of electricity in Japan and the bonds are secured by a first mortgage on properties valued at \$33,234,478. For the year ended May 1 last net income before interest and depreciation was \$5,241,398, equal to 2.75 times maximum annual interest requirements. The bonds mature July 1, 1950.

An offering of \$40,000,000 Central Pacific 5 per cent. 35-year bonds was brought out by Kuhn, Loeb & Co., at 98 and interest, yielding 5.12 per cent. to maturity. The bonds mature August 1, 1950 and are guaranteed as to principal and interest by endorsement of the Southern Pacific. There was a large oversubscription and the books were immediately closed.

An offering of \$8,500,000 Toledo Traction, Light & Power

(Continued on page 47)



In The Central Offices

THE Bell System—the A. T. & T. and Associated Companies—with its 16,000,000 telephones, requires the use of 6,000 central offices.

More than switchboards alone are needed for their functioning. In the larger offices especially, the visitor sees other equipment of great magnitude and complexity—huge frames which distribute the incoming wires to their switchboard terminals, testing apparatus, power plants, and much more.

Over one-fifth (\$509,000,000.00) of the Bell System's physical property consists of this operating equipment. Each central office unit is a component part of a nationwide mechanism which each day transmits 46,000,000 telephone calls.

This plant is part of the property underlying Bell System securities.



"The People's Messenger"

The dividend rate of the stock of A. T. & T.—parent company of the Bell System—is 9%. This investment stock can be bought in the open market to yield a good return. Write for booklet, "Some Financial Facts."



**BELL TELEPHONE
SECURITIES CO. Inc.**
D.F. Houston, President
195 Broadway NEW YORK

**Dividends on this 7¼%
Investment Earned
3 Times Over**

More than \$5,000,000 in dividends was paid by Cities Service Company in 1924 on its Preferred Stock. The Company earned, over and above all expenses, taxes and interest payments, \$14,845,773, or about three times the amount necessary to pay these dividends.

The Company's 15th Annual Report, just issued, clearly shows the safety and desirability of Cities Service Preferred Stock. At its present price this security yields 7¼ per cent.

Send for copy of the Annual Report and illustrated booklet ABC describing the \$550,000,000 organization behind Cities Service Preferred Stock.

SECURITIES DEPARTMENT
**Henry L. Doherty
& Company**

611 Metropolitan Bank Building,
Minneapolis, Minn.
Atlantic 2551

The American Institute of Banking, the Bankers' School

Clarence R. Cheney, Assistant Cashier, Northwestern National Bank of Minneapolis. Address at the Annual Convention of the Minnesota Bankers Association, Duluth

All but one of our many organizations of bankers have as their objects the consideration of conditions, laws, policies, things. That one is the educational agency of the banking business—The American Institute of Banking. It has to do with the men and women who make up our banks and, for that reason, is of particular interest to us. Another reason for our interest in the organization is the fact that it had its inception here in Minnesota. In 1898, a small group of young men, employed in Minneapolis banks, realized their need of specialized education to fit them for their work, and formed a class in Commercial Law. The organization was known as The Minneapolis Bank Employes Association. Soon, its example was followed in other cities and in a year or two there were a number of such local groups. At its convention in 1900, at Richmond Va., the American Bankers Association, recognizing the value of this work to the banking fraternity, appropriated \$10,000 to draw these local units into a national organization, and the American Institute of Bank Clerks was formed. It was purely an organization of employes and when its first convention was held at Cleveland in 1903, some of the country's most prominent bankers admitted that they were watching its development with some misgivings. However, it grew steadily and its development was along such sound lines that in 1908 it was taken into the American Bankers Association as the educational section of the parent organization. It then became known as the American Institute of Banking and since that time its membership has included the directors, officers, and employes of our banks. For a number of years its growth was gradual but, during the past decade, its numbers have increased rapidly. Membership figures at this time are in excess of 55,000 and the Institute has 170 chapters. Its evening classes during the past year have had an enrollment of more than 35,000 students.

Creating a Community of Interest

A prominent man said recently in seeking to explain the popularity of the radio, that it had become an institution of permanent importance because it draws into one audience vast numbers of people, over a wide area, and makes of them a community. He held that all movements and organizations, which have become nationally successful, have achieved success because they have in some way created such a community.

The Institute has fully met this requirement. Perhaps its greatest achievement has been the drawing together of bank people into a great family. City bankers and country bankers have sat down together about the Institute table. They have exchanged ideas which have helped them, not only to understand one another's problems but to form friendships which have added mightily to the good will existing between their banks. A state of dividedness will never contribute toward banking progress. The Institute is adding daily to the country wide community of bank men and women which has grown up within its work.

In its effect upon the lives of bank people, it has drawn Main Street and Wall Street into an intersection and, at the point where they meet, has built a great school. This institution is distinguished from all other organizations of learning by many unusual characteristics. Its class enrollment is larger than the combined registration of Harvard, Yale, Princeton, Cornell, the University of Chicago, and the Naval and Military Academies at Annapolis and West Point. It offers instruction in Banking Practice, Economics, Commercial Law, Negotiable Instruments, Credits, Accounting, Bonds and Investments, Public Speaking, and kindred subjects designed to fit the banker for his work and enable him to fill well his place in his community. Because of the nature of his business that place is necessarily one of prominence.

The Banker, a Business Man and Public Servant

He is a business man but, at the same time, he is a public servant. He manages his institution in such a way as to earn dividends for its stockholders but it has been his privilege, and has now come to be regarded as his duty, to give

sound advice and perform many services which result in no direct addition to his earnings account. He accepts the deposits of the parents for the account of the baby when it is born. He keeps the funds and invests them as the child grows. He advises the young man when in leaving school he enters business. His counsel is given with financial assistance as the business develops. When his client retires from its management he acts as trustee in handling his investments and finally, upon the client's death, he is called upon to administer the estate and act as advisor to the heirs. The scope of his duties is so wide that it demands a many-sided big-caliber man. His place in our business life is most desirable but to fill it well requires the training of a lifetime. A knowledge gained from books is a necessary part of his preparation but he needs many things which he cannot learn in that way—greatest among them, an understanding of human nature.

Are you wondering how the Institute school meets this demand for a broad training?

A Practical Education

It affords the banker a practical education. The college man often emerges from a course in money and banking with the feeling that he is ready for an executive chair in the bank. A few weeks back of the counter usually convinces him that, although his education is of great value, much of his knowledge must be classified as theoretical and used only in its proper relation to practical methods. The A. I. B. student avoids this handicap. His instruction is administered in small doses, interspersed with his work. Questions arising each day can be discussed and answered in the evening class. He spends no time accumulating useless information. If he is situated in one of the larger centers where city chapters are maintained he receives his instruction in a resident class under a carefully selected teacher. If he is beyond the reach of a city chapter but is fortunate enough to live in one of the many counties which now have county chapters, he attends a similar class at some central point and in most cases has quite as good an instructor. If on the other hand, he happens to live in a small place where there is no county chapter his participation in Institute affairs is by membership in the Correspondence Chapter. This organization, through which all of the Institute courses are taught by mail, has a membership of almost 6,000 and has turned out many graduates. So as to make the work of this chapter more interesting than ordinary correspondence instruction, what is known as the Study Group Plan has been adopted and is being used by many correspondence students. It provides for resident classes where groups of ten or more correspondence students are willing to take the same course. Teachers are provided and, while the students do not have the social advantages which accrue to members of city chapters, they are afforded the benefit of class discussion and have found that their studies are much less burdensome than under the old plan. There are many communities in this state where bank men and women could conduct successful Study Groups. These classes and attendance at the annual conventions of the Institute would be of inestimable value to them and their banks. The Institute Standard Certificate does not mean that its holder has nothing left to learn but it does indicate that what he has absorbed is well balanced and of practical value. Coupled with industry, it serves him as a basis for advancement.

Executive Training

It affords him executive training. Each committee appointment or office, not only fits him for more important duties in the organization, but helps to prepare him for the day when he will be called upon to exercise his judgment as a department manager or officer of his bank. To preside at Institute gatherings and direct the activities of others instills in him the self confidence necessary to his success.

It affords him an opportunity to participate in public affairs.
(Continued on page 39)



THE standing of this bank in the public mind has not come suddenly. It is the result of constant fidelity for more than a half century to the highest principles of banking practice.

*Capital and Surplus
Forty-Five Million Dollars*

ILLINOIS MERCHANTS TRUST COMPANY

A consolidation of
ILLINOIS TRUST & SAVINGS BANK
THE MERCHANTS LOAN & TRUST COMPANY
THE CORN EXCHANGE NATIONAL BANK



La Salle, Jackson, Clark and Quincy Streets · Chicago

The CONTINENTAL and COMMERCIAL BANKS

CHICAGO

Statements of Condition June 30, 1925

CONTINENTAL and COMMERCIAL NATIONAL BANK of CHICAGO

Resources

Time Loans . . .	\$127,645,493.42	
Demand Loans . .	129,986,972.97	
Acceptances . . .	4,961,574.57	
Bonds, Securities, etc.	23,401,866.25	\$285,995,907.21
U. S. Bonds and Treasury Notes . .		39,698,474.53
Stock of Federal Reserve Bank . . .		1,200,000.00
Bank Premises (Equity)		7,900,000.00
Customers' Liability on Letters of Credit		6,806,991.61
Customers' Liability on Acceptances		1,445,583.78
Overdrafts		54,957.77
Cash and Due from Banks		128,787,434.13
		<u>\$471,889,349.03</u>

Liabilities

Capital	\$ 25,000,000.00	
Surplus	15,000,000.00	
Undivided Profits	6,065,643.10	
Reserved for Taxes	1,685,452.99	
Circulation	50,000.00	
Liability on Letters of Credit	8,117,120.51	
Liability on Acceptances	1,600,156.11	
Deposits—		
Individual . . . \$252,321,249.67		
Banks 162,049,726.65	414,370,976.32	
	<u>\$471,889,349.03</u>	

CONTINENTAL and COMMERCIAL TRUST and SAVINGS BANK

Resources

Demand Loans . . .	\$26,866,174.73	
*U.S. Gov't Bonds and Treasury Notes	29,428,202.41	
*Bonds due in 1925 to 1927 inclusive	7,997,317.84	
*Other Bonds	9,542,435.41	
Cash and Due from Banks	36,650,331.30	\$110,484,461.69
Time Loans		20,477,340.04
		<u>\$130,961,801.73</u>

*Adjusted to cost or market price whichever is lower.

Liabilities

Capital	\$ 5,000,000.00	
Surplus	10,000,000.00	
Undivided Profits	1,601,066.31	
Reserved for Taxes, Interest and Dividends	1,055,729.06	\$ 17,656,795.37
Demand Deposits	32,081,479.26	
Time Deposits . . .	55,742,340.17	
Special Deposits . . .	25,481,186.93	113,305,006.36
		<u>\$130,961,801.73</u>

Total Deposits \$527,675,982
Total Resources 602,851,150
Invested Capital over 62,000,000

REPORT OF THE PROTECTIVE DEPARTMENT

(Continued from page 11)

ment was unable to procure evidence enough to convict until the month of December when four of them were arrested. Three were convicted and one made his escape by sawing out of jail. The arrest of the fifth man was made at Omaha on December 18th, but requisition papers were refused and he was released. Later on he was apprehended in the "getaway" after a burglary in Iowa, pleaded guilty and was sentenced to a term of twenty-five years.

During the period between January 1 and June 1, 1925, there was one attempt and one burglary with a loss of \$4,740.66.

Comparing the number of burglaries and the total losses of \$11,283.66 as against the years of 1922, with 13 burglaries and 8 attempts, with losses of \$35,080.41, and of 1923, with 11 burglaries and 4 attempts, with losses of \$23,356.94,

it may be seen that there has been a material decrease in this class of crime. The larger amount of losses in the two prior years, however, is accounted for by the fact that in 1922, one loss alone amounted to \$21,397 in Liberty bonds, and in 1923, one loss of \$3,643 in cash and \$10,850 in bonds was sustained. In 1922 five men were arrested and convicted for those jobs and in 1923, six men were arrested and convicted.

Hold-Ups

On April 24, the City Bank of St. Paul was held up by three men and entailed a loss of \$12,873 in currency.

On May 19, the First State Bank of Hugo was held up with a resultant loss of \$937.

On June 15, a 17-year old messenger of the Minnesota Transfer State Bank was held up on a street car and \$8,200 in cash taken from him. So far there have been no indictments returned against the perpetrators of these crimes. However, much progress is being made in gathering evidence as to who were the guilty ones.

Activities of Minnesota Bankers During the Past Year

R. W. Lindeke, President of the Minnesota Bankers Association. An Address at the Association's Annual Convention

It is an established custom for the president of your association to make a report at the annual meeting. Following this custom, I will touch briefly on the principal activities during the past year. Many important situations have come before us for consideration and disposition, but I shall not tire you with lengthy details.

We all were shocked and deeply grieved at the sudden passing away of our long time secretary. The continued success of our organization was largely due to his zeal, ability and untiring efforts. George Harry Richards was a man that loved the sunny side of the road, and the memory of him will long remain with us in thoughts of precious recollection.

It was indeed fortunate and a comfort to us that we were able to secure as a successor in the office of secretary Mr. Fred P. Fellows, who by his knowledge, bank training, and large acquaintance is singularly well fitted to guide our association to even greater importance and usefulness.

Legislative Measures

This being a legislative year, it was quite necessary to be alert in heading off undesirable, unjust and ill-con-

sidered measures, as well as to secure legislation in the direction of equality and fairness.

Among the various bills passed, the most important undoubtedly is the one relating to the equalization of taxes as between banks and other business concerns. As a result our taxes are now reduced in just proportion which will mean a considerable saving.

I can not refrain right here from expressing my deep appreciation and sincerest thanks to those of our members who so cheerfully gave of their time, advice and assistance in having this piece of legislation placed on the statute books. Other important legislation was also secured, to which reference will be made in the course of our session.

The four standing committees of our association are to be highly commended for the able and intelligent manner in which they conducted the various activities assigned to them.

The various county organizations have been of vast importance and helpfulness, and have by friendly cooperation between members succeeded not only in eliminating needless waste, but in introducing sounder banking methods as well.

More reasonable and uniform interest rates on certificates of deposit and savings accounts have resulted, also intelligent analysis of customers' accounts, and in instances where results are unsatisfactory, adjustments on a profitable basis are being made.

County Organizations

Through the county organizations more than through any other agency do we learn to recognize that the banker across the street or in the neighboring town is not a competitor, but rather a fellow banker. Friendly cooperation with our neighbor banker, a frank exchange of credit information, and mutual assurances of good-will practically demonstrated, may occasionally be the means of preventing severe losses.

The organization of county clearing houses or credit bureaus in all of our counties through which credit information may be exchanged is a further step in the development of our county units. Duplications of credit is an evil which can be overcome if the county associations tackle this problem as they have others. In Illinois a committee on country credit bureaus recently recommended a plan for credit bureaus under which no information is required unless a borrower has loans at more than one bank. In the course of their investigations it was found that in one county there were 535 duplicate borrowers. I recommend that such a committee be created by this convention to go into the matter and make recommendations to our members.

In former years the earnings of a fairly well managed bank, with only ordinary efforts, were quite assured, but with numerous governmental agencies now functioning in

(Continued on page 20)



R. W. LINDEKE

Vice President Merchants National Bank of St. Paul,
Retiring President of the Minnesota Bankers Association

46 Years

DULUTH'S oldest bank places at the disposal of banks and bankers throughout the Northwest the accumulated knowledge and experience gained through nearly half a century of banking in Duluth.



We invite the business of those desiring prompt and dependable service in every department of banking.

H. M. Peyton, Chairman

W. G. Hegardt, President
 J. D. Mahoney, Cashier
 E. L. Palmer, Asst. Cashier
 W. Gordon Hegardt, Asst. Cashier

I. S. Moore, Vice President
 Colin Thomson, Asst. Cashier
 S. T. Strain, Asst. Cashier
 R. W. Hotchkiss, Mgr. Bond Dept.

AMERICAN EXCHANGE NATIONAL BANK

OF DULUTH, MINN.

Resources - - - \$17,000,000.00

The oldest National Bank at the head of the lakes.

THE FIRST NATIONAL BANK DULUTH, MINN.

Capital \$2,000,000.00

Surplus and Profits \$2,250,000.00

Albert L. Ordean, President
 David Williams, J. H. Ingwersen, W. J. Johnson, Vice Presidents
 William W. Wells, Cashier
 H. E. Grieser, Assistant Cashier; W. A. Putman, Assistant Cashier
 J. H. Dight, Vice Pres. and Trust Officer — H. U. Moore, Secy. and Asst. Trust Officer
 Geo. W. Ronald, Manager Bond Department

Completely equipped for the handling of any business in its line and territory entrusted to it.

DEPARTMENTS:

General Banking—Savings—Trust—Safety Deposit—Bond and Investment.

Out of town bank accounts receive the special attention of an officer of the bank.

ACTIVITIES OF MINNESOTA BANKERS DURING THE PAST YEAR

(Continued from page 18)

financial matters, and through other causes, many of the legitimate sources of income of banks are curtailed, and therefore new intensive efforts must be made to keep the earnings item from turning red.

All banks are taking a more active interest in the cost of the services they are rendering and in putting the unprofitable part of their business on a profitable basis. Much work has been done and much valuable information has been published on this subject. I believe that the matter is of such importance to our members that a committee on analysis of banking operations should be appointed to gather up this information and to make further investigation into the subject. This committee could also recommend schedules of charges to be made by banks for certain services.

Teaching of Thrift

Our real competitor, and against which our staying powers are sure to be well tested, are dishonesty, extravagance, wastefulness and carelessness. Our competitor is the stock salesman who endeavors to sell and often succeeds in interesting our customers in so-called gilt-edged securities with assured high rates of return and ultimate total loss of principal. Our competitor is the insinuating and highly trained salesman, who, often aided by jealousy of a neighbor's display, is urging your customers to buy something not entirely necessary, on the plea that payment will be extended over a long period. This sort of buying, if indulged in sufficiently often, absorbs your customers' earning power in advance of its development, deprives him of independence and shuts off far into the future his buying power for essential things. The establishment of a savings account and the making of deposits regularly are entirely out of the question.

Business is suffering from this sort of method and selling costs are increasing tremendously.

I have always thought of banking as a profession, and the bankers a trustee of the depositor's money, which should be used for the best interests of the community and not, primarily, to see how much profit may be made for each bank. Too many banks in the past have been run for the personal profit of the officers. It is up to us bankers to correct this condition, or the public and the legislature will do it for us.

The present low rates on commercial paper are tempting many banks to buy long time bonds on which they receive a higher rate of interest. Rates are not always going to be low, the local demand will increase and the bonds may have to be sold at a loss.

Bankers and Civic Affairs

You bankers are leaders in your communities and should have a great deal of influence. What interest are you taking in the government of your city, county and state? What are you doing to counteract the radical influences that are working throughout the United States? You should take an active part in your local politics and should always be ready to support your state and national government.

My experience in Association affairs during the past year has convinced me that it is absolutely necessary that we increase the dues from members. The field work for the Association becomes larger from year to year and the members are naturally demanding increased service. The accomplishments of the Association in this and past years have been such as to warrant our giving it the means with which to further serve us. The two outstanding accomplishments this year, the reduction in taxes and the inauguration of the vigilance plan, which, when in full operation, will not only prevent an increase in the robbery and burglary rate, but will result in a decrease of thirty per cent., are sufficient in themselves to warrant an increase in dues.

Thirteen hundred and sixty banks and trust companies are now members of the Association. Only twenty-nine banks are not members. In view of the work of the Association, which is of benefit to all banks, I can see no good reason why any bank in the State of Minnesota should not be a member.

The past year has been a very interesting and enjoyable one for me, and it has been a pleasure to be of service to the Association. I wish to express my hearty thanks to the officers and members of the Council and committees who have so thoroughly cooperated in carrying on the work of the Association.

Financial Operations of the Government the Past Fiscal Year

Washington—Secretary Mellon made the following announcement in connection with the close of the fiscal year of the Government on June 30:

The net results of the financial operations of the Government covering the fiscal year 1925 are now available through figures reflected in the daily Treasury statement for June 30, 1925. The total ordinary receipts were \$3,780,148,684.42, and the expenditures chargeable against such receipts \$3,529,643,446.09, resulting in a surplus of \$250,505,238.33. This is to be contrasted with a surplus, estimated last October, of about \$67,000,000.

A comparison of estimated and actual receipts in some of the principal items is interesting: Customs receipts were \$547,561,226.11, or within ½ of 1 per cent. of the estimate, and miscellaneous internal revenue \$828,638,079.90 which is practically the estimate. Income tax receipts of \$1,760,537,823.68, however, exceeded estimates by \$100,000,000 or 6 per cent. In the other miscellaneous receipts of \$643,411,567, there were also increases, being principally \$34,000,000 on account of railroads; \$2,500,000 from sale of other securities owned by the Government; \$15,000,000 from Army costs receipts; \$3,500,000 from river and harbor improvements; \$6,400,000 from sale of clothing and small stores account, Navy Department; and \$11,500,000 on account of Indian moneys.

The expenditures which also affect the surplus were \$3,529,643,446.09, or a net decrease under the estimate of \$4,440,361.91.

The total gross debt was reduced in the fiscal year by \$734,619,101.59, and on June 30, 1925, was \$20,516,193,887.90. This reduction was effected by (1) \$466,538,113.83 on account of the sinking fund and other debt retirements chargeable against ordinary receipts; (2) by application of the entire surplus of \$250,505,238.33; and (3) \$17,575,749.43 on account of reduction in the General Fund balance below the balance on June 30, 1924. The surplus for the fiscal year 1925, therefore, has already been used in reduction of the debt and is not available for tax reduction. Since tax reduction means a loss of revenue annually, it is only the annual surplus to be expected in future years which is the margin available for tax reduction and should be so used.

In the fiscal year 1925 the regular maturities of the public debt amounted to \$2,307,041,400 at an average annual interest rate of 4.446½ per cent. and new issues (exclusive of a small amount of Treasury savings certificates) were floated in the aggregate par amount of \$1,882,167,000 at an average annual interest rate of but 3.557½ per cent. The reduction in annual interest charges on the new issues as compared with the annual interest charges on the same amount at the average interest rate of the maturing issues, was \$16,730,000. Four per cent. 20-30 year Treasury bonds were issued during the fiscal year 1925 amounting to \$1,047,088,500 face amount. This long time financing removes the pressure on the refunding operations which will be necessary in connection with the maturity of the Third Liberty Loan on September 15, 1928. As a result of this and other debt changes in the fiscal year, the short-dated debt (maturing within five years) on June 30, 1925, was \$6,252,000,000 as against \$8,074,000,000 on June 30, 1924.

BALABAN & KATZ EXPAND

Chicago—Details of a deal by which Balaban & Katz through their interest in Lubliner & Trinz will obtain operating control of the Lynch group of 11 theaters located in outlying sections of Chicago, is understood to have been closed. By this deal the company will have operating control of practically all the large motion picture houses in Chicago.

Duluth



At the Northern Corner.

The Northern National Bank

and

Northern Trust Company

Affiliated Institutions

Combined Resources

\$9,000,000.00

Combined Capital, Surplus and Profits

\$1,750,000.00

Summer is Calling

The warm, balmy days of Summer are inviting every one to leave for happy vacations at Lakes or in Northern Forests.

The Tourist enroute to the resort of his choice, will find many conveniences at Donaldson's in Minneapolis, to add to the pleasure of the trip.

"Ask Mr. Foster" Travel Service will help you plan your trip, tell you the best camps and resorts. They will make hotel reservations for you and tell you of points of interest. No charge, of course.

Our Personal Shopper—Joan Terry—will help you shop or shop for you. She has many helpful suggestions, too. Main Floor.

Information Desk—Main Floor—Under the Service Balcony.

Tea Rooms—Fourth Floor—You will find the food delicious and the service excellent.

Lunch Room—Main Floor—The service is prompt and the food appetizing. Fresh fish and sea food served at Sea Food counter adjoining.

Rest Rooms—Fourth Floor.

Mail orders carefully filled.

