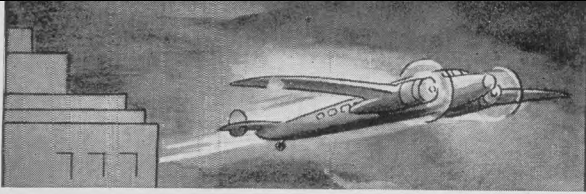
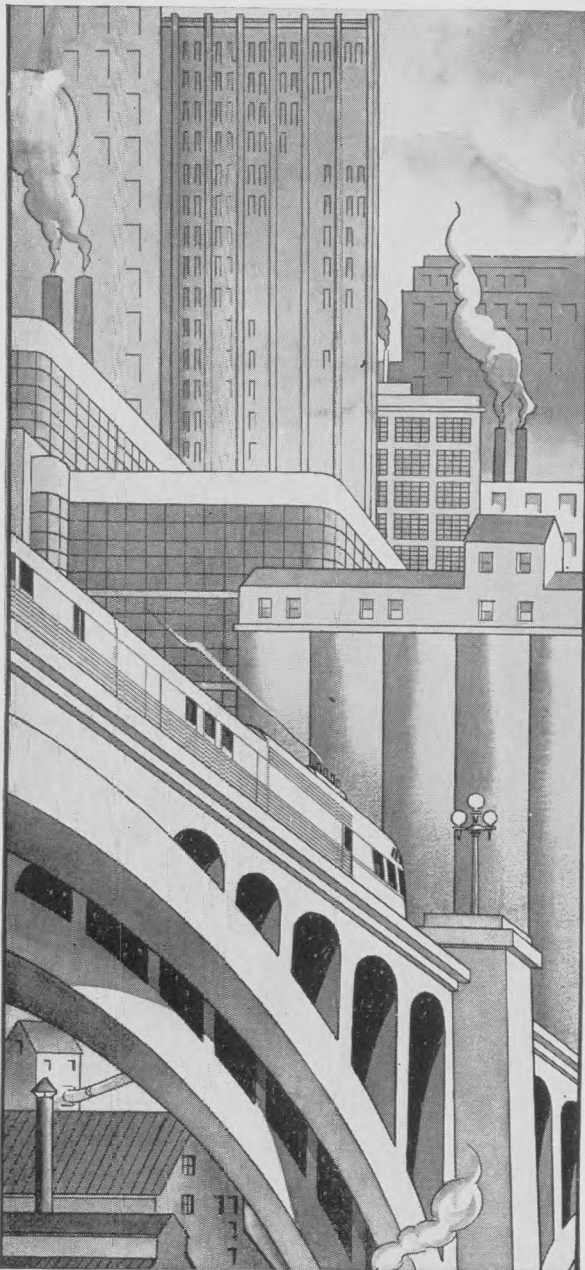


June 1, 1935



The
COMMERCIAL WEST

WEEKLY



●
**First Official FDIC Report
on Closed Bank Payoffs**

●
**Important Part of Banking
in Farm Recovery**

●
**Bankers' Conventions
Bring New Optimism**

●
MINNEAPOLIS



MASTERPIECES OF TRANSPORTATION

Just right temperatures on these air-conditioned trains over the only oiled roadbed to Chicago.

The Viking

on a new, fast day run to Chicago.

Lv. Minneapolis	8:10 A.M.
Lv. St. Paul	8:45 A.M.
The Only Passenger Stops	
Ar. Eau Claire	10:28 A.M.
Ar. Elroy	12:35 P.M.
Ar. Madison	2:10 P.M.
Ar. Janesville	3:00 P.M.
Ar. Chicago	4:45 P.M.

The 400

The most talked of train in America. Perfectly Arranged—Just Right Service.

Three Stops to Chicago

Lv. Minneapolis	3:00 P.M.
Lv. St. Paul	3:30 P.M.
Ar. Eau Claire	4:57 P.M.
Ar. Milwaukee	8:45 P.M.
Ar. Chicago	10:00 P.M.

The Victory

Lv. Minneapolis	9:00 P.M.
Lv. St. Paul	9:35 P.M.
Ar. Milwaukee	5:00 A.M.
Ar. Chicago	7:35 A.M.

Additional Stops along the North Shore

A New Non-stop run to Milwaukee-Chicago for the

Northwestern Limited

Lv. Minneapolis	11:10 P.M.
Lv. St. Paul	11:45 P.M.
The Only Passenger Stops	
Ar. Milwaukee	5:57 A.M.
Ar. Evanston	7:25 A.M.
Ar. Chicago	7:45 A.M.

The "Limited" has everything you want from lowers to swanky double rooms en suite.

Through Scenic Wisconsin over the very important Short Cut to Chicago

CHICAGO & NORTH WESTERN LINE

EVERYBODY'S HAPPY



Because

POCKET DIRECTORY

IS AVAILABLE

The

WHO'S WHO

WHAT'S WHAT

WHERE and WHEN

of

Banking Today

in



Just the handy, pocket-size edition you've used for years.

Pocket Directory is kept up to date by supplementary reports of new banks and changes printed in the regular weekly issues of Commercial West.

CRIME



DETOURS

THE WEYERHAEUSER KIDNAP CASE, chilling the hearts of millions of decent people, climaxed a current series of vicious Bank Hold-ups, Pay Roll seizures and raids on various types of business concerns all over the country.

ADDED PROOF that thousands of criminals are roaming the land, making their plans, months and even years in advance of execution, knowing that the Law is handicapped in being obliged to make its “Plans” for capturing any of them, after each crime has been committed.

CRIME-PREVENTING EQUIPMENT has been our specialty for 34 years and our record covering that period, in nullifying the efforts of both Burglar and Bandit, should convince any thinking person that:—“The Cure For Bank Crime Is Prevention.”

WHEN ANY LOCAL COMMUNITY has been thoroughly aroused by a series of particularly vicious crimes, or when law enforcing effort is being more strenuously applied to any certain type of law-breaking, the clever crook merely “Detours” to another section or takes up, temporarily, some other line of criminal effort.

THOUGHTFUL BANKERS will take advantage of these deliberately planned “Lulls” in Hold-up activity, to properly safeguard their institutions against the “Storms” that are sure to follow.

YOUR BANK may be on the list of some Bandit Gang right now. Beat Them To It. Ask Us To Help You.

O. B. McCLINTOCK COMPANY

*The Largest and Most Complete Organization of Its Kind in the World
Makers of the Only “Bandit Barrier” System*

GENERAL OFFICE AND FACTORIES
MINNEAPOLIS, MINNESOTA



● The Twin Zephyrs have been in service between Minneapolis, St. Paul and Chicago for about six weeks—one train down each day; the other up. Every day they have been sold out, southbound and northbound.

In those six weeks they carried considerably more than 7,500 passengers, and more than a thousand people who applied for seats could not be accommodated.

Now the daily duty of these Diesel-powered streamliners has been doubled. Instead of just one trip in each direction there is now a morning Zephyr and an afternoon Zephyr. Instead of running 441 miles per day, each train will run 882 miles per day.

The Zephyrs are not excess fare trains, but all of the seats—BOTH COACH AND PARLOR LOUNGE—are reserved; individually assigned in advance and sold by number.

SCHEDULE OF THE TWIN ZEPHYRS Central Time

South	Morning Zephyr	Afternoon Zephyr	North	Morning Zephyr	Afternoon Zephyr
Lv. Minneapolis	8:00 am	4:00 pm	Lv. Chicago....	8:00 am	4:00 pm
Lv. St. Paul....	8:30 am	4:30 pm	Ar. St. Paul....	2:30 pm	10:29 pm
Ar. Chicago....	3:00 pm	10:59 pm	Ar. Minneapolis	3:00 pm	10:59 pm

Burlington's Fleet of Steam Trains Central Time

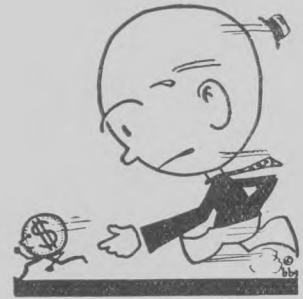
Southbound	BLACK HAWK	EMPIRE BUILDER	NORTH COAST LIMITED	No.
Lv. Minneapolis.....	9:00 pm	10:05 pm	10:20 pm	52
Lv. St. Paul.....	9:40 pm	10:55 pm	11:00 pm	
Ar. Chicago.....	7:50 am	8:45 am	8:50 am	8:00 pm

Northbound	BLACK HAWK	NORTH COAST LIMITED	EMPIRE BUILDER	No.
Lv. Chicago.....	8:00 pm	10:30 pm	10:45 pm	10:00 am
Ar. St. Paul.....	7:05 am	8:20 am	8:35 am	9:30 pm
Ar. Minneapolis.....	7:45 am	9:05 am	9:20 am	10:15 pm

RESERVATIONS

Minneapolis
90 So. 7th St.
Phone Atlantic 4231
J. E. LYNN, General Agent

St. Paul
6th & Robert Sts.
Phone Cedar 4448
S. L. MENTZER, General Agent



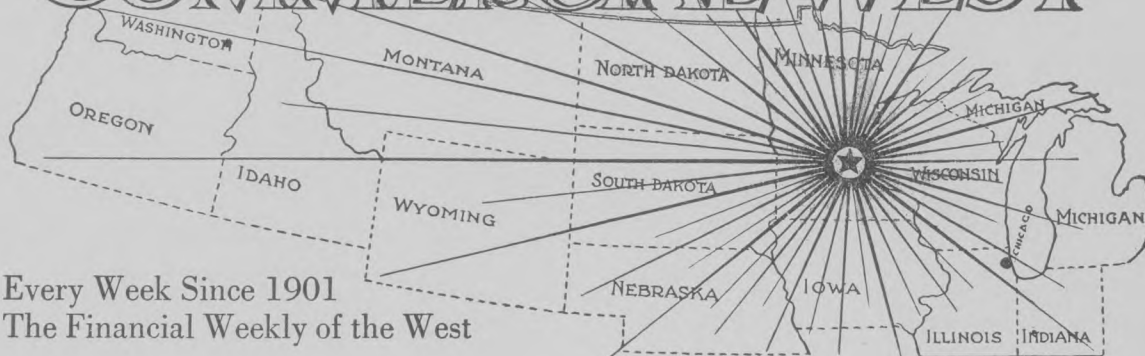
Hundreds of thousands of dollars of Northwestern money would be spent for Northwest-made goods if those goods were judiciously advertised at home—to the people of incomes and influence.

Your home market is your best market.

Northwest industries should cultivate the Northwest market first.

Be better known at home—advertise in the Commercial West.

COMMERCIAL WEST



Every Week Since 1901
The Financial Weekly of the West

Vol. 69—No. 22



June 1, 1935

Features in This Issue

Editorial	6
Twenty-five Years Ago	7
Bull's-Eye	7
Coming Events	8
South Dakota Bankers' Convention	9
Important Part Banker Plays in Agricultural Recovery	10
Federal Deposit Insurance	11
Group Eight at Duluth	12
Here's FDIC Record	14
The "If" of Taxation	15
North Dakota to Stage Comeback Goodwill Tour	17
The Bank Lobby	18
Bankers' Conventions Highlight Optimism	20
NRA Decision Hits Stock and Bond Market	22
Along Financial Row	23
Municipal Financing	24
Yetka to Lead Insurance Federation Round Table	26
The Insurance Keyhole	27
Business Leader Discusses 1935 Banking Bill	28
Grain Trade Review	30
Building and Loan News	32
Business Want Department	34

Published by THE COMMERCIAL WEST COMPANY Minneapolis, Minn.

THOMAS A. BORIGHT
Publisher

WILLIS L. WILLIAMS
Editor

J. P. MATTOX, JR.
Advertising Manager

Executive and Editorial Offices: 445 Rand Tower
New York Office: Robert S. Farley, 165 Broadway

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—in the great agricultural West.

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

EDITORIAL

Northwest is THE Bright Spot

WE WHO ARE HERE know that the Northwest is THE bright spot this year.

Others some distances removed from the Northwest finally are beginning to find it out, admit it, move to cash in on it.

The early birds are sending their trade emissaries here in the hope they may be first in the field to get their fences in shape for the big fall business.

Among the newcomers are representatives of financial service organizations, whose business surveys now reveal what we knew—that the Northwest is headed for a big year.

If further evidence is needed of the Northwest's comeback, as reflected by business interests of the East and elsewhere, it is found in the statement of a high government official that in Chicago one day last week were 21 New York bank representatives, all looking for business.

If still further evidence is needed all one has to do is visit the fertile fields themselves, even last year's drouth sections. One look is enough to convince anyone that an abundant crop is on the way. That means farmers of the Northwest will have money this fall, money they will spend easily and freely, that all business in this section will flourish again.

Has Served Its Purpose

ON ANOTHER PAGE of this issue of Commercial West there is a report of how FDIC has handled the "pay off" of depositors in 15 insured banks that have failed since federal deposit insurance went into effect January 1, 1934.

That the banks of the nation have placed themselves firmly back on their feet is clearly evident.

It is probable that deposit insurance has served its purpose, if, indeed, it was needed at all, in the light of banking recovery since the 1933 March holiday.

The trend from now on should be toward elimination rather than permanency. The underlying principle is just as wrong as when it was called deposit guaranty. Every bank should be strong enough, well-enough managed, as most of them now are, and supervised to warrant their operation without the aid and expense of Uncle Sam as a guarantor. Also, it smacks too much of what Title II of the 1935 Banking Bill proposes—politically controlled banking.

We Need More of the Same Medicine

PRESIDENT ROOSEVELT'S stand on the bonus bill was welcome news to business and to all sound institutions and men who do not believe in inflation via printing press money. He spoke truly in saying that the great danger of fiat money lies in the future, once a country has strayed from currency backed up by that country's gold and securities.

The vital point of the veto message, as we see it, was the President's statement that:

"It (payment of the bonus in fiat money) invites

an ultimate reckoning in uncontrollable prices and in the destruction of the value of savings that will strike most cruelly those like the veterans who would seem to be temporarily benefited. The first person injured by sky-rocketing prices is the man on a fixed income. Every disabled veteran on pension or allowance is on a fixed income."

The same argument, of course, holds as applied to labor. Business and industry would be forced into high-priced competitive markets. Things would boom for a while, but, as purchasing price of the dollar failed more printing press money would have to be made until the whole inflation structure fell, as it did in Europe following the war.

We hope the President may see his way clear to continue along this line of fundamental thought. Further assurance like the bonus veto would very quickly bring on the impetus needed to push the recovery van quickly over the hump.

Get After the Loans

THE TIME HAS COME when banks of the Northwest must go out after loans—good loans. We are out of the depression here in the Northwest insofar as our line of thought is concerned. And when the great crop now in the making comes through next fall, with the assurance of high prices, we certainly will be economically out of the depression.

In the Northwest as elsewhere bank loans have been more or less non est while the hard times have been on and following the 1933 holiday when President Roosevelt made it clear that banks must hew close to the acceptable security chalk mark in making loans.

The chief difficulty has been that there were no acceptable bank loans to speak of in the market. For a long time now bankers have been willing to lend, have had plenty of money, but the good loan applications were not forthcoming.

But the picture is changing now. Good loans are to be had. Recent reports show bankers are going after them, getting them.

Eastern bankers have seen the writing on the wall. Their new business agents are invading Chicago and other large cities. The latter in turn are pushing into the next smaller group, and so on. Government loaning agencies are at it constantly.

So, as a well known banker remarked the other day: It behooves country bankers to get busy in their own communities if they hope to keep the loan business that is within their reach, rightfully theirs.

It's a Good Bill—Pass It

THERE IS A BILL before Congress known as H. B. 6428 that merits the wholehearted support of publishers, printers and all honestly and consistently opposed to government in business.

Introduced by Representative Sanders of Texas, this measure would prohibit the federal government

from selling self-stamped envelopes for the use of business concerns containing the advertisement of the concern, excepting that the request for return may be used in the upper left-hand corner.

This printing and selling to business firms of stamped envelopes probably comprises one of the earliest forays of the federal government into the realm of private business. The practice has been the cause of the loss of millions of dollars to printers and publishers, an undetermined loss of employment.

It should be abolished, as should all government competition with private business. The law now provides business firms with the right to purchase stamp permits. They can print their own envelopes with this permit number on them. They do not have to stamp envelopes when they have the permit.

Why encourage government in business by purchasing government-printed envelopes, thus crippling the business of your own home town printer?

THE NRA DECISION opens the way now for business to loosen up, profit by what it has learned, and get into the recovery stride that has been ready to go for months.

TWENTY-FIVE YEARS AGO

—from the Commercial West, June 4, 1910

According to the report received on crop conditions in the Northwest from Van Dusen-Harrington Co. of Minneapolis, all fields crops and pastures have been improved by several light rains and the growth has been healthy, though not rapid.

The Manitoba government, Canada, has appointed an elevator commission to take charge of and operate all grain elevators and terminals in the province.

The Third National Apple Show is opening at Spokane the week of November 14 when between \$25,000 and \$30,000 is to be distributed in prizes and trophies in competitions open to the world.

Final arrangements have been made for the annual convention of the South Dakota Bankers Association to be held at Yankton, June 8 and 9. Principal speakers will be Frank S. Strattan of Deadwood; F. B. Soper, Jr., Woonsocket; W. F. McLane, Minneapolis; and F. R. Gurney, Fremont, Neb.

Groups Two and Three of the Minnesota Bankers Association held their meetings May 25 and 26, respectively. Both meetings were live, interesting get-togethers and had good attendance. New officers for Group Two are P. M. Surrurier, Holland, president; J. S. Tolverson, Fulda, vice president; W. A. Streater, Winnebago, secretary. Officers for Group Three are: President, Kelsey S. Chase, Faribault; vice president, John Heinen, Hastings; secretary, R. W. Putnam, Red Wing.

President Taft has signed a proclamation opening to settlement a tract of more than 233,000 acres of land in northern Minnesota. A large part of this will be subject to homestead entry at the Crookson land office. These lands were withdrawn from settlement when the Minnesota national forest was created.

The Chicago, Milwaukee & St. Paul Railway has awarded contracts for completion of the last stretches of double tracking between Chicago and the Twin Cities.

St. Paul bank clearings gained 37 per cent for May this year as compared with May last year.

Minnesota bankers are thoroughly aroused on the commercial paper situation in the Northwest. At three different group meetings held in the state last week resolutions were adopted strongly urging all members to insist upon a reform in this matter of buying commercial paper.

THE BULL'S EYE

By the Sharpshooter

THE COMEBACK of the agricultural Northwest is the wonder of the day. It comes very close to being a miracle. In the eyes of some of the drouth-burned-out farmers of last summer and the year before it is a miracle.

