

THE NORTHWESTERN BANKER

A MAGAZINE FOR
PROGRESSIVE BANKERS

DES MOINES, IOWA

JUNE

1909

The Commercial National Bank Of Waterloo, Iowa

Capital and Surplus	-	-	-	-	\$ 295,000.00
Resources	-	-	-	-	2,365,000.00

OFFICERS *and* DIRECTORS

W. W. MILLER, President	GEO. L. LICHTY, Vice President
F. C. PLATT, Vice President	H. C. SCHULTZ, Cashier
E. L. JOHNSON, Vice President	E. W. MILLER, Assistant Cashier
H. M. REED	J. W. KRAPFEL
A. J. EDWARDS	WARREN BROWN
	C. W. ILLINGWORTH
	J. S. TUTHILL

RESOURCES

<i>Loans, Bonds and Stocks</i>	-	-	-	-	\$1,746,830.58
<i>Cash and Exchange</i>	-	-	-	-	618,103.19
					\$2,365,023.77

LIABILITIES

<i>Capital, Surplus and Profits</i>	-	-	-	-	\$ 295,393.00
<i>Circulation</i>	-	-	-	-	187,700.00
<i>Deposits</i>	-	-	-	-	1,881,930.77
					\$2,365,023.77

Recognizing the demand, the advantage and the safety of **direct service**, this bank has made a specialty of **direct connections**, reaching daily over 300 of the representative banks and bankers in eastern and northern Iowa.

The Accounts of Banks and Bankers Solicited

The Active, Conservative Bank of Waterloo

The Fourth National Bank of the City of New York offers to Depositors Every Facility Which Their Balances, Business and Responsibility Warrants

The Northwestern Banker

Fourteenth Year

Des Moines, Iowa, June, 1909

Number 6

The Hanover National Bank

OF THE CITY OF NEW YORK.

Nassau and Pine

JAS. T. WOODWARD, President
 JAS. M. DONALD, Vice President
 E. HAYWARD FERRY, Vice Pres.
 WM. WOODWARD, Vice President
 HENRY R. CARSE, Vice President
 ELMER E. WHITTAKER, Cashier
 WM. I. LIGHTHIPE, Ass't Cashier
 ALEX. D. CAMBELL, Ass't Cashier
 CHAS. H. HAMPTON, Ass't Cash.
 J. NIEMANN, Ass't Cash.
 WM. DONALD, Ass't Cash.

Established 1851.

Capital	.	.	\$3,000,000
Surplus	.	.	10,000,000



The National City Bank of Chicago

Capital \$1,500,000
 Surplus \$300,000

Solicits Your Business

U. S. DEPOSITORY

Citizens National Bank

DES MOINES, IOWA

J. G. ROUNDS, President
 S. A. MERRILL, Vice-President
 GEO. E. PEARSALL, Cashier

Capital	.	.	\$200,000
Surplus	.	.	100,000

ACCOUNTS SOLICITED.

The Bankers National Bank

OF CHICAGO, ILL.

Capital, Surplus and Profits \$3,328,957.84

EDWARD S. LACEY, President JOHN C. CRAFT, Vice-President
 FRANK P. JUDSON, Cashier CHAS. C. WILLSON, Ass't Cash
 RALPH C. WILSON, Ass't Cashier

Comparative Statement, Showing Increase in Deposits.

April 28, 1900	-	\$ 9,470,986.66
April 28, 1903	-	13,894,146.16
April 28, 1906	-	15,788,725.13
April 28, 1909	-	21,706,000.92

New Business Desired and Unexcelled Facilities Offered



The Bank of Personal Service

The Merchants National Bank

of Philadelphia

F. W. AYER, President THOMAS W. ANDREW, Cashier
 WM. A. LAW, Vice-President W. P. BARROWS, Asst. Cashier

Capital, Surplus and Profits, \$1,850,000



The Commercial National Bank of CHICAGO

Capital, Surplus and Undivided Profits, \$7,000,000
Deposits, \$45,000,000

OFFICERS

GEORGE E. ROBERTS, President

JOSEPH T. TALBERT . . . VICE-PRES'T	NATHANIEL R. LOSCH . . . CASHIER
RALPH VAN VECHTEN, 2ND VICE-PRES'T	GEORGE B. SMITH . . . ASS'T CASHIER
DAVID VERNON . . . 3RD VICE-PRES'T	HARVEY C. VERNON . . . ASS'T CASHIER
W. T. BRUCKNER, ASS'T TO VICE-PRES'TS	H. ERSKINE SMITH . . . ASS'T CASHIER

This bank is pleased to place at the disposal of its customers the facilities gained during forty-five years of continuous service and growth

THE CENTURY SAVINGS BANK

DES MOINES, - - IOWA

CAPITAL, - - - \$100,000.00

OFFICERS

W. G. HARVISON, Pres.
L. E. HARBACH, Vice-Pres.
D. A. BYERS, Cash.

DIRECTORS

W. G. Harvison,	P. C. Kenyon,
Geo. M. Christian,	J. B. Uhl,
J. W. Ridebeck,	J. B. Sullivan,
L. E. Harbach,	H. H. Teachout,
W. G. Burnside	

Accounts of Banks and Bankers Solicited. Superior Facilities for Collections. Interest Paid on Time Deposits.

Fisk & Robinson

BANKERS

Government Bonds
City of New York Bonds
Investment Securities

NEW YORK CHICAGO BOSTON
Members New York Stock Exchange

CHICAGO OFFICE. 135 Adams Street
C. FREDERICK CHILDS, Mgr. Telephone Cent. 6216

Great Western Accident Association

DES MOINES, - IOWA

ASSETS

January 1, 1902
\$7,781.91
January 1, 1903
\$52,348.73
January 1, 1904
\$131,123.92
January 1, 1905
\$166,488.32
January 1, 1906
\$232,770.28
January 1, 1907
\$299,898.09
January 1, 1908
\$359,700.35
January 1, 1909
\$415,023.21

For literature or other information, address

H. B. HAWLEY, President,
Great Western Building. Des Moines, Iowa.

SATISFACTORY STATEMENTS.