Donaldson's

JOSEPH CHAPMAN, President

Minneapolis

Bank established in 1864

SKANDINAVISKA KREDITAKTIEBOLAGET

GÖTEBORG

STOCKHOLM

MALMÖ

Branches in all parts of Sweden

Own funds	Kr.	182.000.000—
Deposits, December 31, 1924.....	ca. "	648.000.000—
Total assets, December 31, 1924.....	" "	1.002.000.000—

Transacts all kinds of banking and exchange business.

Inquiries and correspondence invited.

Telegraphic address "KREDITBOLAGET"

Effects of the Dawes Plan on International Credits

Rufus C. Dawes, Chicago. From an Address Before The Minnesota Bankers Association Convention, Duluth

During the whole of the year 1923, throughout all the world, there raged the debate over "exportable surplus." It contributed to prevent united action by the allied and associated governments, and added to the confusion in business conditions of Europe, which by the end of that year culminated in an acute crisis, and threatened universal disaster. National budgets were out of balance throughout Europe; distrust and fear were spreading. Currencies of unstable and disappearing values were in general use. By the end of the year these currencies, having lost value as a medium of savings, or as a measure of value, also became useless as the instrument of exchange, in Russia, Austria, Germany and other countries, and there was no European country immune from the spread of this contagion. This practical collapse of business required the application of some immediate policy of relief, and the most essential condition of that policy was that it must unite the nations of the world in harmonious action.

The universal disaster that was impending was of such magnitude that there actually was brought about an agreement in which all united. This agreement and the unity of action which ensued have enormously improved the conditions in Europe. Currencies are stable; budgets are being balanced; business is being resumed; credit is restored, but the old problems still exist. International obligations must still be paid, and all the problems connected with them must still be met. The fear of immediate disaster has been removed, and the old debate about "exportable surplus" is being renewed.

Paying Debts with Goods

It was early pointed out, and first, I believe by the expert advisers of the American Mission at the Versailles Conference, that international debts must in the end be paid in goods of commerce. Gold, itself, would not suffice to pay such sums as are involved. International credits, put to such use, would soon be exhausted. They must be replenished by the shipment of goods. Any nation must export enough goods to establish the credit necessary to buy what is needed in the way of food to support life, and what is needed in the way of raw materials to support industry, and only out of the proceeds of goods sold or services rendered in excess of the amount required to meet these necessities can a nation make payments over a long period of years upon international indebtedness.

To determine, therefore, what any nation can pay upon international indebtedness, it is necessary to know how much it can produce in goods or services to be sold abroad and how much foreign goods it must import to support life and industry. The excess of the former over the latter, measures its capacity to pay. Such a study of Germany in 1923, produced the very general conviction that for years to come it could not produce even enough to buy its own food stuffs and raw materials. Moreover, many English economists began to speculate upon the effect of heavy shipments of German goods into the English markets. Being, to some extent, a creditor in these international balances, England might suffer in her domestic market by the invasion of foreign goods shipped in to settle international debts. Her own factories would be idle, while industry would be active in those countries which were

burdened with debt. It was England's position in 1923 that Germany's capacity to pay ought to be measured, and demands to be made upon her limited to amounts well within that capacity. And many writers in that country and this were in favor of cancelling international debts in order to avoid the industrial depression which they believed would accompany the collection of them. They were torn in the debate as to whether it were more blessed to make than to receive the payment of international debt.

But the committee of experts did not attempt to measure Germany's capacity to pay. They attacked the problem from a new approach. They regarded these nations as entering an era of peace and as being engaged in international industrial competition. Germany having suffered the extreme effects of inflation, as the consequence of which its national debt had been wiped out, was not under the necessity of levying taxes to meet the heavy debt charges which had been created by the war in all the other nations. In other nations it was being realized that this heavy taxation was a burden upon industry, increasing the cost of production.

Germany's Capacity to Pay

The committee thought it only fair that Germany also should bear a burden of debt such as to make it necessary for her to levy taxes upon her industry commensurate with that which was resting as a burden upon her competitors. Upon this theory they fixed the total amounts to be paid by Germany upon reparation account. And since all of this sum, from year to year, must be paid in foreign exchange, that is, in the end, by the shipment of goods beyond its territorial limits, or the performances of services, they created the transfer committee, which will exercise a control over the payments in order to prevent a collapse of the German currency or the German bank. The introduction of this "floating valve" by which payments may be deferred or abated, whenever it would be dangerous to make them is, in effect, only to leave it to the future to answer the question as to Germany's capacity to pay. If the development of productive capacity in Germany is sufficient to enable them to make the payments regularly, then it is to be presumed her creditors would be satisfied. If Germany does not develop its productive capacity to such an extent as to be able to make these payments, then its creditors have agreed in advance to an extension of time or under some circumstances to a reduction of the payments. In other words, the amounts Germany can pay eventually is subjected to the test of experience and not to the guess of theorists. In the end, some of the debt may have to be cancelled, but bankers know there is nothing immoral in the act of a creditor in composing or forgiving a debt. Good business sometimes requires it.

United States the Great Creditor

If Germany pays its debt, England will be a creditor on net balance and France a debtor in comparatively small amounts. But, in the end, Germany is the great international debtor and the United States the great creditor. And our credits will about equal Germany's debits; essentially the problem of paying debts will be Germany's and the problem of collecting them will be ours. For public senti-

First in Financial, Business and Market News

ONLY one Minneapolis Newspaper is organized and equipped to supply bankers and investors of the Northwest with a complete and accurate daily report of all essential markets. That paper is

The Minneapolis Tribune

The several editions of the Tribune enable it to take advantage of all mail schedules and to carry the latest news of the markets, as well as the world in general, *first* to all parts of the Northwest.

Subscribe Today—
Use this Coupon

Subscription Rates

The daily and Sunday Tribune delivered to all points in Minnesota, the Dakotas, Iowa and Northern Michigan at 90 cents per month; to all points in Montana, \$1.10 per month.

Circulation Department,
Minneapolis Tribune,
Minneapolis, Minnesota.

Enclosed please find \$.....for which please send me for.....months the edition of The Minneapolis Tribune which will assure me the latest news first.

Name

Address

Town

State

ment has decisively decreed that these debts must be paid. We have elected to assume such dangers as may be incurred in collecting them, even the threat of having foreign goods displace our own at home and abroad. And there is a tone of cheerfulness in the public discussion of this matter, an emphasis upon the helpful effects in the reduction of taxes and the consequent stimulation of enterprise, and a pleasant anticipation of increasing banking power. In England, which to a lesser degree shares the burden, if it be a burden, of collecting debt, there is a more serious and sombre note in the discussion. Being involved in industrial difficulties with a great army of unemployed already in their midst, they fear and frankly state their fear that the collection of debt will restrict the markets for their goods and add to the problems of unemployment. They, too, have decided to collect and they accept the hardships as well as the benefits of their decision. To be sure,

there is in England a new demand for tariffs, a clamor and a slogan, "Buy home made goods," etc., but in general the

INCOME TAX SERVICE

AUDITING — ACCOUNTING SYSTEMS

CHAS. H. PRESTON & CO.

CERTIFIED PUBLIC ACCOUNTANTS

MEMBERS AMERICAN INSTITUTE OF ACCOUNTANTS

PLYMOUTH BUILDING

MINNEAPOLIS

MIDLAND NATIONAL BANK

announces the change of its corporate title to

MIDLAND NATIONAL BANK & TRUST COMPANY OF MINNEAPOLIS

The change affects the corporate title only, as the institution remains a national bank, and the stockholders, directors and officers continue as before.

Checks, drafts and other stationery bearing the old name will be honored until new forms can be furnished.

sentiment there is in favor of free competition with all its hardships, in order that debts may be paid and normal activities restored throughout the world. There is also on their part a determined effort to prevent inflation, and to keep down the level of prices, in order to make more difficult the invasion of their markets, and to facilitate their own shipments into countries where higher prices and costs prevail.

The amounts, which are being paid currently on international debts are not of such size as to create immediate difficulty. For the most part, the payments now being made are "deliveries in kind," and there is no strain being felt. English bankers and public men seem to believe that as these payments on international debts increase in amount, there will be a very strong tendency for the manufactured products of the debtor nations to displace the products of their creditors in markets of the creditor nations. More than one of them has mentioned that during the very first year that England was making its initial payments on its debt to the United States, there was both a falling off of shipments to England from the United States, and an increase in the shipment of English goods to the United States. The total alteration in the balance of trade between these nations was favorable to England by almost exactly the same amount as that which was paid in that period upon England's debt to the United States. This coincidence was regarded as striking confirmation of the theory that international debts must be paid in goods of commerce; and appears to confirm the belief which many seem to hold that the deliveries of goods or services must be made at the same time the debts are paid. No matter how sound the theory of "exportable surplus" may be, it is certainly not true that deliveries of goods must set in the moment payments begin.

But no one had disputed that it is by goods of commerce, or services rendered in transportation insurance or otherwise, or by interest collected, that such indebtedness must be paid in the end, or that the payment of debts will have a profound effect in promoting the sale of goods by debtor nations in the markets of their creditors.

Among bankers, perhaps, the fear is greater that it will be impossible for the debtor nations to secure the dollar exchange necessary to make the payments, and among the manufacturers, the fear is that it may be made possible by the invasion of our markets with a flood of goods.

A Service for Bankers

The Drake-Jones Company "INVESTMENT AND FINANCIAL REVIEW" is a monthly bulletin that talks "Finance" in a human, common sense way and will be an aid to you in the solution of your investment problems.

Just write us and we will
send it without obligation.

DRAKE-JONES COMPANY

Investment Bankers

MINNEAPOLIS

First Nat.-Soo Line Annex

ST. PAUL

Merchants Bank Bldg.

But there appears to be no plan, generally accepted, to secure for the benefit of the taxpayer the maximum amounts obtainable and yet to protect not only the solvency of debtors, but the markets of creditors by some check upon excessive payments. The general outline of such a plan as applied to Germany was embodied in the report of the experts committee. And it was this, as much as anything, that brought all nations to agreement in the plan.

That some such adjustment will be made in the settlement of Inter-ally debts seems certain. The interests of creditors are served by preserving the paying power of debtors. The interests of industry are served, too, by preserving the buying power of the purchasers of goods. Some adjustment for the settlement of Inter-ally debts similar to the organization of the transfer committee under the Dawes plan, seems as necessary from the standpoint of creditors as from that of the debtors. It would tend to the collection of the maximum amounts with the minimum risk of injury. We should cease to worry as to whether it were better to lose part of the debt and pay more taxes, or on the other hand to make the full collection and suffer widespread industrial depression.

A Consistent Tariff Policy

It is time for American statesmen and bankers to consider what measures are required to meet this threatened invasion of our own markets. In the adjustment of time and conditions of payment, the Government must exercise discretion and judgment and, in my opinion, must adopt the general policy laid down in the experts' report as to the control over transfers of credits from one nation to another.

A consistent American tariff policy must be adopted and in addition there ought to be some concerted policy of American manufacturers looking to the reduction of costs of production and the opening of foreign markets, and especially of American bankers in handling the vast volume of credits that has come under our control.

It must be remembered that money or credit that is static is unproductive, even dangerous; but that the movement of it is the method whereby the energies of a civilized society are released and directed. The credits which are accumulating here must be put to beneficial use. It is or ought to be a source of strength that the redundancy of credit in this country exists at the same time that Germany, the great debtor nation, is suffering acutely from the lack of working capital. Even after more than a full year of recovery, the total deposits of banks in Germany is said to be less than half of what it was in 1913; the total savings deposits less than one fourth. The estimated total national income of Germany is estimated to be only slightly more than half of that of 1913, and the deductions for taxes are larger.

But the improvement already made gives convincing evidence of the recuperative power of Germany. They must borrow money to restore productive capacity in order to be able to pay their national obligations and at the same time to restore their power to purchase our raw materials and manufactured products. To supply a portion of their needs would relieve the situation in our country and strengthen the debtor nation both in its power to pay its debts and in its ability to purchase our goods.

Tax-paying Capacity of Debtors

If the payment of debts necessitates the shipment of goods from the debtor to creditor nation, then it follows that the loaning of money by the creditor nation requires the shipment of goods from the creditor to the debtor nations, and sets up at the moment of greatest strain, a

counter-current against the threatened flooding of our markets.

This movement of credit is necessary also to sustain the taxpaying capacity of the debtor nations. Out of the proceeds of taxation, national obligations are paid. These diminish as private indebtedness grows. Year by year the indebtedness expressed in the securities of private industry, and in bonds of cities, grows and the international obligations are extinguished. As to this private indebtedness, it may be and often is renewed by private negotiation.

The time of ultimate payment may be extended indefinitely or until the payment may be made without injury to either debtor or creditor. Economists estimate that under normal conditions, the volume of international trade is doubled every 20 years. The consuming power of the world is growing and nations are adding more rapidly than ever to their aggregate wealth.

Debts which under existing conditions appear hopelessly excessive, may under some future conditions be found to be of only moderate dimensions. Our own experience is an example of this. Very largely out of the proceeds of bonds sold abroad our railroads and many of our industries were built up. From year to year we added to our gross indebtedness, expressed in American securities owned abroad. There was, according to this theory of exportable surplus, a great menace to our creditors of injury to be inflicted by the payment of this debt.

By the use of this foreign credit, we had developed our productive capacity to such a point that, in the emergency of war, by a spurt of productive energy, we shipped abroad goods in such quantities as to enable us to buy back our securities and to become the great creditor nation of the world. A convenient time was found for our creditors to receive these goods, and a convenient time for us to make our payments. Debt which we began to incur when our national wealth was 30 billion dollars was discharged when our national wealth was over 300 billion dollars. And in the meantime there had been a corresponding growth in our international trade. So that what appeared to be a colossal weight of debt was within a few years discharged without there being any public concern whatever about it.

The flow of the current of credit has been reversed. There is nothing new about it, except that instead of borrowing we are now lending money. And being in possession of the power of credit, we may, by its use, exercise a decisive influence as to the time within which shipments of goods from debtor nations may be made to effect the settlement of international obligations.

Just as upon the whole, foreign investors profited by the purchase of American securities so, if due care be exercised, the American investor will profit by the purchase of foreign securities. It is the immutable law that credit must flow according to the margin of interest rates from centers where it is abundant to those where it is deficient. Because this is a natural law, it will be found to have an almost irresistible power. It is not only the obligation of

(Continued on page 42)

Dependable

When a bank has helped in the community's growth for fifty-five years; when it has served several generations of the same family satisfactorily and dependably; it is a good bank for individuals, firms and other banks.

Hennepin County Savings Bank

511 Marquette Minneapolis

Oldest Savings Bank in Minnesota



Affiliated in Organization and Purpose

THESE affiliated banks offer a unity of service of unusual value to out-of-town bankers, acting as Saint Paul correspondent for banks of the Ninth District and offering a high type of securities suitable for bank investment.

The Merchants Banks

The Merchants
National Bank

Merchants Trust
Company

Saint Paul

STATEMENT JUNE 30, 1925

RESOURCES		LIABILITIES	
Loans and Discounts.....	\$2,684,729.40	Capital Stock	\$ 250,000.00
Stock in Federal Reserve Bank.....	16,500.00	Surplus and Undivided Profits.....	310,751.43
Security Bank Building.....	247,910.08	Circulation	246,997.50
Other Real Estate.....	23,358.61	Deposits	5,197,978.04
Overdrafts	2,751.59		
Bonds and Cash Securities.....	615,793.48		
U. S. Bonds.....	1,122,708.46		
Cash on Hand, Due from Banks and U. S. Treasurer	1,291,975.35		
	\$6,005,726.97		\$6,005,726.97

SECURITY NATIONAL BANK

A. B. Darling, President
V. C. Bonesteel, Vice President

SIOUX CITY

L. R. Manley, Cashier
R. E. Brown, Assistant Cashier

The Collection of Country Bank Deposits

A. R. Boethelt, Manager, Transit Department, The Union Trust Company, Cleveland, Ohio. An Address at the A. I. B. Convention, Kansas City

It is a pleasure, indeed, to be present at this convention, for the friendships that are formed and the ideas taken home from these conferences, cannot help but be inspirational, and a very practical help in our daily problems.

You can almost imagine, as you enter some banking offices, that there hangs a sign over the door, "We Do Nothing for Nobody."

Our own ambition is to attract people and give our customers service and speed, with a smile thrown in. This is especially true of the departments of many, many aggravating trials—the ones that handle the country bank collections.

I, like my associates, have lived and longed for the bettering of this service, for years, and still, I am like the witness in a divorce proceeding out West—who, when asked by the court if she was a good woman, replied, "Yes, judge, but I am not a fanatic on the subject."

This subject is one covering so large a field, that, at best, one must confine himself to rather a brief discussion of the various subjects.

When thinking in terms of our own bank, there passes before my mental vision checks in endless succession; country items, clearing checks, those drawn on ourselves as cash, and also the numerous different kinds of collections, as drafts, notes, coupons, etc., some cash and some not.

The Size of Bank Checks

I wonder if it has occurred to you that of all the millions of checks passing through the banks of our country, between 85 per cent. and 90 per cent. are drawn out for less than \$100? This is also true of our institution. However, in averaging our out-of-town items, taking into consideration both large and small items, these checks average for last year about \$135 each.

While under our subject, it may be well, for a moment, to contemplate our most common instrument, the check.

When I look at a check from the standpoint of faith, trust, and confidence, which is expressed therein, there comes to me the thought of the belief of man in his neighbor and business associate, in fact, in every man which makes the payment of obligations, by check, possible.

Let me just illustrate by a story under "Industrial Good Will," which appeared in the June 13th issue of the "United States Investor":

A little girl is sent to the grocery to buy a loaf of bread. The storekeeper writes on a slip the price and sends it and the bill back with the child. The purchases continue, and, in the course of time, the merchant sends bill of account to the mother of the little girl. The householder returns a check in payment. You, who deal in checks, have you ever stopped to think what a wonderful thing it is to pay a bill by check?

What does it do? In the first place, the grocer believes

you have money in the bank, and he believes his bank will honor that check and pay it to him, in cash, if necessary. And, in the strength of that belief, the grocer deposits that check in his own bank, draws his own check to pay his indebtedness, and immediately a whole chain of cooperation, and confidence, and trust, is set up between bank and bank, city and city, state and state, yes, between nation and nation.

In order to get a mental picture of the collection of bank deposits, it would seem right and proper to follow these deposits through their various channels.

Incoming Mail Department

The first of these is the incoming mail department, which is a most important factor in the metropolitan collecting centers. Here the deposits of corresponding banks are received and separated for proper distribution to transit clearance, checks on us, etc.

In many of the larger banks, this mail force begins its work during the night, so that the various departments may lose no time in getting started the following morning.

In our own Union Trust Company, of Cleveland, the night force collects its mail directly from the incoming mail trains. This obviates the necessity of our mail going to the post office, resulting in a saving of considerable time. We are able to collect mail direct from trains, due to the fact that we have a branch post office in our lobby. This night force begins work at midnight, being relieved by the day crew at eight o'clock in the morning. Mail is collected during the day, the same as at night.

Large items (and, by this are meant generally, those drawn for \$1,000 or over) are, in most banks, given special attention, in order to enable them to clear, if payable in the city, or to make connection with mail trains, or for purposes of closer supervision.

Next in line comes the clearance department, which, by the very nature of limited time in which to present the items for payment, must handle its work with speed and dispatch.

Transit Department

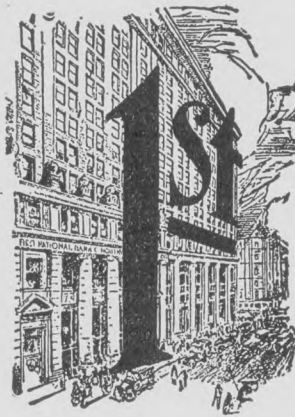
The function of the transit department has been gradually developed, by constant study of the needs of collecting centers and their customers, both bank and individual.

Broadly speaking, transit items, or those drawn on banks outside the collecting center, must of necessity be assorted to the various corresponding banks, to be listed on outgoing cash letters by clerks assigned to that particular duty, and the least possible time expended in which the work can be done accurately and with neatness.

In our own institution, we handle on an average, a total of 75,000 to 100,000 checks per day. These checks are drawn on banks covering the entire United States.

Without going too much into detail, it might be of

(Continued on page 51)



MANY of our customers have used our service—and have found it satisfactory—during their entire business career—some for more than half a century.

We are mindful that only by the good will and support of our friends have we succeeded and that the measure of our success in the future will depend on the efforts we make to merit and hold confidence.

The confidence our patrons have in this institution is the result of constant fidelity for more than SEVENTY-TWO YEARS to the highest principles of banking.

You will find the **FIRST** a satisfactory Saint Paul correspondent bank.

The
FIRST NATIONAL BANK
of Saint Paul

MORRISON & Co.

Foreign BONDS Domestic

Suite 324 26 28 30
Metropolitan Bank Building
Minneapolis - Minnesota

FOR SAFETY'S SAKE Invest in TRUST GUARANTEED BONDS

THE SUPER-SAFE FIRST MORTGAGE REAL ESTATE BOND

Stock and Bond Quotations

MINNEAPOLIS BANK STOCKS

	Div. Rate	Bid	Asked
	Pct.		
Camden Park State.....	..	..	130
Central State	10	209	..
East Hennepin State Bank.....	..	175	200
First National	12*	260	265
Gateway State .....	..	130	..
Mercantile State .....	..	90	100
Merchants & Manufacturers State .....	..	130	140
Metropolitan National Bank.....	6	125	135
Midland National Bank.....	8	165	170
Millers & Traders State.....	6	170	..
Northwestern National	12	220	240
Union State .....	..	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	225	..
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	92	95
Munsingwear Corp., pfd.....	7	99½	101
Northern States Power, pfd.....	7	100	102
Northwestern Fire & Marine, com...	10	170	..
Russel Miller Milling, com.....	..	150	..
Russel Miller Milling, pfd.....	6	94	..
Washburn Crosby Co., pfd.....	7	110	112
Pillsbury Flour Mills, com.....	..	30	33

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	8½	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	99½	..
Clarkson Coal & Dock 1931/9.....	6	99	..
Dakota Central Telephone	6	103½	105¾
Donaldson Realty Co. 1st 1925.....	6	100	..
Duluth Street Ry., 1st 1930.....	5	96½	98
Duluth Street Ry. Gen. 1930.....	5	86½	..
First Nat. Soo Line Bldg. 1st 1930/5	5	98	100
Geo. A. Hormel & Co., 1st 1930/34...	6½	102½	103½
Island Warehouse Co., 1st 1943.....	6	101	102
Marshall-Wells Bldg. Corp. 1930/7...	6½	101	104
Minneapolis Gen. Elec. 1st 1934.....	5	101½	102½
Minneapolis Gas Light, 1st 1930....	5	98	99
Mpls. Gas Light Sec. Notes 1930....	6	101¾	102½
Mpls. Str. & St. P. City Joint 1928..	5	97	98½
Mpls. St. Ry. Secured Notes.....	5½	100½	101½
Minn. & Ontario Paper Co., 1st 1945	6	96	98
Minn. Pr. & Lt. Co., 1950.....	6	105¼	106½
Minn. Tribune Co., 1st 1943.....	6½	103½	105
Northern States Pr., 1948.....	6	103½	104½
Northern States Pr., 1941.....	5	97	98
Northwestern Elev. Co., Ltd. 1930/2	6½	100	6.00 B
Northwestern Terminal Co. 1930/5...	6	97	100
Ottetail Pr. Co. 1st & Ref. 1933...	6	102	102½
Ottetail Pr. 1939	6½	103	..
Pillsbury Flour Mills 1933.....	7	103	..
Pillsbury Flour Mills 1943.....	6	101½	102½
Powell River Co., Ltd. 1926/9.....	6	101	..
Red River Lumber Co. 1st 1928.....	5	99	..
Red River Lumber Co. Notes 1926/7	6	100½	..
Red River Valley Pr. 1944.....	6½	101	..
St. Croix Power Co., 1929.....	5	99¼	100
St. Paul City Ry. Cable Cons. 1937..	5	95½	96½
St. Paul Gas Light 1st 1944.....	5	100	101
St. Paul Gas Light, Gen. 1952.....	6	104	105
St. Paul Gas Light, Gen. 1954.....	5½	101	103
St. Paul Union Stockyards 1946....	5	96	99
Tri-State Tel. & Tel. 1942.....	5½	103½	104½
Twin City Telephone Co., 1st 1926..	5	99½	100½
Union Public Service, 1st 1936.....	6	98	100
Watab Paper Co. 1st 1942.....	6½	101½	102½

CHICAGO BANK STOCKS

Quotations July 14 by John Burnham & Co., Inc., 41 South La Salle Street, Chicago, Illinois.

