

COMMERCIAL WEST

The Weekly News Magazine of
FINANCE and INDUSTRY

33rd
Year

March 31, 1934

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a copy

**Market Traders Wary of
Bills in Congress**

**Banking Laws of Minnesota
Under New Searchlight**

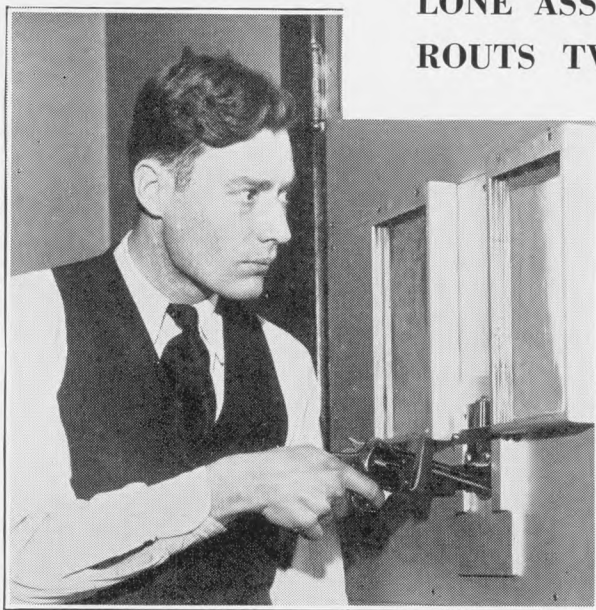
**House of Morgan Supports
New Money Program**

Visiting Around Northwest

Published Every Saturday at Minneapolis, Minn.

BANDIT BARRIER UPHOLDS ITS NAME

LONE ASSISTANT CASHIER AT THERESA, WIS.,
ROUTS TWO BANDITS, WOUNDING AT LEAST
ONE, MARCH 9, 1934



Here's the story taken from the Milwaukee Journal of March 8.

"Clarence Bodden, assistant cashier, was alone in the bank at the time of the attempted robbery. He refused to throw up his hands as commanded, knowing the glass would protect him.

When the men entered the bank the leader shouted: "This is a holdup."

"It won't be," the assistant cashier replied.

"The h——l it won't," the leader answered.

Then the gunmen started to fire into the glass and Bodden "ducked," touching the alarm button. The gunmen fired again and again without piercing the glass.

Armed with his own gun, Bodden attempted to fire at the gunmen through the opening in the cashier's cage, but then the robbers "ducked."

Then Bodden walked to the directors room in an effort to get the gunmen's range. They saw what he was up to, fired a few shots into the door and left at a run. Bodden fired at them as they fled.

Bodden said he was not alarmed over the attempted robbery, because he knew that he was safe behind the cage."

Picture shows Clarence Bodden posed just as he stood when shooting the fleeing bandits

Brief Statement from the Banker Follows:

"Last week our bank was attacked by two bandits with revolvers, at a time when Clarence Bodden our assistant cashier was in sole charge.

"We wish to report that their attempt at holdup was unsuccessful, your bandit-barrier 'coming thru' 100 per cent. After setting off the alarm, Mr. Bodden returned the fire of the bandits, driving them out of the building and, we believe, wounding one of them.

"Five shots were fired at Mr. Bodden which struck different parts of your equipment. We are pleased to say that not even the glass was damaged."

Yours truly,

F. A. Bandlow, Cashier.

(Original in our files)

The car used by the Theresa bank bandits was found late Thursday at the entrance of Holy Hill, its interior saturated with blood, indicating that at least one of the robbers had been hit.

Hundreds of Bankers, many of them in Minnesota and Wisconsin, have adopted the same Bandit Barrier that did such a splendid job at Theresa State Bank.

O. B. McCLINTOCK COMPANY

Minneapolis, Minnesota

33 Years of Scientific Bank Protection

Reserve District No. 9
Charter No. 11861

**Report of Condition of the
MARQUETTE NATIONAL BANK OF
MINNEAPOLIS**

In the State of Minnesota
At the Close of Business on March 5th, 1934

Assets	
Loans and discounts	\$511,259.41
Overdrafts	128.60
United States Government securities owned	459,911.30
Other bonds, stocks, and securities owned	320,786.02
Customers' liability on account of acceptances executed	None
Banking house, \$108,957.00; Furniture and fixtures, \$14,079.50	122,136.50
Real estate owned other than banking house	None
Reserve with Federal Reserve Bank	451,364.52
Cash in vault and balances with other banks	367,630.67
Outside checks and other cash items	None
Redemption fund with U. S. Treasurer and due from U. S. Treasurer	10,000.00
Acceptances of other banks and bills of exchange or drafts sold with endorsement of this bank	None
Securities borrowed	None
Other assets	1,552.18
Total	\$2,244,769.20

Liabilities	
Demand deposits, except U. S. Government deposits, public funds and deposits of other banks	\$868,785.22
Time deposits, except postal savings, public funds and deposits of other banks	4,067.61
Public funds of States, counties, school districts, or other subdivisions or municipalities	71,521.97
United States Government and postal savings deposits	292,745.00
Deposits of other banks, including certified and cashiers' checks outstanding	540,397.75
Total of items 15 to 19:	
(a) Secured by pledge of loans and/or investments	\$ 364,266.97
(b) Not secured by pledge of loans and/or investments	1,413,250.58
(c) Total deposits	1,777,517.55
Circulating notes outstanding	200,000.00
Agreements to repurchase U. S. Government or other securities sold	None
Bills payable	None
Rediscounts	None
Acceptances of other banks and bills of exchange or drafts sold with endorsement of this bank	None
Acceptances executed by this bank for customers and to furnish dollar exchange, exclusive of acceptances of this bank purchased or discounted	None
Acceptances executed by other banks for account of this bank	None
Securities borrowed	None
Interest, taxes, and other expenses accrued and unpaid	None
Other liabilities	40.44
Capital account:	
Common stock, 2000 shares, par \$100 per share	\$200,000.00
Surplus	50,000.00
Undivided profits—net	14,022.73
Reserves for contingencies	3,188.48
Preferred stock retirement fund	None
Total, Including Capital Account	\$2,244,769.20
MEMORANDUM: Loans and Investments Pledged to Secure Liabilities	
United States Government securities	458,890.63
Other bonds, stocks, and securities	190,326.43
Loans and discounts	None
Total Pledged (excluding rediscounts)	649,217.06
Pledged:	
(a) Against circulating notes outstanding	202,471.90
(b) Against U. S. Government and postal savings deposits	326,880.80
(c) Against public funds of States, counties, school districts, or other subdivisions or municipalities	119,864.36
(d) Against deposits of trust departments	None
(e) Against other deposits	None
(f) Against borrowings	None
(g) With State authorities to qualify for the exercise of fiduciary powers	None

(h) For other purposes None

(i) Total Pledged 649,217.06

STATE OF MINNESOTA,
County of Hennepin, ss.
I, Gordon E. Larkin, Cashier of the above-named bank, do solemnly swear that the above statement is true to the best of my knowledge and belief.

GORDON E. LARKIN,
Cashier.

Correct—Attest:
WILLIAM F. KUNZE
ALBERT DOLLENMAYER
JESSE VAN VALKENBURG
Directors.
Subscribed and sworn to before me this 24th day of March, 1934.

GERTRUDE E. DORDAN,
Notary Public, Hennepin County, Minn.
(Seal) My commission expires April 16, 1934.

Reserve District No. 9
Charter No. 11861

Report of Affiliate of a National Bank
Made in Compliance with the Requirements of the Banking Act of 1933

**Report of
MARQUETTE TRUST COMPANY**

Report as of March 5, 1934, of Marquette Trust Company, Minneapolis, Minnesota, which, under the terms of the Banking Act of 1933, is affiliated with The Marquette National Bank of Minneapolis, Minnesota.

Function or type of business: banking.
Manner in which above-named organization is affiliated with national bank, and degree of control: Bank Shares Corporation holds control of stock of The Marquette National Bank and Marquette Trust Company.

Financial relations with bank:
Stock of affiliated bank owned, none.
Stock of other banks owned, none.
Amount on deposit in affiliated bank, \$126,586.83.
Loans to affiliated bank, none.
Borrowings from affiliated bank, none.
Other information necessary to disclose fully relations with bank: none.

I, G. E. Larkin, Assistant Secretary of Marquette Trust Company, do solemnly swear that the above statement is true, to the best of my knowledge and belief.

G. E. LARKIN,
Assistant Secretary.

Sworn to and subscribed before me this 24th day of March, 1934.

GERTRUDE E. DORDAN,
Notary Public, Hennepin County, Minn.
(Seal) My commission expires April 16, 1934.

Reserve District No. 9
Charter No. 11861

Report of Affiliate of a National Bank
Made in Compliance with the Requirements of the Banking Act of 1933

**Report of
MARQUETTE INSURANCE AGENCY, INC.**

Report as of March 5, 1934, of Marquette Insurance Agency, Inc., Minneapolis, Minnesota, which, under the terms of the Banking Act of 1933, is affiliated with The Marquette National Bank of Minneapolis, Minnesota.

Function or type of business: Insurance Agency.
Manner in which above-named organization is affiliated with national bank, and degree of control: Bank Shares Corporation holds control stock of The Marquette National Bank and Marquette Insurance Agency, Inc.

Financial relations with bank:
Stock of affiliated bank owned, 4.5 shares.
Stock of other banks owned, none.
Amount on deposit in affiliated bank, \$731.69.
Loans to affiliated bank, none.
Borrowings from affiliated bank, \$6031.37.
Other information necessary to disclose fully relations with bank: none.

I, Ralph W. Manuel, President of Marquette Insurance Agency, Inc., do solemnly swear that the above statement is true, to the best of my knowledge and belief.

RALPH W. MANUEL,
Pres.

Sworn to and subscribed before me this 24th day of March, 1934.

GERTRUDE E. DORDAN,
Notary Public, Hennepin County, Minn.
(Seal) My commission expires April 16, 1934.

Reserve District No. 9
Charter No. 11861

**Report of Holding Company Affiliate of a
National Bank**
Made in Compliance with the Requirements of the Banking Act of 1933

**Report of
BANK SHARES CORPORATION**

Report as of March 5, 1934, of Bank Shares Corporation, Minneapolis, Minnesota, which, under the terms of the Banking Act of 1933, is affiliated with The Marquette National Bank of Minneapolis, Minnesota.

Function or type of business: Bank Shares Corporation is a holding company owning the majority of the stock of the Marquette National Bank, Marquette Trust Company, University State Bank, Camden Park State Bank, and Chicago-Lake State Bank, and Marquette Insurance Agency, Inc., all of which corporations are located in the City of Minneapolis. Bank Shares Corporation is not engaged in any other kind of business, and has no activities except those that are incidental to its ownership of shares in the above institutions.

Manner in which above-named organization is affiliated with national bank, and degree of control: The affiliation of Bank Shares Corporation with the Marquette National Bank consists in the ownership of 1675.4 shares of stock in the Marquette National Bank by Bank Shares Corporation.

Financial relations with bank:
Stock of affiliated bank owned, 1675.4 shares.
Stock of other banks owned, *.
Amount on deposit in affiliated bank, \$1702.94.
Loans to affiliated bank, None.
*Marquette Trust Company, 1778.4 shares; Chicago-Lake State Bank, 191 shares; University State Bank, 390 shares; Camden Park State Bank, 335 shares.

Borrowings from affiliated bank, none.
Other information necessary to disclose fully relations with bank: Beside the direct ownership of stock by Bank Shares Corporation in the above mentioned institutions, Bank Shares Corporation has contracts with several directors in the said institutions whereby, in the event of these men ceasing to be directors, it has a right to purchase the shares of these directors and these directors have a right to demand that Bank Shares Corporation shall purchase their shares.

I, Ralph W. Manuel, President of Bank Shares Corporation, do solemnly swear that the above statement is true, to the best of my knowledge and belief.

RALPH W. MANUEL,
Pres.

Sworn to and subscribed before me this 24th day of March, 1934.

GERTRUDE E. DORDAN,
Notary Public, Hennepin County, Minn.
(Seal) My commission expires April 16, 1934.

Reserve District No. 9
Charter No. 11861

Report of Affiliate of a National Bank
Made in Compliance with the Requirements of the Banking Act of 1933

**Report of
UNIVERSITY STATE BANK**

Report as of March 5, 1934, of University State Bank, Minneapolis, Minnesota, which, under the terms of the Banking Act of 1933, is affiliated with The Marquette National Bank of Minneapolis, Minnesota.

Function or type of business: banking.
Manner in which above-named organization is affiliated with national bank, and degree of control: Bank Shares Corporation holds control of stock of The Marquette National Bank and University State Bank.

Financial relations with bank:
Stock of affiliated bank owned, none.
Stock of other banks owned, none.
Amount on deposit in affiliated bank, \$147,337.18.
Loans to affiliated bank, none.
Borrowings from affiliated bank, none.
Other information necessary to disclose fully relations with bank: none.

I, A. J. Veigel, President of University State Bank, do solemnly swear that the above statement is true, to the best of my knowledge and belief.

A. J. VEIGEL,
Pres.

Sworn to and subscribed before me this 24th day of March, 1934.

A. W. ERICKSON,
Notary Public, Hennepin County, Minn.
(Seal) My commission expires Jan. 15, 1937.

OVER TWO MILLIONS

The Montana Home Owners' Loan Corporation has passed the two million dollar mark with 1,064 loans closed. The total now stands at \$2,071,000.

The illiterate class has something to crow about, the other class doesn't know what's happening either.

The Marquette National Bank

(With Trust Powers)

March 21, 1934

RESOURCES

Loans and Discounts	\$1,039,154.46
U. S. Bonds	464,911.30
Municipal and Corporation Bonds	386,419.21
Federal Reserve Bank Stock . . .	7,500.00
Banking House and Site	216,114.00
Furniture and Fixtures	47,266.06
Overdrafts	336.96
Circulation Redemption Fund . . .	10,000.00
Cash and Due from Banks	776,787.63
	\$2,948,489.62

LIABILITIES

Capital	\$ 300,000.00
Surplus	100,000.00
Reserve Unallocated	100,000.00
Undivided Profits	16,682.22
Special Reserves	2,819.54
Deposits	2,228,987.86
Circulation	200,000.00
	\$2,948,489.62

OFFICERS

Ralph W. Manuel, President	Edmund S. Jones, Vice Pres.
O. H. Odin, Vice Pres.	Frederick F. Zander, Vice Pres.
William F. Kunze, Vice Pres.	Gordon E. Larkin, Cashier
M. H. Manuel, Vice Pres.	Merth E. Mortenson, Auditor

Reserve District No. 9

Charter No. 11861

Report of Affiliate of a National Bank

Made in Compliance with the Requirements of the
Banking Act of 1933

Report of

CAMDEN PARK STATE BANK OF MINNEAPOLIS

Report as of March 5, 1934, of Camden Park State Bank of Minneapolis, Minneapolis, Minnesota, which, under the terms of the Banking Act of 1933, is affiliated with The Marquette National Bank of Minneapolis, Minnesota.

Function or type of business: banking.

Manner in which above-named organization is affiliated with national bank, and degree of control: Bank Shares Corporation holds control of stock of The Marquette National Bank and Camden Park State Bank.

Financial relations with bank:

Stock of affiliated bank owned, none.

Stock of other banks owned, none.

Amount on deposit in affiliated bank, \$27,420.65.

Loans to affiliated bank, none.

Borrowings from affiliated bank, none.

Other information necessary to disclose fully relations with bank: none.

I, G. B. Sigurdson, President of Camden Park State Bank, do solemnly swear that the above statement is true, to the best of my knowledge and belief.

G. B. SIGURDSON,
Pres.

Sworn to and subscribed before me this 24th day of March, 1934.

R. R. NELSON,

Notary Public, Hennepin County, Minn.
(Seal) My commission expires April 16, 1934.

Reserve District No. 9

Charter No. 11861

Report of Affiliate of a National Bank

Made in Compliance with the Requirements of the
Banking Act of 1933

Report of

CHICAGO-LAKE STATE BANK

Report as of March 5, 1934, of Chicago-Lake State Bank, Minneapolis, Minnesota, which, under the terms of the Banking Act of 1933, is affiliated with The Marquette National Bank of Minneapolis, Minnesota.

Function or type of business: banking.

Manner in which above-named organization is affiliated with national bank, and degree of control: Bank Shares Corporation holds control of stock of The Marquette National Bank and Chicago-Lake State Bank.

Financial relations with bank:

Stock of affiliated bank owned, none.

Stock of other banks owned, none.

Amount on deposit in affiliated bank, \$51,786.15.

Loans to affiliated bank, none.

Borrowings from affiliated bank, none.

Other information necessary to disclose fully relations with bank: none.

I, G. E. Larkin, Assistant Cashier of Chicago-Lake State Bank, do solemnly swear that the above statement is true, to the best of my knowledge and belief.

G. E. LARKIN,
Asst. Cashier.

Sworn to and subscribed before me this 24th day of March, 1934.

GERTRUDE E. DORDAN,

Notary Public, Hennepin County, Minn.
(Seal) My commission expires April 16, 1934.

NEW CORPORATION LAW

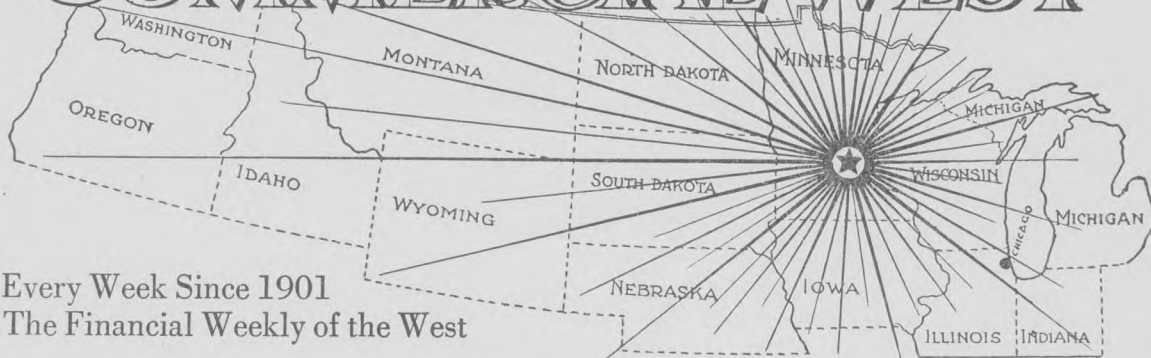
Under the new Minnesota business corporation act of 1933 corporations operating in Minnesota must decide prior to April 18 whether they wish to file a new certificate or elect to continue operation under the old law.

On April 18 all present Minnesota corporations will automatically come under provisions of the new law unless they declare their intention of remaining under the old statute.

GETS BIG CONTRACT

The C. F. Lytle contracting firm of Sioux City, with the low bid of \$224,000, has been awarded the contract to build sewerage and water lines for the Fort Peck dam camp in Montana.

COMMERCIAL WEST



Every Week Since 1901
The Financial Weekly of the West

Vol. 67—No. 14

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THOMAS A. BORIGHT, *Publisher* WILLIS L. WILLIAMS, *Editor*
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Subscription price, payable in advance: One year, \$5.00 in United States and Mexico; \$6.00 in Canada; \$7.00 in Europe. Single Copies, 10 cents.

Advertising rates on request or furnished by any responsible advertising agency. *Commercial West* does not assume responsibility for the writings or statements of others not directly connected with this publication.

When doing business with our advertisers please mention the *Commercial West*. The influence of this old-established publication thoroughly permeates the business life and home habits of the Twin Cities and the Northwest.

Its readers are the real business leaders—the people of incomes and influence—chiefly in the great agricultural west.

Advertisers and subscribers, desiring information on Northwest activities, should address the editor.

EDITORIAL

Search Your Own Mind

THERE IS AN EVIDENT TENDENCY on the part of legislative bodies and those in political power to assume that private business is not capable of functioning for the general good. Through investigations, glaring examples of dishonesty and failure on the part of private business have been publicized widely. The thought back of this has evidently been to demonstrate the lack of capacity on the part of private business to carry on in the interests of the general good.

The demand is for a change. The Commercial West has noted this trend, and the question arises: What should the change be? The politician's answer is that all private business should be brought almost completely under control and direction of governmental agencies. This suggests a question or two. We ask our readers to search the record of governmental control of business and tell us where they find anything to justify the belief that the general good would be better served if the control of business were transferred from the individuals now operating businesses to some political body or governmental agency. Where, in the history of our governments—national, state, county, city or township—can you find evidence of greater freedom from graft or crookedness, or of greater ability to handle the responsibilities of business, which would justify confidence in the transfer of those responsibilities to such governmental bodies?

The Commercial West is not trying to choose sides in this controversy, but it believes the time has come when all individuals must free themselves from the influence of propaganda used to emphasize the existence of greed and crookedness in business so as to blind the public at large concerning the advantages of the alternative suggested.