The least that can be said of it is that it appeals to all religiously inclined as a Divine dispensation.

A year ago now press dispatches were alive with stories of the drouth in the Dakotas, eastern Montana, western Minnesota, Iowa and Nebraska. Scarcely a day passed that the front pages did not blazon a story of burned out crops, dying cattle and other harrowing news of the drouth sections.

How different the story is today. It is unfortunate that good news does not travel as far or as fast as bad news. If it did the front pages of the newspapers would be filled today with the glorious promise of abundant harvest in all these same states that last summer at this time were suffering from the "worst drouth in history."

It would take pages, too, to tell the story of the great rejuvenation of the Northwest, of the happy farmers, the optimistic business men, increasing land values.

Faces that a year ago were somber, frowning, worried, wondering if this was the end of their efforts to make a home and raise a family on the soil of the drouth-affected areas, now are smiling, bright, happy and contented. Things are coming their way again. The blessed rain has fallen in abundance. The parched soil has drunk the welcome water, fields are blooming again, an abundant crop is in the making.

There must be something of the old pioneers who forced back the Western frontier in those farmers of the Dakotas and western Minnesota who for the second year, some for the third year, saw their crops wither beneath the blast of a merciless sun, their hard work gone for naught, their livestock facing starvation, they and their families in the shadow of the relief line.

There were reports broadcast that many of them would pull up stakes and leave the parched farm lands; that it would take years to revive the soil; that they ran too great a hazard on farms in the so-called drouth sections.

But they were just reports. Here and there one may have pulled out, but most of them stuck—doggedly—declaring they would fight it out.

Now they are reaping their reward. Standing in their doorways these same farmers are looking out on green fields, on livestock up to their knees in pasturage, on the promise of one of the best crops in the history of the Northwest.

Surely this is a grand and glorious feeling, only to be understood and felt fully if one could put himself in the place of one of these farmers.

Old Mother Nature has demonstrated again her triumph over man, man-made laws and the fears of men.

Electric Service Helps Raise the Standards of Living



MODERN civilization represents essentially an attempt to break away from slavery, drudgery—and raise the standards of life. ♦ No other agency has contributed so much toward this march of progress as the service rendered by public utilities. ♦ Electricity is made from coal or water power, and delivered instantaneously to you whenever you flick a switch. ♦ For a few pennies it will perform household tasks which without its help would take hours of hard work. ♦ In terms of convenience, labor-saving, and comfort, the value of electric service can hardly be calculated. One can only realize its worth by trying to think what our daily lives would be without it.

Northern States Power Company



COMING EVENTS

Regional Meeting Realtors, Detroit, May 27-June 1.

Iowa Bankers Association at Des Moines June 3-5.

Insurance Federation of Minnesota at Curtis Hotel, Minneapolis, annual meeting, evening, June 4.

National Safe Deposit Association at Asbury Park, N. J., June 7-8.

Advertising Federation of America at Chicago June 9-12.

Reserve City Bankers Association, Manchester, Vt., June 10-12.

A. I. B. at Omaha, June 10-14.

North Dakota Bankers Association convention at Minot, June 14-15.

Utah Bankers Association, Zion Canyon National Park, June 16-17.

Oregon Bankers Association, Salem, June 17-18.

National Association of Credit Men at Pittsburgh June 17-22.

Minnesota Bankers Association, Nicolet Hotel, Minneapolis, June 18-20.

Colorado Bankers Association, Troutdale-in-the-Pines, June 21-22.

Michigan Bankers Association, Lansing, June 24-26.

International Chamber of Commerce at Paris June 24-29.

Wisconsin Bankers Association at Lawsonia on Green Lake, June 25-26.

Northwestern Lumbermen Association at Breezy Point June 25-27.

Pageant of America, Black Hills, July 1-Aug. 31.

Minnesota League of Building, Loan & Savings Assns., at St. Cloud, July 11-13.

Montana Bankers Association at Glacier National Park July 19-20.

Gold Discovery Day at Custer, S. D., July 27.

National Association of Secretaries of State meets at St. Paul July 29-Aug. 1.

Financial Advertisers Association at Atlantic City, Sept. 9-11.

A. B. A. annual convention at New Orleans Nov. 11-14.

Minnesota Horticulture Society, annual meeting at Duluth Nov. 12-14.

Milwaukee and Wisconsin Industrial exposition at Milwaukee Nov. 16-24.

SHIPPERS' BOARD TO MEET JULY 30 IN DULUTH

The next meeting of the Northwest Shippers Advisory Board will be held July 30 at Duluth. The October meeting will be held in Huron. An invitation from the Duluth Chamber of Commerce has been received by the Board through H. J. Atwood.



C. F. SCHLESSELMAN

Annuities and Life Insurance

1031 Northwestern Bank Bldg.
Minneapolis

Fullinweider New S. D. President W. B. Penfold Vice President

Last week the Commercial West on just-before-going-to-press telephone advice from its staff representative at Sioux Falls, stated that South Dakota bankers got their forty-fourth annual convention away to a flying start.

This week Commercial West is happy to announce that the flying start was well maintained, interest, speed and enthusiasm building up for the grand dinner-dance finale all of which prompted this hearty appreciation by resolution:

"The excellent attendance at the forty-fourth annual convention of the South Dakota Bankers Association is a testimonial of the popularity of Sioux Falls as a convention city. We are deeply grateful to the bankers of Sioux City, their ladies, members of the Sioux Falls Chamber of Commerce and the local hotels, all of whom cooperated to minister to our comforts and delight us with their entertainment."

If there was a hitch in the program, outside of the welcome rain on Wednesday which washed out the golf tournament, then none but those on the very inside knew anything about it. Things rolled along with clock-like precision.

But best of all, most outstanding thing at the gathering, was the genuine, whole-hearted enthusiasm engendered by wonderful crop prospects at home—everywhere. Of that there was no doubt.

While the men were busy at their smoker Wednesday evening and Thursday forenoon and afternoon their ladies were enjoyably entertained at bridge and sight-



GEO. C. FULLINWEIDER

seeing by wives of Sioux Falls bankers. Thursday evening there was the jolly dinner-dance for both. Friday forenoon the delegates, some a little tired from the busy programs of Wednesday and Thursday, turned in for the third and final business session which, like others, was speeded along smoothly by President Larsen with Manager Starring at his elbow.

Elsewhere in this issue are the prepared addresses of M. R. Diggs of Washington on "Federal Deposit Insurance" and W. S. Given of Aberdeen on "The Banker and Agricultural Recovery." Others will be printed later.

Late developments included selection of Aberdeen as meeting place next year, and election of the following officers:

President—Geo. C. Fullinweider, president National Bank of Huron.

Vice Pres.—W. B. Penfold, president Butte County Bank, Belle Fourche.

Executive Manager and Treasurer—George A. Starring, Huron.

Executive Council—Group 2, W. L. Baker, president First National, Sioux Falls; Group 3, H. N. Thomson, vice president Farmers & Merchants State, Presho; Group 5, H. O. Bard, president Hand County State, Miller.

A. B. A. officers:

State Vice Pres.—O. V. Olson, cashier Bank of Timber Lake, Timber Lake.

Member Nominating Committee—Geo. C. Fullinweider, Huron; alternate—M. Plin Beebe, president Bank of Kimball, Ipswich.

Vice Pres., State Bank Div.—Chas. Christen, president First State Bank, Roscoe.

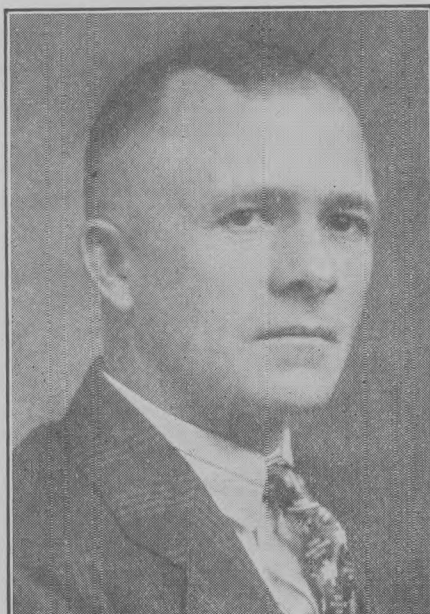
Vice Pres., National Bank Div.—A. B. Cahalan, president First National Bank, Miller.

Vice Pres., Savings Bank Div.—J. C. Vandagriff, president Union Savings Bank, Sioux Falls.

Vice Pres., Trust Div.—C. A. Bremer, vice president Aberdeen National Bank, Aberdeen.



W. B. PENFOLD



L. M. LARSEN



GEO. A. STARRING

Important Part the Banker Plays in Agricultural Recovery

By W. S. GIVEN, *Chairman Agricultural Committee, South Dakota Bankers Association, Executive Vice President First National Bank & Trust Co., Aberdeen.*

An Address Delivered Last Week at the Annual Convention of the South Dakota Bankers Association.

South Dakota is not a desert. It has none of the ear marks of such areas, either historically, climatically, or productively. Its plant life is the life of a region of plenty. Except in rare places it has no cactus, no yucca, no wormwood, no sage. We have neither ostriches nor camels. The rainfall is so great that even Russian thistles do not thrive except on rare occasions, while quack grass, wheat grass, sow thistles and creeping Jenny—all products of regions of adequate moisture—prevail. Before the advent of the plow within her borders, South Dakota was blessed with a liberal coverage of rich grasses, with numerous sloughs, ponds and lakes scattered wide, with an abundance of natural timber along the gathered waters of many a rainy season. If our land problem had been studied aright, and suitable steps taken to cultivate only that portion of the land required for furnishing feed for the livestock naturally adapted to our wide and adequate pasturage, swirling clouds of dust or long lanes of drifting soil would not have become the problem that they are today.

South Dakota, unlike Chile and Tibet, is not separated by a mountainous barrier from our source of rain, the Gulf of Mexico, which would prevent the waters of that sea from being delivered to us. Unlike northern Africa whose moisture-laden but warming winds create the Sahara, southern spirals of constantly cooling winds bring us vast quantities of moisture evaporated in regions under a tropical sun. Lying in the path of westerly continental winds, South Dakota is subject to heavy thunderstorms whose over-night water fall is too heavy to be absorbed into the soil. This produces a heavy run-off of water through natural courses cut through centuries of liberal precipitation. In this way much water that should be retained in the country escapes to the sea, only to make its wasteful circuit again and again. By proper damming of water courses at frequent intervals, this overflow of waters could be held within our borders, not only to water bird life and furnish a rich environment for their perpetual abode, but for all grazing animals as well. And the pooling of such waters would feed the subsoil, and raise the level of ground water that is such a factor in successful tillage.

If we have soil conditions resembling those of a desert, we can unmake these conditions by proper plantings of pas-

turage and trees, and by heavy manuring of the ground to restore the humus so necessary to holding the soil. That is exactly what the dairymen of Pennsylvania are doing when they import Western steers for feeding, for no other purpose than to economically fertilize their fields

plete without a weed eradication program as well. We must keep the tares from the wheat. "Do men gather grapes of thorns or figs of thistles?" The answer to that question is a well established principle of economic philosophy. Weeds have no place in our agricultural recovery. In fact, low yields have had as much to do with our present condition as low prices. Grain fields choked with quack grass, pepper grass, sow thistle, creeping Jenny or even Foxtail grass, have never paid off the mortgage on the farm. If the government finds it necessary to limit acreage of crops and production of animals on the farm, then much more certain should the government lay out a program of practical weed eradication—100 per cent, renter and land owner alike. Out of the \$4,800,000,000 appropriated for all forms of relief and rehabilitation, there should be appropriated to each state in proportion to its needs, a definite sum for demonstrations on quack grass and creeping Jenny eradication. This money should be turned over to the agricultural colleges in each state for such projects, for research as to best methods of elimination, and for booklets and bulletins to be distributed to each farmer in every county. This can be made into a project in itself and the county agent is the key man to lead the way. Let's work up this sentiment at once and get the thing going.

Another thing that agriculture in South Dakota needs is to adapt production to soil and climate. We have been overzealous since 1900. At the turn of the century there was a mad rush for land. Immigrants came, population increased, acres of cultivated land were multiplied. Then in 1905 to 1908 vast stretches of the public domain west of the Missouri river were thrown open to settlement. Then began the long trek of the small farmer across the plains to establish a small home in reaches where only ranches should prevail. The buffalo grounds so well adapted to Hereford cattle were broken up in scattered patches and planted to crops far better adapted to regions of greater rainfall. The occasional

(Continued on page 28)

S. D. NOT DESERT

The highlight of the forenoon session May 24 of the South Dakota Bankers Association was the address of Chairman W. S. Given of the Agricultural Committee.

"South Dakota is not a desert!"

With this opening sentence Mr. Given hurled into the teeth of everyone who has traduced the climate of the Sunshine State the incontrovertible fact that South Dakota is one of the most productive states of the Union and under proper tillage can be made even more productive.

Mr. Given's address was followed by a highly interesting and instructive open meeting, participated in by his committee, key bankers and all present.

and create a renewal of vegetable mould. We can raise alfalfa and sweet clover which will regenerate the soil, and when plowed under leaven the whole texture of Mother Earth.

The Agricultural Adjustment Administration aims at restricted production for profit. But no program for profit is com-

KALMAN & COMPANY

MINNEAPOLIS
McKNIGHT BUILDING
ATLANTIC 5313

Investment
Securities

ST. PAUL
ENDICOTT BUILDING
GARFIELD 3307

Federal Deposit Insurance

By MARSHALL R. DIGGS, *Executive Assistant to Director J. F. T. O'Connor of FDIC.*

An Address Delivered Last Week at the Annual Convention of the South Dakota Bankers Association.

It is a pleasure, indeed, to attend the forty-fourth annual convention of the South Dakota Bankers Association, and I appreciate your invitation to discuss with you the insurance of bank deposits.

As you know, our corporation has been in existence almost 17 months and during that time, there has been an opportunity to study national deposit insurance in actual operation.

During this period of time, not an insured bank has closed in South Dakota. On the other hand, from 1921 to 1932 547 banks closed in your state. This is an average of 46 per year. Of course, there is little or no inconvenience to the insured depositors when an insured bank does close, for, we have started paying off approximately one week after we have been notified. Compare this with the length of time which elapsed under the old method, before the depositors began receiving their money.

Seventeen insured institutions have been taken over by our corporation during the 17 months of our existence. There have been no runs on an insured bank. In fact, it would be practically impossible to start one, for when depositors know they can get their money, there is no sudden demand for it.

In this state, there are 213 banks with deposits of \$54,000,000. Every bank in South Dakota is a member of the Federal Deposit Insurance Corp. There are 195,000 depositors who enjoy the full privileges of protection by our corporation and whose deposits are insured up to the maximum of \$5,000.

The cost to the banks has been much smaller than was anticipated, for they have been called upon to pay only one-half of the insurance premiums, for which they were liable, and in all probability a large percentage of what they have already paid will be credited to their accounts when the permanent law goes into effect.

Depositors throughout the country have seen the protective blanket of deposit insurance thrown around more than 90 per cent of the licensed commercial banks. They know that 50,000,000 accounts in these banks are given full protection. They have seen payment start within an average time of a week of the closing day the insured banks were



MARSHALL R. DIGGS

forced to suspend. They fully realize that last year only nine insured banks closed their doors, against an average of 900 per year during the normal period of our economical life from 1921 to 1931. In view of the attitude of the depositors and of the banks themselves, it seems rather absurd for anyone to suggest that the American people will tolerate a suggestion to do away with deposit insurance.

There are bankers who are afraid of the guarantee of bank deposits, because of their experience with state guaranty funds. There are many reasons why the state funds were not successful and I shall enumerate only a few of the more important ones. In the first place, there is danger of localizing the plan to any one state, because that area may be seriously affected by drouth, or flood, or some other catastrophe. Texas, which is my state, operated a guaranty fund which it is claimed was successful. This was primarily due to the fact that the state covers such a widely diversified area that misfortunes would rarely, if ever, cripple all parts of the state at the same time. Secondly, the plan was confined to the state banks, and this caused immediate conflict between the two banking systems. Thirdly, there was practically no

financial participation by the state itself, the whole burden being thrown upon the banks which carried the insurance.

Under the present deposit insurance law, the United States government participates in the fund to the extent of \$150,000,000, and the Federal Reserve banks contribute approximately \$140,000,000. This, in itself, is a backlog, and in addition, debentures of the corporation may be issued for three times its capital structure. The principal and interest will be guaranteed by the United States government, provided the Secretary of the Treasury approves the issue of the securities. Surely, that is sufficient protection at the present time.

The banking structure of this country was never in better condition than it is today. Capital structures have been rehabilitated, and confidence in the banks has been restored. The next step is to restore the confidence of the people and of you bankers in the country as a whole.

Surely, the children of those who pioneered this great Dakota territory have not lost the fighting spirit, nor the optimism of their forebears who settled here. Do you believe that our nation has reached its zenith—that greater opportunities are not ahead? Of course, things have been bad, but they have been bad before. A great many of us are disposed to sit back and wait for the turn to come instead of working to help bring it about. As a matter of fact, no one ever knows, at the time, when the proverbial corner is turned. History alone records the date. There is no question in my mind but that we are on the up grade and that we have been for some time. You could do your part, not only by talking, but by acting as though you had confidence in the future.

The report released yesterday afternoon by the Comptroller of the Currency, shows that for the first time in almost two years, there has been an increase in the loans and discounts by the banks of this country. To me, this is significant. It shows that the bankers have either yielded to the insistent demands of the borrowers, or that they have been out working trying to make loans.

Most of you bankers in this section of the country know my immediate chief, the Hon. J. F. T. O'Connor, the Comp-

(Continued on page 30)

GOVERNMENT

MUNICIPAL

CORPORATION BONDS

HAROLD E. WOOD & COMPANY

FIRST NATIONAL BANK BUILDING, SAINT PAUL

CHICAGO

Members—Minneapolis-St. Paul Stock Exchange

CEDAR RAPIDS

Duluth Stages Jolly Convention for the Eighth District

Up at Duluth last Friday and Saturday bankers of northern Minnesota augmented by a representative delegation from the Twin Cities and visitors from Wisconsin, joined in a happy and successful Eighth District annual convention.

As was the case at the North Dakota group meetings at Devils Lake, Bismarck and Valley City and the South Dakota state convention at Sioux Falls the Minnesota bankers were decidedly optimistic over 1935 crop prospects, pickup in the great iron mining industry, general speed up all along the business front hence more inclined to relax from depression tension and worry.

Appropriate opening Friday evening was the smoker and Dutch lunch with entertainment, impromptu singing and address on Section 77-B Bankruptcy Act by Amasa Wheeler, Duluth attorney.