The following figures are from the column of "Total Resources" as taken from various bank statements which have been received at our office. These are from the last call and they all look pretty healthy, thank you:

First National Bank, Valentine, Neb.....	\$ 309,618.28
Cushing Savings Bank, Cushing, Iowa...	117,206.16
National Bank of Bloomfield, Bloomfield, Iowa	449,888.80
First National Bank of Cherokee, Cherokee, Iowa	1,068,452.82
First National Bank, Fort Dodge, Iowa..	2,982,275.95
First National Bank, Gowrie, Iowa.....	351,193.85
Citizens National Bank, Hampton, Iowa..	730,963.20
First National and Hedrick Savings Bank, Hedrick, Iowa	363,233.46
Citizens State Bank, Lenox, Iowa.....	273,936.24
Exchange National Bank, Leon, Iowa....	232,205.92
Citizens Savings Bank, Letts, Iowa (deposits)	226,164.57
First National Bank, Milford, Iowa.....	246,971.38
First National Bank, New Hampton, Iowa	553,151.69
First National Bank, New Sharon, Iowa..	227,838.60
Oskaloosa National and Union Savings Bank, Oskaloosa, Iowa	979,782.72
Ottumwa National and Wapello Co. Savings Bank, Ottumwa, Iowa.....	1,554,350.23
First National and German Savings Bank, Preston, Iowa	449,414.20
Farmers National Bank, Red Oak, Iowa..	331,751.27
First National Bank, Thompson, Iowa....	257,644.56
Washington National Bank, Washington, Iowa	1,256,706.59
City National Bank, David City, Neb....	597,948.20
First National Bank, Hastings, Neb.....	2,201,708.51
First National Bank, Pender, Neb.....	417,003.65
Live Stock National Bank, South Omaha, Neb.	750,594.82
First National Bank, Valentine, Neb.....	309,618.28
City National Bank, York, Neb.....	562,067.86
First National Bank, Argyle, Minn.....	191,293.77
First State Bank of Beltrami, Beltrami, Minn.	88,357.02
First National Bank, Brainerd, Minn....	992,614.66
First National Bank of Crookston, Crookston, Minn.	1,106,048.81
State Bank of Jeffers, Jeffers, Minn.....	142,551.70
Peoples First National Bank, Olivia, Minn.	273,616.49
First State Bank, Swanville, Minn.....	60,617.05
First National Bank, Fargo, N. D.....	3,236,950.81
First National Bank, Alexandria, S. D...	337,841.81
Brule National Bank, Chamberlain, S. D.	342,845.44

Chas. Hathaway & Company
COMMERCIAL PAPER

Correspondence Invited.

205 LA SALLE ST., CHICAGO



UNITED STATES DEPOSITORY

Your Account

Will be handled in the most careful and intelligent manner. Collection facilities excellent.

THE NATIONAL CITY BANK

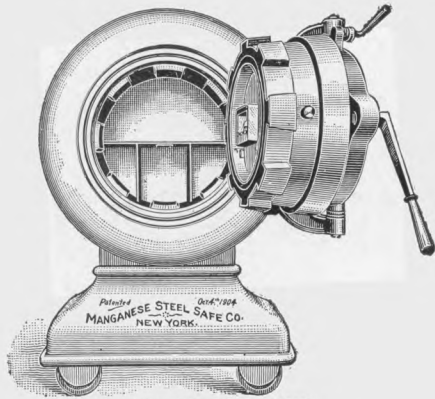
OF CHICAGO

OFFICERS

DAVID R. FORGAN, Pres. L. H. GRIMME, Cashier
ALFRED L. BAKER, Vice-Pres. F. A. CRANDALL, Asst. Cash.
H. E. OTTE, Vice-Pres. W. D. DICKEY, Asst. Cash.
R. U. LANSING, Manager Bond Department

Capital \$1,500,000
Surplus \$300,000

Home Recommendations Count



THE SAFE TO TRUST

Within the past five years the following Omaha, South Omaha and Council Bluffs banks have purchased safe work from us:

U. S. National Bank, ten Safes. First National Bank, Steel Vault and Safety Deposit Boxes. City Savings Bank, Manganese Steel Vault and Safety Deposit Boxes. Hayden Bros. Bank, four Bank Safes. J. L. Brandels & Sons Bank, two Bank Safes. Conservative Savings and Loan Assn., one Bank Safe. Packers' National Bank, two Bank Safes. Union Stock Yards National Bank, two Bank Safes. Live Stock National Bank, one Bank Safe. First National Bank, one Vault. City National Bank, one Bank Safe, Vault Doors and Safety Deposit Boxes. Commercial National Bank one Bank Safe.

Over 1,500 other banks in Nebraska, Iowa and South Dakota have bought their safes from us. No other Safe Company in the world can show such a home record.

Good Bankers Deal With Good People.

J. J. Deright Co. SAFE DEALERS
Omaha, Neb

Dubuque, Iowa

Second National Bank

✻ and ✻

Dubuque Savings Bank

Combined Statement

APR. 28, 1909

Cash	\$ 518,045.31
Investments	2,570,531.82
Deposits	1,805,714.25
Capital	569,566.24

Combined Total \$2,672,030.47

DIRECTORS

W. H. Day	Geo. W. Kiesel
H. B. Glover	James M. Burch
J. K. Deming	Chas. H. Bradley
Frank Bell	

O. H. LEONARD BECOMES PART OWNER OF POWESHIEK CO. SAVINGS BANK.

Mr. O. H. Leonard, cashier of the Citizens Savings Bank of Cedar Falls and president of Group Seven of the State Bankers Association, together with W. G. Pierson, of Brooklyn, have purchased a controlling interest in the Poweshiek County Savings Bank, one of the strong financial institutions in that part of the state. It was here that Mr. Leonard got his first experience in the banking business. After serving an apprenticeship he was promoted to the cashiership some years ago and after several years of successful business relations sold out to engage in the banking business at Pipestone, Minn. He remained at that place a few years and then sold out and for a time engaged in the manufacturing business in Cedar Falls. A few years ago he purchased an interest in the Citizens Savings Bank and was chosen cashier which place he still retains.

Regarding the change the Brooklyn Chronicle says:

"The new officers of the bank require no introduction to the people of Brooklyn and vicinity. Mr. Leonard was formerly cashier of the bank, resigned in 1898 to engage in the banking business in Pipestone, Minn., a few years ago he removed to Cedar Falls, Iowa, and is now cashier of the Citizens Savings Bank, the strongest financial institution in that city. Mr. Pierson has a very large acquaintance in the northern and eastern parts of the country and so far as we can learn the circle of his friends is co-extensive with his acquaintance. He has developed a very successful insurance business and will no doubt add strength and prestige to the institution of which he is now the active head.

"Mr. Jones has been connected with the bank for some months and the fact that he has been elected to succeed Mr. Moore as assistant cashier is in itself sufficient evidence that he is making good. The patrons of the bank will be pleased to know that its very efficient bookkeeper, Miss Melvin, retains her position.

"The bank contemplates amending its articles of incorporation in such manner as to provide for seven directors. The board now consists of five members, namely, J. F. Hatcher, J. J. Sloan, O. H. Leonard, Albert Davidson and I. Jones."

SECURITY SAVINGS, CEDAR RAPIDS, CELEBRATES.

Among other good things which the Security Savings did in honor of its twentieth birthday was the publication of a large three-column ad in the local papers. The ad contained an illustration of the handsome new building and much other matter. Under the heading, "A Bit of History," we find the following of interest:

"In the original board of directors, only two changes, other than those caused by death, have occurred during the twenty years, and the following directors have served continuously during that time: G. F. Van Vechten, J. R. Amidon, J. E. Murray and W. D. Douglas.