Recalls Dime Novel Days

OUT IN DEADWOOD, S. D., where North and South Dakota over the national holiday next July will join in celebration of the fiftieth anniversary of the founding of the Dakota Bankers Association, there is a heap of earth in the Black Hills that has held strong fascination for hundreds of tourists. It is the grave of "Deadwood Dick" Carver, two-gun hero of the dime novel of two-score years ago.

There are few of the older generation who as boys did not read the tales of the exciting adventures of Deadwood Dick or thrill at the revolver duels he fought with desperadoes of the Black Hills gold rush days in which he was a moving figure.

Now the Chamber of Commerce of Deadwood is going to mark the grave with a head-stone bearing a brass plate so that all who pass may know that there lies the once bizarre gun fighter of the pioneer days of the town.

The inscription might be amplified to differentiate between the gunman of Deadwood Dick's time and those of today, who give their victim a one-way ride and no chance to fight back. At least in his day the other fellow got as good a break as he could handle.

Brain Trust on Pan

THE "BRAIN TRUST" is on the pan again. This time it is being hauled over the coals by Prof. William A. Wirt, noted educator of Gary, Ind. The Hoosier schoolmaster charges he was told certain members of the brain trust are plotting overthrow of our government; that President Roosevelt now is looked upon as the Kerensky of the movement and that when the proper time comes for the "revolution" to come out in the open Mr. Roosevelt will be supplanted by a Stalin.

Congress was thrown in a turmoil by the charges, which were presented by James H. Rand, Jr., head of the Committee for the Nation, who has taken a leading role in the agitation for currency expansion. Speaker Rainey has called for an investigation, which, it is intimated, will include not only the brain trust but the source of the alleged plot as outlined by Professor Wirt.

Brain trusters individually have denied the imputation, according to press interviews, but, nevertheless, where there is so much smoke there must be some fire. We hope the investigation will be carried out vigorously and, if there is any such plot afoot its promoters should be dealt with summarily.

They Shoot 'Em in Russia

RAILROAD EMPLOYEES of the United States should be glad they do not live in Soviet Russia. A few days ago a press dispatch from Sverdlovsk gravely announced that a station master and the engineer of a freight train which collided March 12 with a passenger train, resulting in the death of 33 persons, had been sentenced to be shot. Five others charged with responsibility for the wreck were given prison terms.

And yet we find most of our labor unions, including those of railway employes, spotted with men who are working continuously for overthrow of our present form of government and its transposition into a Soviet regime such as ordered these workmen shot.

New Labor-Industry Deal

BOTH SIDES to the NRA code labor dispute came out of the automotive test of prerogatives with victories and defeats but with a precedent established making the public welfare paramount to strikes, walkouts or lockouts.

Industry gained the point that it will not have to treat with any particular union, notably the A. F. of L., which was seeking employe recognition only through its organization, while labor gained the point of industry's recognition of the factor of collective bargaining.

Under terms of the agreement arranged by conference between President Roosevelt and Gen. Hugh S. Johnson of NRA on the one hand and representatives of labor and industry on the other the threatened strike of hundreds of thousands of automotive workers was averted. That is the big thing that was

accomplished, not only as to the immediate situation involving the automotive industry, but in the example it sets for settlement of controversies to follow in which that between the railways and their employes still looms large. Had the auto strike broken out there is little question it would have spread like wildfire to other industries seriously retarding recovery.

That factor was recognized by all sides in the automotive dispute. It is to be hoped the new deal method of settling labor disputes will carry into all such impending troubles. It bespeaks greater emphasis upon the moral obligation of the human relationship and greater consideration of the rights of one man with another.

Gloomy Foreboding

DR. VIRGIL JORDAN, president of the National Industrial Conference Board, and an economist of note, predicted a few days ago in an address before the Traffic Club of New York City, government ownership of railroads by 1940 or shortly thereafter. He said:

"The question whether responsibility for the development of the American railroad system is to rest in governmental or private hands is crucial for the future of private enterprise in every field of economic activity in this country. Yet there is so little understanding of the situation and such great indifference toward it today that it is safe to say that by 1940, or not long after, our railroad system will be wholly in the hands of the government and the interest of every user, worker and investor in them will be wholly subject to the mercy of our federal beauracracy."

Surely a dismal foreboding and yet not without possibility of consummation. There is more than a grain of foundation to statements that Sovietism is slowly undermining our national traditions, leading, if uncurbed, to just such a situation as Dr. Jordan foresees. If we are to prevent such an attrition toward complete governmental ownership, control and operation of all our industries and all our affairs we must act now while the movement could be checked in its infancy.

TWENTY-FIVE YEARS AGO

—from the Commercial West, March 27, 1909

A law was enacted by the South Dakota legislature to "insure" bank deposits, except those that draw more than 4 per cent interest annually, in all banks that choose to take advantage of the law.

The Western Mortgage Securities Co. is a new company being organized in Minneapolis with offices in the Andrus Building.

S. S. Cook has resigned from the Northwestern National Bank of Minneapolis to become cashier of the Minnesota Loan & Trust Co.

Winneshiek County State Bank of Decorah, Ia., has increased its capital from \$100,000 to \$150,000.

Security State Bank of St. Paul, Minn., is being organized with \$25,000 capital.

State Bank of Rice Lake, Wis., has elected Fred Kinsley as cashier.

Farmers State Bank, Ypsilanti, N. D., has been organized by A. G. Anderson, E. T. Shering and E. A. Hoff.

R. C. Smith is starting the First State Bank of Stevensville, Mont., with a capital of \$25,000.

"This bill is a damnable imposition;" "it is unfair and an imposition on the people of this state;" "decidedly not a square deal;" "short-sightedness;" are some of the remarks passed by prominent Duluth and St. Louis County men on the Tonnage Tax Law passed by the House of Representatives this week.

THE BULL'S EYE

By the Sharpshooter

THE GARDEN SEASON is upon us, or will be soon if this beastly cold weather ever lets up.

And herein lies the opportunity for many a harassed business man to forget his troubles for a time and build up his metabolism. There is nothing like puttering about in clean fresh earth to ease frayed nerves and a tired thinking machine.

I have found that, no matter how tired or brain-fagged I may be after a hard day in the office, an hour or so making and tending a garden will bring me in to dinner with an appetite and all set for a night's sound, refreshing sleep.

Then, too, there is the joy of creating something and of watching that creation progress through the summer days to adornment of the home and yard in the form of beautiful flowers and pleasing shrubbery, or for table delicacies of fresh, homegrown fruits and vegetables.

It is not too early to begin. First off the yard can be raked and rubbish burned, winter-killed spots in the lawn dug and reseeded and the whole lawn fertilized.

The past three years of drought have been hard on lawns and this spring especially, they need more than the usual degree of attention if they are to become the beautiful green surroundings of the home they should be.

For the same reason the garden beds will require more fertilization this year and deeper digging than in ordinary years.

So here, right at the beginning, is plenty of work in sight to take up the couple of hours after return home from the office before dinner is served.

Gardening this year, however, will not be confined to the business man. There is going to be a great deal of it done by the workingman, either out of a job, employed part time or who will have all of Saturday to himself as a result of the NRA shorter week.

Out of his garden work the workingman is going to gain two things—occupation and no little addition to his larder during the summer and in the coming winter.

There were any number of so-called relief gardens in operation last summer around the Twin Cities and elsewhere all over the nation. The acreage was donated by individuals, in some instances plowed and partially put in shape for seedbeds by them; in other instances this work was done by various organizations. Seed was furnished in like manner.

I talked with one of these jobless gardeners last summer. It was a broiling hot day but he was hard at work, weeding his tract and he certainly had a fine looking garden.

"This," he said, "has been the happiest summer I have spent in two years. I've had something to do."

He hadn't said much but what he did say carried a world of meaning. "I've had something to do."

In other words, he had been able to forget, for the nonce, the fact that his regular job was gone.

And just so the business man can forget for the time being the worries of trying to rebuild his business affairs the couple of hours each day he can put in around the yard.

CIVILIZATION'S 40 LEAGUE BOOTS



TAKE away the convenience of electric service and life for all of us would go back generations. The thousands of uses of electricity are indispensable not only to factories and stores, but to our own convenience and comfort at home. ♦ Electricity has given civilization 40 league boots to hasten its rapid march forward. ♦ Electric power in the factories makes every workman's job easier, more productive, more profitable to himself and his employers. ♦ Electric appliances in the home lift the burden of household drudgery from the shoulders of the housewife, giving her greater freedom, and more leisure. ♦ This is the contribution of the utilities to humanity. And constantly lowered costs for electricity have brought good electric service within the reach of everyone. Northern States Power Company.



Coming Events

Duluth-Superior Railroad and Steamship Traffic Assn., annual meeting at Duluth April 5.

International Sheriffs and Police Association convention at Duluth Aug. 15-17.

Executive Council, A. B. A., Spring Meeting, at Hot Springs, Ark., April 16-18.

Editors Short Course at University Farm, St. Paul, April 19-21.

Northwestern Retail Coal Dealers Assn. convention at Minneapolis May 17-18.

Illinois Bankers Association annual convention at Springfield May 21-22.

Western North Dakota Stock Growers' Association annual convention at Medara, May 22-23.

Montana Stock Growers' Association annual convention at Miles City, May 23-25.

Minnesota Bankers Ass'n State Convention, St. Paul, June 7-8.

Minnesota League, Building, Savings and Loan Associations, convention at Rochester June 7-9.

American Institute of Banking convention at Washington, June 11-14

South Dakota Retail Lumbermen's Assn. convention at Rapid City June 12-14.

South Dakota Retail Lumbermen's Association annual convention at Rapid City, June 13-14.

Colorado Bankers Association convention at Colorado Springs, June 15-16.

Iowa Bankers Association convention, June 18-20 (place not yet designated).

Wisconsin Bankers Association, state convention, Hotel Schroeder, Milwaukee, June 19-20.

Michigan Bankers Association convention at Grand Rapids, June 20-22.

Joint Convention, North Dakota and South Dakota Bankers Associations, at Deadwood, July 2-4.

Montana Bankers Association convention at Canyon, Yellowstone National Park, July 20-21.

C. M. T. C. Camp at Fort Snelling August 1-30.

Financial Advertisers Association Annual convention at Buffalo, N. Y., September 10-13.

American Bankers Association annual convention at Washington, October 22-25.

United State Building & Loan League convention at New Orleans Oct. 24-26.

Bankers Group Meetings

May WISCONSIN
22—Group 5 at Lake Geneva.
23—Group 2 at Madison.
24—Group 7 at Sparta.
25—Group 3 at Menasha.
26—Group 6 at Eagle River.

AM. S. B. & L. OFFICIALS

At the mid-winter conference of the American Savings, Building and Loan Institute, the following officers were elected: William R. Gibbon of Los Angeles, president; Charles F. Axtmann of Youngstown, Ohio, first vice president; and Lawrence H. Marston, Malden, Mass., second vice president.

Marquette National Bank Minneapolis

Business Holding Early Gains

Forges Ahead Despite Some Unfavorable Legislation Before Congress

Despite some unfavorable trends in legislation before Congress and unrest due to code enforcements business continues to better than hold the improvement shown in January and February.

In the Northwest bank reports show an increase of \$18,498,000 in business volume for the week ending March 21 over the previous week (latest figures).

In the Middle-West Chicago bank reports reveal a gain of 27.2 per cent over the same week last year.

The Duluth plant of the American Steel & Wire Co. is running on a heavier schedule than any other plant of the company, C. F. Blackmer, Cleveland, president of the corporation, said this week while in Duluth conferring with officials of the local plant. Business is improving slowly but surely, and continuation on the present basis, if not an increased program, is indicated, he said. "During the period from Sept. 1 to Feb. 1 plants outside of Duluth have been operating on an average of 29 hours per week per man. At the Duluth plants the schedule has been 32 hours per week per man." These figures are based on the employment schedule of approximately 375,000 employees, Mr. Blackmer explained.

An Encouraging Report

A most encouraging report of general business conditions is seen in the current consumers' index study, made regularly each month by Investors Syndicate of Minneapolis. Wages show a 12.6 per cent increase in February over January and a 52.8 per cent increase over February, 1933. An enormous gain of 302.5 is shown in security investments over a year ago, although events leading up to the bank holiday at that time serve to render the comparison favorable to this year. A definite gain of 66 per cent, however, was shown in February over January. Auto buying is up 67.5 per cent in February over January and 83.2 per cent over a year ago. The whole survey is markedly encouraging, since every factor records a gain over the corresponding period a year ago, and most of them over the preceding month as well.

Orders booked at the lumber mills during the week ended March 17 were less than during the two previous weeks but were still above the 200,000,000 feet mark, compared with an average of the first ten weeks of 1934 of approximately 173,000,000 feet, according to telegraphic reports to the National Lumber Manufacturers Association from regional associations covering the operations of leading hardwood and softwood mills. Production during the week at 201,359,000 feet is the highest since August and compares with an average of the first ten weeks of 1934 of approximately 160,000,000 feet. The reports were made by 1,321 American

mills and showed, in addition to production of 201,359,000 feet, shipments of 173,547,000 feet and orders of 200,070,000 feet. Previous weeks' revised report from 1,361 mills was production 188,053,000 feet; shipments, 179,000,000 feet; orders, 217,716,000 feet.

Construction Gain Shown

Contracts awarded for all classes of construction in the 37 states east of the Rockies during the initial half of March reached a total within 4 per cent of the volume reported during the entire month of February, according to figures of F. W. Dodge Corp. Construction awards in the first 15 days of March, totaling \$92,521,800 were larger, also by 55 per cent, than the total reported for the entire month of March, 1933. Although the increases over last year were due chiefly to larger governmental undertakings, the Dodge Bulletin indicates a moderate gain in privately-financed construction projects as well.

The Portland cement industry in February produced 4,168,000 barrels, shipped 2,952,000 barrels from the mills, and had in stock at the end of the month 20,763,000 barrels. Production of Portland cement in February showed an increase of 50.1 per cent and shipments an increase of 29.6 per cent, as compared with February, 1933. Portland cement stocks at mills were 1.7 per cent lower than a year ago.

Gains in Southwest

Presenting a striking picture of business improvement in the far western states, the Bank of America reports gains in employment, retail trade, building activity, farm prices and general business during February. Recording the sharpest gain over the preceding year since its inception in 1923, the bank's index of far western business rose 10.7 per cent in February over a year ago to a preliminary figure of 62.9. An increase of 26.6 per cent over February, 1933 and a gain of 3.1 per cent over January this year, was reported in the number employed by 1152 representative California manufacturing establishments employing more than 60 per cent of the wage earners of the years.

In Chicago District

Increases of 6 per cent in employment and 14 per cent in payrolls, reported by middle-west industries for February, reflected an expansion as rapid as that which took place during the most active period of last summer, and marked the third consecutive month of improvement for Seventh district industries. While the gains in December and January were largely determined by the automobile industry centralized in the state of Michi-

gan, those in February were common to all states of the district. The automobile industry continued the sharp expansion of recent months, the vehicles group showing a rise of 15 per cent in employment and 32 per cent in payrolls from January to February. Metal industries other than vehicles increased employment 5 per cent and wage payments 13 per cent, the latter reaching a level approximating that prevailing in the fall of 1931.

In the textiles and rubber products industries, payroll increases amounted to 25 and 20 per cent, respectively; in stone-clay-and-glass and wood products to 12 and 14 per cent; while in the remaining manufacturing groups the gains in this item ranged from 1½ per cent in food products to 5 per cent for chemicals. In employment, also, increases were substantial in most manufacturing groups, the gains ranging from one per cent in paper and printing to 15 per cent in the vehicles group. The only decrease reported by any manufacturing group was in the leather industries, which registered a fractional decline in employment. Aggregate increases in the manufacturing industries amounted to 8 per cent in employment and 18 per cent in payrolls.

To Cooperate on Code

The proposed code for the real estate brokerage industry, to which the National Association of Real Estate Boards has signed assent, and which is now being reviewed for final action by NRA boards, is an important topic not only within the real estate business itself but also for officials administering state real estate license laws, now in operation in 27 states.

Announcing the sixth annual convention of the National Association of Real Estate License Law Officials, which will be held in Minneapolis during the week of June 25-30, simultaneously with the annual convention of the National Association of Real Estate Boards, Robert W. Semenow, Harrisburg, of the Pennsylvania licensing board, secretary of the Association of License Law Officials, states that the Association will be glad to cooperate with the National Association of Real Estate Boards in regard to the code.

Joseph P. Smith, Sacramento, California's real estate commissioner, is president of the Association of License Law Officials.

G. H. PRINCE ESTATE

The late George H. Prince, chairman of the First National Bank, St. Paul, left an estate valued at \$1,395,508, an official inventory filed in Ramsey county court revealed this week. Mr. Prince died October 3, 1933.

CWA Probing of Banking

Minnesota Department Sponsors Survey of Records

Imbued with the CWA spirit, Minnesota's Banking Division now has a relief or made-work program all its own, employing 20 extra persons on special duty for six weeks. Former bankers and lawyers are said to predominate.

Among the jobs being tackled in this way, through the aid of CWA funds, are the following:

1. Redrafting new banking laws by making complete survey of present banking laws and preparing recommendations to the next legislature, not the least important of which is a law covering a Bank of Minnesota.

2. Classifying bonds of all state banks for past five years, rails, utilities, municipalities, etc., information being taken from called reports of December 31 of each year.

3. Classifying bonds, loans and discounts of all state banks for the past five years, classifying as to first mortgages on farm property, first mortgages on town property, second mortgages, outside loans, etc.

4. Making setup of compromises on loans and stock liability of officers and directors of closed banks for the past five years, and drafting of proposed new law in this connection.

5. Tabulation of assessments paid by banks by order of the commissioner of banks, covering five or ten-year periods and showing especially the assessments paid in the 475 banks in operation on December 30, 1933.

6. Tabulation of dividends paid by banks for the past 10 years, the average rate, and recommendation of a law to limit the rate.

7. Tabulation of undivided profits ac-

counts and reserve accounts of banks for the last 10 years which, it was pointed out at the department, "banks do not build up because of personal property taxes each year." Also under this phase of the work, showing percentage of reserve as to slow, doubtful, loss and bond depreciation. The thought in this connection being that "banks should be encouraged to hold their dividends to stockholders down to a minimum and build up undivided profits and reserve accounts."

And lastly, tabulation of reasons for bank failures for the last 10 years.

General Electric Report

The forty-second annual report of General Electric Co. for 1933 shows profit available for dividends of \$13,429,739, equivalent, after dividends of 6 per cent on special stock, to 38 cents per share on 28,845,927 shares of no par value common stock, compared with \$14,404,110, or 41 cents per share, on the same number of shares in 1932. These figures are the same as the preliminary earnings released on March 2.

Dividends of 60 cents per share on the special stock and 40 cents per share on the common stock amounted to \$14,112,633, resulting in a deficit from operations of \$682,894, which was taken from surplus.

Orders received during 1933 were \$142,770,791, compared with \$121,725,772 for 1932, an increase of 17 per cent. Orders received exceeded shipments during 1933 for the first time since 1929, so that unfilled orders were greater at the end than at the beginning of the year.

New FDIC Organization

Establishment of the Federal Deposit Insurance Corp.'s new examining department for the states of Minnesota, North Dakota, South Dakota and Montana, in new quarters at 1200 Minnesota building, St. Paul, is swinging along merrily now under direction of L. J. Van Brunt, supervising examiner.

Additional new furniture and heaps of printed forms from Washington, both urgently needed to get the new offices functioning properly and efficiently, were delivered this week.

The department occupies some 2,500 square feet of floor space formerly used by the Farm Credit Administration, suitably divided into work rooms for examiners and clerks, conference rooms and private offices. Mr. Van Brunt has the office formerly occupied by Leo Crowley, former general agent of the FCA, now chairman of the FDIC.

Fourteen examiners and eight assistant examiners already are at work in the field, making examinations of course, with strong likelihood of the examining force being increased to about 30 examiners and assistants. The headquarters staff now numbers about a dozen.

In an effort to speed up the work, save time and trouble, FDIC examiners are making joint examinations with state examiners wherever possible. But this policy, of course, is subject to change, Mr. Van Brunt points out.

Setting up of the new machinery started in earnest about three weeks ago when Mr. Van Brunt returned from the FDIC conference at Washington. Included in the new setup are several of the persons, examiners and others, who participated in the corporation's first drive last fall.

RADIO AT CHICAGO FAIR

More music and more high class entertainment will be broadcast from the World's Fair grounds in Chicago in 1934 than last year. Actual broadcasts from the grounds will start six weeks before the official opening day. NBC, CBS, WLS and WGN will maintain offices on the grounds. Fine orchestral music, originating at the fair, will be broadcast regularly over the various networks, coast-to-coast. One of the real features will be a symphonic orchestra which will play daily in the band shell to be erected as a part of that company's \$1,500,000 exhibit—entirely new this year.