Friday forenoon was given over to official business with addresses by State President Fouquette, State Secretary Duncan, Lyman E. Wakefield, president First National Bank & Trust Co. of Minneapolis, and A. C. Armstrong, vice president Duluth Morris Plan Co.

At noon delegates were luncheon guests of the Duluth Clearing House As-

sociation, in the afternoon played golf at the Northland Country Club, in the evening with their ladies dined, danced and applauded more entertainment.

Mr. Wheeler cautioned bankers to take a keen interest in operations of 77-B which law he said might not be perfect and could be improved only by creditors' cooperation. Said he: "Heretofore this thing (77-B) has been an aristocrat in the reorganization field among the big corporations with much at stake, not it is feared it will become a contagious disease among the smaller corporations."

In their association messages Mr. Fouquette also talked on Federal Housing while Mr. Duncan reviewed at length recent legislation declaring that "the Minnesota Bankers Association would be justified if it did nothing else but watch drastic legislation."

"Banking Legislation, Past and Future" was Mr. Wakefield's subject. Covering particularly the 1933 Banking Act and the 1935 edition now on the fire it was ably and convincingly handled in about an hour's talk. He said there was a surprising lack of understanding of the powers of the 1933 Banking Act which should be given time to function, patchwork postponed, the real what's what de-

termined before rushing headlong into objectionable Title II of the 1935 bill.

He predicted that within the next few years, maybe three or four, "you are going to have to contemplate again the matter of branch banking. It is not coming from bankers nor will bankers be able to stop or control the situation. It will come from communities demanding banking facilities."

Most of all Mr. Wakefield stressed the vital need today of people thinking for themselves. "We are too easily swept off our feet by what we hear . . . have not learned to recognize propaganda . . . must do some serious thinking for ourselves," he declared.

Passage of Title II, he said, would mean that every political campaign of the future would be a money campaign.

The proverbial pin could have been heard when, in referring conclusively to

I. B. A. Board Advocates Securing Public Funds

The I. B. A. Board of Governors, at its White Sulphur Springs May meeting adopted a resolution, just released by I. B. A., advocating that deposits of public funds be adequately secured by readily marketable collateral having a market value of not less than the amount of the funds so secured.

The resolution was proposed by the association's municipal securities committee in view of the fact that a number of defaults in municipal bonds were caused by failures of banks in which tax monies and other public funds had been deposited for payment of interest and principal on the bonds.

Collateral for securing such deposits should consist, whenever possible, the resolution recites, of government bonds and general obligation bonds of political subdivisions which have power to levy ad valorem taxes.

STEEL OUTLOOK IMPROVES

Better than the current level of operations for the steel industry is forecast for the last half of 1935, with conditions continuing to improve. Obsolescence in practically all lines of physical equipment of factories and industrial plants, amounting, it is reported to 12 billions of dollars, is given as the impetus which will come as soon as legislative uncertainty is somewhat removed.

Approximately 130 different religions are practiced in the United States.

W. E. MARTIN



W. A. PUTMAN



SNAPPED AT DULUTH

TOP PICTURE: C. B. Brombach, S. R. Kirby, Sr., Guy C. Smith, Amasa Wheeler and A. B. Lathrop.

FOURSOME: R. L. Banks, M. D. Galleher, S. R. Kirby, Jr., and R. J. Lewis.

AT SCOREBOARD: Herman C. Matzke and J. A. Frazer.

BRIDGE WINNERS: Mrs. Frank P. Powers, Mrs. R. D. MacDonald, Mrs. Kermit B. Sorum and Mrs. C. R. Cronin.

the 1935 Banking Law, he declared: "Let's slow it down and look it over."

Mr. Armstrong talked on Federal Housing loans.

Mr. Putman presided at smoker and business session also toastmastered at the banquet.

Visiting ladies were entertained at bridge and sightseeing by wives of Duluth bankers.

Following are the officers elected:

President—W. E. Martin, cashier American Exchange National, Virginia.

Vice Pres.—Guy C. Smith, cashier First National, Cloquet.

Sec.-Treas.—S. R. Kirby, Jr., assistant cashier Northern National, Duluth.

Executive Committee—A. L. Egge, president Merchants & Miners State, Hibbing, and M. R. Adams, cashier First National, Deer River.

Guy Smith at the banquet where visitors were introduced agreed to take care of the 1936 convention.

At the banquet Herman C. Matzke, cashier City National, Duluth, and chairman of the golf committee, presented prizes to the following:

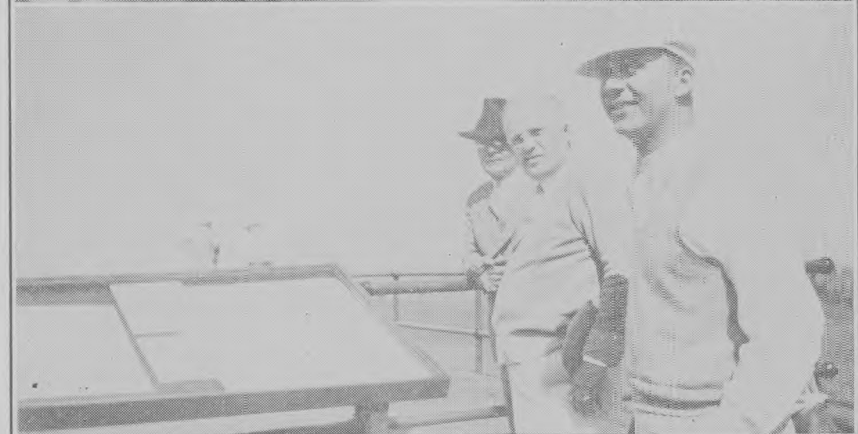
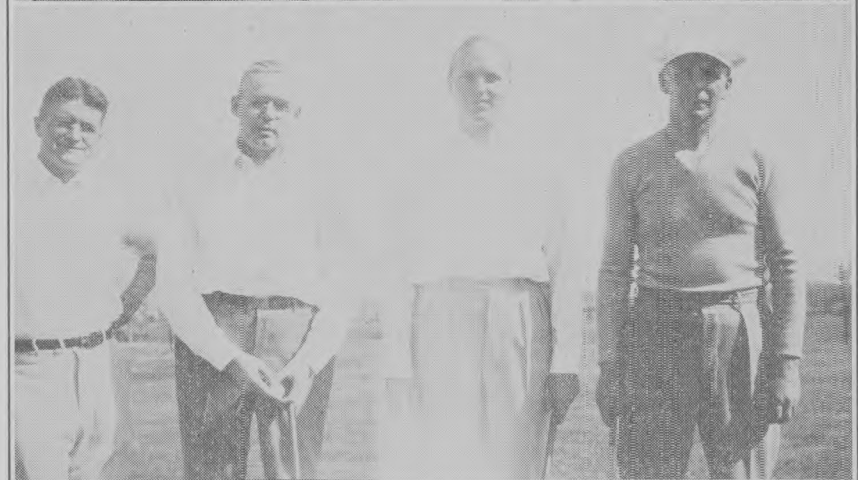
R. J. Lewis, Eau Claire, Wis., formerly of Moose Lake, blind bogey; M. F. Ernst, St. Paul, low gross; Ray A. Butts, Carlton, low net; D. J. Fouquette, St. Cloud, high gross; J. Carlander, Minneapolis, largest score on single hole; G. A. Whitman, Eveleth, the most 7s.

But Mr. Matzke did not present the \$300 watch for the most double eagles because no player got as much as one eagle. So it holds over for the next convention.

Decision Cheers Investors

Investors in public utilities are finding much to cheer them in the NRA decision which, they feel, will cause Congress to revamp the Wheeler-Rayburn holding company bill along more conservative lines, inasmuch as objections to NRA would fit in with the abolition of holding company proposals.

Two other decisions of the Supreme Court are being awaited affecting utilities' investors. They are as to the constitutionality of TVA and of federal grants and loans to municipalities for erection of public plants in competition with private companies.



Here's FDIC Record of Handling First 15 Closed Banks

Commercial West presents herewith first official figures of the deposit "pay-off" of the banks that have closed since deposit insurance went into effect. The report covers the period of FDIC to April 30, 1935, inclusive.

Total banks, 15. Total deposits as per the records of the banks was \$3,475,724. Deposits subsequently discovered in the course of the payoff amounted to \$27,573.

Estimated insured deposits amounted to \$2,257,486. Secured and preferred deposits were \$910,038.

Deposits subject to offset, namely, those against which there were notes, etc., amounted to \$160,441.

Uninsured and unsecured deposits amounted to \$175,332.

Total of insured deposits paid by FDIC was \$2,000,708, leaving insured deposits unpaid as of April 30 of \$256,778.

Deposit offsets, secured and preferred claims paid amounted to \$871,504, leaving still outstanding on these items \$198,975.

Amount of dividends received was \$75,425. In only two of the banks were no additional deposits discovered, resulting in a small gain of \$225 for FDIC.

The First National Bank of Lima, Mont., is the only one of the 15 to have paid off all depositors and cleaned up fully on its liquidation. This bank suspended July 18, 1934, with deposits of \$39,683 and subsequently discovered deposits of \$1,960. Insured deposits were \$37,902 and secured or preferred deposits \$3,000. Deposits subject to offset were \$741. Insured deposits paid amounted to \$37,902, offsets, claims and preferred deposits paid \$3,741.

There was a total of 182 depositors in the Lima bank and 170, all but 12 of them were paid under the insurance direct, while 12 were paid on offset allowances. The bank was placed in liquidation July 18, 1934, the receivership became final on that date and the payoff was made July 31, 1934.

In 13 days, therefore, the depositors of the Lima bank received their money, as against the months, sometimes years, that elapse under liquidation where deposits are not insured.

An interesting case near at home is that of the Bongards, Minn., bank, the

Farmers State. That bank suspended September 13, 1934, with \$29,281 deposits reported, and was one of only two banks in which no additional deposits were discovered. Insured deposits were \$16,253, secured and preferred \$9,495, subject to offset \$3,533. It had no deposits uninsured and unsecured. Total deposit pay-off was \$16,201. Only \$52 was left in insured deposits unpaid April 30. Total of deposit offsets, secured and preferred claims paid was \$13,028. Amount of dividends was \$12,029 and percentage of dividends to insured deposits paid was 74. Total number of deposits was 263, number paid 221, offsets allowed 25, number of depositors unpaid 17.

Taking the 15 banks as a whole the total number of deposits was 23,860 and the total number of deposits paid was 17,339, number of offsets allowed 1,256.

The total number of deposits left unpaid April 30 was 5,265.

The interesting thing about the number of deposits unpaid lies in the fact that most of them did not present claims or could not be found. The department has men at work trying to locate these unpaid depositors and as fast as they can be found they are paid.

Experience of the Minnesota Banking Department, reported some months ago in Commercial West, was somewhat similar to FDIC in the matter of unclaimed deposits. The Minnesota department, however, obtained cooperation of editors of the states, postmasters, etc., in tracing down many of the depositors, some of whom had removed to other states, and thus was able to pay off these depositors who had neglected to make claims and who could not be traced by ordinary receivership methods. In this way a number of such depositors were found and several thousands of dollars were returned to them.

The largest number of depositors in the closed banks was in that of the Bank of America Trust Co., Pittsburgh, 9,783, while the smallest number was in the Lima, Mont., bank, 182. Total deposits of the Pittsburgh bank was \$1,058,757. Next largest was in the Cliffside Park Title Guarantee & Trust Co., Grantwood, N. J., \$576,993. The smallest amount was in the Bongards, Minn., bank, \$29,281. Next smallest was in the Farmers & Traders Bank of Porterfield, Wis.

Nine of the banks closed in 1934 and six in 1935. The first bank to close was the Fond du Lac State of East Peoria, Ill., May 28, 1934, next the Pittsburgh bank and third, and the first in the Northwest the Lima, Mont., bank. The last bank to close was the State Bank of Milford, Kan., April 10, 1935. Following is a list of the 15 banks taken over for insurance payoff by FDIC in the order in which they were closed:

Fond du Lac State, East Peoria, Ill.
Bank of America Trust Co., Pittsburgh.
First National, Lima, Mont.
Florence Deposit Bank, Florence, Ind.
Bank of Lewisport, Lewisport, Ky.
Farmers & Traders Bank, Porterfield, Wis.
Pickens County Bank, Jasper, Ga.
The State Bank, Sauk City, Wis.
Farmers State, Bongards, Minn.
Cliffside Park Title Guarantee & Trust Co., Grantwood, N. J.
National Bank of Herndon, Herndon, Va.
Palmetto State Bank, Lake City, S. C.
First State Bank, Cheyenne, Okla.
Guaranty State Bank, Clinton, Okla.
State Bank of Milford, Milford, Kan.

In each instance where FDIC took over the closed bank for the deposit insurance payment the department created the "Deposit Insurance National Bank." This bank immediately took over the affairs of the closed bank, placed examiners at work to check up deposits, depositors and their claims and all other matters entailed in liquidating the bank and paying off depositors.

Of 15,300 banks now in operation in the United States 14,200 have insured their deposits through FDIC, Chairman Leo. T. Crowley reports. Their deposits exceed \$40,000,000,000. The 1,100 uninsured banks, all small, hold about \$500,000,000 deposits. Practically all banks of the Northwest are insured up to the limit of \$5,000 per deposit, states Chairman Crowley.

"Did you hear about the undertaker dying last week?" "He didn't make much on that job, did he?" "Nope. Fact is, he went in the hole."

The Gulf Stream carries 3,000 times as much water as the Mississippi.

BONDS FOR BANK INVESTMENT SOLD BY ALBERT WICKSTROM

REPRESENTING

J. P. ARMS & CO.

INVESTMENT SECURITIES

RAND TOWER

MINNEAPOLIS

The IF of Tax Collecting and Other Antiquities

By HARRY G. BENTON, *Secretary Minneapolis Real Estate Board*



HARRY G. BENTON

If you saw a truck driver, whose heavily loaded truck had sunk deep in the mire, pile up his load still higher and then try, by racing his engine and much spinning of wheels, to pull it out of the mud, you would think he was crazy.

If you saw the owner of a new stream-line, high powered automobile, hitch a team of mules to his car and drive up Nicollet avenue you would think he was a subject for the insane asylum.

If you saw a physician operate upon a patient without giving him chloroform, merely tying him to a board with a rope twist and using an ordinary butcher's axe and hacksaw, you would think a sentence for life in a state prison would be too lenient a penalty for such an act.

But we all witness in matters of taxation the passing of laws, the fixing of levies which are just as absurd, and yet we sigh, complain and do little about it. Real estate already is overburdened by a tax load it cannot bear, clearly demonstrated by the extraordinary growth of delinquencies which have increased in the past five years from approximately 20 per cent to 70 per cent.

This is the sign of a breakdown, not only of our tax system based now almost entirely upon the assessment against real property, but the destruction of the most valuable asset in any community. This breakdown has been apparent for a number of years and it would eventually have been necessary without the effect of the depression to change the present system of taxation, but the depression has brought about a very rapid shrinkage in

the tax receipts from real property and has precipitated the present crisis.

Communities in Minnesota for the most part have reduced their local and school levies but not sufficient to offset the increase in state expenditures. Thirteen per cent less property taxes were levied in 1934, as compared with 1930, yet the total delinquency of \$72,000,000 as of January 1, 1934, was 137 per cent greater than the \$30,000,000 delinquency as of January 1, 1930. Only 80 per cent of all the property taxes levied for 1933 were paid. Delinquencies had a greater burden upon non-delinquent property, and, as the rate is fixed up to compensate for revenue shortage, the greater the rate of delinquency becomes.

It may be readily seen that if this reciprocal process continues indefinitely all the property in a given community must ultimately become tax delinquent. Property which is practically valueless and upon which taxes have not been paid, and which will in all probability never be paid in the future, are still considered a source for tax revenue which shall never be realized. Many of these properties are eventually sold to the state, for they are not worth the accumulated taxes against them.

This is a process in our present antiquated system of taxation, a system as antiquated as that of the old surgeon.

RENTS ON WAY UP

American urban families are going to pay about \$240,000,000 more house rent in 1935 than they did two years ago, it is estimated by the home building and home owning committee of the United States Building and Loan League. Unless a conspicuous move toward home-ownership takes place this spring and summer the renters will find themselves paying an aggregate of around \$3,731,000,000 for leased shelter this year, states L. W. Pellett, Newburg, N. Y., chairman of the League committee.

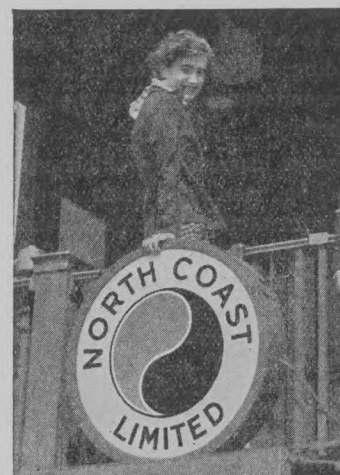
J. M. DAIN & COMPANY

Represented by
FRANK G. HINZE

*Specializing in High Grade Securities
Suitable for Bank Investment*

RAND TOWER GENEVA 1374 MINNEAPOLIS

LET'S GO WEST



Air-Conditioned Trains

To Yellowstone National Park, Pacific Northwest, Rocky Mountain Dude Ranches, California, Alaska, experience the joys of a journey through the scenic Northern Pacific country on the **North Coast Limited** and the **Yellowstone Comet**, 100% Air-Conditioned for summer travel—cool, clean, quiet, restful.

De Luxe Coaches

This summer the North Coast Limited also will have new de luxe coaches of the very latest design.

Planning a trip anywhere West? Let us help you. Literature and complete information for the asking. Telephone or call at any Northern Pacific office or address—



E. E. NELSON
786 Northern Pacific
Railway
St. Paul, Minn.

185

RUDOLPH S. JURAN

Government and Municipal Bonds

Associated with

JUSTUS F. LOWE COMPANY
First National-Soo Line Bldg., Minneapolis

Stock Manipulation Curb Seen in New SEC Rules

The Securities and Exchange Commission has requested every national exchange to adopt rules for the regulation of trading on exchanges in accordance with recommendations sent them by the Commission.

The rules in general prohibit excessive trading by members, their firms and partners for their own account—excessive either in view of the effect of the sales and purchases on the market or in view of the financial resources of the member, firm or partner. Similarly a member who acts as a specialist is required to restrict his dealings for his own account in the security in which he specializes to those reasonably necessary to maintain a fair and orderly market.

Joint accounts of members are restricted, no specialist, for example, being able to participate except under limited conditions in a joint account for trading in the security in which he specializes.