"The following directors served from organization until their death: Mr. Chas. H. Clark died January 2, 1897; Mr. W. W. Higley died May 19, 1899, and Mr. C. J. Ives died July 18, 1906.

"Mr. Clark was succeeded by Mr. B. H. Witwer;

Mr. Higley by C. D. Van Vechten and Mr. Ives by Mr. D. K. Harbert.

"Mr. P. C. Frick has served since 1894 and Mr. E. M. Scott since 1895.

"The present board is composed of the following gentlemen: G. F. Van Vechten, J. R. Amidon, J. E. Murray, B. H. Witwer, W. D. Douglas, P. C. Frick, C. D. Van Vechten, D. K. Harbert and E. M. Scott.

"Of the official staff, Mr. G. F. Van Vechten, the president, Mr. E. M. Scott and J. R. Amidon, vice-presidents, have served continuously since organization.

"Mr. Frank Filip, the present cashier, came into the bank as an office boy in 1894.

"Of the employes in length of service, Mrs. Maud W. Carpenter, the popular ladies' teller, stands at the head, having been connected with the bank since 1891. Mr. Walter Allison, the present manager of the safety deposit department and custodian of the new building, came into the bank as collection clerk in 1899. Miss Ella S. Merriman, the efficient loan clerk, has been with the bank since 1904. Mr. Ernest L. Johnson, bookkeeper and a promising bank man, since 1908, and Chas. G. Vavra, messenger, since January last."

Of special significance, as marking the remarkable growth of the bank are the two statements published side by side in the ad, one of twenty years ago, the other April 26, 1909. We append them here:

**The First Statement.
To the Auditor of State.**

April 29, 1889.
Resources.

Loans	\$25,810.00
Available Cash	24,502.05
Expense Account	190.60
Personal Property	665.85
	\$51,168.50

Liabilities.

Capital Stock	\$50,000.00
Undivided Profits	112.90
Deposits	1,055.60
	\$51,168.50

**Twentieth Anniversary.
Statement of Condition**

At the Commencement of Business April 26, 1909.
Resources.

Loans	\$1,535,794.89
Overdrafts	499.99
Available Cash	268,513.24
Real Estate and Vaults	200,000.00
	Total Resources
	\$2,004,758.12

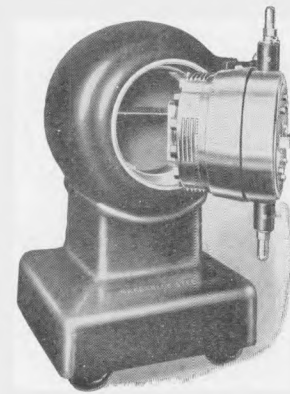
Liabilities.

Capital Stock	\$ 150,000.00
Surplus Fund	100,000.00
Undivided Profits	29,962.26
Deposits	1,724,795.86

Total Liabilities

\$2,004,758.12
Surely the "baby" has grown some in twenty years, and indications all point to still larger development.

The Northwestern Banker joins with thousands of other friends throughout the state in wishing the Security "very many happy returns."



Cannon Breech Manganese BANK SAFES

MR. BANKER:

Your attention is invited to the following points in relation to these safes which explain why they have never been opened by burglars since first introduced over fifteen years ago.

MADE FROM THE BEST QUALITY OF MANGANESE STEEL—A METAL ABSOLUTELY DRILL AND EXPLOSIVE PROOF.

DOOR GROUND INTO ITS SEAT LIKE A VALVE, GUARANTEEING A FIT IMPERVIOUS TO THE INTRODUCTION OF DRY OR LIQUID EXPLOSIVES.

LOCKING DEVICES CONSIST OF A TRIPLE TIME AND AUTOMATIC, PLACED ON THE INSIDE OF THE DOOR AND THEIR OPERATION BEING AUTOMATIC WITH NO HOLES THROUGH THE DOOR FOR SPINDLES OR OUTSIDE CONNECTION WHATEVER.

SAFE WHEN CLOSED AND LOCKED IS VIRTUALLY A SOLID BLOCK OF DRILL PROOF AND EXPLOSIVE PROOF MATERIAL WITH ONLY ONE JOINT IN THE ENTIRE OUTSIDE SURFACE, BEING THE JOINT AROUND THE DOOR WHICH IS GUARANTEED LIQUID TIGHT.

That the wonderful merit of these safes is recognized by the insurance companies is evidenced by the fact that they take the lowest rate of burglary insurance quoted.

These safes are made solely by The National Safe & Lock Company, of Cleveland, Ohio, whose line embraces every variety of burglar and fire proof safes, vault door linings, deposit boxes and allied products.

Correspondence Solicited by

The National Safe and Lock Co.

W. H. MORRISON, Mgr.

Fleming Bldg.

Des Moines, Iowa

THE CORN EXCHANGE NATIONAL BANK

of CHICAGO



CAPITAL : : : \$3,000,000
 SURPLUS : : : 3,000,000
 UNDIVIDED PROFITS 1,991,216
 DEPOSITS : : : \$58,000,000

OFFICERS

ERNEST A. HAMILL, President
 CHARLES L. HUTCHINSON, Vice-Pres.
 CHAUNCEY J. BLAIR, Vice-Pres.
 D. A. MOULTON, Vice-Pres.
 JOHN C. NEELY, Secretary
 FRANK W. SMITH, Cashier
 B. C. SAMMONS, Ass't Cashier
 J. EDWARD MAASS, Ass't Cashier
 JAMES G. WAKEFIELD, Ass't Cashier

DIRECTORS

Charles H. Wacker Martin A. Ryerson Chauncey J. Blair
 Edward B. Butler Charles H. Hulburd
 Clarence Buckingham Benjamin Carpenter
 Isaac G. Lombard Watson F. Blair Edwin G. Foreman
 Charles L. Hutchinson Edward A. Shedd
 Frederick W. Crosby Ernest A. Hamill

FOREIGN EXCHANGE. LETTERS OF CREDIT. CABLE TRANSFERS

Our facilities for handling the accounts of
 Northwestern Bankers are unexcelled.



The First National Bank of Chicago

James B. Forgan, President

THIS BANK, with a department especially organized to take care of Bank Accounts, invites the business of Northwestern Banks and Bankers with the assurance of satisfactory service and agreeable relationship.

Division F. (Banks and Bankers)

August Blum Vice President
 Herbert W. Brough Assistant Manager



ESTABLISHED 1856

Iowa Lithographing Co., Des Moines, Ia.

Bank and Commercial Stationery a Specialty.

No Trouble to Quote Prices.