O. K.'s Lumber Code

President Roosevelt on Tuesday approved the forestry amendments to the lumber code which were adopted by the code authority in February. The authority has been going ahead on the assumption that the supplement would be approved and all arrangements are being made to begin application of the principles of and regulations under the "forestry code" on June 1. In announcing the President's approval NRA said:

"Under the program, commercial lumber interests are bound, starting June 1, to follow strict rules for conserving and replenishing the approximately 400,000,000 acres of forest land under their ownership and management. * * * It is estimated approximately one-fifth of the total land area of the United States—an area whose products supply a livelihood for 10,000,000 citizens and give employment to 1,000,000—will eventually be affected. Conservationists assert the conservation program to be fundamentally one of the most important and beneficial social and economic changes put under way by the present national administration."

New Highway Ruling

Gasoline pumps and other devices for servicing motor vehicles along state trunk roads outside of municipalities must be set back at least twenty feet from the edge of the highway right-of-way, according to a ruling announced by the Minnesota highway department.

This order was issued as a safety measure to keep cars off the highways while being serviced, according to a highway department bulletin. The department seeks first to prevent the erection of any new filling stations too close to the roadways, and also to obtain relief in cases where existing structures constitute a menace to safety. Authority for such action is provided in state laws.

"The department is asking the voluntary co-operation of filling station owners and others in this matter because the parking of motor vehicles on the highways for servicing is a serious danger to traffic," said Commissioner N. W. Elsberg. "We hope that it will be unnecessary to take court action."

Snappy News—That's Commercial West

Visiting Around the Northwest

By the *COMMERCIAL WEST Outfielder*

Greetings and salutations, friends!

The 1934 season is officially open.

We're greeting you at the outset from the old part (the new part costs 50 cents more) of the Hotel Albert in good old Albert Lea.

Responding to the call of springtime training, just like the big leaguers, this outfielder hied himself southward, but not being as much out of practice I don't have to go so far south. So, while the others still sweat in the summery South I start hitting the ball in the garden spot of the world—and like it.

First crack out of the box I want you all to meet "Pocket Directory." He and I are going to have a flock of fun visiting around. The two of us should do good old Commercial West a heap more good. The boss said we'd better, so you know what that means.

I'm just a little jealous of my new side kick. The boys are going for him like nobody's business. I've introduced him all along the line and how they liked him! It's like renewing acquaintance with an old friend after six years' forced separation. "P. D." is popular, to say the least. He's brim full of information concerning the banks in the Ninth Federal Reserve District and he knows what he's talking about. Just ask him to do his stuff!

Things look fine in the country. Of course there's room for more moisture, but one finds plenty of folks holding to the belief that Nature will kick through with a belated blizzard, maybe two, or ample spring rains. Pessimists are conspicuous by their absence. Business prospects are reported excellent. Bankers' main problem is what to do with improving deposits. Money keeps rolling in and, as one humorist put it, "when the ground thaws we'll probably get a lot more."

Hence, the growing worry over what to do with the money, how best to put it to work, etc. Of course, they are taking home again good farm loans from the government, trying to make new ones, invest widely in securities, generally build up bank earnings.

But to get back to our visiting around. The outfielder stepped up to the plate for the first time this season at Prior Lake. Cashier A. P. Groth (Prior Lake State) was doing the pitching and, believe me, he had plenty of stuff. "A. P." came up to this bank last fall from the First State of Bingham Lake. He likes his new job a lot and already has won over the home-folks, I found out. He said the bank had more cash right now than ever before. He admits that he thinks the FDIC had much to do with restoring confidence, he admitted.

Now here's another new face. He's "new" because he's been away from Minnesota for 14 years. J. D. Rempel is the man, now cashier of the First National

of Lakeville. "J. D." embarked on a banking career with the First National of Heron Lake quite a long while ago. He labored there for four years, then became auditor of the August Peterson line of banks in southwestern North Dakota. There's a whale of a difference in banking here and in North Dakota, he said. For instance, here paper is continuously turning over while out there, he said, it rarely turns. And folks, did "J. D." have a lot of fun with "Pocket Directory" looking up his old friends? He did, you know!

At Farmington we found C. E. Cadwell all wrapped up in his work. He's been pushed ahead from cashier to vice president, R. G. Shirley being made cashier. This is a recent change due to Theo. Albrecht's retirement as vice president.

F. W. Schandorf, president of the Northfield National Bank & Trust Co., was all smiles when we popped in on him. There's an optimist! Northfield is sitting on top of the world, he says.

(Here's the joke, though. Scads of fellows tell me the same thing. What a jam there must be on top of the world.)

Does anybody want to buy a directory that has a listing of banks in the United States, year of 1895? If so, get in touch with A. O. Netland, president of the State Bank of Northfield. It was fun to go through this old book, noting especially the now-prominent bank presidents who used to be assistant cashiers. Mr. Netland's son recently went into the banking business in Montevideo with the Union State Bank there. He just couldn't stay away from it, says his dad. S. A. Netland, cashier, is still proud of the fact that he was one of the first bankers in the Northwest to receive Commercial West. "I got one of the first issues," he says, "and I've read it ever since."

We were unfortunate in not seeing H. O. Dilley of the First National, but Bob Shumway took care of us in great shape. We asked Bob what his title was and he said: "Nope, no title. I just work here and I'm darned thankful to do that."

The weather was just too nice to keep A. B. Larson, president of the Faribault State Bank & Trust Co., indoors. He couldn't resist the temptation to get out in the country. Ray Meyer was on the job, though, and had a lot of pleasant things to say about the situation in Faribault. Confidence has returned in gratifying manner and lots of the old sock and mattress money is finding its way to the banks.

Geo. E. Kaul of the Security National in Faribault stands when he uses his typewriter. He and Louis Peavey reported an increase of \$300,000 in deposits since January 1.

Met Joe Rachac on the street. He said he planned to run for register of deeds at the coming county election. Joe is feeling fine and says hi to all his friends.

The First State Bank of Medford boasts of being the first bank in Steele county to reopen after the holiday. Reason: they open earlier in the morning, that's all. Walter H. Diers is cashier here and he reported a 40 per cent increase in deposits since last December! "If this continues we'll be able to pay our stockholders a dividend before long," he said.

Now here's real progress for you: When the First National of Waseca reopened March 14 their footings totaled \$839,000. The footings to date total \$1,066,000. "This leaves the bank with a cash reserve of \$225,000," said C. P. Sommerstad, the president. "Had anyone told me a year ago that we would be in this cash position today I would have told them they were crazy."

E. C. Ward, president of the Farmers National of Waseca, was in Minneapolis, so we turned the heat on Vice President N. N. Powell and E. J. Priebe. Bill Duncan, secretary of the Minnesota Bankers Association, was in the bank the day before and flashed his new directory so the boys were all primed for us.

Herman Mittelstaedt, cashier of the Security State, known to hundreds as "The Dutchman," was out in the country trying to make a dime. Leave it to Herman to chase the dimes, they say. Chas. Spillane, vice president, says he has no equal, sometimes staying out all day on collections and not collecting a cent but coming in with a big smile on his face.

Try and get into the First State Bank of Meriden without being seen first. On the door they have an electric clock operated by buttons behind the cage. The Outfielder must look honest, at least, because W. P. Jones the cashier, didn't hesitate to let us in. Here's one for the books, though: The Meriden Creamery Association has payroll of \$10,000 a month. One hundred patrons serve the creamery. "W. P." has reduced loans to the tune of \$45,000 since the first of the year. Deposits are up \$50,000 since "Pocket Directory" last told the Northwest what he had on December 31. "I'm sitting on only \$50,000 in cash and believe it or don't we're making money," he said.

R. S. Banfield, new president of the First National in Owatonna, says he likes his new connection a lot. "Things are going along in swell shape," he said. Mr. Banfield succeeded Sid Kenyon, you'll remember.

Paul H. Evans, president of the Security Bank & Trust Co. in Owatonna, chose

(Continued on page 12)

New Banco Affiliate

Northwestern Mortgage Firm Takes Over Old Trust Co. Business

Effective April 11 Northwestern Mortgage Co., a wholly owned subsidiary of Northwest Bancorporation, will assume the mortgage loan and real estate business conducted by the Minnesota Loan & Trust Co. prior to its consolidation with the Northwestern National Bank. This step is taken in conformance with United States banking laws, which do not permit national banks to operate mortgage loan and real estate departments.

The newly elected officers and the personnel of the company consist of those who have been active in the mortgage loan department of the trust company for many years. The officers are as follows:

F. J. Mulcahy, president.
Theo. Albrecht, vice president.
J. J. Fehr, treasurer.
Roy Shippam, secretary.

The Northwestern Mortgage Co. will have its offices on the third floor of the Northwestern National Bank building in the same quarters previously occupied by the mortgage loan department of the Minnesota Loan & Trust Co.

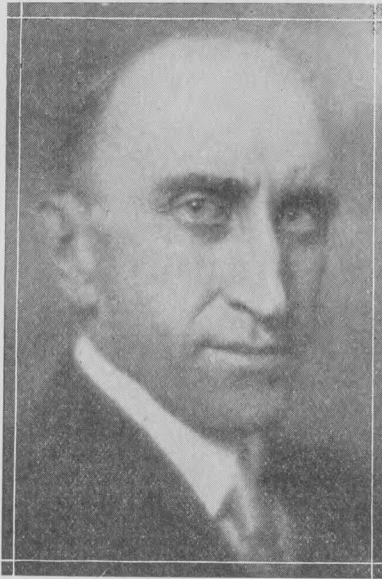
F. J. Mulcahy, president of the company, has been engaged in the mortgage loan and real estate business since 1902, when he became connected with the Minnesota Loan & Trust Co. He was elected assistant secretary in 1917 and secretary in 1931. He is a director of the Second Northwestern State Bank and secretary of the Northwestern National Bank & Trust Co.

President Mulcahy says Northwestern Mortgage Co. will be the loan representative of a number of Eastern life insurance companies and will conduct a general mortgage and real estate business, making first mortgage loans on city property, servicing loans on both farm and city properties, and acting as agent in the management of real estate, office buildings, and business properties.

Theo. Albrecht has been engaged in the building, banking and real estate business for more than 40 years. He formerly was president of the Union Investment Co., a holding company owning 32 banks in the Northwest previous to its sale to Northwest Bancorporation. Mr. Albrecht is vice president of Northwest Bancorporation and will serve as vice president of the Northwestern Mortgage Co.

J. J. Fehr, treasurer, has been engaged in the banking and farm mortgage business since 1913. In 1923, he joined the trust company and, in 1925, was made manager of the city real estate department.

Roy Shippam has been in the mortgage and real estate business for 28 years. He first entered the banking business in 1906 with the National Bank of Commerce and continued on with the organization after it was consolidated with the Northwest-



F. J. MULCAHY

ern National Bank, later going with the Minnesota Loan & Trust Co. His particular work during recent years has been in connection with the handling of first mortgage loans on Minneapolis real estate.

Visiting Around Northwest

(Continued from page 11)

to be away on vacation—three to four days in the country. O. M. Hegnes, cashier, told us that since March of last year they had a deposit increase of \$300,000.

The State Bank of Bixby, with W. V. Schutz at the helm, asked us about London Lloyds coverage. Couldn't give him much information, but told him to get in touch with Leonard Aaker of Sexton & Co. and he could tell him why and how it was cheaper. "W. V." has a flock of books in the lobby that he lets out. Lobby library, so to say.

In E. O. Habberstad's bank, the Farmers and Merchants of Blooming Prairie, we met a farmer who gave us a new slant on farm tractors. His name is A. W. Johnson and he farms 85 acres west of the city. He has a light McCormick Deering tractor, also two horses. He insisted that by owning the tractor and not any more horses he was able to feed 300 chickens, said same chickens bringing a nice income on the grain that he would have fed to more horses if he didn't have the tractor.

E. O. Habberstad was in a happy

PLACING A MILLION TIES

Northern Pacific Railway last week started its program of replacing a million ties on the system between St. Paul and the Pacific Coast, according to Bernard Blum, chief engineer. The tie replacing crew has begun operations on the west end and will move eastward as the weather permits. The tie treating plant a Paradise, Mont., will be in operation for about a month, beginning April 1. The Brainerd, Minn., plant has been in operation for some time.

N. W. Air Mail Situation

Announcement that Postmaster General Farley would ask for bids for carrying air mail on the old projected route from Chicago to Pembina via the Twin Cities brought immediate action by civic bodies of those cities. They started burning the wires immediately with the demand that a single unit bid be asked for covering an all Northern route from Chicago via the Twin Cities to the Pacific Coast.

The Junior Associations of Commerce of both Minneapolis and St. Paul wired influential members of both houses of Congress in every Northern state interested. The Minneapolis Civic and Commerce Association stated it would again follow up its previous demands for a single unit Northern air mail line and would communicate with similar associations all along the Northern line asking that they renew their demands.

This action followed announcement of President Roosevelt returning air mail service to commercial lines.

frame of mind and, although still disappointed over the bonds he sold last year, he said: "Boy, we'll kick yet—and how."

When Sam Rask, president of the First National of Blooming Prairie, found out that the Outfielder hailed originally from La Crosse, Wis., a very pleasant half hour ensued. We found we knew a lot of the same people and as usual under such circumstances, had a lot of fun discussing the old town. Mr. Rask lived there many years ago. Now he has just finished dishing out over a million dollars of government money.

ALBERTA CROP REPORT

Preliminary estimate of the total value of agricultural production for the Province of Alberta for the 1933 season is placed at \$113,275,958. Field crops had a value of \$52,199,000. There was a substantial increase in the value of dairy products in 1933 over the previous year, due not only to a slightly higher price level, but also to a new high record of creamery butter production. The value is placed at \$12,725,000 compared with \$11,850,000 in 1932. Value of animals slaughtered and sold was \$20,767,325 as compared with \$17,585,582 in 1932.

The New Farm Mortgage Plan

How Bonds Will Be Employed in Lieu of Cash

Bonds of the Federal Farm Mortgage Corp. were substituted for cash on March 26 by the Federal Land Banks of St. Paul, Omaha and St. Louis and the other nine banks of the system in the making of farm mortgage loans.

The bonds being used by the Federal Land banks are guaranteed by the United States government as to both principal and interest. This guarantee of the federal government is in addition to the security behind the bonds which includes the consolidated bonds of the Federal Land Banks for which they are exchanged, the farm mortgages to be accepted by the Land Bank Commissioner and, of course, the capital of the corporation itself.

They Are Tax Exempt

"The bonds and the income derived therefrom are exempt from all Federal, state, municipal and local taxation with the exception of surtaxes and inheritance, estate and gift taxes," states William I. Myers, governor of FCA. "They are also lawful investment for all public, trust and fiduciary funds the deposit or investment of which comes under the authority or control of the federal government. They can be used to secure the deposits of the Federal government, postal savings deposits and similar funds. Further," Governor Myers continued, "the bonds may be used as security for the 15-day borrowings of member banks from Federal Reserve Banks."

The Federal Farm Mortgage Corp. was created by Act of Congress on January 31, 1934, to aid the Federal Land Banks in the refinancing of farm indebtedness. The corporation was capitalized at \$200,000,000 and given the authority to issue bonds up to \$2,000,000,000.

The corporation may sell its bonds to the public and use the proceeds to buy the consolidated bonds of the Federal Land Banks or exchange the bonds for those of the Land Banks and mortgages to be accepted by the Land Bank Commissioner and use the bonds instead of cash in making new loans.

Directors of the Federal Farm Mortgage Corp. have decided that for the present the bonds will not be sold directly to the investing public, but will be used in lieu of cash in the making of farm mortgage loans to farmers.

Farmers' creditors may want to hold these bonds as investments, but in many cases the farmers and their creditors will find it necessary to sell them to obtain cash to carry on their business operations or to meet existing obligations. When the bonds are sold they will be bought by the investing public in the financial centers and the local banks.

The local banks probably will be large holders of these bonds as they are now

well supplied with cash and will welcome the opportunity to use these funds to obtain some income and at the same time keep their assets extremely liquid.

Mature in 30 Years

The first issue of Federal Farm Mortgage bonds is dated March 15, 1934. They are to mature in 30 years and are callable upon notice after ten years. The interest rate is $3\frac{1}{4}$ per cent payable semi-annually. U. S. Treasury bonds maturing in 1941 and bearing the same interest rate are now selling above par.

Since the bonds of the corporation are guaranteed by the government the Secretary of Treasury is empowered to purchase the bonds of the corporation as a public debt transaction.

As the bonds will be used to pay farmers and their creditors, it is necessary to issue them in small denominations. The present issue is in sizes of \$100, \$500, \$1,000, \$5,000 and \$10,000. Bonds of the smaller denominations may be exchanged for larger ones through Federal Reserve Banks and vice versa.

The bonds are issued originally as coupon bonds but may be exchanged for registered bonds through Reserve Banks. Provision has been made for the recording of ownership of registered bonds with the division of loans and currency of the Treasury Department at Washington.

"There is a vast difference, of course, between bonds on which the payment of both interest are guaranteed and those on which only the interest is guaranteed by the Federal government," states Governor Myers. "The new bonds of the Federal Farm Mortgage Corp. being guaranteed as to both principal and interest by the United States government can be sold at low interest rates and will be as readily marketable as long-term Treasury bonds."

The twelve regional Federal Land Banks, organized in accordance with the Federal Farm Loan Act of 1916, were made part of the FCA when it was organized last spring under the executive order of President Roosevelt.

Home Loans Are Made

The banks make loans on security of first mortgages on farms in amounts not to exceed 50 per cent of the normal value of the land as determined by trained appraisers employed by the bank and 20 per cent of the insured value of the improvements thereon. Loans are not made for less than \$100 or more than \$50,000. All loans over \$25,000 have to be approved by the Land Bank Commissioner.

The Land Bank Commissioner makes loans on security of first or second mortgages. He may also require additional security in the form of chattel mortgages on farm crops, livestock and equipment. The total amount of the loan may not

exceed \$7,500. Commissioner's loans will not be made in cases where the loan, when added to or substituted for other liens on the property, will exceed 75 per cent of the value of the farm property.

In the act setting up the Federal Farm Mortgage Corp., Congress provided that not more than \$600,000,000 of the bonds of the corporation could be used for the emergency loans made by the Land Bank Commissioner. It was also stipulated that no loans be made after February 1, 1936 by the Land Bank Commissioner, except for the purpose of refinancing of old loans.

The Federal Land Banks loaned approximately \$600,000,000, including loans made for the Land Bank Commissioner, from the formation of FCA last May until the banks transferred to a bond basis on March 26. At the time the shift was made the banks were disbursing from \$6,000,000 to \$8,000,000 per day. The Land Banks last spring were suddenly flooded with applications for loans far beyond their capacity to handle them. They quickly expanded their organization and trained many new men, so that for several months now, they have made loans more rapidly than they have received new applications.

Makes Fine Showing

Breckenridge Shipping Association of Breckenridge, Minn., made a fine advance during 1933, according to the report of the annual meeting held a few days ago furnished Commercial West by George A. Buscher, cashier Farmers & Merchants State Bank of that city, who is secretary of the association.

The report showed that there were 156 cars of livestock shipped by the association during 1933, which was an increase of 82 cars over the year 1932. During the past year 7847 hogs, weighing 1,488,767 pounds, were shipped. During the same year 3518 head of cattle, weighing 1,087,112 pounds, were also shipped. The association paid to its patrons during the past year for livestock the sum of \$89,994.18.

The following officers were elected for the coming year: James Fitzgerald, president; George E. Buscher, secretary-treasurer; Frank Kosek, vice president; and the following directors, Herman Lordeman, Carl Conzemius and B. C. Lawrence. F. O. Pierce was elected manager and shipper; Ralph Pierce, assistant manager, and Mark Braun, assistant shipper.

ESTIMATE WOOL FIGURES

Domestic shorn wool production in 1934 is estimated by the New York wool top exchange service at 345,000,000 pounds. This compares with a reported production of 364,730,000 pounds in 1933 and 345,440,000 pounds in 1932.

Heard Around Washington

The President stepped into the stock exchange and grain exchange situations, along with federal unemployment insurance this week and threw the weight of his influence behind the measures now before Congress. Previously it had been said he favored the bills, but he had not openly advocated them. All of which gave the grain and stock markets more or less jitters and slowed up trading.

Federal unemployment insurance under the pending measure would enable the employer to deduct whatever he pays into a state fund. Otherwise the tariff is 5 per cent of the payroll. Only one state, Wisconsin, now has an unemployment insurance law but Ohio and New York are dallying with such a measure.

Folks back in the Northwest must have got a kick out of the battle between John Brandt, dairy leader there, and the Agriculture Department. The end is not yet, it is said, cooperative dairying interests asserting they intend keeping up the attack against AAA and its dairy program until they get more recognition of their own plan.

Congress is expected to extend for another year the disputed licensing section of the national industrial recovery act, which is the administration's most formidable bludgeon in labor controversies such as that which menaces the automotive industry. A special message from President Roosevelt urging extension of the section, is expected in a few days. The licensing section will expire June 16 unless Congress acts. It is a part of NIRA much disliked and disputed by Big Business under it, upon evidence that any industry is flouting NRA codes, the President may impose a license system. No offending unit could operate without a license.