The ability of members to carry on excessive trading on the exchange floor by means of financial resources made available by joint accounts with non-members

is generally curtailed by the operation of various provisions contained in the rules.

The fiduciary obligation which a broker owes to his customer is dealt with in the rules. A broker, while holding a customer's unexecuted market or limited price order, is prohibited from competing with the customer by trading for his own account. A member handling a customer's discretionary account is forbidden to execute purchases or sales for such account which are excessive in size or frequency in view of the financial resources in the account.

This is designed to eliminate trading for discretionary accounts which is primarily motivated by the broker's desire to increase his commissions.

Also, the employment of a member on the floor to effect discretionary transactions for the purpose of stimulating activity or raising or depressing the price, is abolished.

To prevent unfairly influencing the price of securities, members, firms and partners are prohibited from making purchases at successively higher prices or sales at successively lower prices for the

purpose of creating a misleading appearance of activity, or unduly influencing the market price, or making a price which does not reflect the true state of the market in any security.

Further deterrents to manipulation and excessive trading are contained in the rules concerning options. A member while on the floor may not initiate the purchase or sale for his own account or for that of his firm or a partner, of any security in which he or the firm or partner holds or has granted any put, call, straddle or option. If a member acts as a specialist or odd-lot dealer neither he nor his firm nor any partner may hold or grant any put, call, straddle or option in any stock in which the member acts as a specialist or odd-lot dealer.

A uniform short selling rule is recommended. The rule forbids a member from effecting a short sale of a security at a price below the last sale price of such security on the exchange.

The recommended rules require the registration of specialists and odd-lot dealers, and the preservation of records and memoranda with respect to transactions executed by all members.

Arbitrage and odd-lot transactions are exempted from the operation of some rules insofar as such transactions are in the public interest. Bond transactions are likewise exempted from those rules which are not applicable to trading in bonds because of the differences between such trading and the method of trading in stock. Other minor exceptions were made in several rules in order to eliminate mechanical difficulties which would otherwise impede the execution of orders on exchanges.

The Marquette National Bank

517 Marquette Avenue
MINNEAPOLIS

*Accounts of
Banks
Solicited*

OFFICERS

RALPH W. MANUEL
President
WILLIAM F. KUNZE
Vice President
O. H. ODIN
Vice President and Trust Officer
EDMUND S. JONES
Vice President

MALVERN H. MANUEL
Vice President
FREDERICK F. ZANDER
Vice President
GORDON E. LARKIN
Cashier
MERTH E. MORTENSON
Assistant Cashier

Insurance Firm to Make City Home Loans

The Northwestern Mutual Life Insurance Co. of Milwaukee announced Monday that it has decided to make mortgage loans on suitable residences in Milwaukee. The \$1,000,000,000 corporation will be represented in this phase of its business by Herbert Segnitz, who will continue to conduct his real estate and insurance interests.

In the past, the Northwestern has made loans only on farms and centrally located business properties in various parts of the United States. Whether the company will eventually make residential loans in other cities has not been decided.

Th loans will be made at 5 per cent with no commission or service charges. They will run from five to 10 years. It is the first time in 25 years that the company has entered this phase of the mortgage loan field.

Boy: Gee, pop, there's a man at the circus who jumps on a horse's back, slips underneath, catches hold of its tail and finishes up on the horse's neck! Dad: That's easy. I did all that the first time I ever rode a horse.

N. D. to Stage Comeback Goodwill Tour

North Dakota will play host June 10 to 14 to 50 guests from surrounding states and provinces when a goodwill tour is to be conducted by the Greater North Dakota Association, cooperating with local Chambers of Commerce. The tour is designed to acquaint the visitors with the rapidly improving highway system, the hotel and tourist camp facilities for tourists, and the state's scenic attractions. Guests will represent tourist bureaus, Chambers of Commerce, highway commissions and other agencies which direct tourist travel.

A similar routing was drawn for a year ago, but arrival of serious drouth conditions late in May caused a cancellation, inasmuch as those directing the plans did not wish to escort visitors into the state until such time as normal growing conditions prevailed.

Now, however, with the state's fine crop prospects, the tour is to be made.

On the original guest lists were the following:

Minnesota—Hugh M. Craig, secretary Auto Club of Minneapolis; N. W. Elsberg, commissioner of highways, St. Paul; F. P. Fellows, secretary St. Paul Association; J. H. Hammerbacher, secretary A. A. A., St. Paul; S. Valentine Saxby, fiscal director Minnesota Arrowhead Association, Duluth; W. E. Schulte, director of touring information, Gateway building, Minneapolis; Perry Williams, secretary Civic and Commerce Association, Minneapolis.

Montana—Carl B. Bull, president Canadian-Mexican Highway Association, Plentywood; R. C. Bricker, secretary Chamber of Commerce, Great Falls; H. Austin, secretary Montana Automobile Association, Helena; Louis A. Campbell, secretary Montana State Chamber of Commerce, Helena; O. C. Lamport, secretary Commercial Club, Helena; W. E. Richardson, manager Chamber of Commerce, Bozeman; secretary Chamber of Commerce, Billings; secretary Chamber of Commerce, Glasgow; secretary Chamber of Commerce, Havre; W. S. Thompson, manager Chamber of Commerce, Butte; Oliver S. Warden, director United States Chamber of Commerce, Great Falls; J. H. Bohling, secretary Commercial Club, Miles City; Will E. Holbein, secretary Kalispell Chamber of Commerce, Kalispell; E. H. Moorman, general manager Yellowstone Park Lodge & Camps Co., Livingston; W. C. Peat, secretary-manager Chamber of Commerce, Missoula.

Manitoba—Hon. W. R. Clubb, minister Department of Public Roads, Winnipeg; A. C. Emmett, secretary Manitoba Motor League, Winnipeg; Col. G. F. C. Pousette,

executive secretary Tourist and Convention Bureau, Winnipeg; W. A. Robertson, Manitoba Motor League, Brandon; C. S. Smith, commissioner of immigration, Parliament building, Winnipeg.

Saskatchewan—H. S. Carpenter, deputy of highways, Regina; A. J. Hanson, managing director Agricultural Finance, Ltd., Prince Albert; Angus McPherson, secretary Saskatchewan Motor Club, Regina; minister of highways, Regina; secretary Board of Trade, Medicine Hat; secretary Board of Trade, Moose Jaw; secretary Board of Trade, Saskatoon.

Alberta—James D. Dobson, Alberta Motor Association Club, Lethbridge; Colin G. Groff, publicity commissioner Province of Alberta, Edmonton; J. A. McNeil, branch manager Canadian Motor Association, Edmonton; minister of highways, Edmonton; James S. Rose, secretary Lethbridge Board of Trade, Lethbridge; secretary Board of Trade, Calgary; J. B. Turner, provincial director Alberta Motor Association.

Nebraska—J. V. Romigh, president Great Plains Highway Association, North Platte.

This original list has been expanded, and now includes numerous notables whose names were not known when the first invitations were mailed. Included are such men as John Queen, mayor of Winnipeg, and other Canadian and American leaders.

J. W. Flannigan, state highway commissioner, will accompany the tour, and will have careful maintenance provided

in advance of the groups' arrival at all points. Mr. Flannigan, together with some other state officials, will speak at one or more points where informal luncheon meetings are being arranged by local Chambers.

Gov. Walter Welford personally extended invitations to governors and other high officials of surrounding states, and Canadian provinces. He reports numerous acceptances from his list of guests. The governor is expected to address the group and to welcome them to North Dakota.

The group will assemble at Williston, Monday, June 10, and an evening dinner sponsored by the Chamber of Commerce of that city will formally open the series of events.

Red River Control

Various control and development projects involving the Red River of the North will be discussed by delegations from three states when a conference is called in Fargo at the offices of the Greater North Dakota Association June 3. Arrangements are being made by Dean Holm and M. O. Ryan, secretaries of the Minnesota and North Dakota state planning boards, respectively.

Gov. Floyd Olson of Minnesota and Gov. Walter Welford of North Dakota have taken the initiative in promoting this conference, and have personally invited technical and interested guest lists from the two states. Gov. Tom Berry of South Dakota has indicated that the state planning board and other departments of that state will be in attendance.

"My uncle in Venice is sending me a gondola. How am I going to play it?" "You don't play it; you throw it over your shoulder like a shawl."

GREENMAN, McGUIRE & DRISCOLL
Incorporated

ALMON A. GREENMAN	INVESTMENT SECURITIES	
T. FRANK McGUIRE	E-1408 First National Bank Building	CEDAR 1347
ARTHUR G. DRISCOLL	ST. PAUL, MINNESOTA	CEDAR 1348
	Members Minneapolis, St. Paul Stock Exchange	

GEO. C. JONES AGENCY, INC.
Bonds for Bank Investment

Geo. C. Jones	J. R. Miller	John L. McCoy	E. W. Hall
1214 Foshay Tower	Minneapolis	Telephone Main 5417-8-9	

Established 1885

H. C. SPEER & SONS CO.
MUNICIPAL, COUNTY AND SCHOOL BONDS

First National Bank Building Chicago

The Bank Lobby

Banking to Publishing

If George W. Ronald had remained with the First & American National of Duluth until next August he would have completed an even dozen years with that old Head of the Lakes institution, but he didn't. Last month he resigned his vice presidency to become associated with the business department of the Minneapolis Journal. Mr. Ronald started his banking career in Louisville, Ky., was stationed during the war at Dunwoody Institute, Minneapolis, at which time he met Mrs. Ronald (Publisher Carl Jones' sister Florence), went to Duluth on invitation of Mr. Ordean.

Like Fairy Tales

Elmer W. Kane, president of the Worthington National, down in the southwestern corner of Minnesota, almost hesitates to tell about the new wonders worked in their Nobles county because they sound like fairy tales. Conditions down there right now are booming, he says, with down-and-outers again on their feet, contractors besieged by eager home builders, automobile dealers doing a land office business, delinquent taxes

only 5½ per cent, bank's deposits up 63 per cent, and so on. Before going with the Worthington National some 11 years ago Mr. Kane was located at Brewster, to the north in Nobles county, where A. J. Kane is cashier of the First National.

Loans Hard to Find

Large sign hanging in front window of Adrian State Bank at Adrian, Minn., announces "5% FARM MORTGAGE LOANS," but President Edwin Brickson says they are almost as scarce as hen's teeth. The lowest rate he has seen in 40 years, no commission either, yet producing no loans.

Stevens to Rock Rapids

Ray G. Stevens, cashier Citizens National Bank & Trust Co. of Sioux Falls, consummated his Rock Rapids, Iowa, deal almost simultaneously with last week's South Dakota state convention. His new bank is the Rock Rapids State boasting well over a million in deposits. Rock Rapids is the county seat of Lyon county, 2,500 population, just over the Iowa line below Luverne.

Both Londoners

South Dakota's new state vice president, W. B. Penfold, president Butte County Bank at Belle Fourche, was born in London, England; Mrs. Penfold in London, Ontario.

Bewhiskered at Princeton

Deposits that have shoved the bank's total over the half million mark are not the only new things in the Princeton State; B. R. Whitney and F. C. Keith have sideburns. Also bewhiskered now are some 58 other Princetonites all because their town decided to join in the Paul Bunyan celebration. Still another new thing in the Princeton State, much read through the glass that protects it, is Al Hechtman's amusing auction poster that appeared recently in Commercial West.

Recognition for Dunny

Recognizing his good work in civic affairs and in building up his bank the Chamber of Commerce of Kalamazoo, Mich., has elected Dunlap C. Clark, president American National Bank of Kalamazoo, as president of the Chamber. Mr. Clark went from Chicago to Kalamazoo November 1, 1933, and established the American National. Under his leadership the bank brought its deposits up to \$2,380,000 in less than a year, has placed \$2,000 in surplus and \$6,610 in reserve.



GOES TO SIOUX FALLS

T. A. Heck, above, for the past year cashier Security National, Huron, has been appointed cashier of the Citizens National Bank & Trust Co. at Sioux Falls, effective June 1. He will be succeeded at Huron by A. E. Schnad, assistant cashier of the First National at Miles City, Mont. Although a native of Brookings, S. D., Mr. Heck had been a Minnesota banker for a number of years, first as assistant cashier and cashier of the Lyon County National, Marshall, Minn. Next for three years assistant cashier First Minneapolis Trust Co., then for seven years prior to going to Huron as cashier of the Produce State Bank, Minneapolis.

The March 4 statement showed resources of \$4,043,876 and deposits of \$3,719,772.

Banker Fights for Paving

In Minneapolis last week was Jake Brogger, president State Bank of Butterfield, heading a delegation of southern Minnesota business men here to bring before Highway Commissioner Elsberg the fact that the 16-mile stretch of concrete from St. James to Butterfield is very essential. Mr. Brogger said that Mr. Elsberg promised to pave eight miles this year and eight miles next year—using the first governmental money that comes into his possession. Others in the delegation were E. O. Ewy, State Bank of Butterfield, director, Editor Bargaen of the Mountain Lake Herald, Mayor J. H. Dick of Mountain Lake, Art Dickman, Dave Heibert and Editor Harold Curtis of the St. James Plain Dealer, all of St. James.

Hangs Out Shingle

"Geo. W. Tanner, Attorney" is the new sign on the door of 1163 Northwestern Bank building, Minneapolis. It represents fulfilment of Mr. Tanner's ambition to strike out for himself. For the last four years he has been handling the State

Fraud and "Torrens Title"

In a case, recently filed, a deed on registered property is attacked as void under claims that the deed was procured under false promises which were never fulfilled.

Title insurance protects against loss from title difficulties.

(Next week—another actual case.)

Title Insurance Company of Minnesota

125 South Fifth Street
MINNEAPOLIS

Banking Department's trust and building and loan examinations. Before that he was with the old Minnesota Loan & Trust Co.

• • •

Schnitzelbank

Seventy-five bankers and their friends, about twice last year's attendance, congregated at Bay View, Mille Lacs, for this year's annual spring Schnitzelbank fishing party. Regular club matters were disposed of Saturday evening. A few early arrivals tried their luck at fishing Saturday afternoon but the serious, concentrated contest fishing, enmasse, was reserved for Sunday. Some got pike, a few two or three, fewer five or six, two or three the limit of eight.

• • •

BORN. To Mr. and Mrs. F. A. Buscher (he's vice president and cashier of Mankato's National Bank of Commerce) a daughter, Monday, May 27.

DEAD. Erich W. Behrens, 59, widely known in Milwaukee banking and legal circles. He was associated with the Second Ward Savings Bank for 22 years, cashier of the Layton Park State from 1920 to 1930 when he retired because of a nervous breakdown.

EXTENDED. The Blue Earth State Bank's corporate existence to May 26, 1965.

CHANGED. Name of First State of Chatfield to Root River State Bank, May 24.

Montana Banking News

In a letter to Commercial West, reporting on group meetings and furnishing other banking news of the state Frank H. Johnson, superintendent of banking in Montana, says:

"I presume you have the information that the Miners Bank & Trust Co., Butte, has gone into the national system as the Miners National Bank & Trust Co.

"Group No. 5 of the Montana Bankers Association held its convention in Helena, May 18. There were about 55 present and very excellent talks were given by Al Hibbard, E. O. Jenkins of Great Falls and T. O. Hammond of this city (Helena). A resolution was passed urging that the assessment rate be fixed at 1/12 of 1 per cent by the Federal Deposit Insurance Corp. A dinner was given on Saturday evening to the visiting bankers at the Montana Club. The meeting was a splendid success and a great deal of interest was taken in the bank situation at Washington.

"Other group meetings were at Butte, Poplar, Havre, Glasgow, Terry and Clydehurst-on-the-Boulder. This latter meeting was on Decoration Day of No. 7 and was held at one of the most beautiful mountain resorts in America. Clydehurst is 35 miles south of Big Timber and is among the mountains on the Boulder river."

Customer: "Is your limburger cheese good?" Grocer: "Good? It's unapproachable!"

THRALL WEST & COMPANY

Investment Securities

HENRY D. THRALL
ROBERT L. JOHN

DAVID R. WEST
DEWEY F. GRUENHAGEN

WILLIAM A. SIMONTON

State and Municipal Bonds - - Local Stocks
Canadian Government - - Provincial
and Corporation Bonds

TRADING DEPT.
WALTER P. SPACE, MANAGER

110 Northwestern Bank Building
Minneapolis, Minnesota Main 8595

PIPER, JAFFRAY & HOPWOOD

MINNEAPOLIS
ST. PAUL

STOCKS
BONDS
GRAIN
COMMERCIAL PAPER

MEMBERS OF

NEW YORK STOCK EXCHANGE
MPLS. CHAMBER OF COMMERCE
CHICAGO BOARD OF TRADE

NEW YORK CURB EXCHANGE (ASSOC.)
MPLS.-ST. PAUL STOCK EXCHANGE
CHICAGO STOCK EXCHANGE
CHICAGO CURB EXCHANGE ASSN.

HOME OF THE MALLARD - - - - - PIKE FISHING SUPREME

SCHAEFER'S CAMP

Formerly SEWELL'S CAMP

In the Heart of the National Forest

RECREATION - FISHING - HUNTING

Cottage System

RATES: \$3.00 PER DAY - - \$17.50 PER WEEK

Special Rates for Children

WINNIBIGOSHISH DAM
Deer River, Minn.

AL SCHAEFER
Manager

Phone or Write for Reservations

WOODARD ELWOOD & CO.

840 RAND TOWER
MINNEAPOLIS

BONDS
STOCKS

MEMBERS OF
MINNEAPOLIS-ST. PAUL STOCK EXCHANGE

RIEGER, JENSEN & CO.

Conservative Investments

1212 First Nat'l-Soo Line Bldg.

Minneapolis

Bankers' Conventions Hold Spotlight This Month

Bankers' conventions will hold the spotlight in the Northwest all this month beginning with Iowa and winding up with Wisconsin. Here are the dates and places:

Iowa at Des Moines. June 3-5
North Dakota at Minot. . . June 14-15
Minnesota at Minneapolis. June 18-20
Michigan at Lansing. . . . June 24-26
Wisconsin at Green Lake. . June 25-26

Montana's convention will not be held until July 19-20 in Glacier National Park.

Iowa Leads Off

Big features for Iowa are addresses scheduled by Chairman Leo T. Crowley of FDIC, A. B. A. President R. S. Hecht, Gov. Clyde Herring of Iowa, and Rep. Henry B. Steagall, chairman House committee on banking and currency, sponsor of the 1935 banking bill now before the Senate.

Iowa has a long speaking program, including talks by many leading bankers of the state and representatives of regional federal financing agencies. A fine entertainment program has been prepared by the Des Moines Clearing House Association, with luncheon, bridge and theatre parties for the women, golf courses opened to men, the annual ball the evening of June 4, a stag dinner the evening of June 3, and the customary opening of the convention at noon, June 3, with a "Dutch Treat" lunch.