THE OLDEST BANK IN THE UNITED STATES
(CHARTERED BY CONTINENTAL CONGRESS, 1781)

THE BANK OF NORTH AMERICA

NATIONAL BANK
PHILADELPHIA, PENNSYLVANIA

CAPITAL - - - - -	\$1,000,000.00	President - - - - -	H. G. MICHENER
SURPLUS - - - - -	2,250,000.00	Cashier - - - - -	JOHN H. WATT
UNDIVIDED PROFITS, OVER -	274,000.00	Assistant Cashier - - - - -	SAML. D. JORDAN
DEPOSITS FEB., 1909 - - -	\$14,000,000.00	Assistant Cashier - - - - -	WM. J. MURPHY

SOLICITS THE ACCOUNTS OF BANKS, FIRMS, INDIVIDUALS AND CORPORATIONS

The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, JUNE, 1909

20 cts. Per Copy

Waterloo, the Convention City

Growth and Importance as a Financial Center

When the thousand or more bankers throng the streets of Waterloo during the two days of the convention, June 10th and 11th, many of them no doubt will be extremely surprised at the enterprise which is so evident on every hand in this hustling city situated in the north central portion of the great state of Iowa. In Waterloo they are certainly doing things, they call it "The Waterloo Way," and say that it always wins, and a visit of a few days in this city will cause even the most skeptical to agree fully with this statement.

It could hardly be said of Waterloo that it is a "boom town." It is too solid, too safe, too conservative, to be placed in that category, but it is going ahead at a rapid rate and in the next ten years will easily double its present population of 25,000.

A great deal of the success of this splendid city lies in the fact that there is harmony of action all along the line, and in spite of the fact that the average city divided by a river is handicapped by that very fact, and there is more or less "divisive" strife between the two sides of the river, this is not true in Waterloo, but everyone there is doing his very best to boost the city up to the front line all the while, and they are succeeding splendidly. Public spirit and local pride are apparent everywhere. Waterloo is especially favored in location, being situated in what may properly be termed one of the most productive regions in the entire state. A number of railroad systems meet here. The river which divides Waterloo is one of the most beautiful in the state and has been properly called the "Classic Cedar." Several Melan arch bridges span the river, connecting East and West Waterloo. A large number of splendid buildings adorn the streets, and give a metropolitan air to the whole city. Waterloo has always done a very large wholesale business,

being in the center of a great territory which naturally looks to her for supplies and hundreds of traveling men make their homes here, every one of them a Waterloo booster.

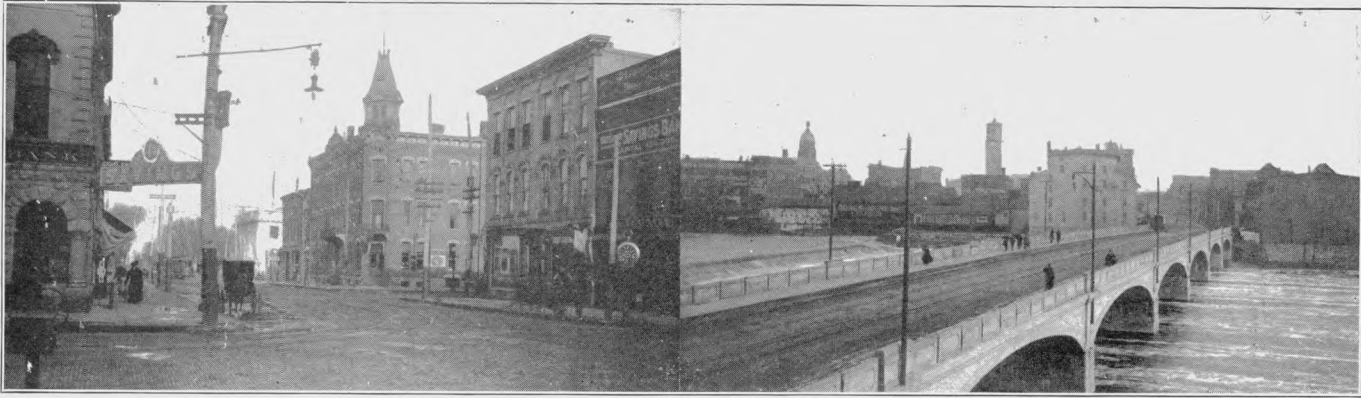
If you start a conversation with one of these chaps (or try to) when you meet them on the road, they listen wearily while you talk about tariff, politics, woman suffrage, the income tax, Roosevelt, Jo Cannon, congress, etc., and when you stop, they say, "Did you ever visit Waterloo?" and before you can answer or do anything to stop them they bombard you with a lot of facts about their home town, until your head swims. That is the boosting that boosts.

The population in 1900 was 12,580. Thus in a little less than ten years the city has practically doubled her population. The Cedar river provides a magnificent water power and Waterloo is fast becoming one of the greatest manufacturing cities for its size in the entire Northwest. There are now over 130 factories in operation and these give employment to between six and seven thousand people, with an annual pay roll of over \$2,250,000 and an output of \$13,000,000.

Among the manufacturers are a number of men who know the value of printers' ink, and are using it to build for themselves immense fortunes.

Their ads are read by thousands of people all over the country, and thus the name of Waterloo and her products are heralded from ocean to ocean, and from Canada to Mexico. Probably no city in the state is so well advertised.

Waterloo is a most striking illustration of a well-known text, "No man liveth to himself." Every fellow who is pushing his own business is also advancing the interests of his home town, and incidentally benefiting every other business in that town.



WEST WATERLOO AND ONE OF THE MELAN ARCH BRIDGES SPANNING THE CEDAR RIVER.

This is the "Waterloo Way," and no wonder it wins. There is, however, no patent on it, and other towns can use it with the full consent of Waterloo. It is safe to say, however, that when they use it as Waterloo does, they will be "going some." A good big dose of the "Waterloo Way" would be a mighty fine thing for every dead town in the country.

The Illinois Central Railway's division headquarters are here and the shops and roundhouses are as fine as any in the entire state, while the company employes who make Waterloo their home number nearly a thousand.

Just about a mile from the city is the beautiful Chautauqua park on the banks of the Cedar river, and here the enterprising citizens recently built a magnificent auditorium which will comfortably seat 6,000 people, and some of the meetings of the bankers' convention will be held in this building. Among some of the more prominent buildings may be mentioned the \$150,000 government building, the courthouse costing a like sum, twenty graded schools, several high schools, a splendidly-equipped business college, a number of excellent hotels and two libraries.