House and Senate conferees have agreed on the Jones bill to make cattle and certain other agricultural products basic commodities under the farm adjustment act. Chairman Jones (Democrat, Texas) of the House agricultural committee, says the bill was modified to authorize a total appropriation of \$250,000,000 instead of \$350,000,000 as passed by the Senate. Of this, \$50,000,000 is to go for the purchase of beef and dairy surpluses to be used for relief work and also for the elimination of diseased dairy cattle.

The door to America's vast capital resources was slammed shut last Saturday to virtually every major European government. An administration ruling announced by Secretary Morgenthau made effective in advance legislation now pending in Congress to prohibit new advances of American money to foreign debtor nations that are wholly or partially in default.

The farm administration says reports from 42 states indicate that between 900,000 and 1,000,000 corn-hog contracts have been signed to date in the adjust-

ment program for 1934. Dr. A. G. Black, chief of the corn-hog section, says the campaign is nearing completion in a number of states, but that it is difficult to estimate the exact number of contracts which will be signed since some states have only recently begun the sign-up campaign. Approximately 160,000 contracts have been signed in Iowa, 110,000 in Illinois, 94,000 in Missouri, 82,000 in Indiana, 75,000 in Minnesota, 80,000 in Nebraska, 68,000 in Kansas, 60,000 in Ohio, 60,000 in South Dakota and 33,000 in Wisconsin.

Income tax payments for the first 22 days of March reached \$225,154,878 or less than \$25,000,000 short of Treasury estimates for the full month. Corresponding collections last March, when returns were allowed 16 extra days because of the bank holiday, were \$160,603,147. Income tax deposits for the entire fiscal year which ends next June were \$583,-

361,867 on March 22, as compared with \$543,942,789 in 1933.

A contention that the Wagner national labor board bill is "invalid in law and unsound in principle" was voiced by James A. Emery, general counsel for the National Association of Manufacturers, before the Senate labor committee. Representing both the national association and 36 state associations of manufacturers, Mr. Emery made a long attack on the measure designed to both strengthen the labor board and outlaw company unions. "By design of this measure," he said, "it gradually forces in operating effect but one form of labor organization and slowly but surely undertakes to drive all workers into it. It ignores successful and practical experiments in new forms of collective relationships.

AAA reported Monday that farm income was \$1,158,000,000 higher than the previous year. This is an increase of 55 per cent.

Life is not so short but that there is always room for courtesy.

All Set to Clean Out the Garden



—From the New York Herald Tribune.

Our Farm Credit Plan Used

COMMERCIAL WEST in January, 1933, Proposed Present Setup

Looking back over the months that have intervened since January a year ago much has been accomplished in the general recovery program—much for which Commercial West feels that it may well take credit because of the fundamentals it proposed.

One of these is development of the credit position of the farmer. On January 14, 1933, Commercial West, in a full page editorial, proposed institution of what since has become the Farm Credit Association, although our recommendation was that it be established and operated as a part of the banking system of the country. And we still believe agricultural credit would have been relieved and expanded to a much greater extent if government had tied up its FCA through the banks.

In part on January 14 last year Commercial West said:

“Agriculture stepped into 1933 with two great problems to solve. One is the price it is to receive for its products, the other is stabilization of its credit.

“As to stabilization of the credit of the farmer. This is a matter that now needs and demands earnest, careful and immediate consideration. Although agriculture as a class has been found, in the crucible of the depression, to have passed through it with a better credit position than industry, it is also evident that the credit position of the farmer is more individualized. Thus it becomes more of a public matter. Long the backbone of the investment portfolio of the country bank, the insurance company and the mortgage loan concern the farm mortgage, once it is frozen, becomes an outstanding factor of all credit.

“There is reason, therefore, for the attitude of the present Congress, of legislatures in strictly agricultural states, and of business to seek some means of solving the farm credit problem and the establishment in the future of farm credits upon a more understandable basis of the needs of the farmer.

“As heretofore outlined many times in Commercial West the farmer must have a longer credit term than other lines because he cashes in on his production chiefly once a year only. In these past months of short term credit the inequality of the farm loan has become self-evident.

“Commercial West feels that it has solved this problem in the proposal it has made for creation on a broad scale of the community agricultural credit unit, preferably as an affiliate of the country bank. By this means the farm credit can be carried as long term paper and still leave the bank free to handle it as open credit.

“Expansion of this idea should prove very helpful to agriculture in the months and years to come.”

When President Roosevelt assumed office one of his first major moves, outside of getting banks on their feet again, was directed to the rehabilitation of agriculture, especially the credit of agriculture.

What has been accomplished through AAA, FCA, PCA and so on now is history and part of the great agricultural stabilization program.

Despite Uncle Sam's competition through his various government farm setups banks of the Northwest and throughout the nation have given the general farm program valiant support. They have cooperated through the Crop Production Association, the Bank for Cooperatives, the Regional Agricultural Associations and the Land and Intermediate Credit banks to their fullest capacity. They have liquidated farm loans through

their banks and through the regional federal organizations. They have contributed liberally to the plan for long time agricultural loans.

It is to the credit of banks which have local agricultural loan corporations as affiliates that they have done their share in developing long time paper for farmers of their communities.

Now Commercial West recommends that, as the long range emergency operations of the federal government in aid of the farmer are carried to conclusion, the reins of these administrations be turned over gradually to the banks where they belong, so that eventually the banks of the country will again become the source of farm credit through which will flow farm paper into the hands of accredited farm mortgage companies, insurance firms and investment houses.

Banks Under FDIC Cover

During the first two months of its operation, the number of banks holding membership in FDIC increased by 1,015 to 13,632, states Leo T. Crowley, chairman. This increase is based on corrected figures for January 1, the date the fund came into being, and February 28.

The number of insured accounts in banks which are members of the insurance fund increased by 2,068,229 during the first two months to 54,814,249 at the end of February; while the insured deposits rose during the same period \$449,559,099 to \$15,512,744,137.

At the end of February, the number of state non-Federal-Reserve-member banks in the Insurance Fund was 7,442, a gain of 688 in the two months; national banks totaled 5,275, an increase of 214, and state banks members of the Federal Reserve System numbered 915, or 113 more than at the first of the year.

The states showing the largest increases in the number of insured banks during the two months ended February 28, 1934, were: Wisconsin, 156; Texas, 133; Pennsylvania, 66; Ohio, 62; New York, 55; Kansas, 53; Missouri, 49; Nebraska, 45; Iowa, 44; Illinois, 38; Indiana, 34; and Michigan, 30.

The ten leading states, in respect to deposit insurance, have 75.46 per cent of all the insured deposits in the United States and 65.52 per cent of all insured accounts, as shown by the following table:

State	Insured Deposits	Insured Accounts
New York	\$ 5,313,823,965	11,417,348
Pennsylvania	1,584,074,787	5,936,182
California	1,156,009,695	3,622,247
New Jersey	867,546,038	3,135,761
Illinois	694,830,241	2,936,350
Ohio	656,745,506	2,835,920
Massachusetts	466,057,566	1,426,080
Texas	350,448,375	1,819,576

Missouri	318,395,133	1,510,379
Minnesota	298,181,938	1,276,475
Totals	\$11,706,113,244	35,916,318

The ten leading states, in the order of the number of insured banks, follow: Pennsylvania, 1,006; New York, 901; Illinois, 847; Texas, 823; Minnesota, 649; Ohio, 641; Wisconsin, 597; Missouri, 583; Iowa, 450; and Indiana, 446.

For Utilities Investors

An aggressive program of action aimed to secure a fair deal for investors in utility securities, is announced by Dr. Hugh Magill, president of the American Federation of Utility Investors, Inc., a non-profit organization formed in the interest of all utility security holders.

In its program the Federation takes a definite stand both with respect to political activities said to be detrimental to fair values of utility securities, and with respect to improvement of conditions within the utility industry that concern the interests of utility investors.

NEW AIR SCHEDULE

A new and more convenient air schedule between the Twin Cities and Kansas City was announced by M. A. Severson, Twin City traffic representative for Hanford Air Lines, effective April 1. South bound plane will leave St. Paul at 3:30 P. M. and Minneapolis at 3:40 instead of 7:30 and 7:40 A. M. and will arrive at 5:30 P. M. in Sioux Falls; 5:50 P. M. in Sioux City; Omaha, 6:40; St. Joseph, 7:40; and Kansas City at 8 P. M. North bound plane will leave Kansas City at 9 A. M., arrive at St. Joseph at 9:25 A. M.; Omaha, 10:30 A. M.; Sioux City, 11:20 A. M.; Sioux Falls, 11:55 A. M.; Minneapolis at 1:20 P. M. and St. Paul at 1:30 P. M.

Home Financing Problem

Savings Flow Must be Restored on Stabilized Basis

A sound and economical home financing program on the part of the federal government can accomplish just as much toward making home construction and home modernization and repairs possible as can any multi-billion dollar bonding project. This was the point of view presented the past week before the House banking and currency committee by Morton Bodfish, executive vice president of the United States Building and Loan League.

The organization which he represents is the national body of 11,000 local building and loan associations which hold between six and seven billion dollars in mortgages on small homes, and more than half of the home mortgages in the country by number.

"Every step which the government takes from now on in its home financing program has to be considered in the light of its effect upon the present and future flow of savings of ordinary people into the home mortgage field," said Mr. Bodfish. "Unless government wants to take on a \$20,000,000,000 job in home financing it must consider the interests of the people whose \$20,000,000,000 of savings up to now has made possible the existing home mortgage structure.

"Last year building and loan associations loaned \$500,000,000, which was a greater sum than was loaned on homes by all other urban lenders put together. It was also about \$2,000,000,000 less than the lending associations would have done with a normal inflow of savings and normal collections on older loans.

"The problem which the government has to meet now is substantially how it can restore the normal flow of funds into the savings institutions which have done the home financing in the past. That is the most economical way that credit can be unloosed in the home field and it will work out best in the long run."

Speaking of the occurrences of the last three months, Mr. Bodfish indicated that

the attractive features of FDIC for commercial banks were diverting from the home financing field sizeable sums into the banks. He referred to a statement the previous day by Chairman John H. Fahey of the Federal Home Loan Bank Board in which reference had been made to a program now under consideration to supply funds for the increase of home building and home repairs. He said that the hope of the established home financing agencies was for an agreement with the people interested in the building supply business upon a program which will insure against speculative excesses and rapid over-building.

"Everybody in the entire field is concerned about interest rates," said Mr. Bodfish. "So are the building and loan associations. The rates at which home mortgage money can be loaned now and in the future will be determined by the rate at which the ordinary people are willing to invest their funds and their savings in this field. If they are satisfied with this investment when the returns are 4 per cent, then the home lending can be done for 5½ to 6 per cent. The associations can operate on a point to a point and a half margin, certainly a minimum operating expense even when compared with government institutions. I feel that all of the far-seeing leaders with wide experience in home financing would like to see the interest rate go down. Again it is a matter of encouraging the people to save in the home financing institutions."

Mr. Bodfish presented in behalf of the building and loan league amendments to H. R. 8403 which is now in the House as an amending measure to the Home Owners' Loan Act of 1933. Again referring to Chairman Fahey's statement he recalled that only 50 per cent of the loans to date made by the Home Owners Loan Corp. had gone to people who actually needed relief, pointing out that 50 per cent of the activities of the relief corporation had thus been a venture in government

home financing. To correct this situation it was suggested that the present bill be amended to establish once and for all the eligibility requirement of economic distress for home owners' loan applicants. Another proposal designed largely to eliminate the non-distressed loan was an amendment providing for boards of conciliation in each state to serve without pay to supervise the bond exchange transactions of the relief corporation.

POWER FIRM CHANGES

Several important changes in the management of various North Dakota divisions of the Northern States Power Co., including transfer of P. J. Montgomery, manager of the Grand Forks division to be assistant manager of the Fargo division, of which J. F. McGuire is manager are announced. The changes are to be effective April 1.

Allan S. King, former general superintendent of the Fargo plant and since 1930 manager of the Minot division, is transferred to Grand Forks to take the place to be vacated by Montgomery.

John S. Hogan, now manager of the lighting sales department at the general office in Minneapolis, goes to Minot as manager of the Minot division.

Veterans' Pay Restored

Both houses of Congress overrode the President's veto of the veterans' aid and federal employes' pay increase bill.

Carrying a total appropriation of \$830,000,000 the bill is now a law. It calls for returning 29,000 World War veterans to the pension lists with 75 per cent of the benefits they received prior to enactment of last year's economy bill. Thousands of Spanish-American war veterans will receive similar benefits, along with widows or orphans. This will call for an outlay of around \$90,000,000 in the next fiscal year.

It eliminates a third of the 15 per cent government pay cut, retroactive to February 1. It is estimated this will cost \$26,000,000 to July 1. Another 5 per cent restoration will go into effect July 1, which is expected to cost \$126,000,000 for the next fiscal year.

FARM LEADERS MEET

Farm leaders of North Central states met in Chicago March 26-27 to attend the annual midwest conference of Farm Bureau presidents and secretaries. Particular attention was paid to the problems and opportunities presented by the New Deal farm legislation. The first day of the meeting was devoted to a thorough discussion of the agricultural adjustment act. Charles Hearst, president of the Iowa Farm Bureau, directed a discussion on the way the act is being applied, results to date and shortcomings. Farm Bureau leaders from each of the states represented presented the reactions of farmers in their states.

Japan is a nation with her back to the wall, says a writer. And the wall belongs to China, answers the paragrapher.

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Job Insurance is Boosted

Federal unemployment insurance was sent further on its way in Congress this week when President Roosevelt advocated it in a letter to Chairman Robert L. Doughton (Dem., N. C.), of the house ways and means committee. Mr. Roosevelt urged passage of the bill at this session.

As a result the Lewis measure will be given house right of way, Speaker Rainey and Majority Leader Byrns said. Previously, congressional leaders had indicated an intention to sidetrack the measure, which is looked upon as a long range program for protecting the jobless.

The President's letter said:

"For a long time I have advocated unemployment insurance as an essential part of our program to build a more ample and secure life. The loss of a job brings discouragement and privation to the individual worker and his family. If an insurance or reserve fund has been accumulated, even a small payment from it at such a critical time will tide over the worker and keep up his morale and purchasing power.

The benefits of such a system will not be limited to the individual, but will extend throughout our social and financial fabric. We have in the past relied almost entirely on private charities and public treasuries to sustain the costs of seasonal and intermittent unemployment. This is a practice that necessity will compel us to change to a very substantial degree. There is no reason why they should assume the entire burden of meeting a foreseeable loss, the major cost of which ought to be computed and borne like every other cost of business.

"Of course, unemployment insurance alone will not make unnecessary all relief for all people out of work for the entire period of a major economic depression, but it is my confident belief that such funds will, by maintaining the purchasing power of those temporarily out of work, act as a stabilizing device in our economic structure and as a method of retarding the rapid downward spiral curve and the onset of severe economic crises.

"I am interested to see that the bill seeks to promote unemployment insurance under state rather than national laws. This is an approach with which I agree, and which fulfills the promise of the Democratic platform for 1932 to favor 'unemployment insurance under state laws.' The states are peculiarly equipped to administer legislation of this type, and the recent efforts of this administration in such a closely allied field as the creation of public employment offices have been along this line.

"The bill has another advantage in establishing a suitable relation of the national government to unemployment insurance. Under our system of government the task of caring for the unemployed falls primarily on the states. If a state cannot bear the burden the United States must be prepared to do so and to

collect revenue for that purpose. That is why this bill is properly considered a revenue measure. But if a state, by requiring local industries to contribute to unemployment reserves, has cared for its needy and avoided a strain upon the federal treasury such contributions ought to be deductible from federal taxes.

"The general principles of the bill seem to me sound and the effect sought a necessary one for recovery and prevention of future economic crises; and I hope that the bill will be passed by the congress at this session."

RENEW SEAWAY DRIVE

A renewal of their efforts for ratification of the St. Lawrence waterway treaty was opened by directors of the Great Lakes-St. Lawrence Tidewater Association in Chicago Sunday. The group expressed confidence that the treaty would be resubmitted by President Roosevelt and ratified by the senate. Charles P. Craig of Duluth and Washington, secretary of the executive committee, said he "knew" the president would resubmit the pact, adding, "He is behind us in this fight. And one thing is certain; there will be no new draft offered."

Tourist Boosters Meet

At a meeting of the Minnesota Boosters' Association held last Saturday at the Angus Hotel, St. Paul, the board of directors for the coming year was selected. Plans were made to cooperate with the Minnesota State Tourist Bureau and with existing local organizations in carrying on the work of the Ten Thousand Lakes-Greater Minnesota Association. Many of the commercial clubs and every congressional district in the state were represented.

The following members were elected to the board of directors: Dan Gainey, Owatonna; Ward Patton, LeSueur; F. S. Gold, Minneapolis; E. S. Warner, St. Paul; C. C. Meloney, Minneapolis; Fred Schilplin, St. Cloud; D. T. Davis, Tracy; Tom Madden, Virginia; H. Z. Mitchell, Bemidji. Officers previously elected are G. T. Pettibone, Detroit Lakes, president; R. T. Hart, Moose Lake, vice president; G. B. Myrum, St. Peter, secretary-treasurer. A number of the directors elected are members of the board of the Ten Thousand Lakes-Greater Minnesota Association.

Quentin J. David, St. Paul, spoke on the necessity for advertising Minnesota.

The next meeting of the board of directors will be held on April 7, at which time plans for an advertising campaign will be perfected.

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House of Morgan Speaks

Supports Gold and Monetary Policy But Warns Against Deflation

The House of Morgan has spoken again in support of the President's gold and monetary policy but questions the danger of continuing the deflationary process that is retarding bank deposits and the flow of money to industry.

The voice this time is that of Russell C. Leffingwell, J. P. Morgan & Co. partner and wartime Treasury official. Mr. Leffingwell's statement was made a few days ago before the Academy of Political Science in New York City.

Recording the history of money machinery in modern days and quoting J. P. Morgan in support of England's departure in 1931 from the gold standard, and again in April, 1933, when President Roosevelt placed his embargo on gold, at which time Mr. Morgan, "welcomed the action," Mr. Leffingwell said in part:

"Monetary stability should be the ultimate objective in the interest of all the people. That means relative stability of prices, and wages, once a satisfactory level has been achieved, as well as stability of the foreign exchanges.

"By stability of prices and wages I do not mean rigidity. Prices and wages should fluctuate within rational limits. What is intolerable is not those changes in prices and wages that result from natural causes, such as new inventions and economies, but changes in prices and wages due to monetary instability.

"The function of gold in the new monetary system which must be evolved for all the world will be of great importance, first, as a check or proof upon

the internal dependability of the currency. Gold may not be returned to circulation, but it will be a valuable and necessary factor of confidence in the currency.

"Second, gold will continue to be necessary to settle international balances. As long as nationalism persists we cannot have an international paper money any more than an international army and navy. You cannot spend paper pounds in New York or Omaha, nor paper dollars in London or Liverpool. In the Western world gold is the most convenient, most customary and most generally acceptable common denominator for the various national currencies.

"To return to the old gold standard would have been out of the question because it would have involved the resumption and aggravation of the cruel deflation of 1929-1933. In fact, a valuation seems to have been reached with regard to the desire to raise the domestic price level, rather than with regard to the level of the foreign exchanges; and with a very proper reserve as to what the future may have in store. That reserve was most necessary since our domestic economy has not yet arrived at equilibrium, and the domestic budget is far out of balance, and since the other principal commercial countries are not yet prepared to make similar and complementary decisions.

Gold Buying Abroad Effective

"The technique of buying gold abroad has been effective in stimulating prices and business at home. In the future, however, it is most important that consideration be given to the risk that the effect of this technique if long continued must be deflationary abroad, as were the gold purchases of France after 1926 and of England after 1931; and that the repercussion on America of renewed deflation abroad must be expected to be deflationary in the longer run. The future technique of dollar revaluation should follow the course of an orthodox cheap money policy: the expansion of credit and currency through the Federal Reserve banks; the purchase of government securities by them in the market, or even as ways and means advances to the Treasury if need be; the purchase by them of longer government bonds as well as short; and the maintenance by them of discount rates favorable to the borrower upon such securities. The Federal Reserve Banks should be prepared to enlarge their portfolio of government securities, and of loans on government securities, at low rates of interest; to make credit cheap, and to finance at least a part of the government's deficit; until the stimulus of cheap money raises prices, and restores a profit to business, so that business can re-employ labor and will have more taxes to pay on increased

incomes. Such a technique of expansion through the Federal Reserve System is preferable, because more readily controlled, to a similar technique of expansion through the Treasury itself.

"The way to stop a deflation is to make money cheap. That has been in course of being proved in England since 1931 and here since a year ago. That way will work. There is no other way.

"It will work if we can have peace and good-will and confidence at home, if we restore profit to business and if we re-open the capital market.

"Let me emphasize what I have last said. Cheap money opens the door to recovery. If we are to march through the door and along our way to progress continuously, then the factors which I have last mentioned—and, I may add, peace and good-will and trade with foreign nations—become of immense importance.