	Bid	Asked	Book Value
Calumet National	260	..	169
City National Evanston	305	..	279
Continental & Commercial National.....	353	356	262
Drovers National	200	205	150
First National	485	..	378
Foreman National	409	413	258
Irving Park National	260	..	184
Jefferson Park National	200	..	135
Kenwood National	250	..	215
Mutual National	285	290	230
National Bank Republic	197	202	168
National Bank of Commerce.....	162	167	142
Stock Yards National	280	290	190
*Washington Park National	250	..	141
Austin State	225	..	185
Central Mfg. District	380	400	234
Central Trust Company	258	263	170
Chicago City	395	..	338
Chicago Joint Stock Land.....	170	..	125
Chicago Lawn State	220	240	179
Chicago Morris Plan	100	..	122
*Chicago Trust Company	170	..	174
Citizens State of Chicago.....	290	300	156
Drexel State	235	..	209
Drovers Trust and Savings.....	360	..	307
Franklin Trust and Savings.....	235	..	279
*Fullerton State	170	..	149
Greenebaum Sons	425	..	300
Guarantee Trust and Savings.....	255	265	200
Halsted Street State	235	..	202
Harris Trust and Savings.....	415	..	262
Home Bank and Trust Co.....	273	..	198
Hyde Park State	225	..	210
Illinois Merchants Trust.....	475	480	335
Independence State	200	..	128
Kaspar American State	200	210	132
*Lake Shore Trust	222	..	147
Lake View State	200	..	165
Lake View Trust and Savings.....	325	..	251
Lawndale State	375	..	220
Liberty Trust and Savings.....	200	225	141
Lincoln State	135	140	117
Lincoln Trust and Savings.....	185	200	182
Marquette Park State.....	205	..	168
Mercantile Trust	210	..	159
Mid-City Trust and Savings.....	225	..	142
Noel State	215	..	130
Northern Trust Company	410	..	367
Northwestern Trust and Savings.....	325	..	183
Oak Park Trust and Savings.....	235	250	174

Peoples Stock Yards	265	..	146
Peoples Trust and Savings.....	255	..	168
Pioneer Trust and Savings.....	230	..	144
Pullman Trust and Savings.....	250	..	186
Reliance State	200	..	143
Roseland State	260	300	188
Security Bank of Chicago.....	345	..	257
Schiff Trust and Savings Bank.....	275	200	131
Sheridan Trust and Savings.....	230	..	164
South Chicago Savings.....	270	..	184
South Side Trust	215	225	154
South West Trust	200	..	202
State Bank of Chicago.....	555	565	363
State Bank and Trust Evanston.....	305	325	285
Stony Island State Savings.....	230	..	160
Stockmen's Trust	175	190	190
Suburban Trust and Savings.....	210	225	200
Union Bank of Chicago.....	200	210	186
*Union Trust Company	329	..	228
United State	210	..	186
West Englewood Trust	290	300	160
West Side Trust and Savings.....	245	255	136
West Town State	250	..	157
Wiersema State	225	..	226
Woodlawn Trust and Savings.....	255	265	164

*New Stock.

CHICAGO SECURITIES

Quotations July 14, by John Burnham & Co., Inc., 41 South La Salle Street, Chicago, Illinois.

	Bid	Asked
American Public Utility, part pfd.....	78	82
American Public Utility, prior pfd.....	88	90
Beatrice Creamery (\$50 par).....	60	63
Beatrice Creamery Co., pfd.....	103	107
Borden Co., The, com. (\$50 par).....	86	87
Borden Co., The, pfd.....	107	109
Grennan Paking "A" (no par).....	51½	..
Brunswick-Balke-Coll., pfd.....	97	101
Butler Brothers (\$20 par)	33¾	33½
By-Products Coke Corp., com.....	55	57
By-Products Coke Corp., pfd.....	104	108
Chicago Rapid Transit, com.....	6½	7½
Chicago Title and Trust.....	445	455
Columbia Sugar (\$10 par)	7¾	8½
Continental Gas & Electric Pr., pfd.....	92	95
Continental Gas and Electric, com.....	130	..
Continental Gas and Electric, warrants.....	20	..
*Creamery Pkg. Vot., com. (no par).....	29½	30½
*Creamery Pkg. N. V., com. (no par).....	29	30
*Creamery Package Co., pfd.....	99	..
*Elgin National Watch (\$25 par).....	72	75
Fairbanks Morse, pfd.....	107	109
Hercules Powder Co., com.....	111	..

Hercules Powder Co., pfd.....	108	110
Holland-St. Louis Sugar (\$10 par).....	...	6 1/2
Illinois Traction, com.....	106	...
Illinois Power and Light, pfd.....	94	96
Interstate Iron and Steel, pfd.....	94	98
Keystone Steel and Wire Co., com.....	38	40
Keystone Steel and Wire Co., pfd.....	98	101
*Kraft Cheese Co., pfd.....	100	102
Michigan Sugar Co. (\$10 par).....	6 1/2	7
Michigan Sugar, pfd. (\$10 par).....	7 1/4	8 1/4
National Grocer, com. (\$10 par).....	6	7
National Grocer, pfd.....	84	87
National Tea Co., pfd.....	106	108
Northern States Power, pfd.....	99	101
Palmolive Co., com. (no par).....	95	100
Palmolive Co., pfd.....	104 1/2	106
Pick, Albert & Co., pfd.....	91 1/2	93 1/2
*Stone, H. O. & Co., pfd.....	95	101
*Stone, H. O. & Co., com. (\$10 par).....	60	65
Tri-City Ry. and Light, pfd.....	80	...
Utah-Idaho Sugar Co. (\$6 par).....	2 7/8	3 1/4
Wahl, The Co., pfd.....	60	65
Western Grocer Co., com.....	65	70
Western Grocer Co., pfd.....	99	...

*Ex. Dividend.

BANK TRANSACTIONS

Washington—Debits to individual accounts, as reported to the Federal Reserve Board by banks in leading cities for the week ending July 8, aggregated \$11,163,000,000 or 12.4 per cent. less than the total of \$12,745,000,000 reported for the preceding week. The current week included July 4, observed as a holiday throughout the country, and therefore contained but five business days. New York City reported a decline of \$991,000,000; Chicago, a decline of \$157,000,000; Philadelphia, a decline of \$76,000,000; Detroit, a decline of \$59,000,000; Pittsburgh and San Francisco, a decline of \$41,000,000 each; and Cleveland, a decline of \$27,000,000. As compared with the week ending July 9, 1924, which also contained but five business days, debits for the week under review increased \$2,873,000,000 or by 34.7 per cent. Substantially larger debits are shown for all of the more important centers, the principal increases being as follows: New York City, \$1,678,000,000; Chicago, \$196,000,000; Boston, \$114,000,000; Philadelphia, \$93,000,000; Detroit, \$49,000,000; San Francisco, \$48,000,000; Baltimore and Los Angeles, \$41,000,000 each; Pittsburgh, \$40,000,000; and Cleveland, \$37,000,000. Aggregate debits for 141 centers for which figures have been published weekly since January, 1919 were \$10,479,962,000, as compared with \$12,020,015,000 for the preceding week and \$7,724,658,000 for the week ending July 9, 1924. Debits to individual accounts were reported to the Federal Reserve Board for banks in 255 centers, of which 253 are included in the summary by Federal reserve districts.

City	—Week ending—		
	July 8, 1925	July 1, 1925	July 9, 1924
New York	\$5,690,889,000	\$6,681,610,000	\$4,012,572,000
Chicago	759,666,000	916,273,000	563,589,000
Boston	415,105,000	420,369,000	300,993,000
Philadelphia ...	385,870,000	462,249,000	292,883,000
Pittsburgh	211,494,000	252,568,000	171,712,000
San Francisco ...	205,226,000	245,745,000	156,981,000
Los Angeles....	175,695,000	190,408,000	134,763,000
Detroit	167,312,000	226,498,000	117,951,000
Cleveland	161,884,000	188,638,000	124,607,000
St. Louis	152,600,000	168,400,000	124,094,000
Twin Cities.....	118,774,000	142,352,000	101,628,000
Baltimore	109,346,000	108,724,000	68,553,000
New Orleans....	84,711,000	81,976,000	60,711,000
Kansas City....	87,120,000	89,515,000	60,842,000
Minneapolis ...	82,102,000	97,876,000	66,796,000
Milwaukee	65,421,000	65,253,000	52,902,000
Washington ...	57,209,000	62,645,000	43,632,000
Omaha	46,130,000	47,013,000	37,677,000
Seattle	40,051,000	47,564,000	34,089,000
Denver	39,698,000	44,733,000	31,476,000
Dallas	39,181,000	39,645,000	30,760,000
St. Paul	36,672,000	44,476,000	34,832,000
Portland	36,643,000	36,616,000	31,194,000
Des Moines....	26,672,000	12,860,000	24,379,000
Duluth	21,793,000	29,213,000	15,406,000
Sioux City	18,558,000	19,783,000	15,172,000
Spokane	11,287,000	11,187,000	9,813,000
South St. Paul..	7,367,000	8,062,000	5,021,000
Sioux Falls ...	4,167,000	3,708,000	3,376,000
Fargo	3,281,000	2,682,000	2,377,000
La Crosse	3,124,000	2,427,000	2,636,000
Helena	2,501,000	1,737,000	2,385,000
Superior	1,894,000	1,871,000	1,621,000
Billings	1,742,000	1,439,000	1,482,000
Grand Forks...	1,557,000	1,571,000	1,290,000
Aberdeen	1,526,000	1,393,000	1,598,000
Minot	1,021,000	1,374,000	1,012,000
Winona .....	.....	1,079,000	1,035,000
Jamestown .....	.....	628,000	521,000
Red Wing	627,000	633,000	550,000
Dickinson	254,000	341,000	436,000
Total, 253 cities	\$11,163,206,000	\$12,744,793,000	\$8,290,497,000

\$225,000,000 BANK ASSETS ARE MOVED IN NEW YORK

New York—On Saturday and Sunday, July 4 and 5, the safe removal of more than \$225,000,000 in securities and \$2,000,000 in cash was accomplished when the Bank of America took possession of its new offices and banking

room in the first section of the 23-story building at Pine and William streets. Although the greater part of the transfer of assets was made through an opening cut in the wall separating the old building from the new, nevertheless a squad of policemen guarded the premises.

With the opening of the first section of the Bank of America Building the bank occupies its fourth home on the same site where it has been located for 113 years. The Bank of America succeeded the first Bank of the United States in 1912. The demolition of the old building at Wall and William streets is proceeding rapidly. It was erected in 1889.

ARTHUR YOUNG & CO.
Member American Institute of Accountants
ACCOUNTANTS and AUDITORS
INCOME TAX SERVICE
First National-Soo Line Building, Minneapolis
New York Chicago Milwaukee Pittsburgh Kansas City
Los Angeles Dallas London, Eng. Paris, France

Invest Direct
In Your Community's Growth
Preferred Shares
Northern States Power Co.
45,000 Shareholders
14 years of Steady Dividends
Make Inquiry at any of our offices:
Minneapolis St. Paul
Faribault Mankato

New Booklet on
Salt Creek Producers Association
and
Mountain Producers Corporation
Copy on Request
CARL H. PFORZHEIMER & CO.
SPECIALISTS IN STANDARD OIL SECURITIES
25 Broad Street NEW YORK

John Burnham & Co.
(INCORPORATED)
Investment Securities
41 So. La Salle St., Tel. Long Distance 173
CHICAGO, ILL.

New Banks and Changes

MINNESOTA

Fred Stangl Becomes President

St. Cloud—Fred Stangl, formerly vice president of the Security State Bank has been elected president to succeed the late C. L. Atwood.

Frank Malley Elected Cashier

Buhl—Frank Malley has been elected cashier of the Buhl State Bank. He was formerly cashier of the Miners National Bank at Eveleth.

Lauren Dewey Cashier at Eagle Lake

Eagle Lake—Lauren Dewey, formerly assistant cashier at the Farmers State Bank at Rapidan, has been elected cashier of the State Bank of Eagle Lake.

Changes at Gonvick Bank

Gonvick—George A. Stockland of Minneapolis purchased an interest in the Farmers State Bank and was elected active vice president. A. N. Johnson has been promoted from assistant cashier to the cashiership to succeed A. F. LaBudde, who bought an interest in the First State Bank of Gully, of which he is now cashier.

SOUTH DAKOTA

Bank Now Under Local Control

Madison—E. J. Rath, W. E. Kinney and J. M. Kremer, all local men, purchased the interests in the Lake County Bank formerly owned by outsiders.

New Bank at Onida Opens

Onida—The Onida National Bank with a capital of \$25,000 has opened for business. Charles L. Hyde is president and Arthur J. Owens cashier. Mr Owens was formerly cashier of the Stockmen State Bank at Capa.

WISCONSIN

Frank Leary Resigns as Cashier

Three Lakes—Frank Leary has resigned as cashier of the Peoples State Bank.

William H. Purnell Resigned as Vice President

Kenosha—William H. Purnell has resigned as vice president of the First National Bank on account of poor health.

Eagle River Bank Closed

Eagle River—The Farmers Merchants State Bank, capitalized at \$25,000 has been closed. Finn Lawler was president and C. H. Wiegand cashier.

Miles H. McNally Made Cashier

New Richmond—Miles H. McNally, vice president of the Bank of New Richmond, has been elected cashier also, the vacancy caused by the death of R. W. McCoy.

W. E. Jehn Cashier at Prentice

Prentice—W. E. Jehn, formerly cashier of the American State Bank at Glidden, has been made cashier of the Bank of Prentice succeeding E. J. Miltimore, who resigned to become associated with the Northwestern Mutual Life Insurance Company.

IOWA

J. J. McCrory Promoted to Cashier

Dawson—J. J. McCrory has been advanced from assistant cashier to cashier of the Dawson Savings Bank, succeeding L. M. Bickal, who resigned.

NEBRASKA

Scottsbluff Bank Absorption

Scottsbluff—The First National Bank, capitalized at \$50,000, was taken over by the Scottsbluff National Bank.

Merger of Palmyra Banks

Palmyra—The Citizens State Bank and the Bank of Palmyra consolidated and will continue as the latter with J. H. Catron as president and T. W. Bell, vice president. C. A. Sweet, formerly cashier of the Citizens State Bank was elected cashier to succeed A. T. Cassell, who resigned.

Bank at Humboldt Reorganized

Humboldt—C. M. Linn sold his interests in the Home State Bank to his associates and resigned as president. Otto Kotouc, formerly cashier, was elected president; G. G. Gandy, vice president; Glen B. Jenkins, formerly assistant cashier, was made cashier and C. M. Linn, Jr., assistant cashier.

OREGON

Portland Banks Merge

Portland—The United States National Bank purchased the Ladd and Tilton Bank.

CALIFORNIA

Red Bluff Bank Changes Title

Red Bluff—The Red Bluff National Bank has been converted into the First National Bank of Red Bluff.

Conversion of Pasadena Bank

South Pasadena—Conversion of the Home Commercial & Savings Bank into the National Bank has been approved.

Bank of America Absorbs National Bank

Fullerton—The Farmers & Merchants National Bank has been absorbed by the Bank of America.

BANKING NOTES

Holstein Bank Building Damaged by Fire

Holstein, Iowa—The First State Bank building was damaged by fire.

Bank Purchases Hendricksen Building

Milwaukee, Wis.—The Teutonia Avenue State Bank purchased the Hendricksen building which it will occupy next spring.

New Building for National Exchange Bank

Milwaukee, Wis.—A four story brick, stone and concrete building will be built at 370 East Water Street for the National Exchange Bank.

Hayward to Have New Bank Building

Hayward, Minnesota—The Farmers State Bank will erect a one-story fireproof building on the site of its present location, to be ready about the middle of August.

SAVINGS DEPOSITS INCREASED ABOUT 7 PER CENT. ABOVE YEAR AGO

Washington—Aggregate savings deposits of 890 banks distributed throughout the country on June 1 increased \$38,000,000 from \$7,790,730,000 on May 1 to \$7,829,130,000 on June 1, according to figures compiled by Federal Reserve Board. Compared with a year ago, increase is \$517,814,000 or 7 per cent. All districts, excepting Minneapolis, reported slight increases.

Following table shows totals for June 1, compared with May 1 and a year ago in all districts, with number of banks reporting in each (000 omitted):

	No. of banks	June 1 1925	May 1 1925	June 1 1924
Boston	64	\$1,214,076	\$1,310,741	\$1,249,697
New York	30	2,079,086	2,077,949	1,945,064
Philadelphia	79	521,359	520,618	487,460
Cleveland	69	840,150	830,990	780,451
Richmond	87	347,000	344,482	309,589
Atlanta	93	246,299	242,350	227,512
Chicago	196	946,020	935,085	911,733
St. Louis	31	142,633	142,115	139,369
Minneapolis	14	94,073	94,722	87,185
Kansas City	51	100,769	100,057	97,216
Dallas	105	100,880	99,950	92,948
San Francisco	71	1,096,785	1,091,670	983,092
Total	890	\$7,829,130	\$7,790,730	\$7,311,316

NEW YORK BANK'S NEW STEP IN ADVERTISING

New York—The Harriman National Bank of New York has placed glass cases containing enlarged photographs of its regular advertising on the two pillars beside the entrance of the bank on Fifth Avenue.

The Harriman National Bank intends from now on to make use of its excellent location on the corner of 44th Street and Fifth Avenue and utilize the extremely valuable advertising space that its location gives it.

Its regular advertisements that appear in the newspapers will be photographed and enlarged and will be posted in these glass frames set on the pillars of the bank 24 hours after the advertisements appear in the newspapers.

This use of display cases by the Harriman National Bank is another instance of the growing realization by banks of the advantage of the windows and the fronts of their buildings for advertisement display.

NEW YORK BANKERS TO OFFER BELDING COMPANY STOCK

New York—The banking group headed by Edward B. Smith & Co., and the Bankers Trust Company, which purchased for over \$10,000,000 a controlling interest in Belding Brothers & Co., one of the best known silk manufacturers in the country, will soon make a public offering of approximately \$17,000,000 of the company's capital stock.

Control — Minnesota Bank

We offer bare control Minnesota bank in modern town of 500 to 1,000 people, close to Minneapolis. Bank has small capital; deposits of about \$250,000; more than 40% reserve. Deal involves about \$17,000 including commission; \$10,000 to \$12,000 cash will handle. Inquire File No. 687.

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.

Business Conditions in the Northwest

The following condensed summary of agricultural and financial conditions prepared by the Federal Reserve Bank of Minneapolis, was released for publication July 11:

"The money value of business transacted in 17 representative cities of the Ninth Federal Reserve District during June was 25 per cent. greater than in the same month a year ago and made a new record for the month. The physical volume of business as indicated by railway carloadings was 5 per cent. greater in the first two weeks of June than in the corresponding period a year ago. Reports so far received show increases as compared with a year ago in retail trade, grain marketing, grain prices and future sales, cattle receipts at terminal markets and live stock prices, shipments of feeder live stock, iron ore, flour and linseed products, and carloadings of forest products, miscellaneous commodities and merchandise in less-than-carload lots. Grain stocks at northwestern terminal elevators were much larger than a year ago with the exception of corn and rye. Decreases as compared with last year occurred in the marketing of hogs and sheep.

"As compared with a month ago, there was an unseasonally large increase of 9 per cent. in the money value of business. Increases occurred in grain receipts and future sales, shipments of flour and linseed products and carloadings of forest products, miscellaneous commodities and less-than-carload merchandise. Decreases were reported for live stock receipts, shipments of iron ore and retail trade.

"The valuation of building permits issued during June at nine cities was 51 per cent. greater than the valuation in June a year ago and 25 per cent. greater than the valuation of permits issued in May, 1925. This increase in June as compared with May was contrary to the usual seasonal movement.

"City banks in this district experienced a 5 per cent. decline in commercial loans and a 5 per cent. increase in demand deposits during June. They increased their non-commercial loans and enlarged their investments and reserve funds. Banks outside of Minneapolis and St. Paul increased their reserve funds and reduced their borrowings by small amounts. Federal reserve notes in circulation expanded with the increase in the volume of business."

COAL SUPPLY AT HEAD OF THE LAKES

Duluth, Minn.—A total of 3,408,850 tons of coal was July 1 on the docks at Duluth, Superior and Ashland awaiting distribution throughout the Northwest, according to figures supplied by Wayne P. Ellis, secretary of the Lake Superior Coal Dock association. This amount exceeds by 1,420,556 tons the stocks on hand as of July 1, 1924.

Of the current holdings, 537,317 tons were anthracite and 2,871,537 bituminous, an increase of 214,908 tons of hard coal and of 1,203,648 of soft coal, over the 1924 figures. This liberal supply of dock coal places the people of the Northwest, both domestic and industrial consumers, in excellent position in the event of a mine wage strike and resultant suspension of coal production about September 1, when present wage agreements in union coal fields are due to expire, according to Mr. Ellis. Last summer's shipments from Lake Erie ports to the Head of the Lakes in 1924 were sufficient to create a surplus of carry over of some

1,000,000 in the spring of 1925. The heavier movement of dock coal into the Northwest should serve to ward off any possibility of a shortage next fall and winter, Mr. Ellis pointed out.

A REAL OPPORTUNITY

We are pleased to offer this exceptionally attractive proposition and invite correspondence from responsible parties.

One-bank town of 1,000, North Central Minnesota; deposits about ten times capital; no borrowed money or other real estate; very large reserve. About 70% of stock available at nearly actual value; collateral guaranty on paper; investment \$18,000; terms on part. File C2638.

BANKERS SERVICE COMPANY
618 Builders Exchange Minneapolis, Minn.

SOUTHERN CALIFORNIA BANKS

Correspondence invited from Bankers desiring to buy control in California.

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

BUILDING ?

Maximum Economy in Construction, Without Sacrificing Strength, Durability, Utility or Appearance.

WALTER H. WHEELER, E. M., MEM. AM. SO. C. E.
DESIGNING AND CONSULTING ENGINEER
BUILDINGS - BRIDGES - DAMS - GRAIN ELEVATORS, ETC.
1112-10 METROPOLITAN LIFE BUILDING, MINNEAPOLIS, MINN.

BANK EMPLOYMENT SERVICE

BOOKKEEPER-STENOGRAPHER, large Montana town; young man or lady.
TELLER-GENERAL CLERK, southern Minnesota; German-Lutheran preferred.
TELLER-BOOKKEEPER, Minnesota; good opportunity for young man.
We can furnish instructions for writing effective letters of application, together with sample letters. Send for details.

MIDWEST EMPLOYMENT BUREAU
1014 Lumber Exchange Bldg. MINNEAPOLIS, MINN.
Bank help furnished without charge to employer.

CASHIERS WANTED

Minnesota bank close Minneapolis—must be Catholic—good Parochial High School—investment of \$2,500. Salary \$200 and side money.

Wisconsin bank, eastern section—26 shares stock—bank in good shape—German community—population around 300. Salary \$175 and all side money to Cashier.

Northwestern Placement Bureau

720 Metropolitan Life Bldg., Minneapolis, Minn.
BANK HELP FURNISHED — NO CHARGE TO EMPLOYER

Young people—the community's backbone

BANKERS are deeply concerned in the success of the young people in their communities—the future manhood and womanhood who play such an important part in civic and social up-building. Every community is proud of its successful young business people.

Progressive bankers maintain a close personal contact with the young folks. You are interested in their business training. For nearly 50 years this institution has been preparing young and mature men and women for business life.

"The Tools of Business" is an unusually interesting and attractive booklet for those wishing to better themselves. Gratis copies on request—no obligation. Additional copies sent free to bankers desiring them for their young people.