With all this activity some things must naturally follow. As a retail city Waterloo is unsurpassed on the basis of her population and many of the stores would do credit to a city of 50,000 inhabitants and they are all doing a prosperous business. Then, too, where the manufacturing industries are so extensive and where business houses are large and prosperous, it naturally follows that the financial institutions must enjoy their full share of prosperity, and this is especially true of Waterloo. Her financial interests are in the hands of ten banks, several loan and trust companies, and a number of building and loan associations. Every bank and trust company in the city is doing a satisfactory and profitable business. One remarkable thing about Waterloo's financial institutions lies in the fact that while they have gone through just as many panics as similar concerns in other cities, yet there has never been a bank failure in Waterloo. This is a fact which is worthy of special comment. In some of the figures recently compiled by the Secretary of the Board of Trade, we find that in February of the present year the total bank assets of the city were \$9,399,070. Deposits at that time were \$6,844,619; capitalization, \$1,385,900; loans and discounts, \$6,379,744; undivided surplus and profits, \$489,594; cash reserves, \$1,747,362; value of banking property \$270,000. There were at the time of compiling this report four national banks, five state banks, three loan and trust companies and four building and loan associations.

A comparison of Waterloo's financial strength with other cities of a similar size and also larger in size, is extremely interesting as showing the proud position occupied by the beautiful city on the Cedar river. A short time ago the Secretary of the Board of Trade secured the following comparative statistics which are certainly interesting. Comparing the two cities of Ottumwa and Waterloo the secretary says, "It is interesting to know the relative position Waterloo occupies financially as compared with other cities of like size in the state and elsewhere. We give herewith figures showing the position of our sister town of Ottumwa, considered to be a good one and strong as a money center. The census of 1905 give her a population of 20,181, while Waterloo had a population of 18,071. She had 2,110 more population than had Waterloo and her people claim that Ottumwa still retains about the same lead over Waterloo. It is interesting to note the financial showing as follows: Ottumwa banks' capital, \$700,000; deposits, \$5,174,814; surplus and profits, \$323,820; cash reserve, \$1,332,495.



B. J. HOWREY,

Vice President Waterloo Loan and Trust Co.



F. C. BRANIGER,

President Fraser's Savings Bank, Waterloo.
Federal Reserve Bank of St. Louis



THE BEAUTIFUL RESIDENCE SECTION OF WATERLOO.

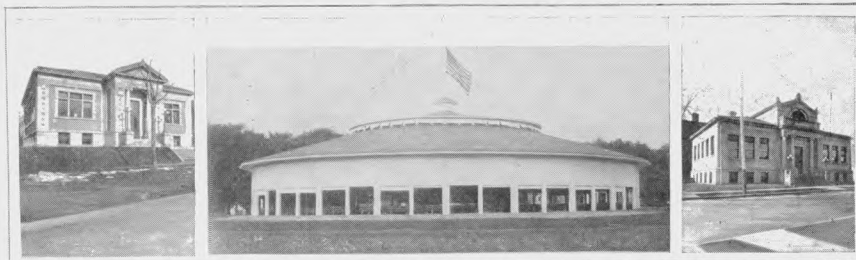
Waterloo banks' capital, \$1,260,000; deposits, \$6,184,076; surplus and profits, \$471,233; cash resources, \$1,536,644. In this same report the secretary gave bank clearings for a single month showing how Waterloo ranks with cities of her own size and larger, as follows:

Springfield, Ill.	\$4,384,957	Pop. 35,000
Cedar Rapids, Iowa	3,657,899	" 33,000
Fort Wayne	3,596,617	" 45,000
Canton, Ohio	3,121,150	" 31,000
Rockford, Ill.	2,816,157	" 34,000
Akron	2,748,820	" 42,000
Quincy	2,275,714	" 37,000
Bloomington	2,069,789	" 25,000
Springfield, Ohio	1,939,884	" 38,000
Decatur, Ill.	1,877,698	" 21,000
South Bend, Ind.	1,768,036	" 36,000
Mansfield	1,458,596	" 20,000
Jacksonville	1,163,390	" 18,000
WATERLOO	2,863,582	" 23,000

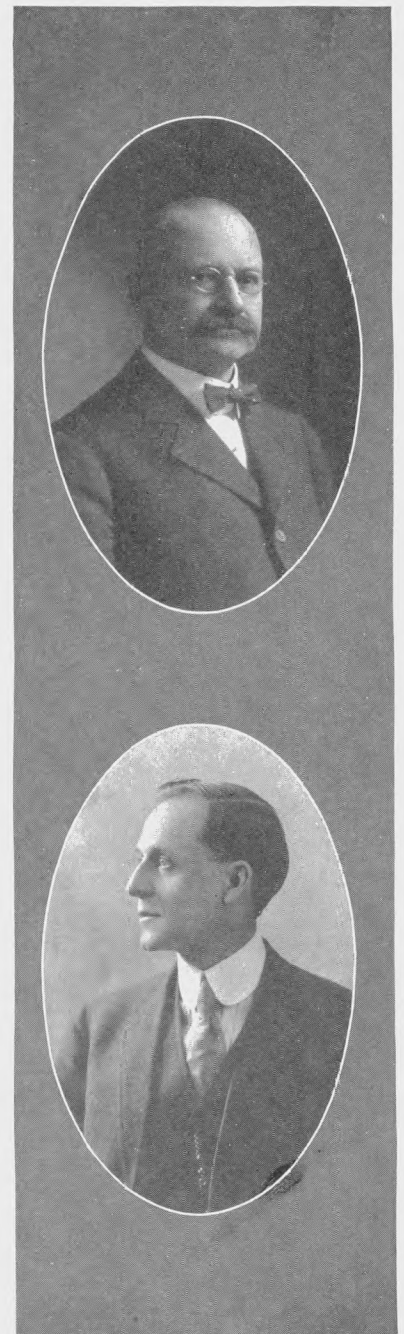
The figures as given in the statement above were for the last month of 1908. For March, 1909, the Waterloo clearings were \$3,582,625, showing a gain of about \$720,000 in the three months, and this is simply indicative of the manner in which the city is coming to the front along all lines. Her bankers are men who are in entire harmony with the spirit which prevails and are doing all they can to advance in every possible way the city whose interests lie so close to all their hearts. They are good boosters, as well as good bankers. They have plenty of money to aid worthy enterprises of any character which have sound business principles at the bottom and are backed by level-headed business men. But it would be foolish to think that any of them are "easy" when it comes to questionable enterprises or schemes where the basic principle is wrong.

It certainly affords the Northwestern Banker a great deal of pleasure to present somewhat in detail in this article the claims which the various financial institutions of this splendid city are enabled to offer as a basis for the invitation which they extend to the public to do business with them. Everything which has been here written is based upon solid facts. This issue of the Northwestern Banker is in no sense a boom issue for Waterloo, but it affords us, nevertheless, much satisfaction to present to the bankers of the state, also those throughout the Northwest, and in the financial centers of the entire country where this magazine circulates, this conservative and condensed review of Waterloo and her financial interests.