Deflation Retarding Recovery

"There are certain obvious obstacles to permanent recovery that cannot be ignored. Recovery is being retarded by measures of reform, or intended reform, which work out as drastically deflationary in their results, however laudable in their purpose. Deflationary laws retard the growth of bank deposits and of capital. It is becoming generally recognized that those phases of the recovery program, which increase costs in advance of profits, really retard recovery and re-employment and thus indeed obstruct the beneficent social purposes which inspired them. In consequence of restrictions upon the capital market and upon the profits of business, there is a growing demand that the government itself provide intermediate credit and capital for business. The government cannot foot everybody's bills forever, and yet preserve its own credit and the stability of the currency.

"The burdens thrown upon the federal government for relief and reconstruction during the last three years, and the loss of revenue due also to the depression, put the budget of the government badly out of balance. A mounting public debt is a menace to monetary stability. There will not be full confidence in the restored gold standard until it is supported by a balanced budget. By a balanced budget I mean such a budget that the public debt does not increase. It is clearly premature as yet to count upon a balanced budget. The government cannot and must not let people starve. Nor can it squeeze blood out of a stone or taxes out of losing business. To balance the budget there must be rigid economy of public expenditure, even while all legitimate demands for necessary relief are met; there must be a revival of industry so as to re-employ the unemployed and those now the object of public relief expenditures; and there must also be internal revenue laws

Income Payment

Minneapolis Gas Light Company

The Minneapolis Gas Light Company, by direction of its Directors, has deposited with the Minnesota Loan and Trust Company, as Depository, the funds necessary to pay the quarterly 5% income payment on its Participation Units accruing March 31, 1934.

The books were closed for transfer March 20, 1934, and holders of Certificates for Participation Units of record on that date will receive checks for their quarterly income payment April 2, 1934.

All income payments will be made by the First National Bank and Trust Company as Paying Agent.

Minneapolis Gas Light Company
Hennepin Ave. at 8th
Minneapolis, Minn.

devised rather to produce revenue than to redistribute wealth; and tariffs devised to produce revenue rather than to prevent imports. It is vitally important that the announced determination of the President to balance the budget at a relatively early date should have popular support. The inflation menace lurks in an unbalanced budget.

"Going off gold and the cheap money policy were both necessary to meet a crisis of deflation and depression unexampled in the memory of living men and of world-wide incidence. But, unless the forces of sound and permanent recovery are promptly released to do their work, cheap money alone will not serve. It may, indeed, then become an evil, and may lead to inflation.

"There is no torture to which the human race can be subjected more devastating than the torture of uncontrolled monetary inflation. I do not expect it. I do not fear it. Indeed, there is no record that I recall of any instance in which a country with a favorable balance of trade and an excessive gold supply has committed inflation. I believe there is a saving sense in the American people which will keep them from rushing like the Gadarene swine, possessed of the devil, down to the sea and being drowned. The story of the French assignats, the story of the German mark, the memory of our own pre-revolutionary Continental currency, which became a byword—'not worth a continental'—these things must be too fresh in our minds to make it possible in this country, in this second quarter of the twentieth century, that our people should pursue a policy of madness and self-destruction. I am whole-heartedly in favor of the general policy of monetary reconstruction which the President has pursued. I conceive that I am supporting that policy when I say with all solemnity and deepest sincerity what I do in warning against inflation."

WILL INCREASE CROPS

Wisconsin farmers will increase most of their crop acreages this spring if the present intentions are carried out, according to the Crop Reporting Service of the Wisconsin and United States Department of Agriculture. With the shortage of tame hay and small grains last year and the increase in livestock, farmers expect to increase barley three per cent and their emergency crop of soy beans 20 per cent over the acreage harvested last year. Wisconsin farmers also expect to greatly increase the acreage of most of their cash crops this spring. With the probability of the pastures being winter killed in some sections of the state, farmers intend to increase their soy bean acreage to 70,000 acres which is nearly six times the 1931 acreage. The tame hay acreage is expected to be increased one per cent or 29,000 acres above the acreage harvested in 1933. Oats and flaxseed acreages are expected to remain the same as last year when 2,457,000 acres and 4,000 acres, respectively, were grown.

For Dairy Reduction

A dairy reduction program which contemplates the payment of at least \$165,000,000 to dairymen of the United States has been announced by Secretary Wallace and Chester C. Davis, administrator of AAA. Minnesota farmers may receive from \$8,500,000 to \$17,000,000 of this fund, depending upon the number who sign contracts and the extent to which they reduce their production. This program will be submitted to dairy leaders at a series of regional conferences, the first of which will be held at University Farm, St. Paul, April 6 and 7. As the result of these conferences, the program may be modified or rejected, if it appears that any large groups of dairymen are opposed to its principal provisions.

This is the program which John Brandt of Minneapolis and other cooperative dairymen and dealers in dairy products attacked as unfair to cooperatives at a conference last week in Washington.

GENERAL MILLS DIVIDEND

Directors of General Mills, Inc., announced March 28 declaration of the regular quarterly dividend of 75 cents per share on the common stock of the company, payable May 1, 1934, to all common stockholders of record at the close of business April 14, 1934.

Snappy News—That's Commercial West

MADE IN FARIBAULT

More than 600 Faribault residents paid tribute to their local industries at the ninth annual "Made in Faribault" forum last week and heard John F. Scott of St. Paul explain how federal credit agencies serve the farmer and home owner. H. H. Kirk, was toastmaster and Dr. F. F. Kramer gave the invocation. Music was furnished by the high school band directed by C. E. Purdie and vocal solos were given by Harold Roach, accompanied by Stewart Dillon.

ST. PAUL'S CENTER
of Social and Commercial Life
Offering 500 rooms, 500 baths... free radio service in every room... Famous Terrace Cafe featuring nationally known dance orchestras... Terrace Grill, the bar moderne... convenient Coffee Shop... and 350 car Ramp Garage within the building. Rates \$2.50 and up for one person... \$3.50 and up for two persons

All Barriers Down. Your telephone removes all barriers. It levels mountains, spans rivers, carries your voice quickly across the great open spaces. It breaks down that most serious barrier of all, misunderstanding, because it makes possible a contact of your mind with your neighbor's—even across a continent or an ocean.

Bell Telephone System

Clamping on Banking Code

Here, there and most everywhere now bankers are again struggling with the code, doubling back on their tracks, so to speak, since much of the work that had been done was so suddenly undone by the General.

Out of the East (Washington and New York) are coming tales, interesting and amusing, of what happened. One story says General Johnson apologized to the Bankers National Code Committee for his hasty action in the matter.

But the fact remains that the bankers are forced to tackle the job anew, pile up new mileage, devote more hours of time, effort and study, and expense attending district, county and clearing house meetings.

The goal, of course, is a schedule of service charges that will satisfy NRA aims and objects and therein promises

to lie the great redeeming and compensating factor—earnings.

As pointed out so clearly in a Commercial West editorial last week, banks must push into profitable territory, and it must be done in face of truly great opposition not the least of which is government competition.

Probably no other branch of our intricately interwoven business structure faces such a dilemma. Criticised for not lending freely; criticised, perhaps chastised, for too free and loose lending! Admonished to show profits and earnings but constantly deprived of profitable business by Federal Land Bank, PCC, Bank for Cooperatives, HOLC, Postal Savings, PWA! Now threatened with still further competition through establishment of government banks to finance industry! And bank deposits mounting and bankers wondering what to do with their money, eager to get good loans, put their idle funds to work!

Did bankers or any other group of business men ever face such a dilemma? Probably not!

Establishment of uniform service charges is a step in the right direction, but not new by any means. Farseeing bankers have long striven toward that goal. NRA promises to put the movement across in record time, accomplishing in a few weeks or months what otherwise would have taken years, maybe never have been achieved. Thus the code, with all its trouble and expense, offers much to be thankful for.

So bankers are hard at it again, loyal as usual, striving to do their bit to further the NRA experiment, eager to put banking in the forefront, anxious to safeguard their banks through installation of badly needed charges for hitherto free or at least unprofitable services.

Scores of meetings were being held this week throughout the Northwest. In Minnesota there were group meetings at Benson on Tuesday, Detroit Lakes on Wednesday, Brainerd on Thursday and Chisholm on Friday. In addition, several counties of southern Minnesota and western Wisconsin held a joint code conference at Rochester on Tuesday and Rural Hennepin met in Minneapolis Monday evening. To Minneapolis last week Thursday came bankers from several central Minnesota counties.

Neighboring states are swinging into



TO JOIN DETROIT BANK

Unofficial word comes to Commercial West this week, more or less confirming a recent rumor of his probable change, that Kenneth M. Burns, secretary of the Michigan Bankers Association, is to become assistant to the president of the Detroit Savings Bank.

lively action, too, so that the Ninth Federal Reserve District again bids fair to give a good account of itself.

Boost for Peace Park

C. E. Danielson of Minot, president, and M. O. Ryan of Fargo, secretary of the Greater North Dakota Association were in the Twin Cities this week calling on bankers and business men in the interests of the development of Peace Gardens, Inc., in North Dakota on the boundary line between this country and Canada.

The park will be a mile wide and three miles long and is located on top of the Turtle mountains.

The Greater North Dakota Association is active in behalf of development of the international park and to Commercial West this week President Danielson said: "Several European countries have signified their intention of lending assistance and participating in the undertaking, the first nation to do so being Holland. It is to be a memorial to world peace, which we believe is gaining strength as a sentiment each year."

Waiver of Foreclosure

A recent local case attacks a foreclosure title as void on the grounds of waiver by the mortgagee in accepting payments on the mortgage during foreclosure proceedings and subsequent thereto.

Title insurance protects title investments.

(Next week — another actual case.)

Title Insurance Company of Minnesota

125 South Fifth Street
MINNEAPOLIS



AMERICAN NATIONAL BANK

St. Paul, Minn.

Will appreciate your patronage

DIRECTORY REPORTS

Correct your new Commercial West Directory for a continuous, up-to-date picture of banking in the Ninth Federal Reserve District.

BANK CHANGES

DAKOTA, MINN.
DAKOTA STATE BANK Page 46
 (Merged with Merchants Bank of Winona, March 24.)

ODIN, MINN.
ODIN STATE BANK
 (Opened for business March 28. Detailed report later.)

OUTLOOK, MONT.
SECURITY STATE BANK Page 185
 (Moved to Plentywood, changing name to State Bank of Plentywood. Opened for business March 26. Detailed report later.)

MOTT, N. D.
FIRST NATIONAL BANK Page 226
 (Opened for business March 26. Detailed report later.)

PASTE THESE IN YOUR DIRECTORY
 (Wisconsin)

IRON RIVER, Bayfield County Pop. 600
STATION, FIRST STATE BANK OF PORT WING
 W. T. Gruver, Mgr.

(Montana)

SIDNEY NATIONAL BANK (1917) (A) 93-386
 J. A. Loken, Pres. C. W. Loken, Cash.
 George E. Towle, V. P. Hortense L. Kepner, A. C.
 Dr. G. R. Magruder, V. P.
 Capital \$ 30,000 Sur. & U. P. \$ 6,000
 Deposits 200,000 Loans & Dis. 65,000
 1st Nat. Bk. & Tr. Co., Mpls.; Cont. Ill. Nat. Bk.
 & Tr. Co., Chi.; Hanover Nat. Bk., N. Y.; Union
 Bk. & Tr. Co., Helena.

Industrial Aid

There is little question now but what Congress at this session will enact some form of legislation to provide loans to industry in need of cash for purchase of raw materials, NRA increase in payrolls and general expansion of their operations.

At this time there are three proposals before the nation's lawmakers, one from the Federal Reserve Board, another from RFC's chairman, Jesse Jones, and a third presented by Sen. Carter Glass, former Treasury secretary and one of the fathers of the Federal Reserve system.

In one respect the bills are all alike. They provide for up to five-year terms on industrial loans.

In all three measures also leeway is given for the making of industrial loans by banks where a bank can safely make them.

The RFC plan proposed direct loans through banks and other loaning agencies to be guaranteed up to 80 per cent by RFC, the notes taken off the banks' hands by RFC, either through loan or purchase.

The Reserve plan would create 12 industrial banks, to be located in each of the 12 Reserve districts, set up within the banks and capitalized out of purchase by the Treasury from Reserve banks of \$140,000,000 in stock of FDIC. Loans made by banks, etc., would be discounted up to 80 per cent of their face.

The Glass bill would permit Reserve banks to make loans to industry under the same terms it was proposed they should be extended through the 12 credit banks. They would be made direct by the Reserve banks, however, and would come out of funds of the Reserve system, rather than the Treasury.

INSURANCE MEN

Read *Commercial West* because
of 5 outstanding features

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- 3—They get the news picture of the great Northwest.
- 4—They get it regularly every week.
- 5—They find the articles short—brief—and easy to read—every word counts.

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N. D. Bankers Win Again

North Dakota bankers have again and for the third consecutive year captured the greatly coveted 1,000 per cent award given by American Bankers Association for agricultural work.

Announcement of the state's third win in this nation-wide competition was received this week by Fred Irish, vice president, First National, Fargo, from Dan Otis of Madison, Wis., chairman of A. B. A.'s agricultural commission.

Mr. Irish was assisted in the North Dakota campaign by the Greater North Dakota Association and the following bankers who were on his committee: Art L. Necher, Fessenden; R. R. Wolfer, Jamestown; F. D. McCartney, Oakes, and T. F. Tollefson, Dickinson.

C. C. Wattam, secretary of the North Dakota Bankers Association, helped the movement along with strong bulletins to

members urging support. With such backing and with all members of the association doing their part the program went over big.

BRICK PLANT REOEENS

Operations at the plant of the Sioux City Brick and Tile Co. will be resumed next week, D. Parnell Mahoney, president, announced. The plant has been closed for the last two years, with the exception of three months last summer. Plant No. 1 at Riverside will begin operations first. That plant has a daily capacity of 125,000 bricks, but will operate only at half capacity until demand warrants full production. Eighty men will be employed at first but more employes will be added as business warrants.

Light travels 186,271 miles a second, and tax money is a close second.

Northwest Banking Briefs

The dollar is more sinned against than sinning, declared R. W. Manuel, president, Marquette National Bank, Minneapolis, in his talk at the Foreign Policy Association's dinner meeting in honor of Dr. Irving Fisher.

RFC Monday announced the interest rate on stock and capital notes of banks purchased to strengthen their capital structures will remain at 4 per cent for five years. Originally the notes were to bear interest at 4 per cent for three years and 5 per cent thereafter.

Frank X. Boddin, vice president, Marshall & Ilsley Bank, Milwaukee, and vice president, Old Line Life Insurance Co., died March 23 at his home in Milwaukee. His first banking experience was with the First Wisconsin National. He was born in Milwaukee, was 65 years old and had lived there all his life.

A. A. McRae, vice president, Northwestern National Bank, Minneapolis, is back at his desk after nearly five weeks of going through and recuperating from a goitre operation which was unusually successful.

Continental State Bank, Alto, Texas, has applied to General Johnson for a new Blue Eagle. It happened this way: Three bandits tried to hold up the bank last Saturday and in the melee they shot the head off the bank's "We Do Our Part" Eagle. Without a head the Eagle isn't so good, so the bank wants a new one. Incidentally bank employes and townspeople shot one of the bandits to death and captured the other two. And they didn't get any loot. They have a way of handling bank bandits in Texas.

Carroll County State Bank, Carroll, Iowa, demonstrated its new bulletproof glass enclosure last Saturday to an interested gathering of citizens who watched the smashing of gunfire against the glass fail to penetrate it or make any sort of impression. George J. Hess, president, superintended the affair, which was highly pleasing both to the townspeople and bank officials.

W. E. Beerse, pioneer banker, capitalist and citizen of Hastings, Minn., died there Monday, aged 73. He was vice president of the First National Bank and president of the Hastings Telephone Co. He was county commissioner for 28 years. Surviving are three daughters, Mrs. Richard Arlen, Hastings, and Mrs. Roy Moran and Mrs. William Weber, St. Paul.

Plans have been completed for separation of the First of Boston Corp. from its parent, First National Bank of Boston, under terms of the banking act of 1933 requiring separation of security affiliates from national banks by June 15 this year. The corporation is being reorganized and will continue in operation with new privately subscribed capital as the First Boston Corp.

Federal Reserve Board has submitted to the Senate banking committee a recommendation that reserve requirements of member banks be based on velocity of turnover hereafter instead of being fixed by law.

The Bank of Norway (Norges Bank) in its February report just released shows its note circulation to have increased from 311.5 to 313 million kroner. This compares with 293.4 million kroner in February last year. Deposits remained practically unchanged at 62.8 million kroner.

Wall Coapman, secretary, Wisconsin Bankers Association, calls especial attention in his March 23 bulletin to the fact that Regional Agricultural Credit Corp. quit making loans March 1 and that applications now must be made to the local PCA. Seems Wall's correspondence has been all cluttered up the last few days by inquiries from bankers wanting to know how come they can't get loans through RACC. Incidentally the same bulletin from Secretary Coapman advises installation of bandit barriers for protection of banks against bandits.

Combined totals of Duluth clearing house banks for the March 5 call show deposits of \$36,993,532; total resources of \$47,629,330 and total capital and surplus and undivided profits of \$7,366,750.

Protests continue to go to Washington against the clause of the insurance agents' code which would practically eliminate bankers from soliciting insurance, secretaries of bankers' associations in Northwest states report.

Shirley S. Ford, who succeeded Alex Highland as vice president, Northwest Bancorporation, has been spending some time in Montana with G. M. Robertson, Banco's Montana representative, calling on banks of the state. Mr. Ford is at home in Montana where he served for some time as vice president of the Great Falls National.

A. T. Hibbard, president, Union Bank

& Trust Co., Helena, and Mrs. Hibbard are visiting Mr. Hibbard's parents in Long Beach, Calif. They will be home next week.

Sidney National Bank, Sidney, Mont., has completed its reorganization and reopened on an unrestricted basis, 50 per cent of the deposits of the bank having been released to depositors. Officers are J. A. Loken, president; G. R. Magruder, first vice president; George E. Towle, second vice president, and C. W. Loken, cashier. These with Carl L. Brattin and Peter M. Anderson comprise the board.

Plentywood, Mont., without a bank since the closing of the Farmers and Merchants July 9, 1931, got a new bank this week Monday with the opening of the State Bank of Plentywood which was formerly the Security State Bank of Outlook. The new bank took over the building and fixtures of the old institution, postponing opening until March 26 in order to carry out rather extensive remodeling and renovating. The new bank follows the set-up of the old Security State of Outlook: Andrew Ueland, president; N. J. Nelson, vice president; Frank Koester, cashier; R. O. Nelson, assistant; capital, \$20,000; surplus and undivided profits, \$13,000. It was organized in 1912.

J. E. Takkinen, cashier, State Bank of Virginia (Minn.), under date of March 27 writes Commercial West: "There is a regularly organized clearing house here in Virginia, named the Virginia Clearing-house Association, comprising the three local banks, viz., State Bank of Virginia, American Exchange National Bank, and First National Bank. Officers of the association are: A. E. Shipley, president; W. E. Martin, vice president; J. E. Takkinen, secretary-treasurer."

Luther Nelson has been elected vice president of the Onida National Bank, Onida, S. D., succeeding W. H. Durrstein. The deposits of this bank on March 20 were \$181,954 compared with \$168,350 on December 30. Loans have decreased from \$76,128 to \$73,194.

Banks Strengthen Position

Banks of the Twin Cities and throughout the Northwest revealed strong liquid position and increase of deposits in response to a national bank call as of March 5.

Comparisons with the December 31 call show that for the first two months of the new year banks have continued to build up their capital and resources and that their position has been remarkably strengthened since the March holiday of a year ago.

BONDS FOR BANK INVESTMENT

WELLS-DICKEY COMPANY

ESTABLISHED 1873

ST. PAUL

MINNEAPOLIS

DULUTH

A Thought for Today

Lake City Bank & Trust Co., which traces its ancestry in direct line back to 1867, and is one of the few banks of the state to go back that far, added no small touch of human interest to its current house organ for March with the following little homily:

"Our bank building was built 42 years ago. It is old-fashioned, and probably not as efficient as buildings now being built according to modern ideas. But we who spend our time in it like it. It's home-like parlor and its general atmosphere of good cheer, as well as the memories and traditions associated with it, make us who use it as our business home prefer it to most of the cold, marble finished buildings we have seen."

The foregoing sentiment will appeal to many a banker of the Northwest who has moved out of the comfortable, homelike old building into a new one with "marble halls"; likewise to those who are still sticking to the "old home."

A. I. B. Chapter Revue

William R. Chapman, Midland National Bank & Trust Co., is chairman of the revue committee, Minneapolis Chapter of the American Institute of Banking, which will sponsor the "Devil's Inn" to be presented at Central High School auditorium on Wednesday evening, April 4.

Mr. Chapman is assisted by Calvin W. Aurand, Willard W. Holmes, Charles Cells, Emily Noreen, Mildred Olson, L. Ashton Carhart, Jesse H. Reed, Marion Mattson, J. B. Mulcahey, Roy Sorenson, Ray Severson, Samuel P. Martin, Mary K. Cunningham, Owen Thomas, Lee Tonsager, John E. Tenge, Genevieve Nevin, Catherine Fayle and Joe Morgan. Emmett Erickson is in charge of ticket sales.