North Dakota Next

Convention committees, President McCarty and Secretary Wattam are busily engaged in lining up the North Dakota program. R. E. (Bob) Barron of the First National, Minot, is general chairman. Co-operating with him are the following chairman, all of Minot:

Reservations: R. S. Loberg, Union National.

Luncheons and Dance: E. R. Becwar, First International Bank.

Transportation: R. A. H. Brant, First National.

Golf: H. C. Dahl, First National.

Ladies' Entertainment: Mrs. F. T. Merrill.

Registration: Lucille Cunningham.

Opening day at Minot will include golf tournament in the afternoon and dance in the evening. The convention proper will open Saturday morning the 15th, with Dutch lunch at noon. The speaking program was not ready for announcement as Commercial West went to press this week, but Secretary Wattam assures interesting and instructive talks.

Minnesota Three Days

Highlighting the Minnesota speaking program will be a former Minneapolis man—Frank M. Totton, vice president Chase National of New York and chairman of A. B. A. public relations committee. Other speakers of note tentatively assured are FDIC Chairman Crowley, Ronald Ransom, chairman A. B. A. legislative committee; Dr. M. Palyi, department of economics, University of Chicago.

After the golf tournament on the 18th will come the customary smoker in the evening and it promises to be one of the outstanding highspots of the convention. General Chairman C. B. Brombach is giving the program his personal attention. Business will be cut to the minimum, an interesting speaker is assured, also one of the best entertainment programs in years with some real surprises in the making by way of keeping the banker guests in happy mood.

Minneapolis committees in charge of arrangements for the convention are:

General Arrangements—C. B. Brombach, First National Bank & Trust Co., chairman; F. W. Conrad, Northwestern National Bank & Trust Co.; L. O. Olson, Midland National Bank & Trust Co.; Wm. F. Kunze, Marquette National; A. J.

Veigel, University State; Harry I. Ziemer, Federal Reserve.

Golf—W. R. Murray, Midland National, chairman; W. A. Volkman, First National; E. S. Jones, Marquette National; D. E. Crouley, Northwestern National; V. E. Mikkelson, Fidelity State.

Women's Entertainment—Mrs. Wm. N. Johnson, chairman; Mrs. D. J. Fouquette, St. Cloud; Mrs. F. W. Conrad, Mrs. M. O. Grangaard, Mrs. Edmund S. Jones, Mrs. L. O. Olson, Mrs. A. J. Veigel, Mrs. Harry I. Ziemer.

Transportation—L. O. Olson, Midland National, chairman; J. J. Maloney, First National; L. P. Gisvold, Northwestern National.

Michigan at Lansing

Michigan at Lansing starts on the 24th with an 11 a. m. meeting of the Executive Council, golf tournament in the afternoon, golf supper at the Lansing Country Club in the evening followed by dancing. Tuesday and Wednesday, the 25th and 26th, will be the hard-working days of the convention, with a strong list of speakers lined up by Secretary Brundage. Albert A. Elsesser, vice president American State Savings, Lansing, is general convention chairman and his committees are working on a fine entertainment program. There will be a midnight supper and show the evening of the 25th, the annual banquet and formal dance the evening of the 26th.

Wisconsin Ends Month

Wisconsin's convention at Green Lake, coming so late in the month, is still in the preliminary stages to a large extent, although Secretary Coapman has some outstanding speakers of national note already lined up. The entertainment features of the Wisconsin program will be stressed more than usual this time, held as it is at the famous Green Lake resort. Large attendance is expected.

Mount Rushmore in the Black Hills is going to continue to have its face lifted by means of a new \$55,000 appropriation from the commission which will enable Sculptor Borglund to finish the figure of Washington and continue work on that of Jefferson.



AMERICAN NATIONAL BANK

St. Paul, Minn.

Will appreciate your patronage

Wisconsin Interest Rate Cut From 2½ to 2

An order issued May 28 to all state banks, mutual savings banks and trust company banks by the Wisconsin Banking Commission, limits the maximum rate paid on time deposits to 2 per cent. The order issued by Commissioners Peter A. Cleary, H. P. Ibach and S. N. Schafer, bears the approval of the Banking Review Board and becomes effective July 1, 1935.

Six months ago a similar order was issued to state banks, fixing the maximum rate at 2½ per cent as of January 1 this year. By a clause in the regulation of the Federal Reserve Board, national banks in the state are automatically placed under the limitation imposed by the state banking officials.

Members of the Banking Commission have been analyzing operating costs of the banks and statistics show that the percentage of net earnings to total deposits has decreased 41 per cent in the past four years. As the interest paid on deposits is the major item of expense, it is to be expected that the reduction in interest must be commensurate with the decrease in earnings.

The commission further finds that approximately 50 per cent of the earning

assets of the state banks are invested in government securities yielding only about 2½ per cent, that all grade A securities are only a small margin over that rate, and that it is not consistent with good management for the banks to continue to pay 2½ per cent interest on their time deposits.

Commissioner H. F. Ibach in commenting on the order said: "Bankers generally throughout the state are alert to the changing financial conditions, as evidenced at recent group meetings at Stevens Point, Sheboygan, Racine, LaCrosse and Spring Green, where resolutions were passed to reduce the rate of interest the banks are paying. The Milwaukee banks, following carefully the trend in earnings on investments, have already established a maximum rate of 1½ per cent."

Reserve City Bankers Hit Proposed FDIC Rate

The Association of Reserve City Bankers has prepared a memorandum on Title I of the 1935 banking bill for its members and urges their cooperation with all bankers in presenting its opinions.

That association, suggests its members, figure the increased cost of insurance on new ½ of 1 per cent of deposits basis, then states that the FDIC now has assets somewhat under \$350,000,000, with power to issue debentures in emergency, and that "it is not necessary to deplete banks in order to build up this reserve beyond ability of banks to pay it."

Further, "to the great majority of small banks of the United States, the insurance assessment is a direct additional tax on their net earnings."

BIG GROUP LIFE INSURANCE COVERAGE PLACED

The United States Steel Corp., according to information received by Commercial West from Duluth, home of the Oliver Iron Mining Co., subsidiary, has just closed a deal for \$400,000,000 group life insurance of 200,000 employees. Companies placing the business are reported to be: Aetna Life, Equitable Life Assurance Society, General-American Life, John Hancock Mutual Life, Metropolitan Life, Protective Life, Prudential Insurance Co. of America and Travelers Insurance Co.

Michigan Banker on Isle Royale Park Group

William Warmington, cashier of the State Savings Bank of Escanaba, was recently elected treasurer of the Isle Royale National Bank Association, an organization composed of conservationists in three states interested in the project for a great national park on Isle Royale in Lake Superior not far from Duluth.

The island is well known to many Minnesota people. Its length is about 45 miles and the breadth is from three to nine miles, the total area being somewhere over 200 miles. It is particularly noted for its magnificent timber stands, the largest moose herd in America roams there, and on it are the ancient copper pits made by historic miners.

Isle Royale is a famous hay fever haven well patronized by people living throughout the Middle West, who are bothered with that malady in late summer.

M. PLIN BEEBE

Specializing in Bonds and Warrants of South Dakota and North Dakota

Ipswich, S. D. Phone No. 25

Inquiries Invited

North Carolina—Virginia—Florida
Municipal and Corporate
Bonds

ROGER A. JENNINGS

Guaranty Loan Corporation
Greensboro, N. C.

The Minnesota National offers every protection and facility desired in a correspondent bank.



OFFICERS

B. MURRAY PEYTON . . . President
CAVOUR HARTLEY . . . Vice President
WILBUR F. MCLEAN . . . Cashier
J. R. COLBECK . . . Trust Officer
J. E. BROWN . . . Assistant Cashier
H. S. PEYTON . . . Asst. Trust Officer
J. C. BUCKLEY . . . Assistant Cashier

BANKERS BLANKET BONDS

Inquiries Invited

L. R. MOELLER
Special Agent



Owned, operated and controlled by the
St. Paul Fire & Marine Insurance Co.

Thirty Years and Over

this old established firm has specialized in negotiating the sale of banks without publicity. We also furnish experienced, qualified, carefully investigated bank employees without charge to employer.

CHARLES E. WALTERS CO.
OMAHA NEBRASKA

**Investment
Dealers and
Consultants**

BIGELOW, WEBB & CO.

Rand Tower
Minneapolis

Incorporated
Minnesota

1st Natl. Bank Bldg.
Saint Paul

**Members
Private Wire
System**

Wiping Out of NRA Starts Stock Market Upset

The NRA supreme court decision with its sweeping obliteration of the codes, promising a return of active and keen competition in business and industry, had a rather striking effect upon the stock market. Liquidation started right in as soon as the market opened Tuesday morning and kept it up all day. The averages fell off nearly four points, from an opening of 117.23 to a close of 113.76.

All the big actors amongst the blue chips slid off on large block sales. Industrials, utilities, farm machinery lines, chemicals, all went into the down stride. About the only stocks to hold were oils.

As an old trader put it to Commercial West: "The oils are due. They ought to get a break once in six years. It looks like their time. With back dividends paid and their houses pretty well cleaned up, the oils are something to watch."

Trading Tuesday was close to the 2,500,000 turnover, it being one of the largest totals in recent weeks. It compared with 820,000 trades Monday.

Bonds, of course, followed stocks down the decline, governments especially being weakened by the setback to the administration's recovery program.

Another unsettling factor was the trouble in France with the government fighting to keep on the gold standard, the franc weakening and the general money situation in Europe disturbing.

It was too bad about the bond market, too. Like stocks, bonds had closed the week feeling good over the President's veto of the bonus bill, removing for the time being the fear that printing presses might be started turning out inflation money.

The veto was accepted as a most significant phase of the anti-inflation viewpoint of the President, indicating in many respects a change in the philosophy of the administration.

The President's declaration that "a government, like an individual, must ultimately meet legitimate obligations out of the production of wealth by the labor of human beings applied to the resources of nature," was accepted as reassuring by business men and investors.

And then along came the supreme court decision. Now investors are up in the air again, hoping, if an attempt is made to revamp NRA, it will be along lines more acceptable to all concerned.

Cyrus Move to Morris Denied

Farmers State Bank of Cyrus will not move to Morris.

After one of the longest and most largely attended bank application hearings on record the Minnesota Commerce Commission concluded there was no reasonable demand for another bank in Morris, that another bank would only impair the status of the existing bank (Citizens Bank of Morris) thereupon denied the application.

With only time out for lunch the hearing lasted from 11 a. m. until 5 p. m. with conference room and corridors jammed with witnesses.

June 4 the Commission will conduct hearing on application of the proposed new Northern State Bank at Thief River Falls.

Talk is rife of still other moves and new banks but none had taken the form of a definite application when Commercial West went to press.

Man of the house (roaring with rage): Who told you to put that paper on the wall? Paperhanger: Your wife. Man of house (subsiding): It's pretty, isn't it?

Bank Stocks

May 28, 1935

	Bid	Asked
MINNEAPOLIS		
First Bank Stock.....	8	8½
N. W. Banco.....	47½	5
NEW YORK		
Bankers Trust.....	58½	59
Chase.....	227½	23¼
First National.....	1580	1590
Guaranty Trust Co.....	254½	256½
National City.....	21½	22¼
CHICAGO		
Central Republic.....	4¼	4¾
City National.....	80	90
Continental Illinois.....	47¼	47¾
First National.....	103	105
Harris Trust & Savings.....	200	210
Northern Trust.....	445	455

Commodity Prices

	May 28	May 22
Butter (lb.)	\$0.26¾	\$0.27¾
Eggs (doz.) .....	.26	.26¼
(Butter and egg prices are New York wholesale market on "firsts.")		
Hogs (cwt.)	9.60	9.50
Cattle (cwt.)	11.00	11.00
Lambs (cwt.)	7.75	8.00
(Livestock prices are South St. Paul quotations for top sales.)		
Potatoes (cwt.) .....	.90	.90
Potatoes (cwt.) .....	.75	.75
(Potato prices are those paid growers in carlots. Higher price for Minneapolis district, lower for shipments from northern part of state.)		

ADVOCATES SALE OF RESERVE STOCK TO PUBLIC

Discussing the 1935 banking bill in Congress and the proposal of Secretary Morgenthau that the federal government take over the capital stock of the Federal Reserve banks, thus making of the system virtually a central government institution, Guaranty Trust Co. this week in its monthly survey advocates that the stock be sold to the public rather than to the government. If a change is to be made, the Guaranty Co. says, that would be preferable, with limitations as to the number of shares any one individual could hold.

BONDS FOR BANK INVESTMENT

WELLS-DICKEY COMPANY

ESTABLISHED 1878

ST. PAUL

MINNEAPOLIS

DULUTH

ALONG FINANCIAL ROW

Bond Club Picnic

Plans have been completed in the main for the big Twin City Bond Club annual picnic, to be held this year as usual at White Bear Lake. The date is Thursday, June 20. The program is in the hands of the printer, reports Mark Orton of Kalman & Co., and should be in the mail for members within a day or two.

Meanwhile Wm. Mannheimer, chairman of the sports' committee, says his end of the program is coming along fine. The outlook is for one of the biggest turnouts in years for the golf tournament, barring bad weather. A number of stunts extraordinary are being whipped into line by Mr. Mannheimer, and, taking it as whole, the sports program promises to be one of the most interesting and exciting in years.

But that is not all. There are some other surprises awaiting those who "make" the picnic and he who misses the 1935 affair is going to miss something he will regret. There is a surprise, too, in the program itself, but Commercial West has promised not to divulge it until the program is out.

Attendance from outside is going to be large, asserts President Stanley Gates. A large Chicago delegation is assured and New York may duplicate last year's feat in flying a number of bond men to the picnic.

• • •

Got 'Em, Too

The lure of lake trout and a flock of business up North was all that kept Louis Buchholz of Kalman & Co. away from the South Dakota state convention at Sioux Falls last week. He and friends from Mankato spent several days up in the Lake of the Wood territory after big ones. Rumor has it they got 'em, too.

• • •

Out After Them Now

Illustrative of the change of the last few months a Southern Minnesota banker says: "Last year we had to write a bond house to send a man to sell us some bonds. Now we have 17 houses calling on us regularly."

• • •

Personally Speaking

Wm. (Bill) Mannheimer of Mannheimer-Caldwell, Inc., St. Paul, is back at his desk after a severe attack of tonsillitis. He isn't talking so good as yet, but manages to make customers understand him, especially if it's a good bargain.

George Everitt of the Minneapolis First National's investment department is restraining himself as much as he can but he insists the trout that got away

when he was fishing last week-end was "so long and must have weighed so much." George says he never will get over having buck fever.

Jim MacRae and Howard Booth of Blyth & Co. are attending the company's annual Midwest Field Day at Lake Wawasee, Ind.

Cecil Burnham is completely recovered and back on the job again.

Messrs. and Mesdames Macfadden, Eugene Hanson and Nob Markus are spending the week-end on a fishing expedition at Webster, Wis.

Jim Arms had great luck fishing last week at Mille Lacs. Included in his limit catch was a 7½-pound wall-eyed pike.

Grant Feldman of Piper, Jaffray & Hopwood, seems to have come into the big money. Grant is having his house painted.

It is rumored that Bond Club President Stanley Gates, was over at his summer home recently having the "Presidential Hat" refurbished for the Bond Club field day.

Max Salde of Piper, Jaffray & Hopwood, spent Memorial Day with his family at Adrian, Minn.

Don Goodman of Brown, Harriman & Co., spent a few days this week in Grand Forks, N. D. Don says he never saw the country looking better.

Gen. Mills Appointments

In announcing with regret the resignation of Richard Bean as president of Washburn Crosby Milling Co., Louisville, Ky., and Red Band Co., Johnson City, Tenn., associate companies of General Mills, Inc., Donald D. Davis, president of General Mills, announces the election of the following officers of General Mills' associate companies in the Southeast:

A. B. Bryan, vice president and general manager of Red Band Co.

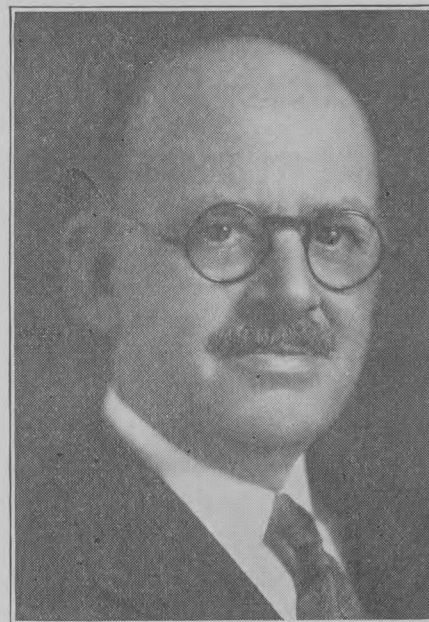
M. P. Stark, vice president in charge of operations of the Washburn Crosby Milling Co. at Louisville.

J. J. Selvage, vice president and general manager of Southern Gold Medal Flour Co., at Atlanta, and E. K. Pickett, vice president of the latter company.

At the same time General Mills is planning substantially to expand its distributing facilities in the Southeast under the direction of Messrs. Selvage and Pickett.

C. P. R. REPORT

Canadian Pacific Railway April net operating income \$1,412,598 against \$1,270,465 in April 1934. Four months \$3,514,292 against \$4,406,905 in like 1934 period.



HEADED FOR NEW HONOR

Ralph T. Crane, vice president Brown, Harriman & Co., president of the I. B. A., who has been nominated for the presidency of the Bond Club of New York. Election is June 21.

How the Frazier-Lemke Decision Affects N. W.

The Frazier-Lemke mortgage moratorium decision of the Supreme Court, declaring the law unconstitutional, leaves a number of such cases up in the air in the Northwest. In the St. Paul and Minneapolis federal courts 115 cases are under consideration and approximately 100 more are on file in Mankato, Winona and Duluth. Federal courts at Sioux Falls have 30 and there are between 80 and 100 in North Dakota.

Attorneys and courts are studying the situation to determine what action can be taken on these pending cases.

CROP REPORT BY OCCIDENT ELEVATOR CO.

Occident Elevator Co., Minneapolis, in a private crop report Tuesday said:

"There will be a decrease in wheat (in the Northwest) several factors entering into the decrease—lack of money for seed and feed, lateness of the season, considerable abandonment of acreage on account of dry years. A percentage of farmers were forced to leave their land and it will not be cropped. If we get a good crop this year the move back to this land will start.

"We are nearing the first of June with crop conditions favorable, bearing in mind that the season is about two weeks late."