The following are the institutions which provide the financial backbone for Waterloo, and we are glad to mention each of them separately:



THE TWO LIBRARIES AND CHAUTAUQUA AUDITORIUM—WATERLOO

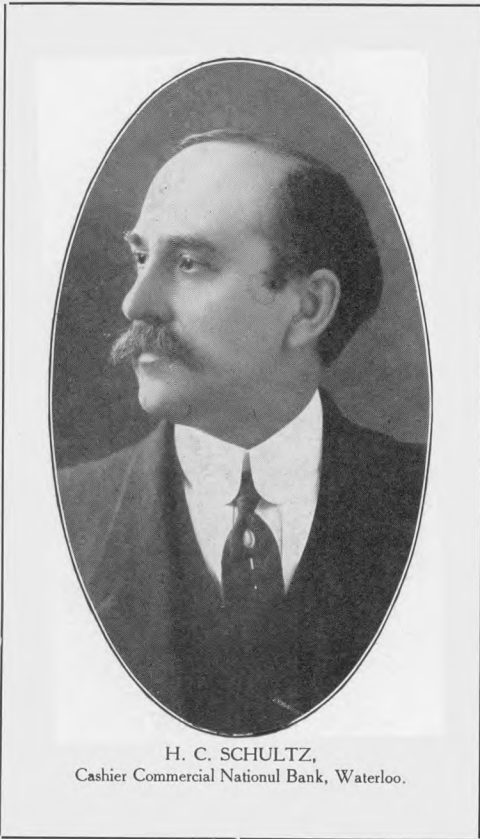


F. J. FOWLER,
President First National Bank, Waterloo.

F. J. EIGHMEY,
Vice Pres. and Cashier First National Bank, Waterloo.

THE COMMERCIAL NATIONAL BANK OF WATERLOO.

This splendid Waterloo institution occupies one of the most prominent corners in the city, an illustration of the home building appearing elsewhere in this issue of The Northwestern Banker. The building is a complete banking



H. C. SCHULTZ,
Cashier Commercial National Bank, Waterloo.

and office building, thoroughly equipped in every manner for the purpose intended. The banking rooms occupy the first floor, office rooms above. So rapid and steady has been the growth of the business of the Commercial National, that the time is near at hand when the two extra store rooms on the lower floor will have to be vacated in the interests of the bank, as all this space will be required to transact the constantly growing business of this institution. The bank has an exceedingly large line of correspondents and makes a specialty of those in eastern and northeastern Iowa. One striking fact with reference to the bank is that since its organization in 1883, now more than a quarter of a century, it has had only two presidents, J. D. Platt being the first. After his death he was succeeded by Mr. W. W. Miller, who remains unto this day. The Commercial National is a conservative institution, and yet the growth has been so steady and so rapid as to be remarkable to say the least. The gain in deposits during the past year has been very large and highly gratifying to every officer and stockholder of the institution. In office equipment it is surpassed by very few banks even in the larger cities. Every invention which will help facilitate the work in the office has been installed by the progressive men who have the conduct of the bank in charge. In the tabulating machines which make the rendering of the statements quicker, the adding machines, and machines for the sorting and counting of specie, and other appliances, found only in first-class, up-to-date offices, the Commercial National Bank abounds. The management is in able hands. Mr. Miller, the president, is active in the interests of the bank. Mr. H. C. Schultze, the cashier, is too well known to the banking fraternity throughout the state to make extended mention here necessary, and Mr. E. W. Miller, assistant cashier, is one of the live wires in the banking circles in Waterloo. The location of the building has been tersely described as "on the best corner, in the best city, in the best state in the Union." This will make it easy for the thousand or more bankers who are in Waterloo during the convention to find the Commercial National, and we

have no doubt they will all take advantage of the opportunity.

THE CENTRAL SAVINGS BANK OF WATERLOO.

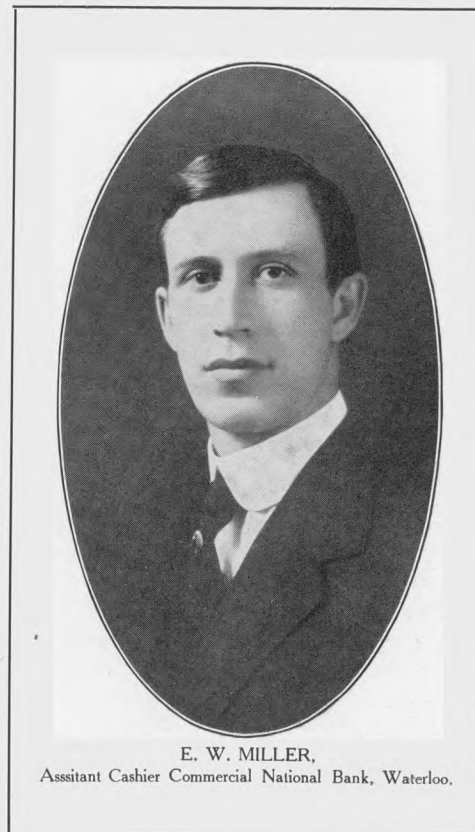
The Central Savings Bank of Waterloo is an institution that the citizens of this part of the city may justly feel proud of.

F. F. McElhinney, Roy Cushman and Geo. B. VanArdsol conceived the idea in the fall of 1904 that a bank was necessary at the north end of the city, and therefore made the venture by starting a private bank, under the name of the Central Bank, with Mr. VanArdsol as cashier. This co-partnership continued for two years when J. M. Groat came in as president and manager of the bank and Mr. VanArdsol went out. Business continued with marked success, when about January 1, 1908, J. M. Groat stepped down and out and the entire banking business was purchased by the Cushman family, with Roy Cushman as its president, and placing himself at the helm under the title of the Cushman Central Bank. This continued for only a short time when the demand was made for an incorporated bank. This was completed March 1, 1909, styled the Central Savings Bank, with J. M. Groat as president; G. H. Cheever, vice-president, and Ralph Law as cashier. This organization consists of some of the best and wealthiest citizens in the city, and with the able set of officers this bank is bound to be a "hummer." Mr. Groat is a well established business man, having been mayor of the city for six years, and holds the confidence and respect of the entire community. G. H. Cheever, as vice-president, came to Waterloo during the month of April, 1909, and has had a large banking experience extending over some seventeen years in Humboldt county, Iowa. Ralph Law as cashier is a most deserving young man and one in whom the public can place entire confidence.

THE CITIZENS SAVINGS BANK OF WATERLOO.

The Citizens Savings Bank is one of the newest banks in Waterloo and was organized in February, 1907, with a capital stock of \$50,000.

This bank has the distinction of being the first and only bank organized in the state with its home in a music store.



E. W. MILLER,
Assistant Cashier Commercial National Bank, Waterloo.

During the first eight months of its history while the wage earners of the city were depositing their savings and the

business firms were transacting their business with this bank, they were furnished free entertainment in the way of piano duets and such other music as is commonly heard around the ordinary music store.