The program will include a mystery play, a revue called "Devil's Inn" and several specialty numbers. The play is directed by Enza Alton Zeller of the University of Minnesota.

Wisconsin Banks Released

The work of releasing banks in Wisconsin from restrictions is being speeded up and a great deal of cash is being turned over to depositors. Over the past 10 days more than 100 banks have had their restrictions removed either wholly or in part in varying percentages.

This happy state of affairs is being brought about by approval of applications of the banks to RFC for sale of their capital notes and debentures as to state banks and of preferred stock of nations.

First National Bank & Trust Co. of Vermillion, S. D., has changed its name to First National Bank in Vermillion, eliminating the trust company part of the title.

Remer Gets Bank

T. F. Spreiter and C. W. Sterling Seek New State Charter at Marshall

Two bank applications, one for a new bank at Marshall and the other for removal from Swatara to Remer, were before the Minnesota Commerce Commission this week.

W. B. Russell, president, Gotfred Nicklason, cashier, and others representing the First State Bank of Swatara were duly authorized to move the institution to Remer and change its name to the Security State Bank of Remer, subject to certain qualifications required by the Banking Department.

In the other case, that of application for the new Western Minnesota State Bank at Marshall, Securities Commissioner Skahen heard testimony Tuesday. Incorporators include Theo. F. Spreiter, Charles W. Sterling and V. A. Hedman. The institution will have \$25,000 capital, \$5,000 surplus and \$2,500 undivided profits. Local petition supporting the new institution also was submitted at the hearing. Decision of the commission is expected at next Tuesday's regular meeting.

Most Twin Cities dealers are satisfied with the new investment banking code. "For one thing," said one of them, "we are going to know what we are selling from now on."

Kentucky Municipal Bonds

Bought—Sold

(Complete statistical files on all issues.)

The Bankers Bond Co.
4th and Market
LOUISVILLE, KY.

Trading Dept.

Thos Graham, Mgr.

BANK INVESTMENTS

We suggest the following Railroad Equipment Certificates as investments for banks:

Baltimore & Ohio	4 1/2s	5- 1-1940	4.00% basis
Boston & Maine	4 1/2s	4- 1-1938	3.90% basis
Chicago Milw. & St. P.	5 1/2s	4- 1-1935	4.50% basis
Chicago & Northwestern	4 1/2s	8- 1-1938	4.90% basis
Erie R. R.	4 1/2s	12-15-1942	4.15% basis
Southern Railway	4s	3- 1-1936	2.70% basis
General Am. Tank Car	4 1/2s	6- 1-1936	3.25% basis

The above are suitable short time bonds yielding a fair rate of interest. We will be glad to furnish detailed information on any issue you may be interested in.

E. W. WICHMAN & CO.

560 RAND TOWER
MINNEAPOLIS, MINN.

510 PIONEER BUILDING
ST. PAUL, MINN.

THE QUAKER OATS COMPANY

Buyers of Oats Corn Wheat Barley

Mills at Cedar Rapids, Ia. St. Joseph, Mo. Akron, Ohio

Address: Chicago, Ill. Grain Dept.

Wheat Supply is Fading

Some weeks ago Commercial West stated this country was facing a wheat supply shortage—not only an actual shortage due to shrinkage of the visible supply but one ahead of us due to drought and other natural causes. Now comes verification of official figures, which show the supply in sight at present is 45,000,000 bushels less than a year ago.

It is necessary to go back five years to reach a time when Uncle Sam had a smaller amount readily available for manufacture into flour. That time was July, 1929.

The shrinkage of the visible supply attracted much attention recently when it dropped below 100,000,000 bushels. Magical significance attaches to such a figure—almost as much as to the farmers' old ideal of a dollar a bushel for wheat. Consequently there is considerable interest attached to the news that the visible supply has now fallen to 95,000,000 bushels.

Meanwhile the myth that short selling tends to depress prices has been somewhat exploded during recent congressional study of marketing problems. As some members of Congress have pointed out, the moment man sells something short he becomes a potential buyer. In wheat, as has been shown by numerous experts, he of necessity becomes a buyer either of the actual grain to satisfy his contract by delivery in the month specified, or of futures to offset his short sale.

Advocates of the present system of marketing have pointed out repeatedly in recent weeks that to any intelligent market observer the existence of a short interest is one of the most important factors in causing price advances. Conditions force the covering of short sales by buying back, often at higher prices than the sales represented.

Just as soon as a trader goes short of the market, his chief interest lies in the problem of buying back his wheat, preferably at a profit, of course, but at whatever price is possible if he has blundered in his judgment.

The cold fact is that he must deliver the grain or buy back his contract at whatever cost.

As a stabilizing influence, judging from statements of experts, the short seller has a distinct value to the market. In case of sudden crop damage, war news, and other paramount market news, prices would shoot to dangerous and artificial levels were it not for the courage of speculators who are willing to back their

judgment with their own money by selling short when prices seem high enough to discount such developments.

Again, it is these same short sellers who become buyers when prices begin tumbling, and their purchases, like their short sales, bring about a stabilizing effect.

One point has been made clear by some members of Congress, and governmental experts. To be of true value to the producer and consumer, a grain futures market must be broad and liquid. Small volume never points the road to higher prices.

In any futures market, a broad, active trading participation creates constant interchange of transactions with resulting continuous quotations. The broader the volume, the easier becomes the hedging of large amounts of grain without undue price fluctuations, a condition most desirable to farmers.

By reason of the broad market, and the continuous quotations always available to the public, the producer is enabled to determine at any time the value of his product, and regardless of bad roads, weather, finances, transportation problems and suchlike eventualities, he can make in the futures market a hedging contract to suit his inclination and judgment. The same opportunity is thus offered to the buyer and the consumer.

To have a market—the kind that now exists and has served economically for many years—there must be both buyers and short sellers. There must be freedom of action. There must be no crippling handicaps placed on either buyer or seller if the market is to be free and open and useful to the utmost of both producer and consumer.

Less Wheat, More Cash

Minnesota farmers will market only about 85 per cent as much wheat this season as they did last, but the cash return from these sales, along with the adjustment payments, will bring farmers an income two-thirds greater than last season, according to a recent computation by the Agricultural Adjustment Administration.

The study shows that from July 1, 1932, to July 1, 1933, Minnesota farmers sold about 18,500,000 bushels of wheat which brought them about \$7,800,000. For the current season, from July 1, 1933, to July 1, 1934, the marketings by Minnesota farmers are estimated at something more than 15,000,000 bushels

Grain Price Range

March 22 March 28

WHEAT—

May	\$0.84½	\$0.81⅞
July ....	.84%	.82½
Sept. ....	.84%	.82½

OATS—

May ....	.31%	.29%
July ....	.31%	.30¼

RYE—

May ....	.56⅞	.55%
July ....	.58%	.57¼

BARLEY—

May ....	.43½	.40%
July ....	.44¾	.41¾

FLAXSEED—

May	1.72½	1.73
July	1.75	1.75½

and the estimated return, based on the January average farm price, is \$11,300,000. Along with estimated benefit payments of \$1,900,000, this will give an estimated total income to farmers from wheat during the current marketing season of \$13,200,000.

Marketing of Minnesota, North Dakota, South Dakota, and Montana wheat for the current marketing season is estimated at 139,000,000 bushels, as compared with 204,000,000 bushels last season. However, farmers in these states will have a return of about \$118,000,000 as compared with approximately \$74,000,000 last season.

FLAX SHORTAGE GROWS

Broomhall has just reduced his estimate of the Argentine exportable flaxseed surplus for this year by 10,000,000 bushels, namely, from 59,000,000 to 49,000,000. Of this 49,000,000, 21,000,000 have already been shipped since January 1, leaving only 28,000,000 for the balance of the year.

Included in the 21,000,000 bushels of export are last week's shipments of 209,000 to the United States and 1,484,000 to Europe.

While the quality of this year's supplies appears to be equal to that of last year, the adverse weather conditions during the growing period of 1933 had a serious effect on the total production. The present exportable surplus is 6,000,000 bushels smaller than last year's and 34,000,000 bushels less than the actual

exports for 1932. Argentine markets were quiet because of light demand from this country and Europe.

Domestic flaxseed markets showed few trades. Duluth is down about 3½ cents and Minneapolis only ½ cent, so the spread between the two markets has narrowed down to less than 2 cents.

Novel Pure Seed Plan

Farmers and elevator managers in Norman county, Minnesota, are very much interested in a unique program of crop improvement work that is being started there this year by county agent George Landsverk and a specially appointed county committee. This novel plan is quite unusual and those who are informed, say it is the first time this idea has ever been promoted in the United States.

The purpose of the campaign is to call attention of farmers in the county, in a very vivid and impressive way, to the quality and purity of the seed wheat and durum which they normally plant. It is expected the work will result in a decided improvement of grain raised in Norman county.

Briefly the plan is to assemble small samples of the seed wheat and durum which the farmers expect to sow this spring and plant all of these samples side by side in small plots in a special demonstration nursery located near Ada, the county seat. Grain from each farmer will be seeded in a small plot five rows wide and a rod long. Each plot will be given a number and only the committee in charge and the farmer owner will know its actual identity. A few days before harvest time a county wide picnic will be held at the demonstration garden and at that time the farmer growers will be given an opportunity to compare the purity and adaptability of their particular seed with that belonging to their neighbors.

Elevator agents in the county are giving most enthusiastic support to Mr. Landsverk and his county committee. It is anticipated that between 500 and 600 samples of seed wheat and durum will be obtained and grown. Members of the committee in charge are: Wm. Fredrickson, Perley; M. H. Mauritsen, Shelly; Martinus Flaten, Flom; and Emil Wagner, Ada.

FARGO SANGERFEST

Every man on his toes and already going places in the matter of preliminary arrangements for the twenty-first biennial international Sangerfest, describes the executive committee of the Orpheus Male chorus of Fargo, according to P. J. Iverson, international president. The great gathering of singers will meet in Fargo June 21, 22 and 23, many thousands of singers being expected from many points in this country and from Canada. Thousands will go to hear the various concerts, Fargo being the center of a huge Scandinavian population that will be especially interested in the event.

ESTABLISHED 1886

St. Anthony & Dakota Elevator Co.
DEALERS IN GRAIN, LUMBER, FUEL

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GRAIN MERCHANTS
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COMMISSION

MINNEAPOLIS DULUTH

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ATWOOD-LARSON COMPANY
ESTABLISHED 1889

GRAIN COMMISSION
A Dependable Firm

MINNEAPOLIS-DULUTH-SPOKANE-MILWAUKEE

Amazing Rise of Annuities

One of the unusual trends developed during the depression was a remarkable increase in the popularity of life insurance annuities as a form of investment and saving. When the sales curves of most products were going down life insurance companies found the annuity curve skyrocketing.

Although the fact that annuities have experienced this increase is generally known both by the public and by those in the insurance business, the Life Insurance Sales Research Bureau of Hartford, Conn., has sought to support a generality with some specific data gathered from the 28 life insurance companies which have sold the largest part of this business during the years 1930-1933 inclusive. The actual amounts of new annuity premiums collected by these companies were:

1930.....	\$ 67,220,000
1931.....	133,878,000
1932.....	97,109,000
1933.....	177,385,000

The total premium income from annuities, including renewal premiums, was:

1930.....	\$ 83,593,000
1931.....	156,511,000
1932.....	125,401,000
1933.....	214,909,000

Meanwhile sales of life insurance are continuing the gain shown last year, those for February being 102 per cent of those in the same month of 1933. For some time a comparison of sales with those a year previous showed a constantly improving ratio. In January, 1934, for the first time in 24 months this comparison revealed present business as exceeding that of a year ago. The latest reports show that for the second month in succession companies as a whole throughout the country put more business on their books than they did a year ago.

The data from which these surveys are made up every month are received from 53 companies which have in force 90 per cent of the total ordinary legal reserve life insurance outstanding in the United States, a proportion which makes the survey unusually representative.

The Mountain States, including Montana, Idaho, Wyoming, Colorado, New

Mexico, Arizona, Utah, and Nevada, showed the greatest increase in February business of any section of the country. During the month they wrote 120 per cent of their February, 1933, totals.

February, 1934, sales for the 53 reporting companies are given below with percentages of the year-ago figure:

	February, 1934, Sales	Per Cent of 1933
New England	\$ 43,526,000	106
Middle Atlantic	159,488,000	95
East North Central.....	105,290,000	106
West North Central.....	41,641,000	103
South Atlantic.....	38,113,000	112
East South Central.....	15,812,000	103
West South Central.....	21,815,000	114
Mountain	9,540,000	120
Pacific	35,865,000	100
Total	\$471,090,000	

It will be noted that only one section showed a decrease. The Middle Atlantic comprising New York, New Jersey, and Pennsylvania, writes such a large proportion of the country's total business (more than one-third) that its falling off of 5 per cent from last year was sufficient to keep the whole country's figure down to 102 per cent.

New District Agent

Sam A. Erickson, general agent of the Northwestern Mutual Life of Milwaukee at Mankato, Minn., announces the appointment of Roland P. Elliott as district agent for Olmsted and Wabasha counties in Minnesota. Mr. Elliott succeeds J. A. Melone who had been agent in the district and who has been connected with Northwestern Mutual Life more than 40 years. Mr. Melone has resigned in order to devote his time to personal business. He has been active in insurance association work and is a director of the Insurance Federation of Minnesota.

Mr. Elliott, who succeeds Mr. Melone, has won his way to the front in the insurance business despite a boyhood attack of arthritis, which sealed up the joints of his body to the knees. He has to attend to his business either standing up or lying on his back.

Wife (after accident): "Where am I? Am I in heaven?"

Husband: "No, dear, I'm still with you!"

TAKES NEW JOB

Harry Lees, assistant to the manager of the automobile department, National Bureau of Casualty and Surety Underwriters, has resigned to become superintendent of the automobile department in the New York office of the United States Fidelity & Guaranty Co. He will start his new work April 2. Mr. Lees is well known in automobile insurance circles. He has been with the Bureau since 1928, first as inspector in the Maine and Maryland branch offices and then as an assistant to the manager of the automobile department.

LIFE SALES IN MONTANA

Fifteen million dollars in new insurance was written in Montana during 1933 by 12 leading life insurance companies, reports John J. Holmes, state auditor and insurance commissioner. Montana Life ranked fourth in the list, topped only by three of the largest concerns in the country. It occupied the same position in the amount of insurance in force at the end of the year.

NEW FARM RECORD BOOK

Every Minnesota farmer who has signed a reduction contract on wheat, tobacco, or corn and hogs soon will be furnished a farm record book, the keeping of which will help him to prove compliance with his contract, states Andrew Boss of University Farm, in charge of the production control campaign in Minnesota. Minnesota has been promised a quota of more than 100,000 of these books by AAA. They will be distributed free of charge to signers of reduction contracts through county agents and county production control associations. The book contains forms for keeping records of supplies of basic commodities on hand at the beginning and end of each year; acreage of crops planted and quantity of each harvested; value of commodities bought and sold; method of crop disposal, and similar information covering the production, purchase and disposal of livestock and livestock products.

The height of your forehead has nothing to do with your race, sex or intelligence, says the Columbus Citizen. But it may indicate age if it reaches clear to the nape of your neck.



Standard Accident Insurance Co.

Detroit, Michigan

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Northwest Managers and General Agents

Casualty - Liability - Bonds - Fire - Automobile - Marine

In Quality Companies Only

300 SECURITY BLDG.

MINNEAPOLIS

Agents Get Derby Dope

F. C. Esterly, chairman, executive committee, Minnesota Association of Insurance Agents; P. H. Ware, manager, Minneapolis Underwriters Association, both of Minneapolis, joined up with S. C. Aldridge representing the St. Paul exchange; Clarence O. Brown, Rochester, representing the Southern Minnesota Agents Association, and Chas. F. Liscomb, Duluth, national counsellor for Minnesota and member of the executive committee of the national association, and journeyed to Louisville, Ky., last week for the mid-year meeting of the national association.

Work was the big idea of the meeting and they worked, but some of the Minnesotans worked in a taxi trip to Churchill Downs to see the Derby horses and to ask questions about them. But, lo and behold, the attendants, being trained protectors as well as trained trainers, insisted on doing the questioning until they were sure the Northerners were not there for the purpose of getting inside information on which horse would win. When satisfied, they opened up and told much of what they knew and perhaps some more.

Auto Peace Prevails

President Roosevelt's plan to harmonize capital and labor in the auto industry went into effect Wednesday.

A special NRA board, appointed as a result of a dispute which threatened to paralyze the industry met in Detroit.

The board, comprising a representative of labor, of the industry, and of the president, is directly responsible to President Roosevelt. It will seek an adjustment of the crucial questions of representation, discrimination and discharge. Its decisions will be final.

Dr. Leo Wolman of Columbia University, the neutral member, will represent the president in the hearings; Richard L. Byrd, Pontiac union official, will represent labor, and Nicholas Kelly, Chrysler corporation counsel, the manufacturers.

An atmosphere of good will, contrasting sharply with that of a few days ago, pervaded manufacturing and union circles. Both sides expressed satisfaction with the terms on which the dispute had been settled.

From the manufacturers came the promise of Roy D. Chapin, president of the Hudson Motor Car company, that "industry intends to go through with it and will make arrangements to carry out the agreement."

EXPORTS GAIN

Value of American exports in February showed a gain of 6 per cent in the commerce department's adjusted index, although their dollar value declined.

Exports were valued at \$162,805,000 compared with \$172,224,000 in January. Imports were valued at \$132,938,000 compared with \$135,552,000 in January. The favorable balance of trade was \$29,867,000.

Six States

Wisconsin — Minnesota — North and South Dakota — Kansas — Nebraska — agents in these six states find Citizens service both extensive and dependable. So do their customers! Whether you write or buy insurance, you can rely on this organization for the best there is in it.

CITIZENS INSURANCE COMPANY of New Jersey

JOHN H. GRIFFIN, *General Agent*

New York Life Bldg.

Minneapolis

ON NEW STRIKES

With the threat of a strike in the automobile industry averted, General Hugh S. Johnson, recovery administrator, has turned his attention to the danger of a strike of 350,000 miners in the Appalachian region.

The miners and operators are deadlocked in efforts to negotiate a new wage contract before April 1.

Further industrial disturbances this week included a walkout by airplane workers at two Buffalo plants; rejection by taxicab operators in New York City of a proposal for a plebiscite by cab drivers to settle a strike; a walkout of workers at a Camden, N. J., shipyard where work was about to start on \$45,000,000 construction contracts; closing of 45 knitting mills in Philadelphia to prevent violence, and a continuance of strikes in northern Ohio.

The man who becomes so big and so successful that he has no time for a kind word or helpful deed is not "successful" at all. His life is a failure.

LIVESTOCK WINTERS WELL

Death losses of stock on South Dakota ranges have been unusually low in the last winter, and prospects are good for at least an average crop of calves and lambs this spring, according to the monthly report just filed by C. J. Borum, statistician for the bureau of agricultural economics.

On account of the unusually mild and open winter, the report stated, the condition of livestock March 1 in the western half of the state was much better than seemed probable last fall. Ranges were short at the beginning of the winter, but grass possessed excellent feeding quality. The mild, open winter permitted grazing during the entire winter, which saved the meager supplies of hay and feed in many localities. The drought has resulted in serious shortage of stock water, in many places.

Tax anticipation borrowing by cities, when it is indulged in very often, is a definite foreshadow of financial trouble ahead.

Sun Life Provides

Many opportunities during this reconstruction period, which employers should generally capitalize — Employee Savings Plan—Low Cost Life and other Social Insurance lighten many economic hazards. For plans call



C. F. Schlesselman

1031 N. W. Bank Bldg.

Minneapolis

July 33%
August 33%
September 100%
October 300%
November 400%

This is an average gain of 150%
over the same period in 1932.

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High Grade Agency
Contract**

In North Dakota write

ART LEE, Mgr.
314 Black Bldg., Fargo

In South Dakota write

O. S. GRANNER, Mgr.
400 Western Surety Bldg., Sioux Falls

In Minnesota write

T. O. BERGE, Mgr.
921 Plymouth Bldg., Minneapolis

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The advantages in coverage and service of our automobile policies. It will convince you of the true value of Lloyds in your agency.

Underwriters at  *of Minneapolis*

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**Complete Automobile
Insurance**

Most attractive and unusual proposition open to party or parties who can make investment. Proposition will stand most rigid investigation. Speculative in sense that money will not be liquid. But sure and safely invested and protected. Possibility of huge return most promising. State amount you could invest if proposition appeals. Address: Box 474, Commercial West.