"Commercial West has been with us for over 25 years—a good paper, with good editorials all the time."

**FOREIGN BONDS, DOLLAR
BONDS, SCRIP, COUPONS**
ROYAL EXCHANGE CO.
42 BROADWAY NEW YORK CITY
Telephone, Whitehall 4-7182-3



We Offer

**Securities
To Fit Your Bank Account**

**CHREST &
COMPANY, INC.**

INVESTMENT SECURITIES

←735 Rand Tower - Minneapolis
BRidgeport 4154

Country Representatives
**RALPH WEBBER
FRED LEUZINGER
ANDREW ENGBERG**

NORTH DAKOTA
State and Municipal Bonds
Bought, Sold, Exchanged
H. E. MUELLER
Hazen North Dakota

BONDS AND CIRCULARS

We make a specialty
of printing them.

Consult us about your
next order.

We know the sort of
service you must have.

Call Geneva 6223

FINANCIAL PRESS
513 Fourth Ave. South
MINNEAPOLIS, MINN.

Sheep Shearing is under way in Montana, with more than 200,000 head waiting for the clippers in the western part of the state between Missoula and Deer Lodge. Fleeces are running about nine pounds each.

MUNICIPAL FINANCING

County officials and others interested are invited to report promptly all news for this department.

Blue Earth county, on Monday, finally disposed of its \$54,800 ditch refunding bonds after a series of developments rather new and novel to the municipal financing market.

First meeting of the county commissioners to receive bids was an exciting one with Leo Quist of Bigelow, Webb & Co., Minneapolis, one of the prospective buyers, providing the bulk of the fireworks. The commissioners, it is said, wanted to sell the bonds locally at that time but adjourned the meeting without sale when Mr. Quist pointed out that they might have some difficulty explaining to Blue Earth county taxpayers why they passed up the Twin City dealers' proposal approximating \$2,000 saving to the county.

Then apparently the commissioners decided to be the first to take advantage of Chap. 121 passed by the last legislature, voted to reissue at 2¼ instead of 2¾ per cent, to sell at par, not more than \$10,000 to any one buyer, in person only, etc.

At 2 p. m. Monday the commissioners are understood to have had by wire from outside interests two or three offers which spelled profit and/or saving to taxpayers of several hundred dollars in premium, legal opinion and printing costs but still they sold the bonds "locally" at par. Buyers are said to have included one Mankato bank \$6,000, Vernon Center bank \$5,000, Lake Crystal bank \$4,500, a local investment dealer and his brother \$18,000, the balance to half a dozen or more local investors.

Over the telephone to the Commercial West early Tuesday forenoon an interested Mankatoan predicted that the bonds, or most of them, probably would find their way soon to the Twin Cities.

In Minneapolis Tuesday noon conferring with investment dealers who previously had participated in the bidding for the entire issue was one of the successful local buyers. And at least some of the bonds are said to have been purchased for less than the Twin City dealers offered the county direct.

PROPOSED ISSUES

Ottumwa, Iowa (Wapello county)—Plans are under way for issuance of \$65,000 poor relief funding bonds. J. Edward Lowe, county auditor.

Billings, Mont.—An election may be held soon on issuance of bonds for construction of new baseball park and swimming pool. O. W. Nickey, city clerk.

Council Bluffs, Iowa—A meeting will be held June 5 to institute proceedings for issuance of \$55,000 refunding bonds. Wm. Guilfoyle, city clerk.

Minneapolis—The park board has requested the Board of Estimate and Taxation to issue \$100,000 bonds for city's

ERA projects planned for July, August and September. George M. Link, secretary, Board of Estimate and Taxation.

ISSUES VOTED

Readlyn, Iowa—\$8,000 school building bonds. A. F. Mayerhoff, secretary Board of Education.

Dodge Center, Minn.—\$30,000 school building bonds. H. E. Thomas, school clerk.

Ashland, Wis. (Ashland county)—\$130,000 road improvement bonds. Ed. H. Quinstorff, county clerk.

Grand Island, Neb.—\$50,000 refunding bonds. Margaret Paulsen, city clerk.

Roy, Mont.—\$10,000 school building bonds. K. H. Holmstrom, high school principal.

Dassel, Minn.—\$10,000 school building bonds. S. P. Anderson, school clerk.

Balsam Lake, Wis. (Polk County)—\$210,000 highway improvement bonds, V. A. Hanson, county clerk.

COMING ELECTIONS

June 3

Holdingsford, Minn.—On \$18,000 school building bonds for Independent School District No. 93. Int., 4 per cent. A. B. Welna, school clerk.

Mount Ayr, Iowa—On \$53,000 school building bonds for Independent School District. Grant L. Hayes, secretary Board of Education.

Mason City, Iowa—On \$25,000 bonds to pay for purchase of old postoffice for use as city hall. J. H. McEwen, city clerk.

June 8

Stronghurst, Ill.—On \$1,000 bonds to pay for purchase of road oil. City, care of clerk.

June 11

Anamosa, Iowa—On \$55,000 school building bonds. Lloyd Soper, secretary Board of Education.

June 16

Iowa Falls, Iowa—On \$60,000 municipal hospital building bonds. Floyd Klippel, city clerk.

June 18

Morris, Minn.—On \$150,000 bonds to finance a municipal power and light plant. J. A. Mielke, city clerk.

Onslow, Ia.—On \$22,000 school building bonds for Independent School District of Onslow, Leonard B. McKinstry, secretary, Board of Education.

BIDS CALLED FOR

June 1

Froid, Mont. (Roosevelt county)—\$6,000 school bonds. (This is the second

call; all bids in first call, April 30, were rejected.)

Mt. Iron, Minn.—At 7:30 p. m. for \$70,000 bonds to finance improvements to heat, water and light system. Int., 6 per cent. C. C., 10 per cent. Steven Bianchi, village clerk.

June 3

Grundy Center, Ia.—At 7:30 p.m. for \$10,000 swimming pool bonds. E. V. McBroom, village clerk.

June 6

Anamosa, Iowa—At 2 p. m. for \$800 school building bonds, for School Township of Washington. Henry P. Hughes, secretary Board of Education, Cascade, Iowa.

June 17

Niagara, N. D.—At 2 p. m. for \$5,000 community hall building bonds. Int., 6 per cent. C. C., 2 per cent. Emil C. Rasmussen, village clerk.

AWARDED

Napoleon, N. D. (Logan county)—\$18,000 certificates of indebtedness. Int., 5 per cent to Bank of North Dakota, Bismarck.

Duluth, Minn.—\$200,000 school refunding bonds. Int., 2¼ per cent. Prem., \$618 to Brown, Harriman & Co. and the First National Bank & Trust, Minneapolis.

St. Paul—\$500,000 department of Rural Credit, Certificates of Indebtedness. Int. 7/10 per cent. Prem. \$75, to First National Bank & Trust Co. and Northwestern National Bank & Trust, Minneapolis; First National Bank and Empire National Bank, St. Paul.

Mont. Cattle Men Oppose Processing Tax Bill

The Montana Stock Growers Association, at its annual convention last week in Great Falls adopted resolutions opposing the proposed processing tax on cattle, objecting to any reduction of the tariff on imported livestock, opposing a government AAA bureau to handle grazing lands, objecting to legislation of the Capper bills as an attempt to curtail the free marketing of livestock, and endorsed the Kleberg bill to force the use of domestic fats in oleomargarine manufacture.

Officers re-elected were Julian Terrett, Brandenburg, president; B. J. Metlen, Great Falls, first vice president; Thomas A. Ross, Chinook, second vice president; Eddie Phillips, Helena, secretary.

TREASURY BILLS OVER-SUBSCRIBED

Secretary Morgenthau announced Tuesday that the Treasury offer May 24 of \$100,000,000 133 and 273-day bills was oversubscribed, total bids received aggregating \$188,923,000.

When a golfer goes to a tee, she can stir things up with a spoon.

GREAT NORTHERN

Railway

to **PACIFIC NORTHWEST**
via **SCENIC GLACIER PARK ROUTE TO SPOKANE, SEATTLE, TACOMA, PORTLAND, OTHER NORTHWEST CITIES AND THE NATIONAL PARKS, ALASKA, CALIFORNIA**



MORE FOR YOUR MONEY
LOW SUMMER FARES . . . DINING CAR MEALS AS LOW AS 50c . . . LOGAN PASS DETOUR THRU THE HEART OF GLACIER PARK (Transportation, Meals and Lodging) ONLY \$15.50



Ride the COMPLETELY AIR-CONDITIONED
EMPIRE BUILDER
A. J. Dickinson, Passenger Traffic Mgr. St. Paul, Minnesota

National Bank Loans Show 1st Gain

National bank loans recorded their first increase since October, 1933, during the period from December 31, 1934, to March 4, 1935. The increase was given as \$1,252,000 by Comptroller J. F. T. O'Connor. The increase contrasted with a decrease of \$409,375,000 in loans and discounts between March 5, 1934, and March 4, 1935.

Total deposits of national banks on March 4, 1935, amounted to \$22,015,699,000, an increase of \$339,396,000 for the two-month period, and a gain of \$3,225,212,000 over last year. Loans and discounts, which amounted to \$7,489,904,000 on March 4, were equal to 34.02 per cent of total deposits, as compared with 42.04 per cent on the comparable date last year.

National bank investments in government obligations, both direct and fully guaranteed, amounted to \$7,120,291,000, an increase of \$160,083,000 since December 31, and a gain of \$1,712,943,000 in the year.

Bjones: Got your teeth filled, eh? Did the dentist do a good job? Smiff: Well, I can honestly say he spared no pains.

MEAT PACKING REPORT

Production of packing-house commodities at inspected slaughtering establishments in the United States expanded 2 per cent in April over March, but was 24½ per cent lighter than either a year ago or the 1925-1934 average for the month. The general price level of packing-house commodities remained practically the same as in March, with a decline in lard, barreled pork, dry salt meat, lamb, and common veal quotations offsetting an advance in other products. Payrolls reflected a decline from March of 3½ per cent in number of employes and of 1½ per cent each in hours worked and in wage payments. Inventories of packing-house commodities in the United States were reduced 98,579,000 pounds on May 1 from the beginning of April, were 120,932,000 pounds less than for the corresponding date of 1934, and 148,980,000 pounds below normal for this season of the year.

South Dakota now is assured of 28 CCC camps. Locations for two already have been selected, one at Aberdeen on the biological survey and the other at Chamberlain to develop a state park. The camps will have a personnel of about 5,800, the state's new enrollment quota having been set at 5,700.

Commercial West—the Northwest's business news magazine.

Yetka to Lead Conference at Federation Meeting

Frank Yetka, Minnesota's commissioner of insurance, has agreed to headline the round-table conference at the annual meeting of the Insurance Federation of Minnesota, to be held Tuesday evening at the Curtis hotel.

This round table feature of the Federation's annual meeting is new. So is the fact that this is to be an evening meeting, beginning with formal dinner at 6:30, instead of the customary day session starting with luncheon. Because of the fact this is to be an evening meeting it is believed the attendance will be larger than usual, due to the fact more insurance men will be through with their day's work and able to get out for the affair.

Then, too, there are to be no long set speeches, as has been the custom of the day programs. There may be a few called upon for short talks but these will in no way be lengthy affairs.

Following a short business session after dinner, at which officers will be elected, the new round table feature will be opened. Commissioner Yetka is busily engaged in making up a list of mighty important insurance topics to be discussed. He will lead off with a general statement of the aims and ambitions of the state insurance department, outlining how he believes the department can be of help to insurance men. Then he will ask for suggestions from the various round table groups, thus leading the meeting into discussion of subjects closest to the hearts and most affecting the business affairs of insurance men.

Following Mr. Yetka, Roy Elwess, manager of the St. Paul office of the Employers Mutual Liability Insurance Co. of Wausau, Wis., will lead the round table conference into discussion of workmen's compensation insurance.

Mr. Elwess was chairman of the Federation's joint committee on workmen's compensation during the session last winter of the Minnesota legislature. This committee was comprised of eight mem-

bers—four stock company men and four mutual men. It is reported to have done an excellent job, having been largely successful in getting the legislature to pass the guaranty of awards bill in which solvent companies make up any loss of award payment for workmen's compensation in case of the failure of an insuring company.

Mr. Elwess is reported to be an excellent authority on workmen's compensation and is expected to develop an exceptionally interesting round table discussion on that subject.

The secretary's office in Minneapolis reports fine response to its letters of notification to members and is assured now of large attendance from the Twin Cities and excellent representation from all over the state.



COMMISSIONER YETKA

New SEC Form for Insurance

The Securities and Exchange Commission has promulgated a new form for the registration on national securities exchanges of securities of companies in the general fire and casualty insurance business. It is known as Form 13 and is the fourth of the new forms for registration under the Securities Exchange Act.

The form is not to be used by corporations engaged primarily in the business of guaranteeing mortgage or mortgage participation securities. The commission, however, has promulgated a rule providing that life insurance companies shall use the form pending the preparation of a separate form for their use.

Form 13 follows closely the requirements of Form 10 for industrial corporations, the only changes being those necessary to meet the characteristics of the fire and casualty insurance business. While making no requirement at present that financial statements filed with the

registration statement be certified by independent accountants, the commission has reserved for consideration the advisability of requiring such certification for future financial statements for registered companies or companies later seeking registration.

In connection with the publication of Form 13, the commission has amended its rules as to the use of Form 10 to provide that corporations engaged primarily in the title insurance business shall file applications for registration on Form 10.

BECOMES CHAMBER DIRECTOR

Philip Lieber, Shreveport, La., immediate past president of the United States Building and Loan League, is one of the new directors of the Chamber of Commerce of the United States chosen at the recent annual meeting in Washington. Mr. Lieber becomes one of the two directors for the states of Kansas, Oklahoma, Missouri, Arkansas, Louisiana, Texas, Colorado, and New Mexico.

Read about the new Northwest in Commercial West.

Pioneers

— Since

1891 —



FRED L. GRAY COMPANY

Northwest Managers and General Agents

INSURANCE

Casualty - Liability - Bonds - Fire - Automobile - Marine

In Quality Companies Only

300 SECURITY BLDG.

MINNEAPOLIS

THE INSURANCE KEYHOLE

Minnesota Insurance Commissioner Frank Yetka was called to Cloquet, his home town, Saturday, by the serious injury of his 12-year-old son. The boy was riding a bicycle when struck by an automobile. He was rushed to a hospital where skull fracture was at first feared. A report from Mr. Yetka's office on Tuesday, however, stated that immediate danger was past, that there had been a slight brain hemorrhage, but no fracture. The lad was quite badly bruised, and will be laid up for some time.



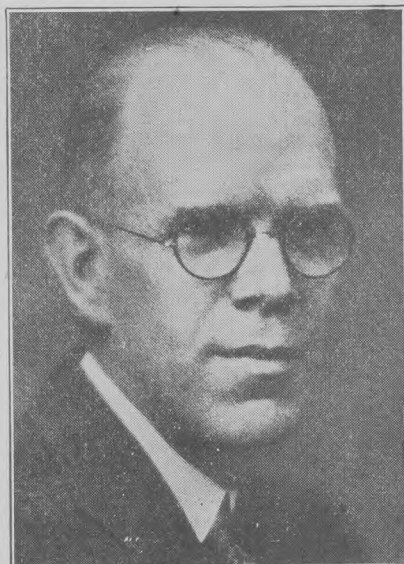
An Interesting Case

Iowa's state insurance commissioner, E. W. Clark, has petitioned the supreme court of that state for a rehearing of the decision upholding the right of the State Executive Council to compel Mr. Clark to appear before it for review of his official actions. An interesting point is raised in the case, inasmuch as Commissioner Clark challenges authority of the State Executive Council to discharge or try appointed officials.



Looks Like Hauschild

Present indications are that O. D. Hauschild of Minneapolis, attorney-manager of the Retail Lumbermen's Inter-Insurance Exchange, will be re-elected



STARTS UP FOR HIMSELF

For the past eight years Edward S. Howland, above, has been selling insurance through the sales plan known as "estate planning." He has recently severed connections with the Equitable of Iowa and has started an independent office at 906 Baker building from which he will serve all insurance agencies and individuals seeking the estate planning service.



IT'S NORTHWEST'S YEAR

J. A. Thomas told the Keyholer this week that during the six days of last week he put over 1,300 miles on the speedometer of his automobile. He said he didn't quite cover the state of North Dakota but that he did cover enough to give him a very optimistic viewpoint for the rest of 1935. "At one point I could throw rocks into Montana," said he, "and even this territory looked as green as all the rest." He is of the firm belief that 1935 is the Northwest farmers' year.

president of the Insurance Federation of Minnesota at its annual meeting next Tuesday evening in the Curtis hotel. Mr. Hauschild was elected president at the annual meeting last year and thus far there is no other candidate.



Speaks for Insurance

Life insurance is a great public benefactor. Thus declares one of the agency men handling Northwestern National Life in Minneapolis. "For instance," he points out, "during the past five years life insurance companies have distributed \$13,657,000,000. Sixty-five million men and women now are partners in this greatest of all cooperative enterprises. Their average policy is only for \$1,670 and the average share of assets is only \$346, yet their total accumulations amount to more than \$22,000,000,000. Here's the big thing: The cost of management of this enormous sum of money is only 1.1 per cent of the annual income."



Risk Pool Organized

Twin Cities insurance men have just received advice that organization of the assigned risk pool by 25 member companies of the National Bureau of Casualty and Surety Underwriters has been completed. This pool will transact 85 per cent of the workmen's compensation insurance business written by members of the Bureau.

AUTOMOBILE INSURANCE

Many bank agencies have found it to their advantage to represent this company.



Your Inquiry Invited



HOME OFFICE
McKnight Building
Minneapolis, Minn.

Omaha's
WELCOME
to the world

HOTEL
FONTENELLE
OMAHA

Every city has one outstanding hotel. In Omaha, it's the Fontenelle, the center of the community's activities. The Fontenelle is known throughout the nation for its comfort, courtesies and service and for its genial air of old-fashioned hospitality.

\$2.50
UP
EPPLEY HOTELS CO.

OPPOSES CENTRAL BANK

Recent recommendation of Secretary of the Treasury Morgenthau that the federal government buy up the stock of the 12 Federal Reserve banks, made in support of the 1935 banking bill, has drawn a sharp retort from President R. S. Hecht of the A. B. A. Referring to the move as presaging a central government banking institution, President Hecht is quoted as saying it "would be run to meet the varying exigencies of the government rather than to serve the commercial needs of the country."



Mr. Banker:

There are dividends for you in our new special contract and we can show you where it would be well worth your while to write us regarding our liberal agency contract.

Make your insurance connection with a company that is a Northwest institution—a company that makes its investments in the territory it serves—a company for your best interest, first, last and always.