In October, 1907, they moved their business into the same banking rooms occupied by the Waterloo Loan & Trust Co., where they have continued to grow, from month to month and from year to year, until they now have over \$300,000 deposits which they have secured in about two and one-half years.

If they continue to grow in the future as they have in the past, which we are led to believe they will, it will not be long until they have a bank with \$500,000 deposits.

Those in charge of the business of the bank are: W. R. Jameson, president; F. C. Braniger, cashier, and A. E. Smith, assistant cashier. These three men are among the youngest bankers of the city and are known as the hustling trio of East Waterloo.

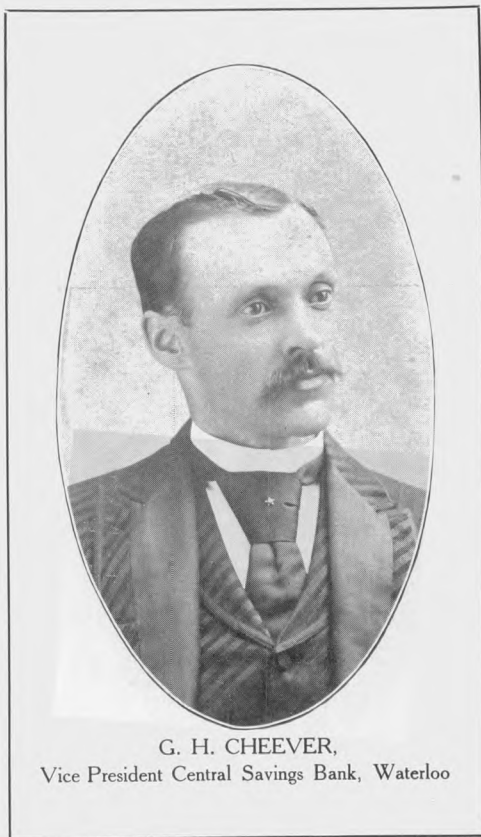
THE WATERLOO LOAN & TRUST CO.

The Waterloo Loan & Trust Co., whose ad we present in this issue is four years old June 1st. The active management of the Trust Company is in charge of W. R. Jameson, Ben J. Howrey and F. C. Braniger. These men are all men of wide experience in banking lines.

W. R. Jameson is one of the best known bankers of our city, having been actively engaged in the banking business for over twenty-one years; he is a great hustler for the Iowa Bankers' Association; is always in attendance at the state meetings as well as the group meetings and is interested in a large number of banks in Iowa, North Dakota, Minnesota and Illinois. He is one of the wide-awake young bankers of Waterloo and is making good.

Mr. Ben J. Howrey is an attorney, born and raised in Waterloo. He is a man of high character, sterling worth, and is recognized as one of the leading attorneys of the city.

F. C. Braniger was for six years assistant cashier of the Commercial National Bank of Waterloo. He was born and raised on his father's farm just south of the city and is a young man of more than ordinary ability.

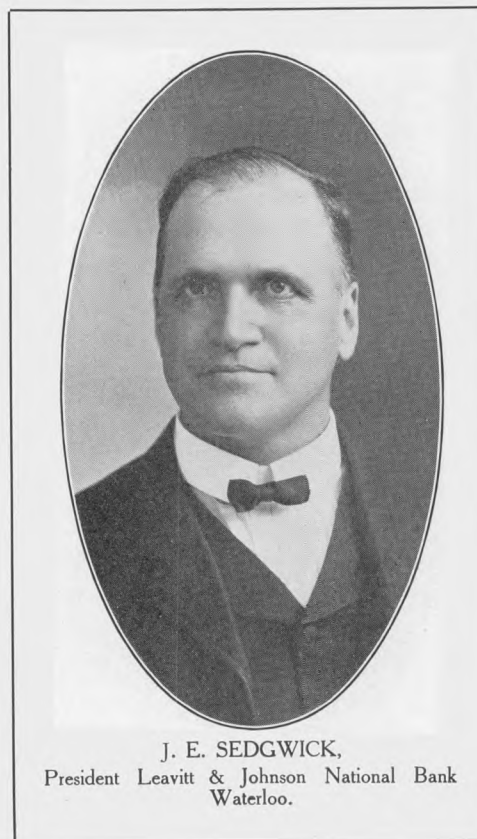


G. H. CHEEVER,
Vice President Central Savings Bank, Waterloo

They are paying their stockholders 4 per cent semi-annual dividends and their business is showing a steady and substantial growth.

FIRST NATIONAL BANK OF WATERLOO.

This is one of the oldest financial institutions in Waterloo, its organization dating back to the closing days of the civil war, it having received its charter from the government in February, 1865. It has enjoyed the confidence of the com-



J. E. SEDGWICK,
President Leavitt & Johnson National Bank
Waterloo.

munity which it has served all these years at all times, and has endeavored to give to its patrons every possible encouragement and assistance in their business transactions that would be in entire harmony with the best ideas relative to careful and conservative banking. During its long and honorable career, it has been subjected to the strain which every financial institution suffers in a panic, but it has come through successfully, maintaining the confidence of its patrons by careful conservatism. Its assets have protected all the interests which have been entrusted to its care to the complete satisfaction of all concerned. Its capital, surplus and profits are in excess of \$350,000, being the largest of any bank in the city, and the present assets are already beyond the \$1,800,000 mark. The First National also conducts a savings department and pays 4 per cent on time deposits. The officers of this old established, solid, conservative and reliable institution are: F. J. Fowler, president; F. J. Eighmey, cashier and vice-president; F. B. Dietrick, F. P. Hurst, and H. M. Cowles, assistant cashiers. The directors are: J. W. Rath, C. F. Fowler, James Black, F. J. Eighmey, F. J. Fowler, T. W. Place, H. W. Grout, J. T. Sullivan, A. M. Place, W. W. Marsh, J. O. Trumbauer.

Frank J. Fowler, president of the First National Bank of Waterloo, has been interested in this strong institution for over thirty years. He was elected vice-president in 1904 and president in 1905.

Mr. Fowler truly represents progressive Waterloo's foremost business men. He came from New York in 1878 and with his brothers organized the wholesale grocery business, which has been conducted by them all these years under the name of The Fowler Company.

He has manifested rare business judgment in his extensive investments in real estate in the city, much of which he still owns and many of Waterloo's largest institutions have been aided by his efforts, he being one of the organizers and officers of the Rath Packing Company, the Waterloo Canning Corpora-

tion, the Lafayette and other building companies, and is largely interested in inside business property.

He was always a firm believer in the future of Waterloo and has had the courage to act on his convictions and now he can reap the benefits of his efforts and judgment.

He has always been an earnest worker for the upbuilding of Waterloo. He has served practically during his entire residence in the city, as director and vice-president of the Commercial Club and Board of Trade, a business men's commercial organization, in which he has always taken a keen and active interest, believing those who are most interested should not leave the details and labor required in upbuilding a city entirely to others.