MINNESOTA SCHOOL OF BUSINESS

629 First Avenue North

MINNEAPOLIS

GE neva 2292, Rickard & Gruman, Proprietors

New Laws in Minnesota Relating to Insurance

In Minnesota last year there were 87 bills affecting insurance introduced and 27 were passed, of which the more important were as follows:

Senate file No. 309 sets for conditions under which persons covered by group insurance may vote at annual meetings of domestic life insurance companies.

Senate file No. 410 relates to losses and how adjusted by township mutual fire insurance companies. Increases allowance and mileage of referees to \$5 per day and ten cents per mile respectively.

House file No. 50 permits mutual hail and cyclone insurance companies to insure cheese factories and mutual cooperative creameries.

House file No. 267 permits mutual hail and cyclone insurance companies to insure creamery and cheese factory buildings, their contents and equipment, under conditions limiting them to that business exclusively.

Commissioner Authorized as Receiver

House file No. 326 authorizes the insurance commissioner to act as receiver of domestic insurance corporations, companies or associations.

House file No. 335 provides for examination at least once every three years of domestic insurance companies, excepting township mutual fire insurance companies.

House file No. 476 sets forth conditions under which mutual insurance companies may insure exclusively the "property of any one church or any one religious denomination, and the church property or properties and equipment and furnishings thereof."

House file No. 492 permits township mutual fire insurance companies to invest any of their funds and accumulations in bonds of the United States, or this state, or any county, city, town or village, or duly authorized school district therein, or in any municipal or civil division of any state, and may loan upon improved, unencumbered real property in this state, worth at least twice the amount loaned thereon, not including buildings, unless insured by policies payable to and held by the security holder.

House file No. 965 removes power of appointment of third member of the state industrial commission from the commissioner of insurance to the governor.

House file No. 1457 authorizes certain county agricultural societies or associations mutually to protect each other against loss due to rain during holding of their respective annual fairs. It provides for the accumulation of a fund for the purpose and the manner of its distribution.

FIRE MENACE AND PUBLIC INSTITUTIONS

An accusing finger is pointed at the public institution as a source of fire loss in a fire prevention bulletin issued by the Insurance Department of the Chamber of Commerce of the United States. It quotes statistics showing that there are fires in five schools, five churches and one hospital every day.

"These," it adds, "coupled with fires in hotels, theaters and other classes of buildings frequented by the public result in losses of startling proportions.

"The seriousness of neglecting buildings of this character is emphasized by the fact that during 1924 five hundred and ninety-nine public institutions in the United States sustained fire damage of more than \$10,000 each."

In the aggregate the loss from this source was just short of \$60,000,000—approximately 10.3 per cent. of the nation's fire waste for the year, according to estimates.

"Loss of life," the bulletin continues, "is the greatest toll exacted for carelessness and it is in public buildings that many of our great disasters occur. Such calamities usually command nation-wide attention for a day, but for the most part public institution fires are quickly forgotten."

NORTH DAKOTA'S FIREMEN'S TAX

Organized fire departments of the state have received \$35,900 from the state auditor of North Dakota, the fund being derived from a percentage of insurance premiums paid in those cities, which is distributed annually. The largest payments were: Fargo, \$5,748; Grand Forks, \$2,206; Minot, \$1,974; Bismarck, \$1,470; Devils Lake, \$999; Jamestown, \$1,259; Dickinson, \$725; Mandan, \$699; Valley City, \$825; Williston, \$536.

Half of the amount allotted to each city goes to the department and the rest to relief association. This latter amount, added to that paid by the men themselves in small monthly sums, is used for pensions and relief of widows and orphans.

SHAREHOLDERS' RESPONSIBILITY

Austin, Texas—Holders of certificates of shares in concerns operating in Texas under declaration of trust and common law agreements, were held by the Supreme Court of the state to be responsible for the debts of the concern in a decision recently handed down. The decision of the high court affirmed the decision of the appellate tribunal in the case of the Victor Refining Company et al vs. the City National Bank of Commerce from Wichita Falls.

The decision is said to be far-reaching in importance in that it makes all shareholders of these so-called joint stock associations and those partnerships operating under common law declarations of trust responsible for the debts of the concern.

There are many concerns of this nature operating in Texas and in a good many cases banks hold claims against some of them. Heretofore the belief has prevailed that the concern could sue or be sued, but that the stockholders could not be held individually for the debts of the company.

There are some banks in Texas operating under the declaration of trust or common law partnerships or agreements. The decision would make each and every shareholder in such institution responsible for the debts of the concern.

FRANK R. STRONG NOW AT HEAD OF CONTINENTAL NATIONAL BANK OF LOS ANGELES

Los Angeles, California—W. D. Howard, president and director of the Continental National Bank, has resigned in order to devote his attention entirely to personal affairs. Frank R. Strong, prominent business man, has been elected president to succeed Mr. Howard and Directors F. R. Feitshans, John A. Stauffer, A. I. Lasker and the new president have been appointed an executive committee to conduct the affairs of the bank.

Building Volume in June Large

June was another month of enormous building volume, according to F. W. Dodge Corporation. Contracts awarded last month in the 36 Eastern States (which include about seven-eighths of the total construction volume of the country) amounted to \$540,609,600. This was only seven million dollars less than the highest record figure, which was reached last April. The increase over May was 9 per cent.; over June of last year, nearly 40 per cent. It is unusual for the June building volume to exceed that of May.

Each month of the past quarter has had a larger building total than that of any month previous to April. The first quarter of 1925 increased \$44,000,000 over the first quarter of 1924; the second quarter of this year increased \$294,000,000 over the second quarter of last year. The total increase during the past six months has been over \$338,000,000; which is nearly 15 per cent. This increase has brought the total construction of the first half of 1925 up to \$2,660,173,700.

The June record included the following important items: \$208,582,500, or 39 per cent. of all construction, for residential buildings; \$92,915,700, or 17 per cent., for public works and utilities; \$92,151,900, or 17 per cent., for commercial buildings; \$64,584,800, or 12 per cent., for educational buildings; and \$25,161,400, or 5 per cent., for industrial buildings.

Contemplated new work reported in June amounted to \$667,876,600. This was 6 per cent. less than the amount reported in May, but 54 per cent. greater than the amount reported in June of last year.

Central West Breaks Record

June building contracts in the Central West (Illinois, Indiana, Iowa, Wisconsin, Southern Michigan, Missouri, Kansas, Oklahoma and Nebraska) reached the enormous total of \$181,129,900, the highest monthly figure on record for the district. The previous top record was that of last April, with a total of \$157,668,200. June's increase over May was 30 per cent.; over the previous June, 77 per cent. New construction started in this district during the first half of 1925 has amounted to \$746,344,800, an increase of 39 per cent. over the first half of 1924.

Included in the June record were: \$62,721,500, or 35 per cent. of all construction, for residential buildings; \$39,762,500, or 22 per cent., for educational buildings (including a 25-million dollar group of buildings for the University of Chicago); \$34,076,400, or 19 per cent., for public works and utilities; \$21,568,600, or 12 per cent., for commercial buildings; \$9,457,300, or 5 per cent., for social and recreational projects; and \$6,300,300, or 3 per cent., for industrial buildings.

Contemplated new work reported in June amounted to \$185,486,800. Although this was only slightly over the amount of work actually started, it was considerably greater than the amount of contemplated work reported in May or in June of last year.

The Northwest

Contracts awarded during June in Minnesota, the Dakotas and Northern Michigan amounted to \$12,466,400. This was only 1 per cent. under the May figure and it was 13 per cent. over June of last year. The June record put this district definitely ahead of last year in building volume. New construction started during the past six months, amounted to \$51,055,900, has increased nearly 3 per cent. over the first half of 1924.

Included in the June record were the following important items: \$4,090,600, or 33 per cent. of all construction for public works and utilities; \$3,663,100, or 29 per cent., for residential buildings; \$2,072,000, or 17 per cent., for commercial buildings; and \$1,013,500, or 8 per cent., for educational buildings.

Contemplated new work reported in June amounted to \$10,726,800. This figure is only slightly over that of June, 1924, and is slightly under that of May, 1925.

RIVAL DEVIL SHAKERS

"Bill, who does the most good, Henry Ford or Billy Sunday?"

"That's easy! Henry Ford!"
 "How's that?"
 "He has shaken the devil out of more people than Billy Sunday ever can."—Finishing Facts.

NOTICE OF SALE

Bids will be received up to 10 A. M. on July 25, 1925, by the undersigned for the purchase of the following described property of Capital Trust & Savings Bank now in process of liquidation.

- Item 1. 4,048 Safety Deposit Boxes.
- Item 2. Safety Deposit Vault Door, complete, with vestibule, day-gate, frame and time locks.
- Item 3. Emergency Vault Door, complete, with gate, frame and time locks.
- Item 4. Vault ceiling and wall plates and wall mirror.
- Item 5. One 6-compartment steel safe.
- Item 6. One 3-compartment steel safe.

Bids should specify the amount offered for each item separately, and should be accompanied by certified check for ten per cent. of the amount bid. The expense of removal of the property purchased is to be borne by the purchaser. The right is reserved to reject any and all bids. Acceptance of any bid will be subject to the approval of the District Court of Ramsey County.

The property may be inspected at the bank's offices in the Capital Bank Building, Fifth and Robert Streets, Saint Paul.

Bids should be sealed and labeled "Bid for Vault Equipment" and inclosed in an envelope addressed to F. E. Pearson, Special Deputy Examiner, Capital Bank Building, Saint Paul.

A. J. VEIGEL,

Commissioner of Banks of the

Dated July 10, 1925. State of Minnesota.

Annual Statement

Federal Insurance Company Jersey City, New Jersey

January 1st, 1924

Assets	\$8,201,600.05
Liabilities	2,269,499.96
Cash Capital	1,000,000.00
Reinsurance Reserve	2,616,833.57
Surplus to Policyholders.....	3,315,266.52

FIRE, LIGHTNING, TORNADO, HAIL AND RAIN INSURANCE

A good Company to represent. Write

WESTERN DEPARTMENT

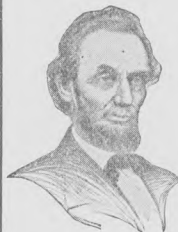
JOHN H. GRIFFIN, GENERAL AGENT.
 New York Life Building,
 MINNEAPOLIS, MINN.

Hole in One

Par is two calls for the agent in closing the average case.

Our circularizing plan is a definite help in assisting Lincoln National Life agents around the course of the twelve months with a business score better than par. It raises their percentage of sales on the first call.

Our personal letters, illustrated by colored reproductions from oil paintings, introduce the Company and establish the individual need for a Lincoln National Life policy. They head off many of the common objections which delay the sale. They allow the agent to get right down to brass tacks with the prospect on his first call.



LINK UP WITH THE LINCOLN

The Lincoln National Life Insurance Company

"Its Name Indicates Its Character"

Lincoln Life Building Fort Wayne, Indiana

More Than \$370,000,000 in Force

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.

In order to declare principal and interest due on mortgage, it is not necessary to first make a demand therefor; suit can be brought immediately on such default.

Collins, the plaintiff, seeks to foreclose a mortgage bearing date January 28, 1919, and due March 1, 1929, by virtue of an accelerating maturity clause that:

"A failure to pay any of said principal or interest when due shall cause the whole amount to become due and payable, and this mortgage may be immediately foreclosed therefor."

The indebtedness secured by the mortgage is in the sum of \$23,000. The interest rate is 5 per cent. per annum, payable March 1, 1919, and annually thereafter. Plaintiff's petition was filed July 17, 1922, and it is alleged therein that:

"The interest due on said note has not been paid, and that under the terms of the obligation the whole of said obligation is due."

The defense to the action was:

1. There was no previous election to the foreclosure to declare the whole principal due.

2. There had been no demand for the principal prior to suit.

3. That the mortgagee had accepted a portion of the overdue interest and thereby waived its right to declare the principal due.

4. That the mortgagee is estopped by reason of the following conversation between the parties.

"Collins (plaintiff) and I agreed at that time with one another that the payment of the interest should be postponed until I sold my hogs in the fall."

And further, defendant, Nagel, testified that he had a talk with the plaintiff in the latter part of March about borrowing money elsewhere and paying off the entire loan. "Talk was I would do that, if I could get the money, and if I couldn't, I had until the fall to pay the interest." Defendant further testified that, in the event he was compelled to pay a higher rate of interest on the loan to be secured, plaintiff agreed to pay the difference of one-half per cent. It is fairly shown that there was talk between the plaintiff and defendant relative to another loan by the defendant, and that it was agreeable to the plaintiff to accept the payment of the mortgage indebtedness at that time.

The lower court found for the plaintiff, and defendant appealed; the supreme court of Iowa sustained the lower court, saying:

"It is apparent that, in the absence of competent proof sustaining the defense presently to be noted, plaintiff's right to assert an accelerated maturity exists, and that the pleaded stipulation is valid and enforceable."

"A previous notice of the election to declare the principal and interest due under such circumstances is not required, nor is a prior demand of payment essential to the maintenance of the action for the entire indebtedness.

"Recognizing as we do that the maturity of a mortgage may be accelerated, equity will not relieve a delinquent mortgagor in the absence of facts and circumstances showing peculiar hardship, unconscionable advantage, or oppression.

The mortgage indebtedness did not become absolutely due by reason of a default on the part of the debtor to pay an interest installment, but it did give the right or option to the plaintiff to commence an action to recover the entire amount of principal and interest.

"Clearly, however, the acceptance of interest in the amount due does constitute a waiver of his right to declare the entire indebtedness due.

"The fact stands, however, that Nagel owed the interest indebtedness, regardless of any election, and the part pay-

ment of interest merely satisfied in part what interest was then due. Accepting part was not a waiver of what was still owing, and on account of which the election was still good."

Clearly there is no estoppel.

"Nothing was said or done by the plaintiff that misled or caused prejudice to the defendant in any way. What steps, if any, were taken by the defendant to secure the loan are not disclosed. The gist of the entire conversation is to the effect that, if the arrangement contemplated by the defendant could be consummated, it would be satisfactory to the plaintiff. Nothing was done by the latter that interfered with the plans of the former. Defendant failed to realize on his expectations."

See Collins vs. Nagel et al. 203 Northwestern, 703.

* * *

Where one liable on a note as surety or joint obligor has no knowledge of and does not consent to or authorize payments made on the note by some other person, the running of the statute of limitations is not affected.

On January 30th, 1915, A. V. and B. F. Rogers signed and delivered a note payable to one George Hall. By its terms the note became due on January 31, 1916.

In 1921 Emma S. Hall as administratrix of the estate of Geo. Hall, brought suit on the note against the Rogers. A. V. Rogers admitted liability, but B. F. Rogers pleaded the statute of limitations. The trial court gave judgment against A. V. Rogers but dismissed the action against B. F. Rogers.

Hall appealed from the order as to B. F. Rogers, which was affirmed by the Nebraska supreme court in the following language:

"The amended answer of B. F. Rogers admits that he signed the note, but alleges that he was only a surety, which fact was well known to George Hall, the payee. He alleges that all the payments on the note charged in the petition to have been made were paid by A. V. Rogers; that B. F. Rogers never paid any part thereof and never knew or consented to the payments; that the cause of action accrued February 1, 1916, more than five years prior to the commencement of the action; that the action was barred by the statute of limitations, and that no valid extension of the time of payment of the note had ever been made.

Did the payments on the note toll the statute as to B. F. Rogers?

The testimony shows that all the payments were made by A. V. Rogers without the authority, knowledge or consent of B. F. Rogers. Some argument is made as to whether B. F. Rogers was a surety or a joint obligor on the note. As we view the law, it is immaterial whether he was a surety or joint obligor, so far as concerns his liability to the payee. If he were a surety, the case would fall clearly within the rule announced in *Dwire vs. Gentry*, 95 Neb. 150, 145 N. W. 350, wherein it is held:

"The payment of interest on a note by a principal without the authority, knowledge or consent of the surety, will not stop the running of the statute of limitations as to the surety."

Other cases are also cited to support this rule.

While the courts are not in harmony as to the effect of a partial payment made by one of several joint debtors without the acquiescence of the others, the weight of authority supports the rule that such a payment does not toll the statute as to the debtor who does not consent to the payment.

Hall vs. Rogers et al. 202 Northwestern Reporter, 908.

* * *

One who sells bank stock held liable to pay assessment where transfer of stock was not recorded.

Dwight T. Parker, as Commissioner of Banking of the State of Wisconsin, took possession of the Jackson State Bank, which was insolvent and levied an assessment of \$100 per share on the stock. Geo. F. Brumder appeared on the records of the bank as the owner of three shares and

suit was brought against him for \$300. He pleaded as a defense that he transferred the stock to one Rittel more than six months before the bank was declared insolvent, and that he had not had the transfer recorded because he expected Rittel to do so.

The trial court gave judgment for Parker and the supreme court of Wisconsin affirmed the decision. The following is taken from the opinion:

"A bank may flourish and be blessed with a high degree of prosperity over a long period of time, but instances will arise, notwithstanding the exercise of a high degree of care on the part of the officers and directors, where one or more of its patrons indebted to it in large loans meets with disaster, so as to make such loans doubtful or uncollectable, and thereby impair the capital of the bank.

"These disasters often times overtake a bank when least expected, and in order to meet the situation, prompt action is not only desirable, but the only means by which a failure may be averted. The confidence of the public in a banking institution may be ever so strong, and the faith of the depositing public in its officers ever so great, yet often times a rumor, wholly or partially founded on fact, or one entirely unfounded, is sufficient to destroy such confidence and faith over night. For this reason, the banking commissioner and the officers and directors of the bank must at all times be in a position where they can take immediate and prompt action, and because of this sensitive nature of a bank's reputation, and the disastrous consequences which are liable to follow, the provisions have been inserted in Section 221.43 of the Statutes requiring stock transfers to be recorded upon the books of the bank, and an immediate certification by the bank of any transfer. The confidence in the bank depends not only upon its actual paid-in capital and the ability and financial standing of its officers and directors, but also on the financial ability of the stockholders to respond to an assessment when the capital is actually impaired. If Section 221.43 be deemed merely directory, and if a mere transfer of stock by indorsement or assignment be held effectual for all purposes to transfer the interests of the stockholder to the transferee, then a situation could readily be perceived where a large amount of stock would be placed in the hands of persons who would not appear as stockholders upon the books of the bank, and upon the arising of an emergency such as is heretofore referred to, considerable effort and time would be consumed before the banking commissioner would be enabled to determine the actual owners and holders of the stock, and their financial ability, and in the meantime the bank might become wrecked. There is no field of financial operation known to the business world which requires such decisive, prompt, and intelligent action as is required where an effort is made to rehabilitate the affairs of a shaky bank.

"It therefore follows that, in any event, the defendant is estopped from claiming immunity from the liability which the statute provides, and which the present action is designed to enforce."

Parker, State Banking Commissioner, vs. Brumder. 203 Northwestern Reporter, 941.

POWERFUL SEARCHLIGHT ON ROOF OF SPOKANE BANK

Spokane, Washington—The Old National Bank in Spokane has installed on the roof of its building, a searchlight having an intensity of 300 million candle power. The light is of the type used for coast defense operations. Beams are visible for from 150 to 200 miles. The light is eight feet in height. The mirror of silvered glass is 36 inches in diameter.

NEW NORTHWESTERN PATENTS

The following patents were issued July 7, 1925, to Minnesota and Dakota inventors as reported by Williamson, Reif & Williamson, patent attorneys, 925-935 Metropolitan Life Bldg., Minneapolis:

H. E. Brandt, North St. Paul, Minn., sprayer; A. X. Burkeman, Minneapolis, Minn., ice cream dispensing device; George A. Chase, Minneapolis, Minn., toy ski jumper;

Tobias Clemetson, Duluth, Minn., buckle; Arthur O. Edwards, Minneapolis, Minn., amusement apparatus; Claude D. Enochs and J. J. Baron, Minneapolis, Minn., metal window frame and sash; Frank Hohous, Minneapolis, Minn., electric lighting device; Severin G. Kleven, Sisseton, S. D., device for use in dumping wheelbarrows; Fred G. Klinert, Duluth, Minn., portable camp stove; Theodore Knutson, Norma, N. D., clock; John A. Melhouse, Kief, N. D., harness attachment; Edwin E. Paulet, St. Paul, Minn., folding bathtub support; Ole Pletton, Brown Valley, Minn., railway crossing signal; Gustav W. Riebe, Duluth, Minn., toboggan ski; Christian F. Wilson, Fargo, N. D., toy acrobat.—(Advertisement.)

Chattel Mortgages

Interested in the new forms in triplicate? We have four forms. Send for samples.

WALTER S. BOOTH & SON, INC.

305 South Fifth Street

MINNEAPOLIS, MINN.

Patent and Trademark Lawyers

WILLIAMSON, REIF & WILLIAMSON

Phone, Geneva 4551. 925 Met. Life Bldg., Minneapolis.

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

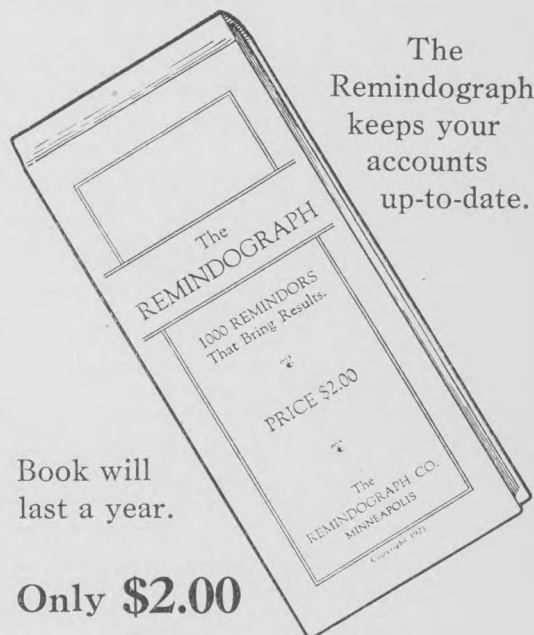
The complete opinion in any case noted in this department and reported in the National Reporter System, can be obtained from the West Publishing Company on receipt of twenty-five cents.

WEST PUBLISHING CO.

ST. PAUL, MINN.

Your Customers Can Collect Their Accounts Without Expense By This Method

The Remindograph keeps your accounts up-to-date.



Book will last a year.

Only \$2.00

Farnham's LEADING MINNEAPOLIS PRINTERS & STATIONERS

417-19 Hennepin Ave.

Minneapolis

North Dakota Treasury in Good Shape

Bismarck, N. D.—North Dakota's treasury balance increased \$4,024,361.45 in the fiscal year ending July 1, 1925, a comparison of records in the offices of state treasurer and auditor disclosed.

The unusually heavy payment of delinquent taxes, which began last fall after the 1924 crop was harvested and continued all winter, together with increased contributions by automobile owners in license fees and gasoline tax, and payments required by increased obligations incurred by the state during the year, combined to swell the state's balance to \$7,598,728.33 on July 1, according to the records of the treasurer.

The showing does not indicate a "profit" in the state's operation during the period. A comparison of receipts from many funds which go to make up the total shows that the heavy payment of back taxes is the chief reason for the rise in assets.

The balance in the Treasury on July 1 of \$7,598,728.33 compares with a balance of \$3,574,336.88 recorded on July 1, 1924.

Some of the increases are shown in these funds:

State hail insurance balance on June 1, 1924, was \$345,748.22 and on June 1, 1925, was \$2,039,592.97, due chiefly to payment of delinquent taxes and increase in surplus through flat tax.

Collections in the interest and income fund of the state board of university and school lands increased from \$799,392.47 in the first five months of 1924 to \$1,140,190.44 in the first five months of this year.

The state income tax collections were \$306,476.15 on July 1, 1925 as compared with \$206,535.59 on the same date a year previous.

The general fund was \$532,834.25 on June 1, 1925 as compared with \$242,862.25 a year previous.

The balance of the common and permanent school fund was \$1,327,656.75 on June 1, 1925 as compared with \$432,592.97 on June 1 the previous year.

The real estate bond payment fund, made up from interest paid by persons to whom farm loans were made, was \$866,264.96 on June 1, 1925, as compared with \$369,549.19 a year previous. Part of this increment is due to greater interest payments being due, by reason of increased loans.