S. H. Witmer,
President.



POLICYHOLDERS NATIONAL
LIFE INSURANCE COMPANY
OLD LINE LEGAL RESERVE • SIOUX FALLS • SOUTH DAKOTA



Business Leader Advises Against Banking Control

Here's the business man's idea of the kind of a banking system needed in the United States. It is the opinion of Frederick S. Snyder, former president of the Boston Chamber of Commerce and of the Institute of American Meat Packers, made recently before the Chamber of Commerce of the United States.

"Banks," Mr. Snyder said, "are, in essence, the clearing house of business, just as they, in turn, find clearing houses necessary among banking organizations.

"It has been said that America has never enjoyed a unified commercial banking system," Mr. Snyder continued. "Such systems can only be developed with the aid of the public and the legislatures, both state and national. Our sovereign states are properly jealous of their own state rights.

"The widely differing social and business conditions existing in the 3,000 miles between the Atlantic and Pacific and the wide reaches from Canada to Mexico will require that any type of unification must necessarily carry with it a high degree of elasticity.

"Is there such a thing as the American banking principle? If so, can it be defined?

"The banking evolution, developing as it did in the first nation-wide movement inspired by the financial necessities of the Civil War, has up to this time found its best expression in our present Federal Reserve system, differing as it does from any other national system. This system was the outgrowth of studies by business committees, practical bankers and professional economists.

"The plans of the original proposers, while not fully realized, were centered upon the principle that commercial services must be privately owned and managed; that they must be removed as far as possible from political pressure; and must be regulated, but not dictated.

"The business world fears dictatorial power vested in a politically controlled federal reserve board. Business interests will lose confidence in the system if there is a loss of local autonomy by the Federal Reserve banks in their respective districts. They prefer that local control be increased rather than diminished.

"Business interests resent the indicated competition of government agencies either in business or in banking.

"They believe that demand deposits ought not to be received in government institutions; that commercial credits ought not to be extended by government except as an emergency measure.

"Business re-employment is the golden

key. Its progressive restoration appears chiefly dependent upon restored confidence in a stabilized financial, legislative and political programme. Accomplished, this will again release creative forces in all forms of business enterprise. The budget can then be fully balanced. In the financial field, the Congress should retain the authoritative autonomy of our Federal Reserve banks and therefore of the member banks of each district, subject always to reasonable governmental regulation.

"Wise legislators will set their faces like flint against political dictation as applied to the Federal Reserve Board and therefore detailed directional banking control whenever it becomes politically desirable to exercise such control.

"This is not a doctrine of laissez faire. It is a proposal that we keep one foot on a rung of the national financial ladder until we have transferred the other foot to the rung which is higher up."

Important Part Agriculture Plays in Banking

(Continued from page 10)

year of plenty only hastened the eventual doom. County after county got involved in interminable debts trying to maintain administrations and perform services way beyond their ability to sustain. Rural credit loans fostered then by a state that had not fully measured its strength, now tax our ingenuity to redeem. It's nothing new to say that the west river country is primarily a cattle and sheep country, but that view need reaffirmation. Grasses thrive on less rainfall than crops. They never require plowing or tilling or threshing. The safe and sane thing is to return to livestock except in those regions where small agriculture has exonerated itself. This same statement may be quite generally applied to everything west of the ninety-ninth Meridian. In the rehabilitation of that vast area the banker can play an important part of leading the way, and by cooperation with the State College in directing an intelligent program of adapting production to soil and climate and physiography.

If we follow wise programs farther east in this state we must learn to base our crops on the types of our soils. This state should have complete soil surveys in every county. Only nine now have this advantage. The federal government could well direct necessary funds to such a permanent enterprise, and then through its extension work and county agents make practical use of the survey. The making of soil surveys is a definite part of scientific agriculture, and in giving

employment to thousands of trained specialists who today are looking for work, our government will at the same time be creating something permanent.

We said we should adapt production to the soil and climate. An excellent illustration of that is the Altamont moraine. Recently the state geologist made a survey of Grant county, in which he set up the paramount features of topography, climate and subsoils. His analysis of the Altamont moraine as a rough, sometimes rocky, but heavily grassed belt, whose gravel subsoils are the source of innumerable fine springs, is significant. No plow should ever here have turned the sod. It's distinctly a grazing land, with flowing springs. Small and irregularly shaped fields, sadly neglected and many of them "gone back" profane the otherwise beautiful landscape—primitive and virgin. In the rehabilitation of South Dakota let us make no more such errors. Here was one bubbling spring alone that watered 800 cattle and 1,300 sheep in the driest year of our history, with water to spare besides.

In our adaptation for a better agriculture, let both banker and government never lose sight of the successful farmer. All over our state are thousands of individual farmers who are still making good. They not only carry on without government aid, but will eventually contribute to the liquidation of national debts incurred for the resuscitation of their weaker neighbors. Without these strong, sturdy individuals our country would not be what it is today. By energy, thrift, by indomitable purpose these men have succeeded where others have failed. They are the fingerposts to progress. They live on the production of their own planning and toil. In our program to keep the distressed let us put no undue penalty on thrift, or else our efforts will fall by their own weight. When the last taxpayer is gone, who will pay the tax?

Many of our recent writers are asserting that there are no more frontiers, that we are now consolidated and compact. But there are frontiers. There is the frontier of the elimination of grade crossings on our railroads, giving employment to hundreds of thousands of men. There is the frontier of high speed, efficient railroad transportation at lower cost and increased employment. Of the future development and perfection of transportation by air, of increased and improved electrification, both urban and rural, of forestry, of erosion control, of new grasses for barren wastes, of new and better beef, of higher producing dairy cows, of more efficient feeding of all livestock on the farm—these are all frontiers. And in their regeneration we will create an employment of men, and give renewed vision to a languishing citizenry.

I can only here touch on the subject of an improved livestock. With the elimination of over 40 per cent of the livestock of our state, taking in every instance the most unfit, we have to a certain degree purged our herds from the scrub. Now with the introduction of pure bred and

Here are 5 reasons

WHY

**Commercial West is read
by Business Men**

- 1—They want "news while it is news."**
- 2—They find it complete and organized.**
- 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.**

Will Commercial West do the things for you that it is doing for thousands of others?

We think it will.
newsvalue and its authority are just what you want in a news-magazine.

At least prove to yourself that its time saving value, its up-to-the-minute

Start Your Subscription Today. Write to

Commercial West

445 Rand Tower **Minneapolis**

proven sires, like upon like, we stand at the dawn of a better agricultural day. The banker can encourage and participate in this. He can help finance better sires, and in one year improve the quality of his security through the increase alone. Your committee stands for an improved livestock and feeding.

Our last thought is on rural education. If we are specializing in other fields of education, we should specialize here. Simple farm economics should be taught. This generation of children should be led to know that getting swamped in debt beyond one's ability to pay is worse than poor economy—it's slavery. Rural children, above all others, should be taught thrift. See what Joseph taught Egypt. If we husband our resources in the years of plenty it will carry us through the years of insufficiency.

One of the most effective ways of

teaching rural economics is through 4-H clubs. This is distinctly project-education. It is definite. It has immediate aims. It ties the rural youth to getting practical results. It takes rural education out of the realm of theory. Characters trained in action are the strongest characters. How well has it been expressed in these words: "When a man at one period of his life has omitted to put forth one's strength in work—there comes a time sooner or later when a void will be perceived; when the fruits of his omitted action ought to have appeared, and did not. They are the missing links in the chain of consequences. The measure of that void is the measure of his past inaction, and that man will never quite reach the same level of attainment that he might have touched, had he divinely energized his lost moments."—(Froebel.)

The banker can here also help in agri-
(Continued on page 34)

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 Price Holds as AAA Status is Threatened

Tuesday's strength of the wheat market in the face of the supreme court decision was surprising to many traders in the face of the supreme court decision wiping out NRA and with it power of the President to dictate code operation of business, probable effect of the decision on AAA, and the previous day's high court opinion declaring the Frazier-Lemke mortgage moratorium law invalid. All decidedly bear factors but they failed to jar the wheat price to any extent from around its present bottom.

The Chicago market held, in fact, futures advanced, and considerable Middle West money went into the market, strengthening Liverpool cables which opened weak on the French money situation and generally favorable world crop news.

There seems to be only one answer to the strength of wheat. That is that the market is oversold—considerably—with traders waiting around to pick up some bargains on breaks.

From present indications, with every report from the Northwest spring wheat area, from the Southwest, a bear report, and with the market holding as it is, a reaction to higher levels seems undoubtedly to be in sight. It may be technical, but it appears to be on its way.

May wheat is practically all liquidated. Open interest in Chicago Tuesday was only 825,000 bushels.

Other open May interests were: Corn, 4,351,000; oats, 997,000; rye, 146,000; barley, 76,000.

There was constant liquidation the first of the week in the Minneapolis market on July wheat, but no one seemed to want to take hold of it. Mills apparently are watching the Chicago situation before taking on orders.

An interesting sidelight of the Minneapolis market was the September close

Tuesday at 90% compared with December at 89%. With a big crop in sight the December future should have been higher than the September.

The corn situation continues critical insofar as domestic supplies are concerned and importations began pouring in this week from Argentine, 5,500 tons of yellow and 500 tons of white arriving for Albany and 3,500 tons of yellow for Philadelphia along with 18,000 bags of white bran. This corn has to pay 25 cents a bushel duty.

It was reported Tuesday that attorneys for the Chicago Board of Trade were to meet with directors of the Board to discuss the NRA and whether the Board would continue its code practice.

Traders are awaiting with a great deal of interest private reports which will be issued June 1 to 4.

Federal Deposit Insurance

(Continued from page 11)

troller of the Currency. It has been my good fortune to have known him for more than 20 years. The work of the Comptroller of the Currency during the past two years has been greater than at any time during the history of that office. At the end of the banking holiday in 1933, there were more than 1,400 national banks in conservatorship, with deposits of almost two billion dollars. In less than two years, 95 per cent of the money which was withheld from the depositors in these banks has been returned to them. To make this distribution possible an entirely new division of the Comptroller's office was established.

More than \$440,000,000 has gone into the national banks through the sale of their preferred stock and debentures to

Grain Price Range

	May 22	May 28
WHEAT—		
May	\$1.09¼	\$1.04
July	1.05½	.99½
Sept. ....	.95¼	.90½
OATS—		
May .....	.44	.36½
July .....	.37%	.34½
Sept. ....	.....	.31
RYE—		
May .....	.50½	.48½
July .....	.51%	.49¼
Sept. ....	.52¼	.50
BARLEY—		
May .....	.50%	.44
July .....	.48	.43
Sept. ....	.....	.42¼
FLAXSEED—		
May	1.69	1.65½
July	1.70	1.65
Sept.	1.71½	1.65

the Reconstruction Finance Corp. The supervision of these sales necessitated an additional new division. When the history of this administration is written, there will be no brighter pages than those dealing with the rehabilitation of the banks.

You know the picture of March, 1933, when the people had lost faith in our financial institutions. More than two billion dollars had been withdrawn from the banks and it became necessary to close them all. Today, that faith has been restored, your vaults are filled with cash; and this man who was reared in the Dakotas with many of you played a leading role in bringing this about. In addition to his duties as Comptroller of the Currency, Mr. O'Connor is a member of the Federal Reserve Board, was the first member of the Federal Deposit Insurance Corp. Board, and is the only man who has served continuously on that board since its inauguration.

The chairman of our board is the Hon. Leo T. Crowley of Wisconsin and he has given of his time unstintingly for the welfare of the banks. Hon. Phillips L. Goldsborough, former senator from Maryland, was recently appointed to our board and he brings with him a world of banking experience. To these men and to Walter J. Cummings, the first chairman of the board, and to E. G. Bennett of Ogden, Utah, the bankers owe a debt of gratitude.

We are very grateful for the cooperation of the banking department of this

CARGILL

MINNEAPOLIS

COUNTRY OFFICES

Fairmont, Minn. Lincoln, Neb. Cedar Rapids, Ia.
Devils Lake, N. D. Marshall, Minn. Hastings, Neb.
Sioux Falls, S. D. Williston, N. D.

TERMINAL OFFICES

Duluth Chicago Albany
Milwaukee Toledo Boston
Green Bay Buffalo Winnipeg, Man.
Omaha New York Montreal, Que.

state and for the work of the officers of your association. South Dakota is fortunate in having in Washington a congressional delegation working in the interests of your people who have had many additional problems in the past few months, because of the unusual conditions existing in your state. Certainly, there is no more active representation than that from South Dakota.

We have a large mutual insurance corporation and you are the members. Certain supervisory powers have been asked in our new bill, for instance, the authority to decline insurance to newly created banks, unless the new bank is needed. It seems reasonable that if we are to insure the deposits of the banks, the banks should have, in our opinion, a fair chance to succeed. This is the power that is given to the Comptroller of the Currency in the chartering of national banks, but this provision was stricken from our bill as it passed the House of Representatives. However, it is hoped that it will be re-incorporated before final passage. The pending bill also gives the corporation authority to examine insured banks. Certainly, we should be given that privilege, because of the large financial interest the corporation has in the insured banks.

The change to an assessment plan in place of the unlimited liability is, of course, interesting to all of you. The bill as originally introduced in the House, provided for 1/12 of 1 per cent assessment on the total deposits. It was changed by the House to 1/8 of 1 per cent. It should not be less than the amount originally set up in the bill. It is well to remember that Congress has the power to reduce the rate and this, of course, would be welcome to you members. However, Congress has, also, the power to increase the rate, and such a change would not be welcome. Let's leave the rate high enough to give adequate protection to the depositors.

Here is the picture as I see it: To our President has been delegated the responsibility for bringing safely over a long and rough road, the wagon which holds the welfare of our nation. With the reins in his hands, he can only guide and direct. The motive power must come from the team which pulls the load, and it is the people of the country who make up the team. If the team pulls together, the wagon will move steadily onward towards its goal. One balky horse, pulling against the traces, will impede the progress. Let us all pull together in harmony and do our part to give safe convoy to the welfare of the nation on its journey to greater heights.

GENERAL MILLS DIVIDEND

Directors of General Mills, Inc., announce declaration of the regular quarterly dividend of \$1.50 per share upon the preferred stock of the company, payable July 1 to all preferred stockholders of record at the close of business June 14, 1935. This is the twenty-eighth consecutive dividend on General Mills preferred.

We buy and sell
State and Municipal Bonds

MINNESOTA NORTH DAKOTA
 SOUTH DAKOTA MONTANA

We request offerings and solicit inquiries

For fifty years our Company and predecessor companies have carried on an investment business in the Northwest.

ALLISON - WILLIAMS COMPANY

Investment Securities



NORTHWESTERN BANK BUILDING
MINNEAPOLIS, MINN.



TELEPHONE ATLANTIC 8475

G. B. KEENAN & Co.

Investment Bonds

First Nat'l-Soo Line Bldg. - Minneapolis - Phone MAIN 0919

G. B. KEENAN

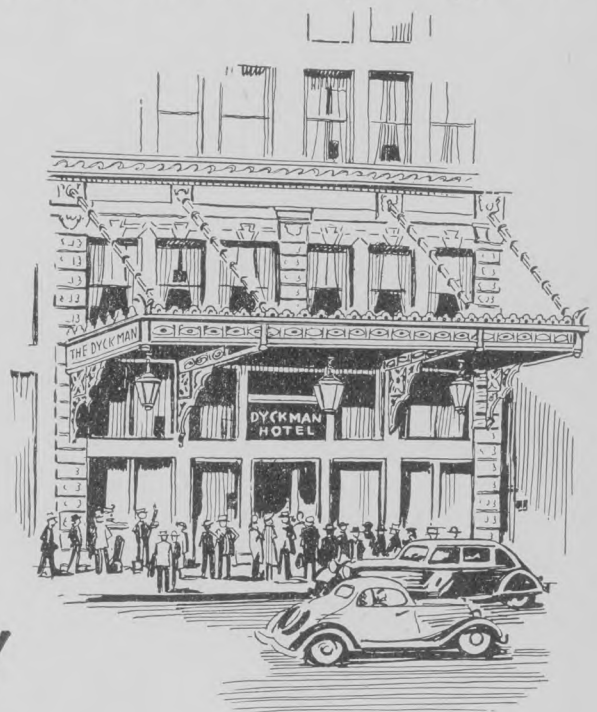
W. B. McCALLUM

The Best That Hotel Life Offers

**AT RATES THAT
 MEET TODAY'S
 CONDITIONS**

Entirely rehabilitated throughout, with every possible thought given to our guests' comfort. Ideally located in the heart of the Minneapolis business district.

Professional and business men from all over the Northwest return again and again to



The
Dyckman
 MINNEAPOLIS

300 rooms all with bath
 \$2.00 per day and upwards

Direction of
 AMERICAN HOTELS CORPORATION
 J. Leslie Kincaid Charles F. Knapp
 President Manager

SOUTH SIXTH STREET BETWEEN NICOLLET AND HENNEPIN

BUILDING AND LOAN

Further reports follow from building and loan associations of Minnesota in the survey conducted by Commercial West.

This survey covered highlights of operation in the first four months of 1935 compared with the same period in 1934, including the outlook for the rest of the year. The first instalment of reports was published in the May 18 issue of Commercial West and was received with a great deal of interest, not only by building and loan associations but by business leaders throughout the Northwest.

Following is a summary of reports received since the first resume was published:

From Southeast Minnesota

A large association in the southeastern corner of Minnesota reports practically no new construction loans applied for, nearly all being for remodeling or repair work, or for the refinancing of present mortgages. "Very few first-class loans available," says the report, "because of uncertain economic conditions and high tax rates. Little buying or improving of property. Indications are for pickup as season advances. Private parties making loans on real estate. Banks making monthly payment loans, dividing the business more than in the past."

From southern Minnesota an association reports financing of new construction very satisfactory—more new construction than for many past years; fair demand for the refinancing of mortgages. No demand for withdrawals. "Have just called in all our certificates of indebted-

ness." This association has fair application for loans, has felt no effect of federal loaning agency competition, reports local money looking for good loans; general mortgage market situation is good and prospects very encouraging for rest of the year.

In Western Section

Near the South Dakota line an association reports an increase in financing of new construction, no old loans being refinanced. "Federal agencies making loans are retarding our activities. Situation improved some, but there is a decided lack of confidence in the government's policies."

In the south central area an association says it has made five loans for new construction in the last 30 days and has refinanced 32 mortgages since the first of the year. It has a membership waiting list and has 10 applications for loans in the past month, with more coming. General mortgage market situation is good. "Business has never been better."

West Central Report

From the west central part of the state a sizable association states it has had \$1,800 in financing of new construction against \$1,400 in 1934; estimates full 50 per cent of repairing and remodeling financing this year will be done by federal agencies.