Agency Appointments

CASUALTY

American Surety—H. S. Nelson, O. J. Nelson, both of Owatonna.
Associated Indemnity—N. P. Paulson, Harold E. Reed, E. L. Wurst, Irene Wilson, all of Minneapolis.
Autoist Mutual—Lawrence Walsh, Minneapolis; H. Soenke, Pipestone.
Bankers Indemnity—Chas. H. Gillin, Pipestone.
Builders & Manufacturers Mutual—W. Frank Fleming, Fergus Falls; Frank W. Van Sant, Milton F. Buscher, both of Minneapolis; D. C. Harrington, Pipestone.
Central Health—Mrs. Martha Bartz, Darwin; Andrew Urseth, John H. O'Leary, both of Fergus Falls; W. R. Lewis, Harmony; Louis A. Revier, Mankato; N. M. Tashjian, W. J. Moughan, Leander E. Lathrop, David Gruenberg, all of Minneapolis; Wm. P. Netzke, Morgan; Wm. Iverson, Pinewood; E. H. Jerabek, Silver Lake; A. P. Kappel, Winsted.
Connecticut Indemnity—M. G. Rolfson, Austin; Mrs. Anna R. Carver, Robbinsdale; John F. Griep, Staples.
Continental Casualty—Chas. L. Woolsey, Minneapolis.
Fidelity & Casualty—A. J. Schunk, C. F. Traff, both of Minneapolis.
Fireman's Fund—A. C. Stocker, Minneapolis.
Interstate Business Men's—A. F. Wohlhuter, Albert Lea; Edw. M. Brenny, Foley.
London Guarantee & Accident—Alfred C. Stocker, Minneapolis.
Lumbermen's Mutual—J. W. Crossfield, Little Falls; John Gumo, Mankato; Elmer Halling, Rochester.
Massachusetts Protective—Alf. C. Bischoff, St. Paul.
Metropolitan Casualty—J. R. Seifert, Barnesville.
Milwaukee Automobile—Rudolph W. Wolfgram, St. Paul.
Mutual Benefit—Walter J. Stehr, Red Wing.
National Surety—Louis A. Heidelberger, Dumont; Sigurd A. Haugland, Hazel Run.
New Amsterdam—J. A. Henry, St. Cloud.
New York Casualty—Eugene L. Rogers, St. Paul.
North American Accident—John Johnston, Center City; Art. F. Boldt, Minneapolis; Otto Witt, Pipestone.
Northwestern National Casualty—W. H. Niemeyer, Fairmont; E. H. Dahl, Jackson; Myrtle R. Sorensen, Lakeville; Otto J. Kurtz, Waconia.
Norwich Union Indemnity—Russell M. Johnson, John E. Blomquist, both of St. Paul.
Ohio Casualty—Julius E. Nelson, Albert Lea; W. V. Schutz, Bixby; H. M. Hammer, Mendota; Art. M. Peterson, S. A. Netland, both of Northfield.
Phoenix Indemnity—Warren C. Dargavel, St. Paul.
Preferred Accident—Gene L. Rogers, St. Paul.
St. Paul Mercury—M. G. Rolfson, Austin; D. E. Broadwater, Preston; Francis V. McGovern, Rochester.
Standard Surety & Casualty—A. T. Shockey, North St. Paul.
State Farm Mutual—Harry C. Beecher, Aitkin; J. C. Mischke, Avon; F. J. Casey, Brainerd; A. O. Starks, Dexter; F. F. Franklin, Elmore; Max Schleinitz, Meadowland; D. R. Shinder, Mrs. W. J. Sime, Kenneth Beach, Harry Burgoon, all of Minneapolis; R. L. Edwards, Moorhead; I. C. Christensen, W. D. Stegner, L. H. Siverson, Chas. A. Brost, A. W. Hjort, all of St. Paul; M. I. Johnston, Sherburn; Axel Lyon, Two Harbors; A. B. Rosenquist, Wadena; L. H. Pagel, Waseca.
Travelers Indemnity—John S. McDaniel, St. Paul.
United States Guarantee—Eivand Brogger, Butterfield.
Woodmen Accident—Mrs. Martha Bartz, Darwin; John H. O'Leary, Andrew Urseth, both of Fergus Falls; W. R. Lewis, Harmony; Louis A. Revier, Mankato; N. M. Tashjian, W. J. Moughan, Leander E. Lathrop, David Gruenberg, all of Minneapolis; Wm. P. Netzke, Morgan; Wm. Iverson, Pinewood; E. H. Jerabek, Silver Lake; A. P. Kappel, Winsted.

FIRE

Aetna—E. R. Whitacre, St. Paul.
Agricultural Insurance—L. John Moerke, Duluth; Edgar N. Johnson, John F. Griep, both of Staples.
Alliance—Oliver W. Anderson, Minneapolis.
American Equitable—John S. Nichols, Minneapolis.
Associated Fire & Marine—N. P. Paulson, Harold E. Reed, Irene Wilson, E. L. Wurst, all of Minneapolis.
Atlas Assurance—O. G. Hough, C. E. Melbye, both of Kerkhoven.
Austin Mutual—R. A. Wolgamot, Albert Lea; E. N. Nelson, Clitherall; H. A. Strand, Elbow Lake; Oscar Max, Farwell; F. J. Thoe, Hayfield; A. O. Oksness, Osakis; A. T. Ethun, Sauk Center; Edw. S. Olson, Starbuck; Gus F. Freiday, Watkins.
Automobile—Julien V. Halden, Fergus Falls.
Caledonia—Paul S. Gillespie, Little Falls.
Central Manufacturers Mutual—Chas. S. Crossfield, Little Falls; Elmer Halling, Rochester.
Commercial Union—Clarence O. Fehling, New Prague.
Continental—G. R. Dillman, E. H. Johnston, both of Minneapolis.
County Fire—Elmer J. Diedrich, Avon.

East & West—Mrs. Anna R. Carver, Robbinsdale.
Equitable Fire & Marine—Edw. G. Johnson, Virginia.

Farmers Auto Inter.—Robt. B. Martin, Staples.

Farmers Home Mutual—E. J. Letourneau, Hugo; Michael Zahler, Waconia.

Fidelity & Guaranty—Harold L. Westin, Cambridge.

Fire Association—Wm. L. Paul, Browns Valley.
Fireman's Fund—J. R. McLean, Duluth; O. R. Kozlowski, St. Paul.

Firemen's Insurance—Herman A. Schmidt, Winona.
Franklin Fire—Paul J. Hardt, Winona.

Glens Falls—Irving M. Hudson, Benson; H. S. Erickson, Detroit Lakes.

Great American—Theo. C. Crone, G. Fred Lohman, both of Minneapolis; Clifford E. Gesme, Northfield.

Halifax—Geo. I. Prettyman, Chas. A. Prettyman, both of Wadena.

Home—Chas. Jensen, W. G. Lundquist, Paul S. Gillespie, all of Little Falls; Elmer Anderson, Ostrander.

Homeland Insurance—Otto P. Rakness, Avoca; Jos. A. Herzog, Bird Island; Howard E. Gould, F. N. Prevlitz, both of Buffalo Lake; A. U. Spletstoesser, Chaska; P. P. Michalek, Green Isle; D. B. McAlpine, Ironton; J. C. Crever, J. Stock, both of St. Joseph; A. A. Manderfeld, Mary A. Woodrik, both of Sleepy Eye; E. N. Schmitz, P. L. Schmitz, both of Stewart; N. J. Franta, Otto N. Franta, both of Wabasso.

Merchants Fire—Robt. Andrews, Minneapolis; Adolph Gabrielson, St. Paul.

Mercury—J. W. Mooty, Adrian; M. G. Rolfson, Austin.

Minneapolis Fire & Marine—E. J. Diedrich, Avon.
National Security—O. R. Kozlowski, St. Paul.

National-Ben Franklin—Wendell R. Cameron, Alfred C. Ott, both of Duluth; Wm. R. Walkama, Virginia.

National Fire—John N. Osterud, Chas. J. Popelka, both of Spring Valley.

National Union—J. R. Bullard, Waseca.

Northwestern Farmers Mutual—John C. F. Kaske, Bayport; E. F. Julien, Braham; F. A. Weeks, Brook Park; Albert Erickson, Cambridge; C. Edwin Johnson, Center City; Clinton O. Ledin, Chisago City; O. Struble, Forest Lake; Wm. E. Hassel, Harris; John Von Rueden, Hinckley; John W. Hehner, Hugo; C. C. Sundberg, Lindstrom;

Geo. H. Newbert, Gerhard Uglund, Carl Christensen, all of Mora; E. A. Hirsch, North St. Paul; Alf. H. Anderson, Pine City; Arvid Ekstrand, Rush City; H. A. Johnson, Shafer; V. E. Ericson, Stanchfield; H. C. Whalen, Stillwater; W. L. Staples, White Bear Lake; R. T. Voss, Wyoming.

Northwestern Fire & Marine—E. J. Diedrich, Avon.

Northwestern National—W. A. Doerlind, Lake Benton; D. C. Rockwood, Minneapolis; A. E. Greenman, St. Paul.

Occidental—H. E. Reed, Irene Wilson, E. L. Wurst, all of Minneapolis.

Phoenix Assurance—Anna R. Carver, Robbinsdale.
Reliance—Wm. O. Jahnke, Hutchinson.

Royal Exchange—Jerry Clifford, Le Sueur.

St. Paul Mutual—Chas. J. Knutson, Heron Lake.
Security Insurance—Mrs. Ione P. Gole, Grand Rapids; John F. Griep, Edgar N. Johnson, both of Staples.

Standard Marine—James R. McLean, Duluth.

State Farmers Mutual—J. B. Wimmer, Belgrade; Math Bauer, Elrosa; A. W. Buckman, St. Cloud; J. H. Van Hale, Stewart.

Town Mutual Dwelling—Robt. W. Fischer, Arlington; W. C. Weber, Little Falls; D. D. McInnis, Minneapolis.

Travelers—John S. McDaniel, St. Paul.

Union Assurance—Alfred C. Stocker, L. M. Frundenfeld, Jos. H. Schanfield, all of Minneapolis.

Union Marine & General—Jas. R. McLean, Duluth; Douglas F. Stickles, Red Wing.

United Firemen's—Walter J. Richter, Albert Lea; Ray Priest, St. James; W. R. Holbrook, Warren.

United States Fire—Geo. Schmidt, Janesville.

Yorkshire—E. J. Palmer, Fairfax.

LIFE

Aetna—Herbert C. Gustafson, Duluth; Wallace G. Anderson, Minneapolis.

Atlantic Life—W. H. Conklin, Minneapolis.

Central Minnesota Mutual Benefit—Ernest G. Mattson, Alexandria; Edw. J. Palmer, Fairfax; Anton M. Ore, Minneapolis.

Columbus Mutual—A. H. Bosshardt, St. Paul.

Consolidated Benefit—Mary C. Piette, Faribault; W. W. Adams, Andrew Urseth, both of Fergus Falls; Wallace W. Merritt, Hackensack; H. C. Carlson, Heron Lake; Lawrence C. Jensen, Ihlen; Chas. F. Clough, St. Paul.

Equitable Life—C. W. Berkner, Sleepy Eye; Chas. M. Carr, South St. Paul.

Empire Mutual—Wm. F. Muecke, Minneapolis.

Gopher State—Bernie G. Lindahl, Cannon Falls; Mrs. Ella B. Madison, Faribault; L. J. Harstad, Morris; Wm. Heim, Minneapolis; Thos. H. Igo, St. Paul.

Great West Life—John L. Oliver, Duluth; Richard S. Tuttle, Fergus Falls.

Industrial & Agricultural—Clarence M. Fosness, Elk River; Harold E. Ingersoll, Harold P. Awes, both of Minneapolis; John G. Tanzer, Aaron G. Holstrom, both of St. Paul; Edmund R. Sundquist, Stillwater.

Kansas City Life—Frank E. Kelley, Chatfield; Milton G. Bickel, Forest Lake.

Lincoln National—Mrs. Edna C. McClintick, Cedar; Edw. Freeman, Minneapolis; C. L. Severson, Montevideo.
Marquette Life—Paul Aug. Herskind, Kenneth A. Nelson, A. H. Youngren, all of Minneapolis.
Massachusetts Protective—Alf. C. Bischof, St. Paul.
Metropolitan—D. Geo. LaLonde, Crookston.
Modern Life—F. W. Russell, Cold Spring.
Montana Life—Victor E. Huffer, Minneapolis.
Mutual Life—Geo. E. Hayman, Dunnell.
National Benevolent—Verva L. Rogers, Bertha.
New York Life—Alb. Robt. Zieper, Norwood.
Northwestern Mutual—Horace O. Olson, Harmony; Loren R. Pettersen, North Mankato; Paul Wm. Nagel, Winnebago.
Northwestern National—Carl O. Holmer, Minneapolis.
Ohio State Life—Guy Orlowski, Owatonna.
Paul Revere—Alf. C. Bischof, St. Paul.
Prudential—Alexander H. Ramsay, Duluth; Wm. Torgerson, Gonvick; Jas. Shourt, Victor E. Loosbrock, both of Minneapolis.
Security Mutual—Stephen G. Klingelhoet, Minneapolis.
Southern Minnesota Benevolent—J. H. Oversea, Bagley; Nils Underdahl, Barrett; Julius Reich, Holloway; J. C. Figenskau, Oslo; Gordon C. Menten, Rupert Norman, both of St. Paul; Carl G. Gulrud, Thief River Falls; John S. Skinnemoen, Wendell; E. C. Maher, C. W. Manzer, both of Windom.
State Farm Life—E. K. Evanson, Battle Lake; Alfred F. Busse, Bejou; J. M. Schoneman, Bingham Lake; M. O. Benson, Blooming Prairie; H. P. Voth, Cottonwood; A. J. Haas, Dover; E. A. Lane, Hopkins; Jerry Gallivan, Hugo; D. R. Schinder, H. J. Watts, Harry Burgoon, Kenneth Beach, all of Minneapolis; R. L. Edwards, Moorhead; O. H. Griffith, Shakopee; Lester T. Johnson, Oak Park; W. J. Weidner, Regal; L. H. Siverson, E. E. Riley, both of St. Paul; M. I. Johnston, Sherburn; P. J. E. Peterson, Truman; L. H. Pagel, Waseca.
Travelers Insurance—Wm. W. Vocht, Minneapolis; Jas. E. Talle, Robbinsdale; John S. McDaniel, St. Paul.
Twin City Mutual—John A. Dobbs, Minneapolis; Chas. A. Morey, North St. Paul; Ralph Van Norman, John W. Turner, both of Windom.
United Mutual—R. B. Jolley, Minneapolis.
Universal Benefit—H. R. Wornson, Mankato; E. H. Wanless, St. Paul.
Western Aid—Art. Fred Kruse, Minneapolis.

M. C. Laughman has plastered the signs of the New World Life on another automobile. This time they will appear on special agent Stanley D. Palmer's car. Mr. Laughman spent the past week calling on agents in Wisconsin.

* * *

J. A. Thomas says that insurance agents who carry a full dinner bucket are the ones fighting tooth and nail for new business. "My boys have proved to me that the fighter will win in the end," he says.

* * *

With the discontinuance this year of their usual annual convention, Pacific Mutual Life Insurance Co. is conducting regional or zone general agency meetings to which are invited the medical examiners, salesmen, parts of the clerical staffs in addition to the general agents. The zone meeting for this territory will be held at the Curtis Hotel April 23 and 24 and will include the Minneapolis, St. Paul, Duluth and Fargo general agencies. Home office officials who will attend and conduct the meetings will be vice president C. I. D. Moore, General Counsel Asa V. Call and W. R. Hoefflin, western agency supervisor.

* * *

Underwriters at Lloyds of Minneapolis are blossoming out with "revised" offices. Norton Roberts has lost his old hangout in the far corner and is moved to the private office opposite the entrance that was used before by the office manager. They have also taken additional space to the right of the claim department. It beats all how this firm has grown and expanded. Waldo Hardel was telling us that he could remember when the office equipment consisted of one file and a girl who worked part time.

* * *

Daniel Boone called Len Aaker last week and Mrs. Aaker said: "I'm sorry, Daniel, but Mr. Aaker has retired."

* * *

Lloyd Lynch is summering in Bermuda.

* * *

Leo C. Delaney of the Fidelity and Casualty Co. of New York is very optimistic. He says the automobile casualty line is picking up somewhat and it looks like some of the business is coming back from the "cut-rate companies." "These same companies have taken a lot of business away from us," he confesses.

* * *

Mun Severson has another good agent.

* * *

The Automobile of Hartford's special agent, Victor Emanuel Davis, is back from his sojourn in the territory and is at home from 7 to 10 at the Leamington.

* * *

Gregory P. Gentling, former Rochester newspaper publisher and the man credited by many for having won the gubernatorial election for Theodore Christianson, has taken the Rochester district agency for Pacific Mutual Life at Rochester. He operates under the supervision of the Minneapolis general agency.

Snappy News—That's Commercial West

BANKERS ATTENTION!

Hello friends!! How goes the battle this week?

Wait a minute--I forgot to introduce myself.

My name is Jack Lynch. You perhaps know my company, the John Hancock, but there's a lot of you fellows in Minnesota that don't know me personally.

However, I'm going to make it a point to get around and see as many of you as possible and show you what a really good agency contract my company can offer you.

If you can't wait until I get around why just drop me a line and we'll get together that way.

So good luck 'til I see or hear from you.

Your friend,

Jack Lynch.

P. S. I came near not giving you my address. Just send your letter to my attention. My agency is known as

Lloyd J. Lynch, Inc.
and Associates
General Agent
300 Builders Exchange
Main 3588

CIRCULAR LETTERS

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THE KIMM COMPANY
 900-905 Palace Building
 MINNEAPOLIS, MINNESOTA

The Insurance Keyhole

Question: What is a let down?

Answer: A let down is what happens after a flock of insurance men have worked hard during Financial Independence Week.

* * *

Far be it from the policy of your ol' fren' to crack wise and say that every week should be Financial Independence Week. But ain't it the truth?

The way some of the agencies went after business was nobody's business. The agents were on their toes and believe me you they were going places. Lots of new business was written and lots of new prospects were uncovered.

Some of the agencies had built up their organizations to meet the heavy strain they knew they were in for when Financial Independence Week rolled around. Others were caught flatfooted and got started just as the week was over.

The advertising was good, but too limited. Bruce Barton should be better known now. His booklet received many compliments.

* * *

Are insurance men going for the new Bank Directory of the Ninth Federal Reserve District? Well, I'll say they are. The sad part of it is that our bindery couldn't get leather fast enough to turn out the flock of books needed to supply accumulated orders.

Traders Wary of Congress

Investment Code Gets Final O. K. of Roosevelt

Traders on the stock and bond market are still wary of legislation for control of stock exchanges by the federal government now pending in Congress. As a consequence values have continued their drift to lower levels, despite settlement of the automotive strike and negotiations pending for adjudication of the impending railway strike and other outbreaks of labor against NRA operation.

One of the bright spots of the week in the situation was final approval by President Roosevelt of the investment banking code, which it is hoped will clear the way for improvement in the capital market.

In submitting the completed code, with amendments agreed upon at the code election in Washington last week Administrator General Johnson said:

"The code is intended to eradicate past and present abuses and to establish principles and practices which will justify public confidence, greatly assist in restoring the markets for both public and private investment funds and result in an increased flow of investment capital into sound, productive enterprise, which will unquestionably increase employment and distribute added wealth among our people." The importance of developing a capital market in connection with the recovery program cannot be over-emphasized.

In the new code there are five sections to govern the issuance of new securities. In the future those issuing securities will be required to provide adequate detailed information to investors as long as a security is outstanding. This is a far-reaching provision. It marks a very long step in the right direction and furnishes a new safeguard to protect investors.

Seventeen sections regulate the under-

writing and distribution of new issues. Provisions are included which will tend to establish one price for all investors irrespective of the size of the transaction or the importance of the purchaser. Adequate time is provided for the proper study and analysis of the facts regarding new issues by all investment bankers participating in the distribution of each issue.

Eight sections are directed to retail sales and purchases dealing with disclosure of the adequate and the pertinent facts required to be made available to investors.

Four sections pertain primarily to salesmen, and stipulate the minimum qualifications of those employed in that capacity and the requirement for responsible supervision of their activities.

One important section relates to investment companies and places certain restrictions on investment bankers having relations or transactions with such companies.

Thirteen sections provide a unique opportunity for investment bankers, through registration, to agree with one another upon the expeditious enforcement of effective self-discipline in the investment banking business.

In approving the amendments, the President, in his executive order, authorized the administrator to further modify or amend the code as and when such modifications or amendments become necessary in order to meet unforeseen contingencies or to afford "prompt relief for any hardship which may have been inadvertently imposed" by the provisions approved.

Aspire, then perspire.