Motor vehicle license receipts are now \$100,000 ahead of the receipts for all of last year and the gasoline tax payments have increased rapidly.

CASHIER'S CHECK MAY BE DEPOSIT IN NORTH DAKOTA

Bismarck, N. D.—A distinction between the issuance of cashiers' checks as exchanges of credit and as deposits has

been drawn by C. J. Fisk, referee of the depositors guaranty fund commission, in laying down a principle to be followed by the commission in allowing and rejecting claims of depositors of closed banks for reimbursement under the depositors' guarantee law.

The decision was reached in the claim of the Standard Oil Company because of alleged deposits in the closed First State Bank of Crystal Springs. The company's agent, because of difficulty in cashing checks in 1921, had been instructed to present checks to the bank and obtain drafts or cash from the bank, the referee recites in his decision. On December 1, 1920, however, upon the agent presenting checks to the bank aggregating \$94.60, the bank in lieu of cash or a draft issued a cashier's check. This was subsequently done for amounts of \$34.90, \$49.20 and \$101.55, and a draft for \$52.50, the total involved being \$353.33. Holding these cashier's checks constituted a deposit, the referee found neither draft nor cashier's checks were honored.

The referee found: the transactions out of which the claimant's claim arose were in ordinary course of the claimant's usual business; that the claimant acted in good faith; that the bank received value for the cashiers' checks and draft; that there is no basis in law for holding the transaction involve an exchange of credit, which precludes the claimant from claiming the benefit of the depositors guaranty fund commission.

GAIN IN BANK OF NORTH DAKOTA'S PAPER PROFITS

Bismarck, N. D.—The Bank of North Dakota has increased its paper profit over loss from \$25,450.35 to \$73,930 in the first six months of this year, according to a statement of the condition of the bank issued recently.

The total footings of the bank are shown to be \$21,347,135.22 as compared with \$18,355,782.88 on December 31, 1924.

Due to influx of deposits from sub-divisions as a result of heavy tax payments, the bank has increased its investment in Federal, Bank of North Dakota real estate series and mill and elevator bonds more than \$4,000,000 in the six months, the institution now having \$6,793,635.48 invested in bonds. The bank was, on July 1, carrying \$1,323,150.11 in real estate mortgages, pending issuance of bonds.

Liquidation exceeding \$100,000 in closed bank accounts in six months is shown. The total amount "frozen" in closed banks on July 1 was \$2,105,174.51 as compared with \$2,237,297.60 six months ago.

Deposits from county, city, township, school and state treasurers of July 1 totaled \$10,986,087.22 as compared to \$8,819,658.06 on December 31, 1924. The state treasurer has over \$6,000,000 on deposit in the bank.

DEPOSITOR, IN NORTH DAKOTA, CAN PAY NOTE IN CLOSED BANK BY CHECK

New England, N. D.—A depositor in any closed bank of North Dakota can write a check on his account in the closed bank in payment of his note in that bank, declares George Laney, district manager of closed banks.

He made the statement here in correcting the impression which he said exists that a depositor is not permitted to offset his checking account against his note owing to a closed bank.

"Of course, if the note has been sold out of the bank or has been given as collateral to some other institution, the new owner of the note will not care to accept a check on the closed bank," he added.

GRAND FORKS, NORTH DAKOTA, BANKS SHOW LARGE DEPOSIT INCREASE IN YEAR

Growth in deposits in Grand Forks, North Dakota, banks since June 30, 1924 amounted to \$2,734,108.81, the percentage of growth being 48 per cent. as compared with the anticipated normal increase of 10 per cent. annually, according to statements issued in response to the national and state bank calls. Resources of the six banks increased \$1,578,932.88, the percentage of increase being increased 19 per cent. in the year.

Are You Going to MOVE ?

We can move you across the street or we can move you 500 miles by closed auto van trucks.

If you figure on shipping to California or Florida, we can save you 25 per cent on the freight.

We store your goods in up-to-date moth-proof, fire-proof warehouse.

"Our better service costs you no more"

SKELLET COMPANY, Minneapolis

"Our Business is Moving"

STUDEBAKER AUTO LIVERY

10 E. Grant Street, Minneapolis
Main 1794

Open and Closed Cars Rented
With or Without Drivers

Baggage Transfer

SOUTHERN MINNESOTA JOINT STOCK LAND BANK

REDWOOD FALLS, MINNESOTA

Long time farm loans—that make the farmer a better bank customer.

Capital and Reserves
\$3,750,000

Resources over
\$32,000,000

Story of Progress in Western South Dakota

Following is the story of an automobile inspection trip through South Dakota contributed to the Argus Leader by H. Howard Biggar, a graduate of South Dakota State College and now on the staff of the Daily Journal-Stockman of Omaha.

"In the period of six days during which we traveled South Dakota highways, we invaded the counties of Union, Clay, Yankton, Bon Homme, Charles Mix, Gregory, Tripp, Melette, Jones, Jackson, Haakon, Meade, Pennington, Custer, Fall River, Shannon, Bennett and Todd.

"We learned at Winner that there were shipped out of Gregory and Tripp counties during the year ending July 1, 1924, 1,597 cars of cattle, 3,303 cars of hogs, 688 cars of wheat, 2,365 cars of corn, 260 cars of oats, 153 cars of rye, 62 of poultry, 55 of eggs, and 58,847 cans of cream. Vice president G. F. Kares of the Security State Bank at Winner told us that people feel one hundred per cent. better than they did a year ago. The cow, the sow and the hen are a trio that have helped to make business better. It is estimated that one-half of the revenue for farm products in the Rosebud territory comes from the sale of hogs, and every one roots for these progressive rooters.

"At the Bank of Winner, Robert R. Jones, president, told us that the Farmers Elevator did a million dollar business in grain and hogs last year, and that the Winner Produce company handled about half a million dollars worth of dairy and poultry products.

"Jackson County has a record to be proud of in the fact that there have been no bank failures and only two real estate foreclosures during the trying period following the war. Forty thousand acres were broken up this spring around Belvidere for flax. In 1924 the little town of Belvidere shipped out 3,681 cars of cream and \$14,000 worth of poultry products.

"At Rapid City, County Agent Hermstad, informed us that 11 carloads of Holstein and Guernsey cattle have been shipped into the county and placed on farms of aggressive settlers who will make the best possible use of them.

"Western South Dakota and western South Dakota alfalfa seed have both been brought into the limelight during the past few years because of the shipments of alfalfa from the Western South Dakota Alfalfa Growers' Exchange. It was in the alfalfa seed warehouse that we saw the alfalfa gravity cleaner, where a fan makes 1,700 revolutions per minute while the alfalfa seed passes over a table which vibrates at the rate of 450 revolutions per minute, cleaning 50 to 75 bushels of seed per hour.

"A trip of 1,500 miles at this season of the year and with the opportunity of meeting and greeting folks all along the way, has of course left many impressions. First and foremost we were impressed with the optimism of the people all along the line. They are pioneers in many cases with a true pioneer spirit. Pioneers with faith in the land have always been our empire builders. Our trip has convinced us that western South Dakota has a great future and that its possibilities cannot be easily overestimated."

SOUTH DAKOTA'S HAIL INSURANCE RISKS LOWERED

Pierre, S. D.—While the danger period is not yet over, the harvest starting in the southwestern part of the state, and many sections reporting the crop practically ready to cut, the state hail fund has so far this season had an opportunity to recoup some of the losses sustained the past two years. There have been hail storms during the spring,

but to no such extent as has been the situation for the past two years, and as an indication of the difference, there were 5,100 claims for hail loss filed in June of 1924, and only 1,165 filed for June this year.

PLANS MADE TO ADVERTISE SOUTH DAKOTA FOR IMMIGRATION

Sioux Falls, S. D.—Details of a plan to advertise South Dakota to obtain an immigration to this state, are being worked out by the South Dakota Development Association, which has volunteered the use of its organization for this purpose, declared A. J. Arnold, secretary of the organization.

In commenting on the plan, Mr. Arnold explained that its purpose will be to obtain men of good character from other states where the cost of land is prohibitive, to come to South Dakota and engage in farming.

It will be the plan to urge residents of the state to spend their money in South Dakota, instead of patronizing mail order houses. Another matter which will receive attention will be an effort to persuade the young men and women of the state to educate themselves with the ideal of practicing their professions or businesses in South Dakota.

A state convention at which delegates from every county and town in the state will be present is planned for the latter part of the summer. The date for this will be announced as soon as the speakers have been definitely obtained.

"An eastern booster trip which is being planned will be announced within a few days," Mr. Arnold said.

SOUTH DAKOTA STATE FAIR TO HAVE LIBERAL PRIZES

Huron, S. D.—Cash premiums totaling \$47,716 in value will be awarded at the 1925 South Dakota state fair in September, according to the annual state fair premium list.

DEPOSITS IN SIOUX FALLS, SOUTH DAKOTA, BANKS SHOW STEADY INCREASE

Sioux Falls, S. D.—Bank deposits in Sioux Falls have increased \$2,609,133 in one year, according to the statements of the three local banks in the call of June 30, 1925.



German Police Dogs

The most intelligent watch dog in the world.

A companion and a friend.

We have for sale puppies, from our choice dogs. We own only registered dogs, and them with exceptional blood lines.

Our Sire is a Nephew of Strongheart of movie fame.

Prices very reasonable.

Write for free pictures and full information.

THE CULPAUGH KENNELS
SAXMAN, KANSAS

AMERICAN EXCHANGE NATIONAL BANK

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

of DULUTH

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

OLDEST BANK AT THE HEAD OF THE LAKES

Montana's Come Back Shown in Land Office Records

Helena, Mont.—That state agriculture is steadily and surely regaining the position which it nearly lost during the several years of drouth, price depression and economic deflation, is shown by the records of the state land office, indicating an increasing demand for state lands.

During the six months' period ending June 30, 1925, the state land office has issued leases upon state owned land for agricultural and grazing purposes in numbers approximately 50 per cent. greater than for the corresponding period ending June 30, 1924, according to figures prepared by I. M. Brandjord, register of state lands.

During the recent six months 970 leases on state lands were issued by the state land office as compared with 636 leases for the corresponding six months in 1924.

In company with this increase in numbers of leases, there has been a very marked increase in lease revenues received by the land office. For the six months ending June 30, 1925, the revenue from this source totaled \$196,413.06, while that for the corresponding six months in 1924 was \$149,188.56, an increase for 1925 of over \$47,000.

In the matter of interest payments upon lands under contract of purchase from the state the last six months has given evidence of an improved financial condition among the farmers, the state having received in interest during the last six months \$65,442.28, as compared with \$34,802.46 for the six months ending June 30, 1924.

IMPROVED CATTLE DEMAND PREDICTED FOR MONTANA

Great Falls, Mont.—Evidence that the cattle industry in Montana is coming back is observed by A. B. Cook, of Townsend, owner of several large ranches in the state and a breeder of blooded live stock. While visiting here recently, Mr. Cook said he believed that the present slowness in the industry would soon pass.

"What this state needs more than anything, and every farmer and cattle man in the state should come to a quick realization of it, is the restocking of the extensive ranges of the state," he continued.

"Here we have hundreds on hundreds of miles of excellent grazing ground, wonderful grass, and little to put on it. If our ranges were restocked with plenty of cattle, it would not be long before Montana would again come to the fore in the cattle industry and once more be the controlling factor in the stock raising industry.

"I would rather buy cattle than sheep because things are changing and, where it formerly was more profitable to buy sheep, there now is more money to be made in cattle. The farmers must be brought to a realization of this and I think they will realize it before long. If the state is to prosper, there must be cattle raising in addition to farming."

BILLINGS, MONTANA, TO HAVE NEW ARMOUR PLANT

Billings, Mont.—Construction of a \$100,000 produce house at Billings, which will include a complete creamery, poultry feeding station and egg plant, will be started by Armour & Co., within the next 60 days, according to an announcement made by J. M. Johnson, manager of the Billings branch of the packing company. The new plant, it is claimed, will provide a ready market to which the farmers throughout the Midland Empire can dispose of their dairy products, poultry and eggs.

LARGE SPRING WHEAT CROP FORECAST FOR MONTANA

Helena, Mont.—The July forecast of 43,891,000 bushels of spring wheat for Montana, promises the largest spring wheat crop in the history of the state, exceeding the big

crop of 1922 by 2,900,000 bushels and last year's crop by more than 3,000,000 bushels, says J. G. Diamond, agricultural statistician for the Federal-state crop reporting service, whose July report further forecasts larger outturns of all of the state's principal crops with the exception of winter wheat and apples.

MONTANA USES AIRPLANE FOREST PATROL

Missoula, Mont.—Final arrangements for using the airplane fire patrol in the forests of district No. 1 are now being made in Spokane where two De Havilland planes with pilots are ready for service.

The planes will patrol the forests of the western part of the district, including western Montana and northern Idaho. They will make their headquarters at the forestry base to be established at the national guard hangars at Spokane, from which flights will originate.

Observers for all flights made will be furnished by the forest over which the flight is to be made. This arrangement is made so that the observers will be intimately acquainted with the territory over which they fly.

A BOUQUET FOR NORTH DAKOTA BANKERS

It was a pleasure for us to sit in with the North Dakota Bankers Association during the sessions of their annual convention which closed here yesterday. The convention, from the standpoint of getting interesting information, was one of the best we had ever attended, and the manner in which the meetings were conducted by President Blanding Fisher appears typical of the way in which businessmen interested in their work do things. The various addresses were delivered by men who know their business, and all of the speakers were men of prominence in their particular fields. We wished, for instance, the public generally could have heard the address of B. V. Moore of Minneapolis, deputy governor of the Ninth District Federal Reserve Bank. It was one of the clearest statements on present day international conditions we have ever heard, and opened up a broad field of speculation to those who still believe in the fallacy of American isolation from international affairs.

Mr. Moore showed how financial conditions in Europe directly affect the business man and farmer in Devils Lake. He also hit a responsive chord when he advised the bankers to build upon optimism and confidence, and admonished all about broadcasting mistruths about the North Dakota farmer. So many of us are careless about the manner in which we speak of our community or state, that we need to be scolded occasionally by men who guard their utterances against loose talking.—Devils Lake (N. D.) Daily Journal, June 27.

DETROIT'S CITY-OWNED STREET RAILWAYS OPERATED AT A LOSS

Detroit, Mich.—An auditor's report of the financial condition of the Detroit street railways, municipally owned, presented to Mayor John W. Smith, show a net deficit of \$3,185,227, despite the fact that in the last few years reports have been made public almost monthly purporting to show that the department was making money.

The report caused great surprise among city officials and was a revelation to the members of the street railway commission.

W. W. Hauser, auditor of the rapid transit committee, whose services were loaned to the Detroit street railways, submitted the report, which intimates that statements issued by Ross Schram, former general manager, in the last few years, were misleading.

Your Duluth Business

The head of the lakes is rapidly gaining in importance as a general distributing point for Northwestern territory. Sooner or later you will need an account here. Why not form a connection now with the largest National Bank located at this strategic point?

THE FIRST NATIONAL BANK

DULUTH, MINN.

Capital \$2,000,000.00

Surplus and Profits \$2,250,000.00

THE AMERICAN INSTITUTE OF BANKING, THE BANKERS' SCHOOL

(Continued from page 16)

fairs; in the days of the Liberty Bond campaigns the bank man little realized the benefit to himself of his work as a chapter member. The experience developed his sales ability and that ability helps him today in selling the service of his bank. In this age of keen competition, bank service must be sold. The man who can make friends for his bank advances. Another outstanding opportunity in public work lies in the American Bankers Association Campaign of Public Education which is at this time being carried into every school in the country. The Institute man, in the role of lecturer, is rendering a real service to his community and, at the same time, being trained in public speaking. No more pathetic picture can be painted than that of a man, well informed regarding his own business, who cannot talk to others about it. The bank man need not find himself in that embarrassing position. Chapter work always provides the preventive. As the organization gains in size and importance its place in public affairs will offer increasing benefits to the individual.

Broad Acquaintance with Bank Men

It affords him a broad acquaintance with bank men. The value of exchanging ideas regarding financial conditions and office methods has made the Departmental Conference one of the most valuable features of the annual conventions. An acquaintance with bankers throughout the country enables the Institute member to supplement the conference by continuing this exchange, by correspondence, during the entire year. Perhaps the best example of the advantage to be gained is that of the credit man. He must continually check names by correspondence and rely in many cases wholly upon the reports received. In writing to Mr. John Smith, a distant banker who is unknown to him, he usually employs a stereotyped form of inquiry. It brings him in most instances, quite as stereotyped a reply. If, on the other hand, he can address Mr. Smith as "Dear Jack" and ask his question in an intimate way his correspondent will spare no pains to get full particulars and report them in the most satisfactory manner. This translates Institute acquaintance into terms of dollars and cents. Another interpretation is possible for the individual, which translates it into terms of friendship.

But more unusual than any of these things is the fact that, in this Institute school, the employer and employe sit down together to learn the things which they must know in common about the business in which they are engaged. While they study, a closer friendship springs up between them—a friendship the effect of which extends far out beyond the marble counter and makes the banking business truly a profession.

BANKRUPTCY PETITION FILED AGAINST \$10,000,000 FINANCE FIRM

New York—Charges that the Commonwealth Finance corporation, a concern with a capitalization of \$10,000,000, had disbursed approximately \$80,000 to certain creditors, contrary to the bankruptcy laws, were made July 6 in an involuntary petition in bankruptcy filed in Federal court by three creditors.

The corporation was organized in 1920 in South Dakota, for the purpose of making loans on automobiles.

The creditors, including the American Surety Company, holding two notes aggregating \$139,000, and the Krafft, Murphy Company of Washington, charged the disbursement had

placed the recipients in the position of preferred creditors to the disadvantage of other creditors.

The corporation had operated under a Delaware state charter with the right to engage in a mortgage loan, realty investment business and associated lines.

9 Day Cruise Great Lakes

THE steel steamships, Tionesta, Junata and Octorara of the Great Lakes Transit Corporation sail every three days from all the principal ports on Lake Erie, Lake Huron, Lake Superior.

2230 MILES

of incomparable scenery on luxurious ships—a world renowned cuisine and the finest of sleeping accommodations. Meals and berth included in fare.

ORCHESTRA DANCING

For further information, tickets and reservations call any Tourist or R. R. Ticket Agent, or



W. H. Elliott, G. A.,
Great Lakes Transit Corp.
1125 Metropolitan Life Bldg.,
Minneapolis, Minn.



When Moonbeams Kiss the Mountains in

Glacier National Park

Open June 15 to Sept. 15

MAGIC moonlight nights. Days of thrilling sport and gorgeous scenery. Horseback riding. Fishing. Mountain climbing. Hiking. Launching on the jewel lakes. Motoring over scenic highways. Camping out. Loafing and relaxing luxuriously at fine hotels and rustic chalets. Wonderful meals. Something different to interest you every moment at Glacier National Park.

The Northwest Via the New Oriental Limited

Fine Great Northern trains bring you direct to Glacier Park gates. See Spokane, Seattle, Tacoma, Portland and Vancouver. Visit Lake Chelan, Rainier and Crater Lake National Parks. Ask about all-expense-paid 1 to 7 day tours of Glacier National Park and Glacier-Yellowstone circuit tours. Apply any tourist or ticket agent, any Great Northern office or A. J. Dickinson, Passenger Traffic Mgr., St. Paul, Minn.

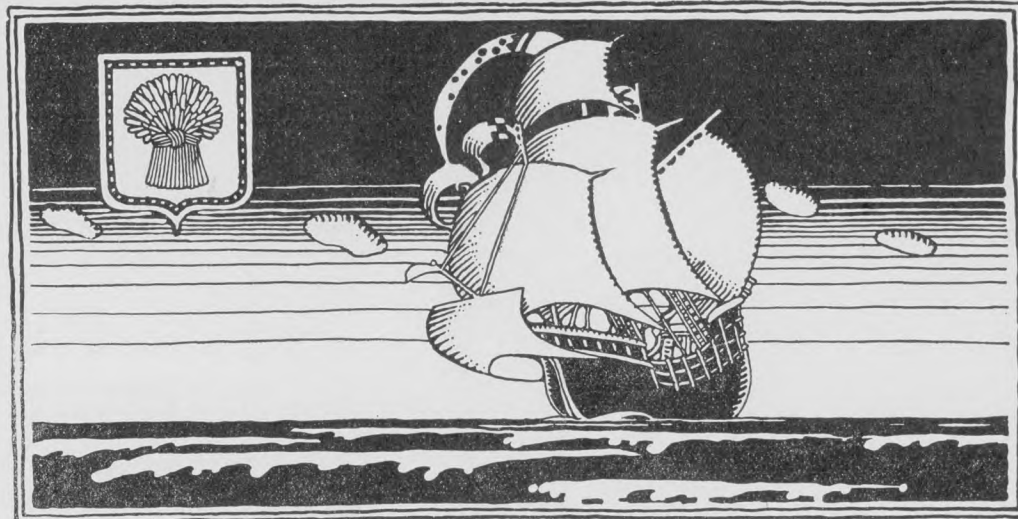


GREAT NORTHERN

Route of the New Oriental Limited
Finest Train to the Pacific Northwest—No Extra Fare

Head Office and
Foreign Department:
TORONTO

Western
Superintendencies
at
WINNIPEG
REGINA
CALGARY
VANCOUVER



A Commercial Bank for the Producer and the Trader

THE CANADIAN BANK OF COMMERCE

Paid Up Capital \$20,000,000

Reserve Fund \$20,000,000

National Wealth of Canada Doubled in 15 Years

Ottawa, Ont.—National wealth of Canada has more than doubled in the last 15 years. Latest figures of the Dominion bureau of statistics estimate the nation's present wealth at \$22,200,000,000 compared with \$10,300,000,000 in 1910.

Revenue from agricultural products last year amounted to \$1,453,368,000. This was an increase of \$103,000,000 over the 1923 total. Field crops accounted for nearly a billion dollars of the total, and dairy products for \$234,000,000. Of a total of 300,000,000 acres suitable for agriculture, only 57,852,000 acres were under cultivation to field crops last year. With increased land settlement in the West and the exploitation of these undeveloped areas, it is pointed out, possibilities of increase in agricultural production in the Dominion are practically unlimited.

Forest products, including logs, lumber, shingles, pulp, paper and other items reached a value of \$527,000,000 last year. The Dominion's forest area is estimated at 1,200,000,000 square miles. Output of minerals was \$212,000,000. Canada's fisheries which lead the world in output had a value of \$42,000,000 last year, according to the bureau's figures.

Development of water powers is adding greatly to Canada's national revenue. Three years ago electricity generated by water powers was estimated by the Dominion bureau of statistics at \$82,328,000. Since then there has been an increase of 25 per cent. in the energy brought under development. The value of electric power generated this year, authorities say, will exceed \$100,000,000.

IMMIGRANTS 22 PER CENT. OF CANADA'S POPULATION

Ottawa, Ont.—Immigrants constitute 22 per cent. of Canada's total population or 1,955,736 out of the Dominion's 9,000,000 people, according to a report issued here by the Federal Bureau of Statistics.

"Great Britain and the United States," says the report, "have contributed 74.84 per cent. of this new population, Great Britain's total being 54.48 per cent. and that of the United States 20 per cent. Immigration from European countries has amounted to 25.52 per cent. of the total.

"The Prairie Provinces of Manitoba, Saskatchewan and Alberta combined have received the largest number of the newcomers, having within their borders 40.67 per cent. of Canada's total immigrant population. More than half of all the entrants from the United States or approximately 200,000 have settled permanently in these provinces. Most of

these have taken up land and have found new prosperity in this rapidly developing farm area.

"Ontario, the distribution figures show, has 32.81 per cent. of the total immigrant population; British Columbia 12.32 per cent; Quebec 9.64 per cent. and Nova Scotia, New Brunswick and Prince Edward Island combined 3½ per cent."

SUGAR BEET GROWING IN CANADA

Winnipeg—Development of Canada as a sugar beet producer will place the Dominion in the front rank among contributors to the world's sweet tooth in the next decade, according to a bulletin issued by the Department of Agriculture.