In the southwest corner of the state a large association reports: "We are able to care for all financing of new construction, with some improvement shown in demand." This association has had practically no application for withdrawals since the first of the year. There is a steady demand for small loans. "Conditions look good for this year."

South Central

One of the large associations in the south central part of the state reports nothing this year to date or first four months last year on new construction, some refinancing, more or less applications but making few new loans; mortgage market situation not so good, but looks as though it might pick up.

Another south central association reports loans for new construction fairly good in 1934, but nothing so far this year; goodly number of withdrawals in 1934 and only one thus far this year. Applications for memberships poor in 1934, but very good so far this year. Applications very good and all could take care of in first four months of 1934.

Northwestern Section

"Most of our new loans now are for improving, such as remodeling bath rooms, full basements, etc.," reports this association. "General mortgage market situation good. Conditions very fine in Red River Valley cities and villages."

Another in this area reports financing of new construction about the same as last year, with no refinancing being asked and no withdrawals; not much demand for loans. Business about normal. "Payments are fair, but could be better."

"Withdrawals are considerably less," says a southern Minnesota association. Has no applications for new construction loans, but 50 per cent more requests for regular loans. Delinquent loan payments are becoming less in number and the general feeling is more optimistic.

Western Section

A western association reports several people trying to get loans through government agencies because of lower interest rates, "which we probably would have ourselves otherwise."

Another says: "We find borrowers who want very high amounts are apt to go into the federal agencies, as they will make a larger loan for a longer time than the local concerns."

NEW CONSTRUCTION LOANS

Sixteen per cent of the loans made by savings, building and loan associations in the first quarter of 1935 were for new construction and remodeling, it is estimated by the United States Building and Loan League. This compares with 11 per cent of their total loans going for like purposes during the same period in 1934.

The actual increase in construction loan volume is estimated at about 145 per cent above the 1934 first quarter operations, demonstrating not only the easier flow of mortgage money but the development of a better demand for the available credit, according to Morton Bodfish, executive vice president of the League.

Editor's Son—Dad, what was your great ambition when you were a kid? Editor—To wear long pants. And I've got my wish. If there's anybody else in this country that wears his pants longer than I do I'd like to see him.

Hot news while it's hot—in Commercial West.

*Minnesota Building and Loan
Association*



360 Robert St.
St. Paul

129 So. 7th St.
Minneapolis

**Money to Loan on
Owner Occupied Homes**

FIRST FEDERAL SAVINGS
AND LOAN ASSOCIATION OF MINNEAPOLIS

517 Marquette Ave.

HOME LOANS

REFINANCING
REMODELING
BUILDING

Long Term—Low Rate

**Twin City Building
and Loan Assn.**

Fourth at Minnesota—St. Paul

Hits Federals in Wisconsin

Agitation for federalizing state building and loan associations is led by temporary federal payrollers who are trying to make their jobs permanent, Peter A. Cleary, chairman of the Wisconsin Banking Commission, charged in a recent public address, continuing his fight against the federal agencies.

"I don't blame anybody for wanting a job, but there are two sides to this federalizing question," Mr. Cleary said in explaining his vigorous opposition.

"Why should a state association federalize when it can obtain funds from the Federal Home Loan Bank on exactly the same terms and conditions as federal associations? State associations may go under the federal building and loan insurance plan on exactly the same terms as the federals.

"The only question at issue is whether we want federal or state supervision. I challenge anybody to question whether we have done a good job of state supervision in Wisconsin.

"Why should the income from fees for charters and supervision be handed over to Washington when it might just as well stay in this state? Why should the people of Wisconsin cut off this source of state revenue to get federal supervision that can be no better than that we already have?"

FORESEES LOAN IMPETUS

Greatly increased mortgage lending by the savings, building and loan associations, an accelerated flow of private money into their shares because of the changes in the federal savings and loan insurance corporation provisions, and a new program of expansion by the Federal Home Loan Bank system are in the offing. All these factors will lead directly into the great desirable, the revival of home building.

That is the prediction of President I. Friedlander of the United States Building and Loan League, in anticipating the results of the pending home mortgage legislation in Congress on basis of the House and Senate conferees' report.

Besides giving the Home Owners Loan Corp. an additional bonding power of \$1,750,000,000 to take care of applications already on file and those filed during a 30-day period after the final passage of the act, the new measure directs its attention definitely to encouraging investments of funds in thrift and home financing institutions and to developing other sources of funds for them to supplement the privately held shares, Mr. Friedlander says.

Bobbie: My father plays a long stringed instrument. Billy: What is it?
Bobbie: He's the bill ringer at the church.

Wanted Business ASSOCIATE

For an established Minneapolis Company having powerful manufacturing connections producing new staple patented products now in national and foreign distribution and sold through high rated concerns.

Remarkable expansion and general acceptance recommends immediate development of new sales outlets, automatically created by inquiries from all parts of the world. This calls for additional capital of \$5,000 to \$10,000. Interested party can become active as officer but would consider silent associate willing to act as director.

Bank and other business references exchanged. Will deal with principal direct or through your bank or attorney. Address, Financial 3767, care of Commercial West.

open
door



FOR twenty years the door of the Financial Advertisers Association has been open to those who believed in financial advertising and sought to better it. The problem of better customer and public relations was taking form in the Association in 1917. Work in the earlier days was entirely mutual and mutuality of interests is still the keynote, though the Central Office functions efficiently in coordinating ideas and plans and disseminating them to members. This is an open invitation to banks, trust companies, investment houses and other financial institutions to join the Association. Dues are moderate; very low indeed for the value afforded. Full information regarding membership, and advance news of the 20th Annual Convention may be had by addressing Preston E. Reed, executive secretary, 231 South La Salle Street, Chicago.



20th Annual Convention, Atlantic City, Sept. 9-11

BUSINESS WANT DEPARTMENT

SERVICE COMPANIES

ALL KINDS OF SIGN WORK expertly done. From the smallest window card to the largest billboard, we will cooperate and give you fair estimates. Window lettering a specialty. Call or write JOHN GEMLO SIGN CO., 12 North 12th St., Minneapolis, Phone Ge. 0227.

RE-UPHOLSTERING OR REFINISHING furniture for the home or office our specialty. One piece or suite at prices that merit your consideration. Will deliver free anywhere in the Twin Cities. Write or phone A C FURNITURE CO., 3705 Nicollet Ave., Minneapolis, Phone Re. 7865.

LET HARFF PAINT 'EM—AUTO PAINTING that has won the approval of hundreds of automobile owners. Our satisfied customers our best ad. We want more of them. Estimates will be cheerfully given. L. H. Harff, 15 North 12th St. Phone Main 4896.

TRUCK OWNER has one truck—capacity 3½ ton—available for long or local hauling. Would like to make connection with Minneapolis or St. Paul industry shipping to any part of Minnesota. Address HENRY POTHEN, 406 E. 18th Street, Minneapolis. Phone: Bridgeport 4442.

BANK INTEREST WANTED

Experienced banker wishes to buy an active interest in country bank. Address Box 541, care Commercial West.

Am in the market to purchase an interest in a good bank. What have you to offer? Box 156, care Commercial West.

Canadian banker, 25 years' experience, fourteen years as successful branch manager, wants to buy small interest or controlling stock in American bank. Full particulars as to size of town, living conditions, etc. References exchanged. Box 548, Commercial West.

BANK FOR SALE

CONTROLLING STOCK FOR SALE in attractive Southern Minnesota National Bank—modern and up-to-date point—real prospects for the future. Ideal setup for capable and substantial Banker. For particulars write Box 546 Commercial West.

HELP WANTED

INVESTMENT DEALER wants experienced bond salesman for territory representation, preferably Southern Minnesota. Address Box 552, care Commercial West.

You Will Be Heard At 4 Cents a Word

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

MISCELLANEOUS

Wisconsin Mortgages expertly salvaged. Charges contingent upon success. Baker Land & Title Co., St. Croix Falls, Wis.

Wanted position as Farm Manager, 15 years experience, last three with Land Bank. Address Box 550, care Commercial West.

General Merchandise Store, town of four hundred, located in southwestern Minnesota, in good farming district which has not known a poor year for some time past. Reason for selling, wish to retire. Address Box 551, care Commercial West.

SITUATION WANTED

Position as assistant cashier—fourteen years banking experience, capable, best of references. Address Box 547, care Commercial West.

Assistant cashiership or cashiership wanted by experienced young banker. Can invest. Address Box 549, care Commercial West.

FARM LANDS WANTED

Timber land wanted. Second growth preferred not more than one hundred miles from Minneapolis. Will buy either land or take timber—optional. Box 177, care of Commercial West.

Wanted: N. D. or S. D. farm—all improved—a farm that one can realize a return on a substantial investment. Property must be clear—Torrens Title preferred. Box 179, care of Commercial West.

Wanted: Hay land. Will rent or lease reasonable land in any part of North Dakota (would prefer Red River Valley) for the raising of hay. Write Box 180, care of Commercial West.

FARM LAND FOR SALE

DOUGLAS COUNTY FARM, 500 acres near Brandon. Here's a farm that is a real investment. Best soil in Douglas County. All equipped. 8 room house, 2 baths, hot water heat, ultra modern in every respect. All out buildings good as new. Priced to sell at \$75 per acre. Box 176, c/o Commercial West.

FURNITURE AND FIXTURES

If you are contemplating going into the banking business we have a complete set of fixtures for sale very cheap. These fixtures include vault door, burglar alarm, marble fixtures with all equipment. Write Box 108, care Commercial West.

Several nests of Mosler and Diebold Safe deposit boxes at one dollar per opening. One Brandt money changer \$45.00. One Burroughs commercial posting machine, cost \$1,325.00, sell for \$225.00. C. A. Doyle, 108 Midelfart Clinic Bldg., Eau Claire, Wis.

Left hand, Marble Fixtures and two Vault Doors for sale. Must sell at once. Address Box 553, care Commercial West.

INVESTMENTS

Controlling interest in bank located in southern Minnesota town. Excellent condition. Money maker. Has paid dividends last 4 years. Takes about \$11,000 to handle. W. R. Olson Company, Fergus Falls, Minnesota.

Our client, an experienced country banker, is interested in purchasing stock in a sound bank in a town of 1,000 population or more, where he can assume an executive position. W. R. Olson Company, Fergus Falls, Minnesota.

Part Banker Plays in Farm Recovery

(Continued from page 29)

cultural recovery by lending encouragement to those forces which tend toward the improvement of rural life, rural thinking and action. In these matters of rural education 4-H Club works leads the way. "Organize, energize, supervise," is a fitting slogan for the key banker. In carrying out these projects the children set the example for the parents.

In conclusion—Dakota is not a desert. For years it produced the greatest new

wealth per capita of any state in the Union. By your efforts it will do so again. In the rehabilitation process the banker stands peer.

FCA LOANS THREE BILLIONS

FCA completing its second year May 27 has loaned \$3,000,000,000, an average of \$4,000,000 a day since its organization. Land bank and commissioner loans were \$1,728,000,000; short term production credit \$955,000,000; loans to farmer cooperatives, \$241,000,000. Farmers used 90 per cent of their loans, FCA reports, to pay creditors and have saved \$35,-

000,000 a year in reduction of interest costs.

NEW NORTHWESTERN PATENTS

The following patents were issued as of May 21 to Northwest inventors, as reported by Williamson & Williamson, patent attorneys, 925 Metropolitan Life building, Minneapolis: B. J. Chromy, Hopkins, Minn., radio receiving system; F. A. Martoccio, Minneapolis, method of and apparatus for applying nuts to candy bars; A. R. Nyquist, Roseau, Minn., electrode for arc welding; A. C. Peterson, Minneapolis, drive and suspension means; G. F. Spettel, St. Paul, combination door-step.

LEGAL DECISIONS

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

WEST PUBLISHING CO.
ST. PAUL, MINN.

James F. Williamson

George F. Williamson

Ralph F. Williamson

TRADE
MARKS

PATENTS

COPY
RIGHTS

Business Established 1885

WILLIAMSON & WILLIAMSON

925 Met. Life Building

Minneapolis

TRAVEL PARADISE



Cruise THE GREAT LAKES

UNDER THE AMERICAN FLAG VIA THE SS. OCTORARA AND THE SS. JUNIATA

"NATURE'S ROUTE TO AND FROM THE EAST"

Plan to sail the Great Lakes this year. For journeying to the vacation lands of the East, the Great Lakes provide an inspired route. Through tickets can be purchased from your travel or railway agent to include one way or round trip passage on the Lakes via the modern ships of the Great Lakes Transit Corporation. Or spend a full vacation cruising the Lakes. Special nine-day (between Duluth and Buffalo) and five-day cruises (between Duluth and Mackinac Island) have been scheduled with frequent sailings. Thrill to the scenic splendor of the Great Lakes' country . . . relax and rest on sun-drenched decks cooled by stirring breezes . . . enjoy delightful meals and a full schedule of entertainment with dancing every night. Adequate shore leave is arranged at all points of interest.



Adequate Facilities
for Automobiles

GREAT LAKES TRANSIT CORPORATION

H. L. FRANK, *Gen. Pas. Agent*, 1125 Metropolitan Life Bldg., Minneapolis, Minn.

R. L. McDONALD, *Gen. Agt.*, 703 Pioneer Bldg., St. Paul, Minn.

BUFFALO (NIAGARA FALLS) CLEVELAND DETROIT
MACKINAC ISLAND SAULT STE. MARIE HOUGHTON DULUTH

Serving the Agricultural Northwest

Every Week for More Than 33 Years

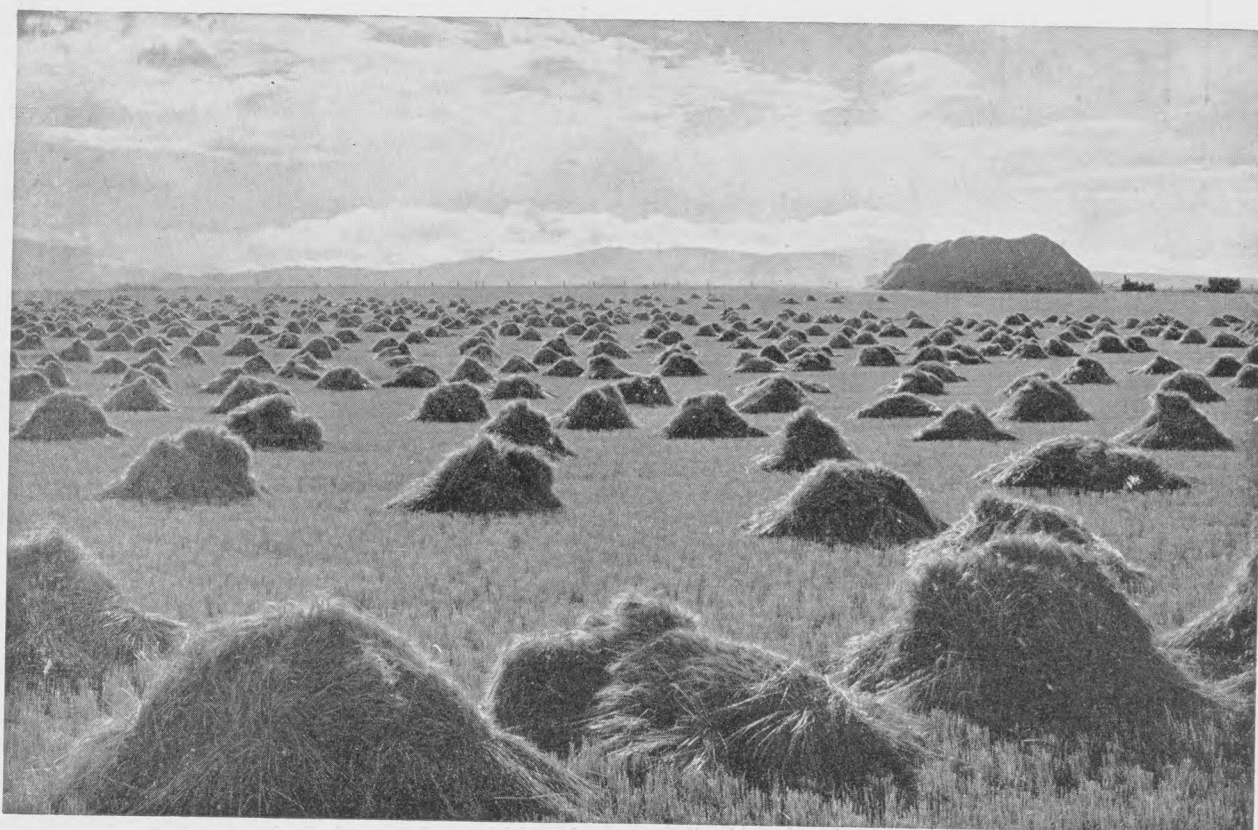
EVERY week for a quarter of a century, and eight years more, this old-established journal, "The Financial Weekly of the West," has served Bankers and Business Men with a weekly news service that stands out in a class by itself. And Commercial West is happy to count among its host of regular readers many influential executives who have been subscribers all that time. They know, as do the thousands of others, that Commercial West gives them just the news they want, the way they want it, and promptly every week while it is news. They read Commercial West regularly and rely upon it. And advertisers know that such keen reader interest means enhanced value for their advertising.

*The Weekly
News Magazine
of Finance
and Industry*

COMMERCIAL WEST

RAND TOWER

MINNEAPOLIS



IN THE SERVICE OF AMERICA'S WHEAT FARMERS

TODAY, because great mills purchase wheat in tremendous quantity, the wheat farmer sells his wheat at prices determined by nationwide supply and demand. His obligations end with the harvest. He does not know whether the flour or other wheat foodstuffs made from his wheat are sold to bakers and housewives in Maine or California or anywhere between.

However, General Mills is working in every section of the country, helping extend the market for wheat foods. Its mills, its terminal and storage elevators, its country receiving stations are strategically located in the important wheat growing sections. In addition, its sales offices in consuming markets are so located that they help in the efficient marketing of the wheat products. Because its facilities are advantageously located in the important growing sections

and consuming markets, General Mills does its part in marketing the farmer's products on a most attractive cost basis.

Lately, the American farmer has been faced with a steady decline in the per capita consumption of wheat in this country. To offset this reduction in the farmer's market, General Mills is conducting effective advertising and merchandising campaigns to increase the use of baked wheat products. Every day millions of consumers read or hear a sales message in print or over the radio.

As the leader in this joint effort by millers and bakers, General Mills is performing a great service to the farmer and to the nation, and correcting many of the false ideas concerning bread in the daily diet.



General Mills, Inc.,
MINNEAPOLIS, MINNESOTA