Bank Stocks

March 21, 1934

	Bid	Asked
MINNEAPOLIS		
First Bank Stock.....	77½	8
N. W. Banco	45½	47½
NEW YORK		
Bankers Trust	62	62¾
Chase	267½	27½
First National	1620	1650
Guaranty Trust	332	334
National City	28¼	28½
CHICAGO		
Central Republic	2½	2¾
Continental Illinois	46	47
First National	115½	117½
Harris Trust & Savings.....	228	237
City National Bank	90	100

Commodity Prices

	March 28	March 22
Butter (lb.)	\$0.23¼	\$0.24¾
Eggs (doz.) .....	.15	.16¼
(Butter and egg prices are New York wholesale market on "firsts.")		
Hogs (cwt.)	4.55	4.50
Cattle (cwt.)	9.25	7.65
Lambs (cwt.)	9.25	9.25
(Livestock prices are South St. Paul quotations for top sales.)		
Potatoes (cwt.) .....	.95	.95
Potatoes (cwt.) .....	.80	.80
(Potato prices are those paid growers in carlots. Higher price for Minneapolis district, lower for shipments from northern part of state.)		

N. P. Makes Big Gain

Net railway operating income of the Northern Pacific in February showed an increase of \$902,271 when compared with the corresponding month in 1933. For the first two months of this year the increase was \$1,464,042 over 1933. Net operating income was \$133,642 in February against a deficit of \$768,629 in 1933, and for the first two months of this year the net operating income was \$263,034, to be compared with a deficit of \$1,201,008 for the corresponding period of 1933.

Railway operating revenues in February this year were \$3,265,880, while in February, 1933, they totaled \$2,498,068, which is an increase for February, 1934, of \$767,812, and for the first two months of 1934 this item showed \$6,668,408 as compared with \$5,370,172 for the corresponding period of 1933, which is a comparative increase for this year of \$1,298,236.

Railway operating expenses in February this year decreased \$116,324 when compared with February, 1933, and for the two months the decrease was \$54,069.

Every male individual in the Wirt Wilson & Co. organization contributed to Financial Independence Week by purchasing life insurance, submitting the application with check attached, during the week.

PIPER, JAFFRAY & HOPWOOD

MINNEAPOLIS

ST. PAUL

STOCKS

BONDS

GRAIN

COMMERCIAL PAPER

MEMBERS OF

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NEW YORK

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DAVENPORT

TORONTO
MONTREAL

Commerce Commission

Following is a summary of the business transacted at Tuesday's meeting of the Minnesota Commerce Commission:

New Dealer License Granted
Bartlett & Gordon.

Broker's License Renewed
Arthur P. Smith & Co.

Registration Granted
Tri-State Cooperative Oil Association,
Winthrop, 1,000 shares common stock at \$10.

Cancelled at Own Request
La Crescent Co.
St. Paul Brewing Co.

Insurance Companies Licensed
Pioneer Mutual Life, Inc., of St. Paul.
Crow Wing County Benevolent Society of Brainerd.

Employers Mutual Casualty Co. of Des Moines.

Bank Application Granted
Security State Bank of Remer.

Hearings
Western Minnesota State Bank of Marshall.

Otto's Brewery, Inc.

New Applications

Among the new applications on the books of the Minnesota Securities Division, not previously reported by Commercial West, are the following:

P. H. Lund and E. L. Gunberg, 1133 Plymouth building, Minneapolis, to register 10-year leases on 5,000 acres of land at \$5 to \$10 per acre (\$37,400).

Metals Equities, Inc., 15 Exchange place, Jersey City, N. J., to register 50,000 shares capital stock at \$2.10.

Paducah Cooperage Co., Paducah, Ky., to register 20,000 shares common at market not to exceed \$3.50.

Poli-New England Theatres, Inc., Poli building, New Haven, Conn., to register \$81,600 first mortgage 5 per cent bonds due 1958, \$81,600 general mortgage 5 per cent income bonds due 1983. For exchange 1983.

WATCHING ROAD PROGRAM

With the fate of the nation's highway construction program for the next several years due for a decision by Congress and the President within the next month, highway users and good roads associations in all parts of the country are keeping close track of the trend of events in Washington. While there is strong sentiment in many quarters for an appropriation to cover all forms of NRA projects, there are many leaders, both in the executive branch of the government and in Congress, who are determined to see that an adequate amount of this money is appropriated either directly or earmarked specifically for the construction of roads.

Total receipts of gold by the United States mints and assay offices in the week ending March 23, was \$35,655,656, of which \$29,305,855 was from imports—gold bought abroad—\$2,132,433 was from domestic mines and \$4,217,367 was secondary gold, namely, jewelry, etc.

Our organization will be pleased to serve you

W. J. Allison	C. O. Bjore	J. S. Graham
Walter Bartlett	C. R. Cronin	I. D. Owen
O. M. Bergman	Oliver Eielson	E. L. Williams

ALLISON-WILLIAMS COMPANY



NORTHWESTERN BANK BUILDING
MINNEAPOLIS, MINN.



TELEPHONE ATLANTIC 3475

ALONG FINANCIAL ROW

Fulfilling the first of two promises announced recently in Commercial West, S. Paul Skahen, Minnesota Securities commissioner, this week transmitted to all licensed dealers and brokers a complete, up-to-date list of all dealers and brokers duly authorized to deal in securities in the state of Minnesota. Ere long he will give them the second promised list, that of all issues registered in the state. Going through the records of the Securities Division, checking up on every registration since the department was established, cancelling out of dead or inactive issues, has consumed many weeks of time and effort but Commissioner Skahen expects to have it available very shortly now.

* * *

"Feel free to communicate with my department in any way at any time in regard to any matters," was the invitation extended by Commissioner Skahen this week to Minnesota dealers and brokers. Said he: "I feel that the licensed dealers and brokers desire to protect the investing public in connection with the securities handled and sold and to that end we should cooperate . . . if we can be of assistance to you feel assured that such assistance will be gladly and readily given."

* * *

There's a brand new carpet on the recently rearranged conference room of the Minnesota Commerce Commission in the quarters of the Securities Division, fourth floor, State Office Building. Also, there's more of the same material on the floor of Commissioner Skahen's new private office. So, wise-crackingly, it's a case of "on the carpet" in reality now.

* * *

That unusual chest expansion Rupe Chrest is displaying this week is due to

the fact he has just passed a physical examination 100 per cent for life insurance. Claims his blood pressure is back to normal now since business began to pick up.

* * *

E. A. Purdy, Wells, Dickey & Co., Minneapolis, will return from a Florida visit in about a week.

* * *

E. W. Decker, Decker, Barrows & Co., will leave next week for a couple of weeks' stay at Hot Springs.

* * *

That's a neat little card one investment house man has on his desk. It pictures a hen busy digging for a worm. The legend is: "Why scratch for a living all your life."

* * *

Warren F. Scribner, managing partner, Minneapolis office, Paine, Webber & Co., was out of town on business this week.

* * *

Everett V. Eschbach, formerly with E. A. Pierce & Co., has joined up with George L. Clark as co-manager of the Lansing, Mich., office of W. E. Hutton & Co.

* * *

Federal Trade Commission is making it tough for gold and silver mining companies. They have got to show a mighty clean slate before they can get by with registration for sale of stock.

* * *

If there is anyone who may have cherished the idea that he could purloin Clyde Needham's copy of Commercial West's new bank directory, he may as well cast the thought out. Immediately Clyde got his hands on it, he proceeded to use the Needham & Co. rubber stamp and stamped the name in at least 20 different places commenting, "Now I'll dare 'em to steal it."

RUDOLPH S. JURAN

Government and Municipal Bonds

*Associated with***JUSTUS F. LOWE COMPANY**
First National-Soo Line Bldg., Minneapolis**T. G. EVENSEN***Counsellor on
Municipal Finance***619 First National-Soo Line Bldg.**
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Hazen North Dakota

ADVICE to our clients is based on a comprehensive and constant analysis of market conditions. We have at our command complete statistical information, and up to the minute reports through our direct wire to Chicago.

Mannheimer-Caldwell, Inc.*Investment Securities*First National Bank
St. PaulRand Tower
Minneapolis

Sambo: "Look heah, woman, you know you'all done marry me jus' for mah guvment insurance!"

Lila: "Ah knows dat, honey, but ain't I been willin' to let you die a natural death?"

N.W. Municipal Financing

The Northwestern Municipal Association, Inc., completed its first refunding program this week when the refinancing plan for Joint School District No. 41 of Crow Wing and Cass counties, Pequot, Minn., was declared operative. The association secured 100 per cent cooperation from the bondholders, and it is believed this is the first debt reorganization to have all bonds on deposit.

Among the refunding programs on which progress is being made, are Cass county, Swift county and Annandale School District in Minnesota.

The association also contemplates carrying out debt reorganization plans for a number of South Dakota municipalities.

On the whole, many Northwest defaults which appeared to be more or less of a permanent character a few months ago, are now being corrected.

Swift county refunding has made especially good progress with holders of \$510,000 bonds already expressing willingness to go into the program.

March 23 report of the Bankers Bond Co. on Kentucky Bridge Revenue 4½ per cent bonds reflects a considerably improved position for these securities. Toll collections for January and February on eight projects amounted to \$43,518 compared with \$38,882 for the first two months of 1932. Interest charges for 1933 were covered approximately 1.40 times as against 1.20 in 1932. On the Maysville project toll collections increased 9.3 per cent; on Henderson-Evansville 8.4. These bonds are tax free and legal for savings banks, insurance companies, etc.

New offerings of state and municipal issues totaled \$14,316,000 last week. In addition, several small issues were placed privately. The total was \$525,000 a year ago.

All new issues were well received and some entire issues were sold out in an hour or two. Institutional buyers were active, taking sizeable blocks of old bonds as well as new issues. Bankers who would normally do new corporation financing say there is not much likeli-

hood such flotations will be undertaken. One or two relatively small refunding operations are being discussed.

Around the Northwest

A vigorous campaign will be carried to Michigan property owners between now and May 1 in behalf of the proposed \$36,000,000 Public Works bonding program to relieve unemployment.

Governor Comstock has revealed that Tuesday, May 1, had been selected tentatively for a special election on the issue. The date was chosen at a meeting between the governor and a committee which will launch a drive in support of the program.

Yankton's voters went on record at a special city election as favoring four bond issues totaling \$114,250, for public works improvements, but the vote was much closer than at the first special election held on the same four issues last September.

Organized townships in South Dakota slashed their taxes 38.88 per cent last year compared with the taxes levied in 1932. From the \$800,898.66 levied in 1932, the township governments cut their expenditures to \$489,519 last year, a tax reduction of \$311,379.66. Figures compiled by Miss Olive Tollefson, state tax department statistician, show that in only one county—Jackson—were 1933 township taxes above the 1932 levy. In that county township taxes jumped from \$6,897.45 in 1932 to \$7,918.15 in 1933, an increase of \$1,020.70 or 14.80 per cent. The largest decrease in township taxes occurred in Sully county where a \$501.17 tax levied in 1932 was entirely eliminated from the 1933 bill. This places Sully in the same class with Bennett, Bon Homme, Shannon, Washabaugh, Washington, Armstrong, Todd, Potter and Walworth counties, which have no organized township governments. Township tax decreases in several counties amounted to more than 50 per cent.

A physicist says the earth has been cool for a billion years. That fellow doesn't wear a starched collar to get hot under.

DECKER, BARROWS & COMPANYNORTHWESTERN BANK BUILDING
MINNEAPOLIS, MINN.

SUCCESSORS TO LYMAN BARROWS COMPANY

GOVERNMENT
MUNICIPAL
AND
CORPORATION BONDSTRADING DEPT.
LYMAN BARROWSCOUNSELLOR
E. W. DECKER

SET TO FIGHT HOPPERS

Faced by a scourge that cost them thousands of dollars last year—invasion of the ravaging grasshopper—North Dakota farmers are organizing over a wide front to carry their share of the burden in fighting the pest.

The federal government — which has made available \$2,354,000 to combat the hoppers, issued a warning that well organized machinery must be completed quickly—to extend through state groups down to townships, if the fight is to be effective.

North Dakota is making ready for the campaign with a speed and precision rarely seen in a movement over such a wide territory.

WISCONSIN FARM LOANS

Through the Wisconsin farm credit administration, applications of 2,665 Wisconsin farmers for loans totaling \$11,129,200 had been qualified with the federal land bank at St. Paul as of March 6, Gov. A. G. Schmedeman announces.

Loans already approved by borrowers and creditors aggregate 1,939, representing \$6,814,500, the governor said.

The number of loan applications filed with the Wisconsin administration as of March 6 was 4,919, and the amounts requested total \$27,978,600.

IOWA TAXES REDUCED

A reduction of 11.05 per cent or \$10,081,250 in taxes assessed in the entire state of Iowa for 1933—payable in 1934—was reported Wednesday by the state board of assessment and review.

John W. Foster, senior member of the board, who released the figures, said the total taxes levied for all purposes in Iowa for 1933 payable in 1934 were \$81,162,514 against a total levied in 1932 payable in 1933 of \$91,243,764.

These taxes include state, county, school and all other taxing districts in Iowa, Mr. Foster reported.

It is said that in 50 years people will have nothing to laugh at. Well, there will be the newspaper files of 1933.

MONEY FOR INDUSTRIES

If your business needs additional capital we are interested and perhaps we can help you.

We can arrange for temporary financing of the right type of industries. If you need permanent capital such as mortgage, bonds, preferred stock, and can qualify, we can help you.

We are not disclosing our firm name because we do not want to be bothered with wildcat promotions.

Give all details in your first letter.

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MUNICIPAL, COUNTY AND SCHOOL BONDS

First National Bank Building Chicago

BUSINESS WANT DEPARTMENT

HELP WANTED

Cashier—Should be able to purchase some stock. Good town around 1,000. South of Cities about 90 miles. Full information in first letter. Box 511, Care Commercial West.

SITUATIONS WANTED

Young experienced bookkeeper wants work; millwork plant, department store, garage, bank or what have you? Address box 503 Care Commercial West.

Reliable man 36 years old with 14 years experience as cashier in southern Minnesota bank wants good connection with bank in either southern Minnesota or western Wisconsin. Can invest if required. Address Box 510, Care Commercial West.

Our client, an experienced successful banker, is interested in purchasing a working interest in a sound country bank, preferably a new or reorganized bank. W. R. Olson Company, Fergus Falls, Minn.

Want to lease or job to operate apartment properties in Twin Cities. Years of experience, now an officer and assistant manager of country bank—moving to the city to give children better educational advantages. Please give full particulars of your properties. References exchanged, confidential. Address Box 505 Care Commercial West.

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, 28 cents per line. **CHECK OR POSTAGE STAMPS MUST ACCOMPANY ALL ORDERS.** All answers to advertisements under key numbers must be accompanied by a three-cent stamp.

COMMERCIAL WEST
Rand Tower Minneapolis

Wanted to acquire control or interest in fair-sized country bank . . . With services . . . Experienced. Address Box 507, Care Commercial West.

Wanted—Position as cashier or asst. cashier in a country bank. Young man, University graduate, city and country bank experience. Employed at present. Want change. Box 509 Care Com. West.

Ten years experience including cashier-ship in Minnesota bank, 28 years old, excellent record, immediately available, can invest substantial amount. Address Box 506 Care Commercial West.

INVESTMENTS

Am open to consider investment in Minnesota bank. Give all important facts in first letter. Must be clean bank in prosperous community. Box 481, care Commercial West.

Correspondence invited from bankers interested in buying or selling minority or controlling interests in country banks. Strictly confidential. W. R. Olson Company, Fergus Falls, Minn.

MUNICIPAL BONDS WANTED

Swift County, Minn., bonds bought at discount. Quote your lowest price. Address Box 504, Care Commercial West.

FURNITURE AND FIXTURES

For Sale—As result of consolidation, one McClintock sound wave Burglar alarm system. Excellent condition. Bargain for quick sale. Paul C. Heard, trustee, First State Bank, Champlin, Minn.

1 Brandt automatic money changer, \$35.00. 1 Shaw-Walker steel bookkeeper's desk, \$45.00. 1 hand Cummins check perforator, \$22.50. 1 Cummins foot power check perforator, \$35.00. 1 large size Safe-Cabinet, Underwriters' "B" Label, cost over \$800.00, sell for \$225.00. 1 Meilicke note interest calculator, machine type, cost over \$200.00, sell for \$45.00. Address, C. A. Doyle, Midelfart Clinic Bldg., Eau Claire, Wis.

TO FINISH CWA JOBS

Worth-while and feasible CWA projects now under way in Minnesota will be completed in spite of the change from CWA to work relief after March 31, it was announced this week by Morris B. Lambie, state relief administrator.

Among the projects which will be continued, Prof. Lambie said, are those at Camp Ripley, Minnesota National Guard training center near Little Falls, where 800 men are employed under the CWA.

Adjutant-General Eilard A. Walsh said he estimated the work would be completed by May 1. The projects include new construction, water and sewage improvements.

The projects are providing work for residents of Morrison, Crow Wing, Todd, Stearns and Benton counties.

WILL RUSH IN COAL

Because there is now half a million tons of coal less on hand than on the corresponding date last year on docks at the Head of the Lakes, a heavy rush of coal shipping from lower lake ports to Duluth and Superior is expected as soon as ice clears.

RAIL EARNINGS

Net railway operating income of the first 59 railroads to report operations for February totaled approximately \$24,537,000, compared with \$5,942,000 in the same month last year.

Among carriers reporting operating results was the Pennsylvania system, which showed gross revenues of \$26,009,000 for February, compared with \$22,156,000 in the same month last year, and net operating income of \$4,098,000 compared with \$2,618,000.

The first 59 roads reporting results for the two months of the year showed operating income of \$48,953,763, compared with \$15,708,000 in the first two months of 1933.

The Santa Fe road had net operating income of \$243,737, contrasting with a deficit of \$710,064 in February last year.

IOWA RELIEF

Unemployment relief in Iowa during February cost \$333,607, according to figures released by E. H. Mulock, relief administrator. A total of 21,334 families, numbering 89,617 persons, received either direct or work relief during the month.

Cashier W. F. McLean of the Minnesota National Bank, Duluth, passed through the Twin Cities the forepart of the week enroute south for a vacation. Florida was his ultimate goal.

NEW NORTHWESTERN PATENTS

The following patents were issued as of March 20 to Minnesota and Dakota inventors, as reported by Williamson & Williamson, patent attorneys, 925-935 Metropolitan Life building, Minneapolis: Wilson Bradley, Deerwood, recovering manganese values; Wilson Bradley, Deerwood, gaseous reduction of metal oxides; Carl O. Brorby, Minneapolis, clothesline tightener and pole holder; Grossenor M. Gross, Beaver Bay, Minn., tank filling nozzle with gauge; Albert M. Evens, Sioux Falls, S. D., loud speaker; Cornelius M. Judd, Rochester, Minn., surgical belt; John P. Kriechbaum, Minneapolis, forced circulation heating system; Arthur D. Massie, Duluth, decoy duck; Lambert E. Spear, Minneapolis, packaging commodities; Charles F. Tomson and W. I. Fritz, Albert Lea, cabinet for tooth-brushes.

LEGAL DECISIONS

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

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ST. PAUL, MINN.

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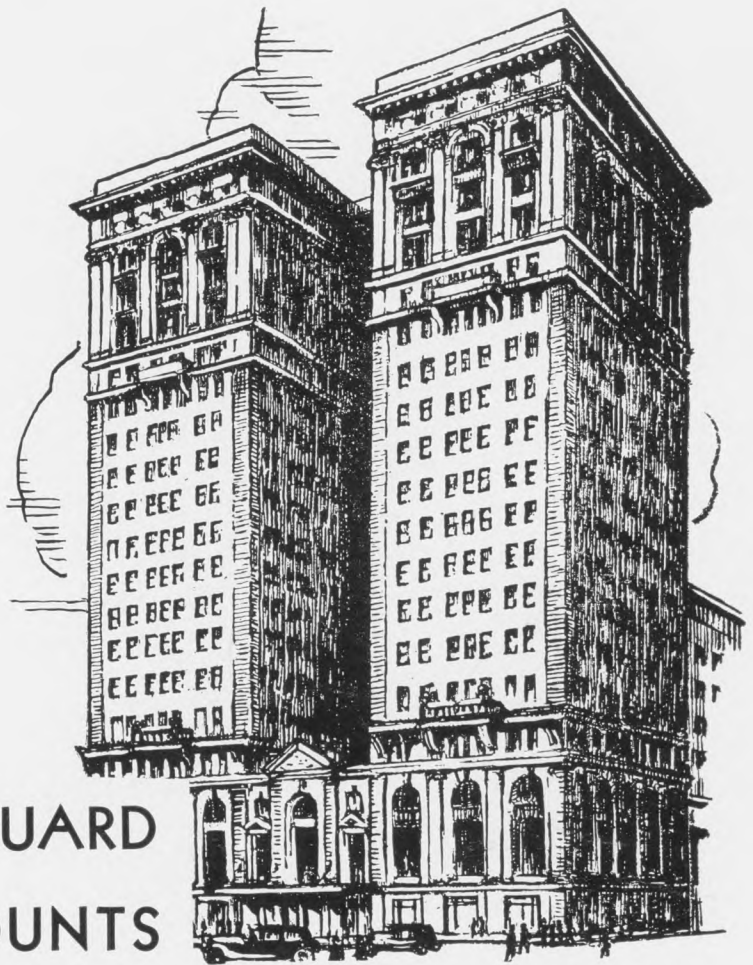
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