"Experiments conducted by Dominion demonstration farms," the bulletin points out, "have proved that sugar beets can be successfully grown on a commercial scale in many parts of Canada. Ontario up to the present has been the principal producer, but it has been found that the Prairie Provinces and British Columbia are equally well adapted to beet culture. Tests of production from home-grown and imported seeds have shown that Canadian beets have given just as good results in factory operations as those produced from imported seed.

"Canada has all the factors necessary to successful sugar beet culture. It has efficient labor, cheap fuel for factory operations and plenty of limestone for processing the beets.

"Stimulation of beet growing in Canada this year is indicated by the establishment of a sugar factory in southern Alberta, where more than 6,000 acres were planted this spring. Successful operation of this factory will result in the establishment of others in western Canada. Production of sugar beets amounted to 159,200 tons valued at \$1,922,668 in 1923, grown on 17,941 acres. Output of granulated sugar from these beets was 39,423,160 pounds."

BUILDING CONSTRUCTION IN CANADA

Toronto—Canada spent \$90,000,000 more on new building construction in the first four months of 1925 than in the same period a year ago, according to figures in a report compiled by the MacLean Building Reports, Ltd.

Value of new construction in the four months ending April 30, it is shown, was \$224,063,100, compared with \$133,189,000 for the same four months of 1924.

Construction permits issued in April had a value of \$24,886,900 or \$11,494,000 more than for April, 1924. Residential building accounted for 43.5 per cent. of the April

total, amounting to \$10,889,000. Business building averaged 28.1 per cent., totaling \$6,991,000; industrial building 9.9 per cent., or \$2,472,500 and public works and utilities 18.5 per cent. or \$4,593,700.

Predominance of home building in the construction volume, it is pointed out, is due to increased activity in the Prairie Provinces of Manitoba, Saskatchewan and Alberta where the rapid development of agriculture is bringing thousands of new settlers on the land. Value of residential building in the provinces showed a gain in value of \$2,000,000 over the first four months of 1924.

Water power developments, engineering works, factories, bridges and dams made up the largest part of the industrial and public works construction in the first quarter of 1925. Most of this activity was confined to Quebec and Ontario.

REVIVAL OF TOBACCO GROWING IN BRITISH COLUMBIA

Kelowna, B. C.—Revival of tobacco growing in the Okanagan Valley, abandoned several years ago, will put this area on the map once more as an important cigar leaf producer, according to F. A. Charlan, chief of the tobacco division of the Dominion Department of Agriculture.

Growers have been encouraged by the Department of Agriculture and by eastern Canadian tobacco manufacturers to restore the leaf as a crop in the area this year. Experiments are being conducted by the tobacco division to determine what varieties are best suited to the climatic conditions of the Okanagan Valley. At a meeting of growers in Kelowna recently, representatives of tobacco interests in Quebec declared they were ready to contract for 2,000,000 pounds of cigar tobacco yearly.

"Tobacco produced in the Okanagan Valley," said Mr. Charlan, "established a reputation for excellency in eastern markets. It graded high and was in demand by cigar makers. Cost of placing the product on the Montreal market, however, put British Columbia growers at a disadvantage in competition with Quebec and Ontario producers. With increasing exports of Canadian leaf to Europe, the market for British Columbia tobacco has been reopened and producers can grow the product with profit."

Experts of the tobacco division believe the industry is capable of being extended to other districts in British Columbia. Many areas in the province, they point out, contain sunny, well drained slopes of sandy deposits, well adapted to the culture of tobacco.

EUROPE CANADA'S BEST CUSTOMER

Ottawa—Europe was the leading customer of Canada among the continents for the ten months ending in January, according to a bulletin of the Dominion Bureau of Statistics, just made public. Its bill for exports was \$447,620,084.

Next in line was North America with \$376,143,409 worth of exports. Other continents in order were Asia, \$31,883,606; Oceania, \$22,947,978; South America, \$16,233,534; and Africa \$9,296,815.

"Exports for the first two months of this year exceeded by nearly \$9,000,000 the same period for last year," says the bulletin. "When it is considered that Canada's exports are not stimulated by extensive credits or loans to foreign countries, the increase must be regarded as a remarkable showing. Strong demand for animals and their products is one of the principal causes for the upward trend."

"Importance to the business interests of Canada of European conditions, it is pointed out, may be seen from these figures, which indicate also the ratio in which Dominion exports to European countries depends on the demands of these countries for foodstuffs."

FORD OF CANADA GETS AUSTRALIAN PLANTS

Commencing July 1, the Ford Motor Company of Canada, Limited, through its subsidiary companies, Ford Manufacturing Company of Australia Proprietary Limited, and Ford Motor Company of Australia Proprietary, Limited, took over the assembly and distribution of its products in Australia. These Australian companies are each capitalized at £1,500,000, and are now erecting five plants in

order to adequately take care of the growing Ford business.

Exportation of Ford products to Australia commenced in 1905, growing to more than 1,000 cars annually in 1911-12. The following year 2,626 cars were shipped from Ford City, Ontario, and the growth increased yearly, more than 21,000 cars being shipped in 1923.

The establishment of the two companies gives the Canadian company its second subsidiary organization overseas, the other being in Port Elizabeth, South Africa.

YOUR WEALTHY NEIGHBOR

Just over an imaginary line lies the Dominion of Canada, with the richest undeveloped areas of agricultural land on the continent of North America.

**Rich, Virgin Lands,
\$15 to \$20 an Acre**

are giving opportunity to thousands. With opportunity comes settlement; with settlement, trade; with trade, wealth.

Keep a friendly eye on Canada.

For information write

**Department of Immigration
and Colonization**
Room 902, Ottawa, Canada



Canadian Credit Information

SHOULD you require accurate trade or credit information in Canada, our service may, prove both useful and helpful to you.

We maintain an extensive Credit File and a Foreign Trade Enquiry Department which will be pleased to obtain any data you may desire.

We invite you to correspond with our Supervisor at Winnipeg, Calgary or Vancouver for any particulars you may desire in your business relations with Canada.

**The Royal Bank
of Canada**

Resources Over 583 Million Dollars

Business Want Department

A medium for the sale of banks, stocks, municipal bonds, real estate, farm lands, for the man who wants a bank position or a location for a bank, investment or other business.

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

BUSINESS CHANCES

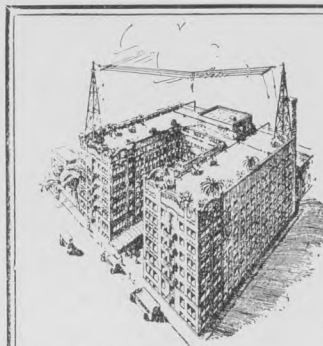
Incorporate. Avoid partnership liability and bankruptcy. Incorporating Bureau, Philip Lawrence, Huron, S. D.

SITUATION WANTED

Position Wanted: cashier or assistant cashier of clean bank in Wisconsin or Minnesota; 30 years old; married; Protestant; plenty of good banking and

SITUATION WANTED

business experience; clean successful record; best of references; real business getter; now employed. Write "W45" Commercial West. 87-4



Fireproof Construction
European Plan
Cafe in Connection
TELEPHONE 7600
KENWOOD

A DAY IF YOU LIKE—OR LONGER

The Oak Grove Hotel

AN IDEAL HOME
Convenient Refined Cheerful

230 OAK GROVE STREET
MINNEAPOLIS

EFFECTS OF THE DAWES PLAN ON INTERNATIONAL CREDITS

(Continued from page 25)

a creditor nation, with a surplus of capital goods, to make such loans, it is imperatively necessary for it to do so.

Every loan that is made increases the prospects of collecting our national debt and every banker must favor this. And every manufacturer must realize that whenever credit is transferred to Europe or elsewhere abroad, in the form of foreign investments, it is really American goods of commerce that must go abroad.

Foreign Investments in America

The Department of Commerce estimates that at present private investors in the United States own about four billion dollars of foreign government bonds and five billion of other foreign bonds, stocks and real property and the Government itself own about twelve billion of inter-governmental obligations, a total of 21 billion dollars. On the other hand the holdings of foreign investors in America are estimated at four billion dollars.

This indicates the rapid extinguishment of our foreign debt and the growth of our investments abroad. The movement is a large one and of the greatest advantage to all concerned. But the balance held by us now are less than those possessed by England before the war, which were estimated at about 20 billion of pre-war dollars, the equivalent possibly, all things considered, of 30 billion dollars today.

We might advance annually 625 million dollars, which is about what might, under the most favorable circumstances, be paid to us under the full settlement of international indebtedness,—we might invest this sum in foreign securities every year for 20 years before we shall attain the position held by England before the war. Who will say that was a precarious position? This danger of the invasion of our markets may be exaggerated but due precautions ought to be taken against all threatened dangers.

Co-operation of Nations

The unanimous agreement of the experts committee, the universal acceptance of its plan, and the adoption of it by international agreement created, throughout all of the world, the confidence that at last there was an opportunity for the cooperation of nations. Confidence and hope were in a measure restored. Men believed that a day's wages would be paid in a currency of a stable value, and that enterprise would, in the future, receive its due reward. The removing of this troublesome question of reparations from a political control and placing it under a business control gave a greater freedom to the operation of natural law in business. This confidence and this freedom brought about great improvements and these improvements are but the promise of others to follow, if only this perception of a common interest, this confidence as to the future and this comparative freedom from political interference in business matters will persist.

The part that is to be played by the United States in the reconstruction of the business of the world is the part of the great creditor nation, the disbursing of the credit for the rest of the world. Other nations have held this position before us, and without exception they have met the obligation of their position by the wise and free distribution of the credit at their disposal. We have profited by their action. It is our duty now to accept the obligation of our wealth, to distribute throughout the world the surplus credits at our disposal, and to do this with discriminating judgment, in order that the investing public may not suffer, and in order also that the funds may be devoted to such purposes as will restore the productive capacity of the world and the purchasing power of our consumers. In performing this duty we shall be serving our own interests as well as serving the world.

PROSPERITY INCREASING IN THE NORTHWEST

Duluth, Minn.—George B. Lane, president of Lane, Piper & Jaffray, Inc., of Minneapolis, while at the recent bankers convention in Duluth, commenting on conditions in the Ninth Federal Reserve district, expressed himself as feeling optimistic concerning the return to prosperity for practically all lines of business in the Northwest.

"The banks especially of the Ninth Federal Reserve district have gone through very troublous times and the outlook for this season's crops are understood to be at this date as good as could be looked for. With a fair amount of luck as to weather during the next four or five weeks the Northwest should secure a very large, and what appears now to be a profitable crop in all of its agricultural sections," Mr. Lane said.

"As our people have undoubtedly been taught thorough economies and the advisability of a greater diversification of farm products, it is evident that this part of the country will become much more thoroughly conservative and prosperous. It has been pretty well drilled into the minds of the banking fraternity that a diversification of loans and investments is just as important to banks as a diversification of products to farmers, and I believe that on that account the banks in the Northwest will in the future be far better prepared to meet temporary reverses than has been the case with many of them in the past."

MINNESOTANS PAY UNITED STATES \$27,871,797 IN TAXES

Washington—Minnesotans paid a total of \$27,871,797.97 in internal revenue taxes in the fiscal year which ended June 30 last, according to a statement issued by Commissioner David H. Blair. Of this amount, \$22,426,721.43 was paid on incomes, and \$4,445,076.54 in miscellaneous taxes. The amount paid for income taxes in the fiscal year of 1924 was \$23,855,584.21, showing a decrease of \$1,428,862.78 in the 12 month period.



Sheep Feeding

is a profitable and interesting business.

Arrangements should be made now for
buying feeder sheep.

We can assist you in carrying feeder paper.

STOCK YARDS NATIONAL BANK

South St. Paul, Minnesota

Review of the Live Stock Markets

By Minnesota Department of Agriculture. E. J. Lym, Market Reporter

South St. Paul, Minn.—Practically every day last week trade ruled on a steady, slow basis for the most part with considerable bearishness exhibited by killers throughout the period countered by steady insistence of sellers to keep values close to a steady level, resulting in nearly every day's deal running well into a matinee session. Dry feds are as scarce as the proverbial hen's teeth, what offerings that are arriving finding a steady outlet. Monday's run was the largest seen on this market for some time and was a complete surprise to all interests, over 9,500 cattle being represented that day with the logical result that values proved on an uneasy footing and trade closed with prices looking 25c lower on the common and inbetween kinds showing grass feeding, with spots more, making the loss around 25 to 50c for the period.

History was made in the heavy steer line the past week when a shipment averaging 1,097 pounds cashed at \$12.50 and another, averaging 1,490 pounds, sold at the peak price of \$12.00. These steers had been purchased on this market last fall and fed on concentrated feed through the winter months in a Minnesota feed lot. Nothing comparable to these weights had been sold here since July 16, 1920, when a load that averaged 1,455 pounds sold at \$15.50. Medium weights cashed at \$11.50, with load lots cashing at \$11.00 down to \$10.00, yearlings making the \$10.25 money quite frequently. Bulk of the fed offerings are now selling from \$9.00 to \$10.00, kinds showing a grass diet with a grain side dish are selling downward to around \$8.00 and below. Grassy material comprises bulk of the run, these sorts cashing from \$6.25 to \$7.75, common kinds going down to \$5.50 and below.

Grassy she stock show a loss of approximately 25c, bulk of all offerings selling from \$4.00 to \$5.00, a few on the dry fed order occasionally reaching \$6.25 and \$6.50, being sparingly represented, common kinds selling downwards to \$3.75 and below.

Heifers are finding the \$5.00 to \$6.00 channels as a general rule. Canners and cutters remain steady with a week ago, bulking from \$2.75 to \$3.25. Bologna bulls are weak to 15c lower for the period, bulk going from \$4.25 to \$4.60. Vealers are 25 to 50c higher, best lights going to the packers around \$10.00 for the most part.

Following last Tuesday's session packers were able to reduce prices quite sharply but most of this was regained at the week's close. Today's session with a slump in receipts recorded a 25c upturn, better butcher and bacon hogs being on a steady to strong basis with a week ago while packing sows are strong to 25c higher. Bulk of the sorted 150 to 300 pound averages were weighed at \$13.50 to \$13.75, latter price top, while mixed hogs turned at \$12.50 to \$13.00. Packing sows were weighed at \$11.75 to \$12.25, stags at \$9.00 to \$10.00, and feeder pigs at \$13.50.

All classes in the sheephouse have scored a 50c upturn since last Tuesday, following in line with a higher trend at Chicago. Bulk of the fat natives scored \$13.75 to \$14.75,

lower price taking untrimmed kinds, while one lot of choice 83 pound averages topped at \$15.00. Culls were salable at \$9.00 to \$9.50 with a few heavies and medium grades at \$11.00. Light and handyweight fat ewes were weighed at \$7.00 to \$7.50 with mediumweights down to \$5.00. Odd lots of breeding ewes cashed at \$5.00 to \$7.50 with a few feeding lambs around \$10.00 to \$11.00.

CHICAGO

Demand for long fed offerings of all weights was active and trade ruled strong to 10c higher. Supplies of the short-fed and grassy kinds were abundant and values took a tumble of 25c to 50c. Few choice heavies are arriving at present, these as a rule holding on about a steady level. Buyers are showing more interest on the higher finished yearlings than has been the case for some time, a shipment of these scaling 933 pounds reaching the high mark of \$13.75, best for the year to date. Heavies went as high as \$13.85 and \$13.95 on Monday, this being the year's top on these weights. Several loads of mixed steers and heifers went upwards to \$13.60. A small assortment of Nebraska grass cattle turned to killers from \$8.00 to \$9.75 with some Wyoming stock bringing \$9.50.

Grain fed cows and heifers on the kosher order reached upwards to \$9.50 in some instances, with the bulk of offerings consisting of grassy stuff ranging from \$4.00 to \$6.00, and selling slowly. Canners, cutters and bulls remained practically steady at \$2.75 to \$3.85 for cannery and cutters, bulls around \$5.00 to \$5.50. Vealers are about \$2.00 higher than a week ago, packers filling their orders from \$11.00 to \$11.50 for the bulk.

Hog prices have shown no marked change during the week just past. Some reductions were effected following last Tuesday but all except 10 to 20c was regained by today's session. Today's market ruled steady to 10c higher, bulk of the desirable 170 to 325 pound butchers cashing to shippers at \$14.00 to \$14.25 with the top resting at \$14.30. Packers resisted the advance but at the close were buying in line with the early sales. Desirable 140 pound to 150 pound averages cashed at \$13.75 to \$14.00 with bulk of the packing and butcher sows going scaleward at \$12.70 to \$13.00. Strongweight slaughter pigs found an outlet at \$13.00 to \$13.50 or about steady with a week ago.

Trends in the sheep house during the week just past have been almost continually upward on all classes. Fat lambs netted an advance of around 50c for the period while fat sheep were pushed upward 50 to 75c or more. Bulk of the fat native lambs turned today at \$15.25, westerns at \$15.50 to \$15.75 and culls at \$11.00 to \$11.50. Medium weight native ewes sold upward to \$8.25 with range wethers mostly twos, at \$11.00 and a few range yearlings at \$12.50. A few range feeding lambs sold on Monday upward to \$14.65.

SIOUX CITY

Better grades of fed cattle are holding unchanged for the past week while inbetween and grassy kinds are un-

(Continued on page 47)

Crop and Grain Marketing Conditions

Office of Commercial West, Minneapolis, July 15—Reports of damage to growing grain have been frequent the past week. There have been heavy storms throughout the Dakotas and Minnesota, with hail and wind that in some districts caused considerable damage. Extremely warm weather has made it favorable for the development of rust, and accounts of the damage so far done are variable. In the Red River Valley it is estimated that the crop has suffered anywhere from 15 to 30 per cent. damage during the past ten days. George C. Bryant, who has been in North Dakota and western Minnesota reports that in some sections rust is developing rapidly and crops will be about 50 per cent. of last year's yield. Farmers expect that hard wheat will run about 10 bushels to the acre and from 10 to 12 bushels in the durum fields.

Harvesting the Crops

Rye, barley and oats are being harvested in the vicinity of Fairmont, Minn. By the end of the week harvesting will be general. The yield generally is fair.

Unrelieved torrid weather in western North Dakota will cut the wheat yield in half in many sections of Stark, Dunn and in western counties, C. E. Ward, agronomist on the staff of the state department of agriculture, reports.

Central North Dakota has been visited by light showers in the week which saved the grain throughout this section of the state, the agronomist stated, and unless rain arrives in the territory about Dickinson, farmers of that vicinity will experience heavy crop damage, the expert asserted.

North Dakota's estimated wheat crop July 1 has been increased by 17,460,000 bushels during the last month in the Federal government's reports on crops.

The harvesting of oats is under way at the district surrounding Sioux Falls, South Dakota, and some farmers have commenced the harvesting of barley. George B. Kennard, county agent, states that yields of both crops will be light, but of good quality. Corn, according to the county agent, is far ahead of the crop last year, and a normal crop is assured.

Government Report for July

On July 9 the Federal Bureau of Crop Estimates issued its report. On page 49 of this issue of the Commercial West will be found in detail the report on grains. Here is a summary of the general report:

Grain crops of the United States aggregate 5,329,000,000 bushels of wheat, corn, oats, rye, and barley, an increase of 483,000,000 bushels over the July returns of last year and 227,000,000 bushels over the final figures of 1924, but a decrease of 23,000,000 bushels on the five year average, as shown by the July Government report issued late yesterday.

The wheat crop of 680,000,000 bushels increased 19,000,000 bushels over the June returns, but is 193,000,000 bushels short of last year's final estimates and compares with 740,000,000 bushels in July last year. The winter wheat crop of 404,000,000 bushels decreased 3,000,000 bushels during July and is 186,000,000 bushels short of last year's final yield.

Spring Wheat Crop

The spring wheat returns of 276,000,000 bushels compare with 254,000,000 bushels last month and a harvest of 283,000,000 bushels last year. There were 29,705,000 bushels on the farm on July 1 of the crop of 1924, compared with 30,980,000 bushels last year. The wheat crop this year does not permit of an exportable surplus of 100,000,000 bushels on the basis of a domestic consumption of 650,000,000 bushels.

The six winter wheat states east of the Missouri river increased their estimated yield 2,000,000 bushels last month to 148,000,000 bushels, or 19,000,000 bushels less than last year.

Kansas, Nebraska and Oklahoma have 132,000,000 bushels against 144,000,000 bushels last month and 263,000,000 bushels last year. Kansas has 74,000,000 bushels against 154,000,000 bushels obtained last year.

The four northwestern spring wheat states have 199,

000,000 bushels, an increase of 20,000,000 bushels over June, while last year they harvested 243,000,000 bushels.

Corn Crop Third in Size

A corn crop of 3,095,000,000 bushels is the third largest on record. It compares with 2,437,000,000 bushels harvested last year and a five year average of 2,935,000,000 bushels. The nine leading states have 2,080,000,000 bushels against 1,508,000,000 bushels last year.

The condition of corn July 1 was 86.4 against 72 last year, and a ten year average of 83.6. Acreage was less than expected, or 16,621,000, or 101.5 per cent., as compared with last year.

The oats crop of 1,292,000,000 bushels was only 3,000,000 less than last month and compared with 1,542,000,000 bushels harvested a year ago. The rye crop is 9,000,000 bushels short of last year. The barley crop is 63,000,000 bushels more than a year ago. A crop of 350,000,000 bushels of potatoes is 95,000,000 bushels short of last year.

Minnesota Crop Report

Based on the July 1 condition, in Minnesota there is an increase over last month in the forecast production of spring wheat of 1,096,000 bushels, oats 7,497,000 bushels, barley 1,340,000 bushels, rye 79,000 bushels and winter wheat 188,000 bushels, according to the report of Paul H. Kirk, Federal statistician for the Minnesota Cooperative Crop Reporting Service. The acreage planted to corn this year is 5 per cent. less than last year, and flax acreage increased 4 per cent.

Timely rains and cool weather in June improved the condition of all small grains, except in the Red River Valley where too much moisture, while of benefit, did considerable damage to low land crops. In local areas floods and hail storms did damage, but not enough to affect general state improvement. There was some rust in fields July 1, but up to that time no serious damage resulted. Weather conditions may cause damage later.

Corn acreage shows a decrease of 5 per cent., due to poor yields last year and some abandonment due to wet weather in June. The acreage this year is estimated at 4,286,000 acres, compared with 4,512,000 acres in 1924. The July 1 condition is 81 per cent. of normal, ranging from very good to very poor. The bulk of the crop July 1, outside of the flooded area, was fairly clean. The color was good and the stand, outside of low places, fairly good. Based on the July 1 condition the forecast production is 140,602,000 bushels, compared with 126,336,000 bushels produced in 1924.

Spring wheat condition July 1 was 86 per cent. of normal which is two points below last month, but the forecast yield, based on the par yield, shows an increase of 1,096,000 bushels, or a forecast production of 24,368,000 bushels, compared with 34,313,000 bushels produced last year.

Winter wheat condition July 1 was 73 per cent. of normal, an increase of 9 per cent. over last month, because of improved conditions in the main winter wheat area. Weather the latter part of June was very favorable for development. The forecast production July 1 is 1,640,000 bushels, compared with 2,200,000 bushels produced in 1924.

It is estimated that 4.8 per cent. or 1,723,000 bushels of last year's wheat crop was still on farms in Minnesota July 1, compared with 5 per cent. or 1,039,000 bushels, a year ago.

Oats condition July 1 was 85 per cent. of normal, the same as June 1, but the par yield for July 1 is higher so that the forecast production is 7,497,000 bushels greater, or 149,940,000 bushels, compared with 193,500,000 bushels produced in 1924.

Barley condition July 1 was 85 per cent. of normal, no change from last month, but as in the case of oats the par yield is greater for July, therefore an increase in the forecast production of 1,340,000 bushels, or a total of 25,007,000 bushels, compared with 29,248,000 bushels produced in 1924.

The condition of rye July 1 is 73 per cent. of normal,

Barnes-Ames Company

GRAIN MERCHANTS

Correspondents of

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

DULUTH and NEW YORK

forecasting a production of 8,091,000 bushels, compared with 11,780,000 bushels produced in 1924.

Flax acreage shows an increase of 4 per cent. or 740,000 acres. This is the largest acreage ever seeded to flax in Minnesota. The July 1 condition is 77 per cent. of normal, the crop being damaged some by too much moisture. The forecast production July 1 is 6,268,000 bushels, compared with 8,117,000 bushels produced in 1924.

Van Dusen-Harrington Northwestern Crop Report

Minneapolis, July 15—Some very unsatisfactory conditions have developed in the northwestern spring wheat belt during the past five days. Severe heat, together with lack of moisture in places, has probably reduced the wheat crop of Montana from 15 to 30 per cent. Western North Dakota has also suffered, especially the grain on sandy soil, but the loss in that state is less severe than Montana. In Minnesota and South Dakota the heat has fired the crops to some extent, and is forcing the grain too rapidly to maturity. This will probably reduce the yields of the later fields. Some early wheat has already been harvested in these two states, and has escaped any severe damage.

Black rust has also developed rapidly during the past week. Many fields of wheat that had but a slight trace of it a few days ago, have become quite generally affected. The days have been very hot and sultry, with heavy dews in the morning, followed by showers and sunshine. Durum wheat shows less infection of black rust than bread wheat, but as part of this is late there is still time for damage. Some wheat in the North is over three weeks from maturity.

The outcome of wheat in the Northwest therefore depends entirely upon the weather.

Harvesting of barley and oats started some days ago in South Dakota and Minnesota. The fields vary considerably, but average crops of good quality are anticipated. The heat may reduce the yields somewhat by forcing the ripening of the later oats and barley.

A considerable part of the rye crop has been cut in South Dakota and the southern half of Minnesota. There are occasional good fields of rye, but generally the stand is thin and the heads only moderately filled. The outcome indicated is very much below normal.

The corn crop has made fine progress in Minnesota and South Dakota, and is well above the average for this season of the year. Some of it has started to tassel. Corn has benefited by the hot weather, and, with average conditions from now on, an excellent crop should be harvested. In the northern districts of the Northwest, the crop is very uneven and in places will not amount to much. Some districts, however, are better and the corn will probably mature with fair results.

Our reports on flax indicate that the crop up to this time has not been seriously affected by the heat. There are some fields on light soil in Montana and North Dakota, where the ground has been dry and the flax has burned. There is such a wide variation in the stages of development of flax that it is hard to estimate its condition. With occasional rains and normal weather, the crop, especially in North Dakota, should show very good results.

CROPS IN MONTANA

Helena, Mont.—July's forecast of 43,891,000 bushels of spring wheat for Montana promises the largest spring wheat crop in the history of the state, exceeding the big

crop of 1922 by 2,900,000 bushels and last year's crop by more than \$3,000,000 according to Jay G. Diamond, agricultural statistician for the Federal state crop reporting service, whose July report further forecasts larger returns of the state's principal crops, with the exception of winter wheat and apples.

The report shows spring wheat conditions to be 89 per cent. of normal on July 1 and forecasts a crop of 43,891,000 bushels. Winter wheat is shown to be only 66 per cent. of normal with the probable production amounting to only 3,112,000 compared with 10,796,000 bushels last year.

Winter wheat is close to harvest now, but the spring varieties will average another month before cutting becomes general.

LARGE ELEVATOR AT FORT WILLIAM SOLD

Fort William, Ont.—The Davidson and Smith elevator at the head of the lakes has been sold to the western wheat pool, which will assume the management immediately. This elevator has a capacity of 1,500,000 bushels and was built by Davidson & Smith and was later operated as the Reliance Elevator by a company of that name, in cooperation with the consolidated elevator company. The deal was made through the Canadian Bank of Commerce, and the consideration though not officially given out, is said to be about \$750,000.

CANADA WHEAT OUTLOOK 365,000,000 BUSHELS

Ottawa—The Dominion Bureau of Statistics in a crop report issued July 10 estimates a yield of 365,000,000 bushels of wheat in Canada this year; 468,948,000 bushels of oats, 86,105,000 of barley, 12,970,000 of rye, and 10,480,000 of flax. The total area sown to field crops, exclusive of grain and hay in Canada for 1925 is estimated at 56,103,660 acres, compared with 55,821,643 acres in 1924.

Ship Your Grain

to

CARGILL COMMISSION CO.

Minneapolis

Duluth

The Peavey Company

Handlers of Grain

Minneapolis

BANKERS

Throughout the Northwest recommend this firm as one of the most reliable and up-to-date concerns in the grain business. We handle on consignment the grain shipments of farmers, as well as many farmer and independent Elevator Companies. Let us know your wants—we will show you every attention.

The Van Dusen Harrington Co.

Business founded 1852

Minneapolis

Duluth

Grain Marketing Company Retires

Chicago, July 14—Retirement of the Grain Marketing Company, which was long ago foreshadowed in this correspondence, came to pass last week when the Armour Grain Company took over the open future trades of the cooperative organization and resumed its place in the Chicago Board of Trade Clearing House as did the Rosenbaum Brothers. The Rosenbaum Grain Corporation will follow suit as soon as the finances of Dean-Onativia & Co. are rehabilitated and Emanuel Rosenbaum unscrambles his affairs, and the elevator systems of all three firms will be returned to them with the money last year advanced to the cooperative company. In La Salle Street it is regarded as particularly unfortunate that the Grain Marketing Company's affairs should terminate so unfortunately as it is the only one of similar organizations which has been successful. As a matter of fact, in the past year net profits from operation approximated \$2,000,000, but the campaign carried against the company by former Governor Frank O. Lowden of Illinois against its stock-selling campaign made it impossible to raise the necessary \$4,000,000 to apply on the purchase of the great warehouse system by July 28, when the option expires.

Co-ops Made Money

Definitely and conclusively, so far as the handling of grain and operating in grain futures on the Chicago Board of Trade and other exchanges is concerned, the Grain Marketing Company has retired from active business. Announcement authorized by a former official of the Armour Company in The Commercial West of June 27 that the owners of the elevators would resume operations this month has been verified in spite of the claims made by Grain Marketing Company officials that their organization was a permanent fixture. The Armour Grain Company and Rosenbaum Brothers have been restored to membership in the Chicago Board of Trade Clearing House Association and the Rosenbaum Corporation will be accepted as soon as its affairs are settled. Open trades of the cooperative organization were transferred to the Armour Grain Company on Thursday and that company and Rosenbaum Brothers resumed control of their Chicago and country elevators.

Crop Damage Feared

Fears of damage to spring wheat by high temperatures on Friday, Saturday and Sunday created a near panic among the numerous bears around La Salle Street, and there was a definite note of bull courage in the atmosphere late last week and early this. Old time leaders of former bull pools were among the largest buyers on the Board of Trade on Saturday, and some credence was placed in reports that black rust had invaded the spring wheat belt. Liverpool's failure to respond to a reaction here on Friday was taken as an indication that foreign buying has been resumed on a large scale, and forecasts of a further reduction in the amount afloat for Europe and amplified decrease in the visible supply kept the home fires of the bull party burning. Further damage to oats and disappointing area seeded in Canada to rye aided the cause of the longs. Two crop reporters covering Minnesota and North Dakota bombarded the Board of Trade with scare messages concerning the spread of black rust, and the fact that a large short interest exists aided in giving the market a bullish appearance.

Wheat Leads Advance

Wheat has displayed indications of resiliency after a

period of depression during which there was a decline of nearly 30c from the May high level, and uneasiness created by the Dean-Onativia failure and uncertainty surrounding the future of the Grain Marketing Company has been allayed by reports of crop deterioration in spring wheat territory. As a result prices rallied 10@14c. Expert buying became more pronounced as prices fell back and total takings for the week approximated 2,000,000 bushels. Liverpool became stronger and advanced on the strength of advices from the continent that crops had been damaged by heat, and Argentine markets displayed a better undertone as a result of the reduction in surplus supplies, which now approximate 47,000,000 bushels compared with 63,000,000 bushels a year ago. Argentina's seeding has been completed over an area 4 per cent. larger than last year. Spain reported a prospective yield of 128,000,000 bushels compared with 108,000,000 bushels last year and sales by Russia to Italy were noted. Early in the week rains and cooler weather favored northwestern crops and also Canadian, and in the winter wheat country harvesting progressed rapidly and deliveries of new from first hands were fairly large.

Corn Has Good Start

Corn rallied 8c for the nearby deliveries, but only 6c for December owing to the generally favorable outlook for the crop. Fine weather and rains have provided the fields in surplus states with an excellent start and the foundation for a large yield, and this alone had a depressing influence which was offset only by the scarcity of desirable grades. Although deliveries were free on July contracts, No. 2 and No. 3 yellow were scarce and commanded a premium of 4½@9c over the July for fresh shelled owing to the increased demand from shippers and industries. There was a decrease of 4,813,000 bushels in the amount on passage for Europe and the total was 9,486,000 bushels smaller than a year ago. World's shipments were about 1,000,000 bushels smaller and 3,500,000 bushels below those of a year ago and Bradstreet's noted a decrease of 1,862,000 bushels in the visible supply, but the total was 6,200,000 bushels more than in 1924. Local stocks were cut down 515,000 bushels to a quantity 4,600,000 bushels greater than in 1924 at this time. Arrivals at primary markets decreased 740,000 bushels and were 953,000 bushels less than a year ago.

Oats Charters Large

Oats recovered 4c after a long period of weakness. Charters for 1,000,000 bushels to go to Buffalo removed local tension, and progress of the harvest in the Northwest was checked by rains. Premature ripening of late sown fields and short heads in Illinois and Indiana suggested a further recession in the year's prospective yield. Spot prices were ½@1c over the July for No. 3 white and some export buying was noted. Receipts at leading markets fell off 280,000 bushels, but were 29,000 bushels larger than a year ago.

Rye improved 7c from the week's lowest level, investment being accelerated by the fact that prices are at a large discount under wheat and resumption of export buying. Exports of 1,608,000 bushels compared with 241,000 bushels in the preceding week and the visible fell off 1,548,000 to a quantity 10,240,000 bushels less than in 1924 for the corresponding period.

Grain Trade Gossip

"The wheat situation continues to look strong to us," said J. P. Griffin of J. S. Bache & Co., "but owing to the lack of leadership and aggressive buying purchases should be made on the declines only. The Government exploded the prevalent idea of a large corn crop. There is some deterioration in the Southwest from heat and drought. December and September corn look attractive at present prices. Conditions in hay and forage justify higher levels for oats."

Trading in grain futures on the Board of Trade last week showed a marked gain. Total business was 371,749,000 bushels, compared with 264,105,000 bushels in the same week last year. Of this 259,301,000 bushels was in wheat, 107,258,000 bushels corn, 19,956,000 bushels oats and 7,234,

The ALBERT
DICKINSON
 COMPANY
SEEDS
 FIELD SEEDS SEED GRAINS
 POULTRY AND LIVESTOCK FEEDS
 Minneapolis Chicago

000 bushels rye. In the corresponding week last year trading in wheat was only 145,251,000 bushels, corn 92,772,000 bushels, oats 16,489,000 bushels and rye 9,593,000 bushels.

Cash corn premiums, which were as high as 9c over the July for No. 2 and No. 3 yellow fresh shelled early in the week, broke 3 to 6c owing to a continuation of the hot weather, which is making corn very fast.

L. W. Leisner of New York, John C. Ross of Vancouver, B. C., and Edward H. MacKenzie of Chicago have been elected members of the Chicago Board of Trade.

Crop observer Bryant and a number of lesser lights in the crop scout service for Board of Trade members are covering Minnesota and figure wheat will be ready to cut this week.

The figures contained in the Government report on wheat were slightly in excess of private estimates and were considered bearish, but the figures concerning the area and estimated yield of corn created surprise as they were far below expectations, while the estimate of oats approximated the ideas of floor traders.

That there has been a tremendous decrease in the volume of speculative business in grain futures on the Chicago Board of Trade is shown in a statement prepared by Dr. J. W. T. Duvel, head of the grain futures administration. In June transactions in wheat, corn, oats and rye deliveries reached a total of 2,413,613,000 bushels. This compares with 3,219,506,000 bushels in March, when Chicago and New York Olympians of speculation were matching their forces against one another in a riot of operations in the May deliveries of wheat and corn. This decrease of 805,893,000 bushels.

Compared with March trading, transactions in wheat last month fell off 475,015,000 bushels, corn 226,255,000 bushels, oats 33,436,000 bushels and rye 61,187,000 bushels, but at the same time business on the Chicago Board of Trade was 90 per cent of the total on other licensed exchanges in Minneapolis, Kansas City, Duluth, St. Louis, Milwaukee, San Francisco, Los Angeles and Baltimore.

With the exception of May, the open interest in the market here on July 1 was the smallest in nine months, the total of 209,237,000 bushels comparing with the high mark of 329,379,000 bushels in February, when Arthur Cutten and his associates and Livermore pool were reputed to be carrying the largest line of open trades in the history of the grain trade.

REVIEW OF THE LIVE STOCK MARKETS

(Continued from page 43)

evenly 25c or more lower. On Tuesday's session fed steers and yearlings were weighed at \$8.00 to \$13.00 with fed heifers at \$7.00 to \$12.00 and cows down to \$6.50. Grass cows and heifers found an outlet at \$4.00 to \$7.00 with canners and cutters from \$3.75 downward to \$2.25. Veal calves found a fairly active outlet at \$9.00 for better lights, seconds selling downward too \$5.00. Feeder steers turned at \$6.00 to \$8.00 for the long string with stockers and yearlings from \$7.25 down to \$4.50. Feeding cows went to the scales at \$2.75 to \$3.50, heifers at \$3.50 to \$6.00.

Hogs have had an uneven trend this week, better butcher and bacon hogs selling around 25c lower while packing grades have gained 25 to 50c. Bulk of all hogs sold today at \$12.00 to \$13.50 within an extreme range of \$11.50 to \$13.50. Fat lambs have netted an advance of 50c since last Tuesday, bulk of natives going at \$15.00.

"CROP GAINS BRIGHTEN OUTLOOK"—G. M. REYNOLDS

(Continued from page 13)

quarters will be ready for occupancy by September 1.

Ray N. Van Doren, formerly general solicitor of the Chicago & Northwestern, has been appointed vice president and general counsel. Samuel M. Cady has been promoted to be general solicitor and Nye F. Morehouse has been appointed assistant general solicitor.

Jackson Kemper Dering, president of the J. K. Dering Coal Company, died in the Waukegan hospital last Tuesday. He was born in Darlington, Wis., in 1870 and came to Chicago in 1888.

The annual golf tournament of the Chicago & Cook

County Bankers' Association will be held on August 4 at Long Beach near Michigan City.

According to Rogers & Tracy Chicago bank stocks continued strong all week. Continental & Commercial was in demand at 353 with stock for sale at 357. Northern Trust was wanted at 412 with no stock coming into the market. First National after selling at 478 last week was wanted at 490. Peoples Trust sold at 264 and 265 and more stock is wanted at 265. Union Trust sold at 334 which is a new high level for the present capital. Illinois Merchants was better at 478 bid. Among the outlying stocks West Englewood Trust & Savings was wanted at 295 and the cheapest offerings at 300. Chatham State sold at 150, at which price more stock is wanted. Stony Island State Savings new stock is quoted 197½ bid, 215 asked.

DEAN-ONATIVIA ESTABLISH RECORD IN FINANCE

(Continued from page 15)

5½ per cent. notes maturing in five years was brought out by the Harris Trust & Savings Bank and the National City Company at 99 and interest, yielding 5.75 per cent.

Sanitary District Return Low

A syndicate headed by Marshall Field, Glore, Ward & Co., and including the Guaranty Company, Ames, Emerich & Co., Stevenson, Perry, Stacy & Co., William R. Compton & Company, and Northern Trust Company, brought out \$5,000,000 Sanitary District of Chicago 4 per cent. bonds, due 1926 to 1945, at prices to yield from 3.50 to 4 per cent. This syndicate received the award of the bonds on a bid of 99.229, which compares with a bid of 98.8189 made by a banking group for \$3,000,000 last February, when the bonds were offered for public subscription at prices to yield 3.75 to 4.05 per cent. The price paid for the last offering is the highest for several years.

Hayden, Stone & Co., William R. Compton Company and Stevenson, Perry, Stacy & Co., offered \$6,750,000 International Cement Corporation 7 per cent. cumulative preferred stock at \$105.50 and dividends, to yield 6.83 per cent. The company controls plants in various sections of the United States and average net earnings for five years to December 31 last were \$2,040,918, or 2.85 times dividend requirements.

DAIRYING INCREASING IN NORTHWEST

Minneapolis—With shipments of cows worth more than \$17,000 to cities in North and South Dakota during the past week, officials of the Agricultural Corporation said they saw an increase in dairying in the Northwest.

Altogether, 11 cars, carrying 204 Holstein and Shorthorn milk cows, were shipped through Minneapolis.

Officials of the corporation are making arrangements to handle large numbers of cows during the summer.

Last year 32,000 sheep were purchased through the corporation and buyers have realized an average of between \$3 to \$4 a head for wool alone.

Since 1885

Bankers have recommended

McCARTHY BROS. CO.

MINNEAPOLIS

DULUTH

May we serve you and your customers?

Write for sample sacks.

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.

Farmers' Problems and Suggested Remedies

Secretary of Agriculture Jardine Delivers an Enlightening Independence Day Address at Mandan, North Dakota

Mandan, N. D.—Emphasizing the imperative need of putting farming on a strict business basis through scientific marketing and standardization and grading of farm products, Secretary of Agriculture W. M. Jardine in an address here July 4 pledged the support of his department to the building up in the United States of a prosperous land owning population.

Following are excerpts from his address:

"It is particularly appropriate that farmers and other men and women interested in agriculture should be gathered together on Fourth of July. Our independence, the declaration of which we celebrate today, was won in large measure through the fighting, the suffering and the heroism of farmers. In every war in which the country has been engaged, farmers have more than done their part.

"No body of men upholds the principles of liberty more strongly than do farmers. This is true not only in war but also in peace. Liberties must be defended, rights must be maintained, at all times, and in this constant struggle the farmer never fails to take an important part. His struggles with nature have given him the understanding, the courage, and the perseverance that enable him to cope likewise with the social, economic and political problems that confront him. To the farmer Independence day is a genuine reality, not only calling to mind the past and laying emphasis on the applications of history to the problems of the present, but opening new vistas of liberty for the future.

The Farm—A Business and a Home

"The farm is a business, but it is more—it is a home. We are interested in better financial returns for the farmer only as that means better living. We want men and women to stay on the farm, not merely because they have been able to make a living there, but because they have been profoundly satisfied with a farm life. We must have good rural schools, good rural churches, good roads, wholesome recreation and pleasure if farm life is to prove attractive in the highest degree.

"My efforts will be directed to help bring about an efficient, stable and profitable agriculture which will provide a standard of living which is in accord with American ideals. To this end I solicit your whole hearted cooperation. A firmly established, enlightened and prosperous landowning population is not only a great national asset but it is the safest balance wheel in our civilization.

"Farming is a business. It is a highly specialized and complicated business. As a business it must be conducted along efficient lines, if it is to succeed. Wasteful methods will result in loss, and perhaps in failure, in farming as surely as in other business. I believe that the farmer who fully reckons with all the factors that may influence his business and who conducts his farming along the most efficient lines will succeed. On the other hand, I also believe that the inefficient farmer will fail.

The Farmer Controls His Destiny

"A farmer can determine his acreage and the number of live stock he carries, but his control over yields is limited. It is also true that the quality of farm products may be influenced by climatic and soil conditions over which the farmer has no control. Yet, despite these facts, there can be no doubt that the farmer can do much to adjust better his production to the demand.

"Our wheat acreage has been reduced in six years from 75,000,000 to 54,000,000 acres. This reduction was made because farmers saw plainly that too much wheat was being raised. This spring there were 18 per cent. fewer hogs than a year ago, and indications pointed to higher prices for hogs during the following 18 months than at any time since 1920. The wide awake farmer had these facts in mind and knew that conditions were favorable for expanding fall farrowing. In short, the farmer must study his market quite as carefully as he studies his farming operations. He must know the needs of local, regional, national and even world markets if he is to conduct his business along most profitable lines.

"The success of cooperative associations hinges upon a number of factors. First of all, I should say they must have honest and efficient management. If you will carefully scan the cooperatives that have been successful, you will find that invariably they have been fortunate in having efficient managers. It is equally important that the farmer members of the cooperative take a personal and active part in the activities of their organization and cooperate with the management in solving its many problems. If the members have the feeling of responsibility for the success of the association, they will see to it that their association is honestly and efficiently managed.

Grain Exchanges

"Farmers in this section of the country are particularly interested in the violent fluctuations of grain prices during more recent months. During the investigation carried on by the Department of Agriculture to determine the causes of these disastrous price changes I made certain suggestions to representatives of the Chicago Board of Trade and called upon them to consider constructive measures to prevent a similar situation in the future. As I see it, the grain exchanges of this country perform a useful function—at least we have perfected no better system of marketing. But when the price of wheat fluctuates 12 or 13 cents in a day it indicates to me that there is something wrong. There is no agency that can bring about more effectively a correction of this situation than the grain exchanges themselves. They must realize that they have to a large extent lost the confidence of the people and can regain this only by thoroughly putting their house in order. If they fail voluntarily to take appropriate action it is my purpose to exercise to the fullest extent such power as the existing law gives me to require them to do so."

Solution of Farm Problems

The Secretary in the course of his exhaustive discussion of the agricultural problems of the country, for their solution suggested these policies:

Better farm business methods, including so far as possible the adjustment of production to the prospective needs of the consumer;

Greater reliance by individual farmers and farm organizations upon the information service and advice of the Department of Agriculture;

The maintenance of a liquid cash and staple reserve by farmers to tide them over bad crop years, as against reinvestment of all available profits in more land.

Crop diversification, both as a protection against losses from the failure of a single crop and for its effect on the fertility of the land;

Greater attention to the production of vegetables, eggs, butter and similar products at home to reduce "out of pocket" costs of the farm;

More diligence in securing the best possible results from the land already under cultivation, to offset any tendency toward over-expansion in the opening up of new agricultural areas.

Further standardization and grading of farm products to insure the best market price and simplify marketing;

A more adequate application of the cooperative marketing policy, tending toward increased efficiency in the associations already in existence rather than the formation of new associations.

No recommendations for legislation were contained in the Secretary's speech, which was directed rather to the methods by which the farmer can help himself to better his condition through intelligent application of the accepted principles of sound business.

MONEY IN CIRCULATION IN THE UNITED STATES

Washington—Total money in circulation, July 1, amounted to \$4,754,235,973, or \$41.49 per capita, against \$41.89 per capita June 1. All money in stock July 1 amounted to \$8,225,745,924, of which gold coin and bullion constituted \$4,390,231,068.

Government Crop Report for July

The crop reporting board of the United States department of agriculture makes the following forecasts and estimates from reports and data furnished by crop correspondents, field statisticians, and co-operating state boards (or departments) of agriculture and extension departments for the United States:

Crop—	—Acreage 1925—		—Condition—			
	Pct. of 1924	Acres	July 1, 1925	June 1, 1925	July 1, 1924	July 1, 1924 yr. av.
Winter wheat..	90.1	22,813,000	65.9	66.5	77.9	79.3
Spring wheat..	119.2	21,181,000	88.1	87.1	81.9	85.0
All wheat.....	99.6	53,994,000	73.4	73.2	79.0	81.1
Corn	101.5	106,621,000	86.4	.....	72.0	83.6
Oats	104.7	44,467,000	76.3	79.6	86.9	84.9
Barley	124.6	8,826,000	81.2	83.1	80.2	85.7
Rye	100.3	4,184,000	76.8	78.6	86.9	84.7
Flaxseed	105.4	3,466,000	81.6	.....	86.8	84.7
Rice	111.9	998,000	87.0	.....	91.1	89.3

Production of Leading Grains

Crop—	—Total production in millions—		—Yield per acre—			
	Forecast from cond.	Harvested—	Fore—	Harvested—	5 yr. av.	5 yr. av.
July 1, 1925	1924	5 yr. av.	1925	1924	1920-'24	1924
Winter wheat, bu.	464	590	592	12.3	16.2	14.7
Spring wheat, bu.	276	283	245	13.0	15.9	12.3
All wheat, bu.....	680	873	837	12.6	16.1	13.9
Corn, bu.	3,095	2,437	2,935	29.1	23.2	28.3
Oats, bu.	1,292	1,542	1,328	29.1	36.3	31.3
Barley, bu.	208	188	182	23.6	26.5	24.5
Rye, bu.	54.1	63.4	70.4	12.9	15.2	14.1
Flaxseed, bu.	26.1	30.2	15.3	7.5	9.2	8.2
Rice, bu.	38.1	34.0	39.8	28.1	38.1	39.0

Corn Acreage and Crop by States

State	—Condition—		—Production in thous. of bu.—			
	July 1, 1925	Forecast	10-yr. av.	1925	1924	Five-year average
Pennsylvania ..	1,640	90	85	73,800	55,692	66,567
Ohio	3,869	90	83	161,222	94,900	146,224
Indiana	4,879	92	82	197,502	116,916	170,292
Illinois	9,634	93	84	367,137	293,600	212,817
Wisconsin	2,185	90	83	88,886	57,980	85,279
Minnesota	4,286	81	83	140,602	126,336	138,451
Iowa	11,102	95	87	469,337	304,752	422,372
Missouri	6,890	89	82	217,690	170,612	188,230
South Dakota..	4,636	88	84	142,789	99,990	118,067
Nebraska	8,736	93	86	251,859	203,280	224,198
Kansas	6,691	81	81	130,073	130,905	116,176
Kentucky	3,363	94	87	101,159	80,850	89,359
Tennessee	3,222	86	85	84,498	69,718	81,624
Texas	3,956	40	78	40,351	78,200	116,972
Oklahoma	2,880	61	82	40,406	65,600	63,324
U. S. totals....	106,621	86.4	83.6	3,095,176	2,436,513	2,934,649

Winter Wheat Yield

State	—Condition—		—Production in thous. of bushels—			
	July 1, 1925	Forecast	10-yr. av.	1925	1924	Five-year average
New York	80	86	6,956	7,186	6,588	8,251
Pennsylvania ..	86	88	21,438	21,333	19,850	22,926
Maryland	93	84	9,375	9,198	8,532	9,602
Virginia	86	85	9,941	9,350	9,628	10,120
Ohio	59	82	21,416	19,408	37,313	34,982
Indiana	67	78	24,709	23,354	21,365	28,684
Illinois	68	78	37,705	37,705	34,251	46,697
Michigan	65	81	12,579	14,656	19,888	15,959
Missouri	79	76	30,137	28,465	24,589	34,501
Nebraska	63	79	33,337	33,738	54,483	51,090
Kansas	53	75	74,119	83,909	152,644	126,298
Texas	6.0	76	4,152	4,708	25,826	18,715
Oklahoma	8.2	76	24,902	26,558	54,874	45,116
Montana	66	70	3,112	2,467	10,893	8,809
Colorado	55	82	13,530	14,688	15,974	15,904
Washington ..	82	81	10,002	9,384	19,354	29,292
Oregon	91	87	6,882	6,610	13,035	17,915
U. S. totals....	88.1	85.0	275,739	252,729	282,636	242,159

Spring Wheat in Six States

State	—Condition—		—Production in thous. of bushels—			
	July 1, 1925	Forecast	10-yr. av.	1925	1924	Five-year average
Minnesota	86	88	24,368	23,272	34,313	26,044
North Dakota ..	89	84	103,884	95,081	134,618	98,728
South Dakota ..	84	89	27,103	21,978	32,018	29,584
Montana	89	79	43,982	39,085	40,775	34,033
Idaho	99	87	18,444	17,940	12,180	15,862
Washington ..	86	77	28,483	28,616	7,946	14,814
U. S. totals....	88.1	85.0	175,739	253,729	282,636	245,159

Oats Crop Short

State	—Condition—		—Production in thous. of bushels—			
	July 1, 1925	Forecast	10-yr. av.	1925	1924	Five-year average
New York	86	86	33,693	34,332	34,056	32,851
Pennsylvania ..	78	90	24,205	29,380	37,080	38,653
Ohio	75	84	62,530	66,255	64,657	52,084
Indiana	65	84	56,005	55,246	70,034	54,623
Illinois	68	85	127,728	129,836	163,680	140,345
Michigan	59	83	38,997	49,645	67,200	50,787
Wisconsin	89	90	100,406	94,817	103,600	93,832
Minnesota	85	89	149,940	142,442	193,500	145,990
Iowa	81	88	203,129	196,072	248,282	213,986
Missouri	80	83	43,520	43,911	41,745	39,381
North Dakota ..	87	85	68,600	63,556	93,364	67,263
South Dakota ..	80	90	76,320	67,654	98,050	76,906
Nebraska	73	84	69,113	73,938	76,136	73,277
Kansas	64	75	41,245	45,617	39,806	41,299
Texas	12.2	76	13,259	21,189	48,892	38,509
Oklahoma	22.0	72	31,042	32,199	38,880	36,526
Montana	91	80	24,015	21,896	19,854	17,948
U. S. total....	76.3	84.9	1,292,101	1,295,456	1,541,900	1,327,642

Barley in Principal States

State	July 1, 1925	Forecast	10-yr. av.	1925	1924	Five-year average
New York.....	85	85	7,069	7,437	6,900	4,870
Illinois.....	84	90	7,129	7,170	7,781	6,016
Michigan.....	60	85	3,078	3,818	4,743	4,414
Wisconsin.....	90	90	15,179	13,832	13,536	13,513
Minnesota.....	85	89	25,907	24,567	29,248	23,687

Iowa	85	91	5,494	5,248	4,710	4,393
North Dakota..	87	85	22,416	30,294	35,100	23,839
South Dakota..	85	90	22,055	18,019	22,428	21,491
Nebraska	75	85	5,925	6,275	6,275	6,492
Kansas	47	74	10,898	14,490	11,550	16,937
Texas	7.2	75	245	467	3,220	2,249
Oklahoma	14.0	74	1,834	2,016	4,675	3,035
Montana	91	82	4,316	4,185	3,100	2,154
Colorado	73	88	8,997	8,262	8,160	6,026
Idaho	100	88	4,480	4,256	2,958	3,170
Washington ..	94	82	5,025	4,930	2,640	2,828
Oregon	98	86	5,392	5,270	2,425	2,464
California	88	82	33,657	34,943	10,080	27,207
U. S. total....	81.2	85.7	208,475	204,687	187,875	182,382

Rye Crop Short

New Jersey.....	92	93	1,148	1,155	1,138	1,083
Pennsylvania ..	89	92	2,378	3,397	3,264	3,367
Ohio	80	89	1,079	971	1,280	1,238
Indiana	72	89	2,885	3,026	3,682	3,988
Illinois	76	89	2,144	2,232	2,580	3,282
Michigan	72	89	4,014	4,514	6,006	8,191
Wisconsin	78	89	3,939	3,838	5,457	5,773
Minnesota	73	85	8,091	8,012	11,780	13,205
North Dakota..	73	73	13,022	12,013	13,860	14,421
South Dakota..	69	87	2,505	2,414	2,956	4,277
Nebraska	84	88	1,986	1,995	1,914	1,868
Montana	79	80	2,184	2,132	1,750	1,719
U. S. total....	76.8	84.7	54,104	53,317	63,446	70,410

*Interpreted from condition reports. Forecasts increase or decrease with changing conditions during the season. The amount of wheat remaining on farms July 1, 1925, is estimated at 3.4 per cent. of last year's crop, or about 29,705,000 bushels, as compared with 30,980,000 bushels on July 1, 1924, and 41,097,000 bushels, the average of stocks of wheat on July 1 for the five years 1920-1924.

RUBBER PRICE RISES TO 96 CENTS IN NEW YORK

New York—Prices for rubber for immediate delivery touched 96c a pound in the New York market July 8 after a sharp advance based on higher quotations in the London Market.

This quotation was the highest for the year, if not a new record and is attributed to the effects of the British restriction act coupled with an active demand by factory buyers.

A GOOD FIRM TO SHIP TO

They can handle your Wheat, Oats, Rye, Corn, Barley and Flax.

ATWOOD-LARSON CO., Inc.

1005 Chamber of Commerce
MINNEAPOLIS

519 Board of Trade
DULUTH

Woodward-Newhouse Co.

GRAIN COMMISSION

MINNEAPOLIS - DULUTH

O. T. NEWHOUSE, Pres.

CHAS. E. KLINE, Secy.

C. L. NEWHOUSE, Vice Pres.

W. L. WALTER, Treas.

TURLE & CO.

Established 1885

MINNEAPOLIS

DULUTH

FORTY YEARS DEVOTED TO SERVING THE BEST INTERESTS OF COUNTRY SHIPPERS. BIG ENOUGH TO MEET YOUR FINANCIAL REQUIREMENTS. SMALL ENOUGH TO GIVE YOU THAT INDIVIDUAL SERVICE WHICH IS SO DESIRABLE.

THOMSON & McKINNON

NEW YORK

CHICAGO

INDIANAPOLIS

Brokers

GRAIN, PROVISIONS, COTTON, STOCKS, BONDS

MEMBERS:

New York Stock Exchange
New York Cotton Exchange
Chicago Board of Trade
Chicago Stock Exchange
And All Leading Exchanges

ST. PAUL OFFICE

131 ENDICOTT BLDG.

PHONE: CEDAR 3710

STOCKS OF GRAIN AT MINNEAPOLIS

Wheat in Minneapolis public elevators, as reported by the Chamber of Commerce on July 11, with comparisons, in bushels (000's omitted):

	1925	1924	1923	1922
No. 1 dark	1,454	2,220	3,199	711
No. 1 northern	763	907	1,026	34
No. 2 northern	334	1,042	1,666	698
Others	1,839	2,360	5,437	1,452
Totals	4,390	7,529	11,328	2,895

Stock of coarse grain in public elevators in Minneapolis, in bushels (000's omitted):

	July 11	July 4	July 12	July 14	July 15
Corn	230	278	1924	1923	1922
Oats	13,341	13,702	59	18	1,326
Barley	87	112	334	2,147	15,825
Rye	444	495	84	465	270
Flaxseed	235	243	5,342	4,428	10
			21	19	5

STOCKS OF GRAIN AT DULUTH AND SUPERIOR

Grain stocks in Duluth and Superior elevators as on July 13, showing changes in the week: Wheat—Nos. 1 and 2 dark northern and Nos. 1 and 2 northern, 1,879,413 bushels; No. 3 dark northern and No. 3 northern, 36,216 bushels; other spring, 2,207,417 bushels; Nos. 1 and 2 amber durum and No. 2 durum, 127,224 bushels; No. 3 amber durum and No. 3 durum, 17,588 bushels; other durum, 1,056,623 bushels; Nos. 1 and 2 dark hard winter and Nos. 1 and 2 hard winter, 7,449 bushels; other winter, 1,257 bushels; bonded 15,140 bushels; total wheat, 5,348,328 bushels; decrease, 738,736 bushels.

Coarse grains—Oats, 3,467,981 bushels; decrease, 1,019,092 bushels; barley, 393,123 bushels; decrease, 36,276 bushels; rye 261,096 bushels; decrease, 880,664 bushels; flaxseed, 345,390 bushels; decrease, 33,980 bushels.

MINNEAPOLIS-DULUTH-SUPERIOR WHEAT RECEIPTS

Receipts of wheat in Minneapolis and Duluth from September 1, 1924, to July 11, 1925, compared with the corresponding period of previous years, in bushels (000's omitted):

	1924-25	1923-24	1922-23	1921-22
Minneapolis	93,943	92,800	119,422	92,150
Duluth	105,033	33,126	60,283	46,063
Totals	198,976	125,926	179,706	138,213

GRAIN STOCKS AT CHICAGO

(000's omitted)

	Public	Private	Total	Yr. ago
Wheat	890	1,562	2,452	9,414
Corn	2,003	3,701	5,704	1,804
Oats	1,216	4,304	5,520	472
Rye	3,451	95	3,546	2,277
Barley		157	157	58

UNITED STATES VISIBLE GRAIN SUPPLY

	Last wk.	Prev. wk.	Last yr.
Wheat	25,966	26,760	34,238
Corn	10,646	13,094	5,629
Oats	29,124	33,263	3,780
Rye	5,466	7,160	16,476
Barley	1,569	1,383	416

CANADIAN VISIBLE GRAIN SUPPLY

	This week	Last week	Year ago
Wheat, bushels	27,163,000	28,406,000	29,006,000
Oats, bushels	6,040,000	6,006,000	14,381,000
Barley, bushels	1,960,000	2,240,000	1,576,000
Rye, bushels	1,043,000	1,600,000	2,134,000

NORTH AMERICAN EXPORTS OF GRAIN

	Past week	Prev. week	Last year
Wheat and flour	5,369,000	4,653,000	6,735,000
Corn	87,000	26,000	32,000
Barley	774,000	433,000	777,000
Oats	1,503,000	1,492,000	925,000
Rye	1,677,000	1,657,000	271,000

WORLD GRAIN SHIPMENTS

	Past week	Prev. week	Last year
Wheat	7,488,000	7,546,000	11,564,000
Corn	3,761,000	4,813,000	5,767,000
Oats	1,664,000	2,388,000	1,635,000

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:

	July 11	July 4	July 12	July 14
Minneapolis	243,388	233,309	215,765	281,975
St. Paul	8,308	6,998	4,830	11,180
Duluth-Superior	18,940	16,860	13,260	16,010
Milwaukee	7,000	6,000		5,000

	277,586	263,167	233,855	314,165
Totals	277,586	263,167	233,855	314,165
Outside mills*	161,847	163,532	176,178	189,288

	439,433	426,699	410,033	503,553
Aggregate spring	439,433	426,699	410,033	503,553
St. Louis	26,800	16,500	23,800	29,800
St. Louis†	33,400	23,200	30,500	29,200
Buffalo	182,934	180,399	151,635	117,925
Chicago	34,000	34,000	28,000	17,000
Kansas City	103,238	100,113	103,103	111,475
Kansas City‡	264,313	312,644	253,532	264,415
Kansas City§	20,959	22,995	20,221	17,970
Omaha	15,566	44,089	12,515	21,605
St. Joseph	24,313	24,384	15,340	10,230
Salina	28,772	29,659	32,886	41,645
Wichita	30,200	25,100	25,200	27,400
Toledo	57,100	64,590	71,975	57,505
Toledo¶			5,490	6,225
Indianapolis		41,964	76,164	85,720
Nashville**		9,256	18,318	22,895
Portland, Ore.				

Seattle	25,797	21,278	23,720	23,500
Tacoma	19,953	19,483	17,387	10,370
*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 July 11, 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	13,925	8,342	3,525	1,855
Duluth	16,417	6,811	14,968	5,992
Totals	30,342	15,153	18,493	7,847

MINNEAPOLIS GRAIN FUTURES

	July	July	July	July	July	July
Wheat—	9	10	11	13	14	15
July	1.49	1.47	1.53	1.58	1.58	1.56
September	1.42	1.41	1.47	1.54	1.53	1.53
December	1.44	1.42	1.47	1.54	1.53	1.53
July						
July	9	10	11	13	14	15
Rye	.93	.91	.96	.99	.99	.97
Oats	.42	.41	.43	.44	.43	.43
Flax	2.46	2.48	2.58	2.65	2.60	2.60
Barley	.82	.82	.83	.84	.83	.83
September						
July	9	10	11	13	14	15
Rye	.95	.91	.98	1.01	.99	.99
Oats	.42	.41	.43	.43	.43	.43
Flax	2.40	2.44	2.51	2.58	2.57	2.57
Barley	.72	.71	.72	.74	.74	.74

DULUTH GRAIN FUTURES

	July	July	July	July	July	July
July	9	10	11	13	14	15
Durum	1.42	1.39	1.42	1.46	1.46	1.43
Flax	2.47	2.52	2.56	2.58	2.57	2.53
September						
July	9	10	11	13	14	15
Durum	1.32	1.30	1.25	1.40	1.40	2.38
Flax	2.45	2.47	2.54	2.59	2.58	2.52
October						
July	9	10	11	13	14	15
Flax	2.55	2.55	2.55	2.55	2.56	2.51

CHICAGO GRAIN FUTURES

	July	July	July	July	July	July
July	9	10	11	13	14	15
Corn	1.00	1.02	1.05	1.07	1.06	1.05
Oats	.45	.45	.47	.46	.45	.44
Rye	.97	.95	1.00	1.01	.98	.98
September						
July	9	10	11	13	14	15
Corn	1.03	1.03	1.07	1.09	1.08	1.06
Oats	.46	.45	.47	.47	.47	.46
Rye	.99	.96	1.02	1.04	1.01	1.00
December						
July	9	10	11	13	14	15
Corn	.86	.86	.89	.91	.89	.87
Oats	.48	.47	.48	.50	.49	.48
Rye	1.01	.99	1.04	1.07	1.05	1.03

WINNIPEG GRAIN FUTURES

	July	July	July	July	July	July
July	9	10	11	13	14	15
Wheat	1.59	1.58	1.63	1.64	1.63	1.63
Flax	2.21	2.22	2.27	2.27	2.37	2.24
October						
July	9	10	11	13	14	15
Wheat	1.33	1.31	1.36	1.42	1.40	1.39
Flax	2.18	2.19	2.23	2.23	2.25	2.26
December						
July	9	10	11	13	14	15
Wheat	1.30	1.28	1.33	1.28	1.37	1.36

WHEAT RECEIPTS—CARS

	Minneapolis	Duluth	Chicago	Winnipeg
1925	1925	1925	1925	1925
Year	Year	Year	Year	Year
ago	ago	ago	ago	ago
July 9	193	132	47	32
July 10	99	135	35	53
July 11	186	150	27	41
July 13	238	231	54	84
July 14	63	140	40	79
July 15	158	231	22	21
	28	156	118	232

MINNEAPOLIS RECEIPTS—COARSE GRAINS

	Corn	Oats	Rye	Barley	Flax
July 9	20	20	0	11	12
July 10	18	14	4	18	4
July 11	26	23	7	84	2
July 13	38	42	6	36	17
July 14	8	9	1	14	2
July 15					

THE COLLECTION OF COUNTRY BANK DEPOSITS

(Continued from page 26)

interest to note that our transit department is divided into sixteen separate divisions, each of which strikes its own balance three times daily. In this way, it is comparatively easy to locate and correct errors.

The transit problem, thus far, seems a simple one, were it not for the difference in customs and usages throughout the different sections of our land.

There is the problem of collecting items as cheaply as possible, first of all; and with the minimum amount of time in transit. It is in the solution of these problems that large collecting banks have made wonderful strides in the last ten or fifteen years.

There was a time when little attention was paid to collection costs. Correspondents were required, of course, to keep balances of presumably sufficient amount to yield a loaning income to the collecting bank, above the expense of handling the items.

The dividing line between profit and loss on these accounts was vague, at best; and this was a source of constant worry to bankers, particularly in the large reserve centers.

With the advent of the Federal Reserve System, many evils, particularly those of excessive exchange charges, were to a large extent, eliminated, and still many corresponding bank accounts were liabilities, rather than assets to the collecting bank.

Another great advantage for which the Federal Reserve System is, to a large extent responsible, is the more direct routing of items.

I have heard where, at one time, one of the old Cleveland banks routed items on Berea (only fifteen miles distant from Cleveland) to a bank in Cincinnati, because the Berea bank had an account there. Think of the loss of time!

So we struggled along until necessity—that "mother of invention"—helped to find a cure. Necessity existed, much of it, for a clear understanding of funds in transit.

Analyzing Accounts

This was the beginning of the present custom of analyzing accounts.

You have heard much of the "floats," that indefinite something which was often talked about, but little understood.

In order to know whether an account is profitable or not, it is necessary to determine when its transit becomes available as immediate credit to the collecting bank. To find this availability, the Federal Reserve schedule is generally used. The float, or time that items are outstanding, is noted on incoming letters, from which it is reduced to a one-day basis.

The total ledger balance for the interest period, minus the total float reduced to a one day basis, for that period, gives the total realized balance.

To obtain the average realized balance is a matter of simple division by the number of days in that period.

However, the analysis of accounts does not end at this point, inasmuch as to determine the profit and loss of an account, it is necessary to take into consideration the various expenses, incidental to handling the account. This means the general overhead, such as heat, light, rent, clerk-hire, equipment, etc.

It is practically impossible to arrive at a flat rate, as expense per item for collecting, to be used generally, as the cost of doing business varies in different localities.

Collection Department

Another department giving many and various services in the collection of bank deposits, is the collection department. This department, in most large banks, falls under two heads, city and country collections.

City collections, as the name implies, facilitate collections of city items, bills of lading, drafts, notes, trade acceptances, etc., which are drawn on individuals, rather than banks.

Under "country collections," we understand, belong all drafts, notes, etc., payable outside of the city—and under this section come as a rule the collection of coupons.

This department acts as an intermediary between forwarding and receiving banks, and its efficiency is gauged largely by the thoroughness and promptness with which remittances are sent and credit given to the customer.

Referring again to our branch post office, we now come, at the end of the day, to the dispatch of cash and collections to their proper destination.

After the mail is sealed, stamped and cancelled, it is tied in bundles for trains, both main and connecting, pouched in United States Mail sacks, pouches locked, and our own truck delivers direct to trains leaving the city.

The time saved between sending mail direct to train, as compared to sending through the post office, amounting to perhaps an hour, is made possible by the fact that we have a branch post office in our bank.

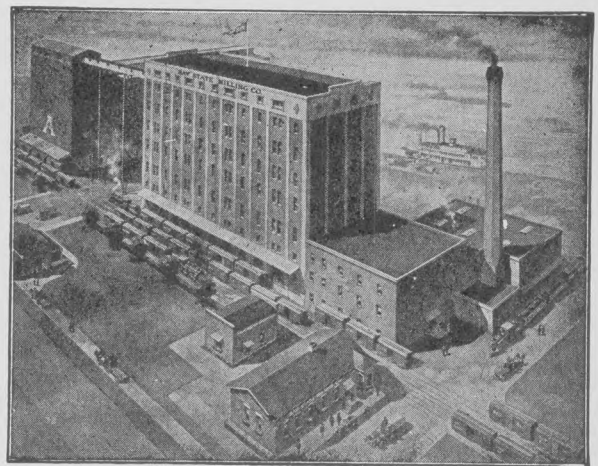
I have tried to touch briefly the departments most involved in the collection of bank deposits, namely, clearance, transit collection department, mail and analysis, hoping that some of the ideas expressed may be useful.

In closing this discussion, the thought occurring to me is, that some of you have gotten a little tired and restless.

I hope you do not feel like a man who had listened earnestly and patiently to a long and rambling speech finally falling asleep, as did some other listeners. The chairman, endeavoring to arouse the audience to greater interest, reached for the gavel and banged his desk. The head of that gavel, being loose, flew off and struck our friend on the head, knocking him cold. But, when restoratives were administered, and he finally regained consciousness, his first words were, "Hit me again, I can still hear him."



Potato bags
Needles
Sewing twines



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

replacing their plant destroyed by fire in
August 1911.

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

The Barnett & Record Co.

MINNEAPOLIS, MINNESOTA
DULUTH, MINNESOTA
FORT WILLIAM, ONTARIO

That is our specialty

Write us for designs and estimates

FIRST NATIONAL BANK

MINNEAPOLIS, MINN.

Statement of Condition at the close of business
Tuesday, June 30, 1925

RESOURCES

Loans and Discounts	\$51,928,061.50
Overdrafts	23,423.77
U. S. Government Securities	15,797,024.06
Other Bonds and Securities	6,248,293.48
Bank Buildings and Other Real Estate	1,232,790.02
Customers' Liability Accounts	
Letters of Credit and Acceptances	900,499.30
Bankers Acceptances Purchased	464,790.48
Interest Earned but Not Collected	314,002.25
Cash on hand and due from Banks	26,198,562.25
	\$103,107,447.11

LIABILITIES

Capital Stock	\$5,500,000.00
Surplus	5,000,000.00
Undivided Profits	378,216.48
Dividend Payable July 1st, 1925	165,000.00
Reserved for Interest, Expenses and Taxes	315,088.19
Interest Collected but Not Earned	234,852.71
Circulation	1,670,900.00
Letters of Credit and Acceptances	789,363.30
Deposits	89,054,026.43
	\$103,107,447.11

Combined Deposits of First National Bank, Minneapolis Trust
Company and Hennepin County Savings Bank, \$114,465,749.70