IOWA STATE BANK OF WATERLOO.

While the Iowa State Bank is among the newer financial institutions of Waterloo, having been established in 1904, it has nevertheless kept pace with the rest of them in its ability to pay dividends and build surplus. Its regular dividends have been 8 per cent per annum, and over \$25,000 has already been passed to surplus account. The capital is \$50,000. Mr. J. D. Easton, the president, was president of the Waterloo National Bank in 1893 to 1904. When it was consolidated with another bank he established the Iowa State and has been its president since the date of organization. Mr. Easton is well known all over Iowa in the banking circles, having been vice-president of the State Bankers' Association and will be unquestionably elected president of this body at the annual convention at Waterloo in June.

Mr. Emmons Johnson, the vice-president of the Iowa State, is the oldest banker in the city, he having organized the Leavitt & Johnson National Bank, the Leavitt & Johnson Trust Co., and the Waterloo Savings Bank, all of Waterloo. These institutions are all prosperous. Mr. Johnson is also president of the First National Bank of Waverly, and is recognized as a high-class, conservative banker. The Iowa State does a purely local business, not making any effort to secure outside bank accounts.

The cashier of this institution is Mr. George N. Garrettson. He was assistant cashier of the Commercial National before taking up his duties at the Iowa State Bank.

Careful management, liberality, and officers who rank with the most popular bankers in the city have given the Iowa State Bank an unusual amount of prestige.

THE FARMERS LOAN & TRUST COMPANY OF WATERLOO,

of which J. E. Sedgwick is president; J. O. Trumbauer, vice-president; Ira Rodamar, treasurer, and F. E. Stewart, secretary, is the youngest of Waterloo's financial institutions, but from the showing made it soon will not be least, though last, of the many good banking institutions of Waterloo.

The men comprising the officers and directors are all interested in the Leavitt & Johnson National Bank, the oldest bank in the state of Iowa, and the strong hold this Bank has on the confidence of the people has been a great help to this new company. The management is in the hands of J. O. Trumbauer, vice-president, and F. E. Stewart, secretary.

CITIZENS SAVINGS BANK, CEDAR FALLS, IOWA.

The city of Cedar Falls, which is connected with Waterloo by interurban cars, is one of the very excellent smaller cities of northeastern Iowa. Its banking institutions are among the very best and would do credit to a city many times its size. The Citizens Savings Bank, which has a capital of \$100,000, is a result of the consolidation of the State Bank and the Citizens National Bank, made on December 1, 1905. Since that time there has been a gain in the deposits of this institution of \$160,000, and this bank has also obtained the distinction of being the largest savings bank in Black Hawk county. Mr. O. H. Leonard, who has for a number of years been the cashier, most ably represents the bank's interests at the conventions and other places where bankers are wont to congregate, and in the local field has proven his popu-

larity by the building up of deposits and assets until the Citizens Savings occupies the position indicated above. Mr. C. A. Wise has been the president for a number of years and lends his council and discriminating judgment to the end that the bank may be made the very best in its class. The other officers are, Mr. W. N. Hostrop and Mr. H. N. Silliman, vice-presidents, and Mr. W. C. Nuhn, assistant cashier.

LEAVITT & JOHNSON NATIONAL BANK OF WATERLOO.

The Leavitt & Johnson National Bank of Waterloo, Iowa, locally known as "The Old Reliable," was established July 13, 1856, and will soon round out fifty-three years of active business. It has successfully passed through all of the panics during that period and at no time did it ever decline to pay



COMMERCIAL NATIONAL BANK, WATERLOO.

a legally issued check. It is one of the largest financial institutions in the city and enjoys the distinction of having the largest individual deposits subject to check, this being the one item that denotes the confidence of the people in the locality where the bank is located.

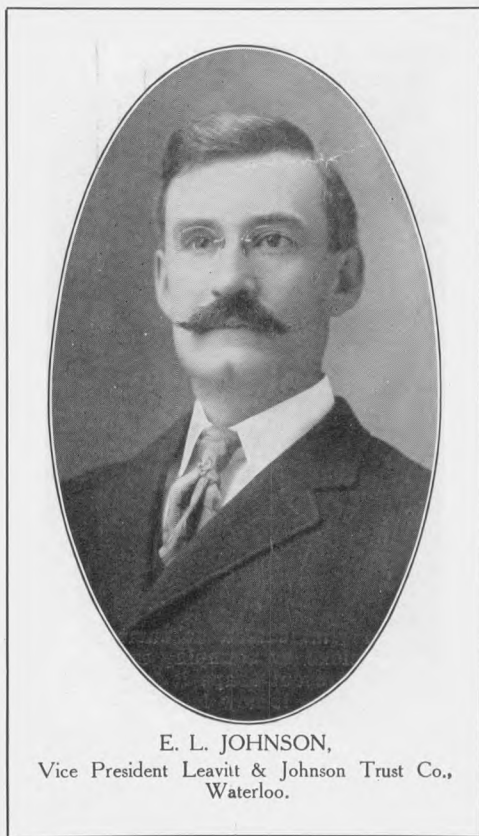
Its officers and directors are men of ripe experience and sound judgment and undoubted integrity, and represent the foremost business interests of Waterloo and make a board of unusual strength.

The present officers are: J. E. Sedgwick, president; C. E. Pickett, vice-president; Ira Rodamer, cashier. Mr. Sedgwick gives his personal attention to the bank and its many extensive interests, thus carefully conserving, fostering, and promoting the splendid business which has been built up here. He usually represents the bank at the conventions, and is prominent among the Waterloo Boosters who are doing so much to keep their home city at the head of the procession all the time.

LEAVITT & JOHNSON TRUST COMPANY, WATERLOO.

This institution for many years has transacted its business upon a plane so high that it has attracted a large number of clients among careful and conservative people who not only desire the best possible rate of interest, but also wish to be absolutely certain that the principal will be paid back when it

comes due as well as the interest. They have never bid for a business which would represent size only, and disregard safety and other things which are so absolutely necessary in a business of this character. It may be truthfully said of this concern that they have kept prominent at all times and in all their transactions the word "trust." This feature is absolutely essential in a business of this character where thousands and thousands of dollars are being loaned every year for other people. The investor must feel a sense of absolute security in the trust company or the latter cannot expect to secure his business, and methods on the part of the company to procure business which does not meet with the commendation of the most conservative investor would not win success. One thing that the Leavitt & Johnson Trust Co. are especially proud of is the fact that not a dollar of any client's money invested with them for many years past, has been lost. They take complete care of every loan down to the smallest detail and the investor has no concern, no worry, nothing to do except clip his coupons and send them in for collection. Their capital is very largely invested in high-class standard farm loans, in thoroughly established communities, and a higher grade of security than this is unnecessary. A very desirable investment issued by this concern is a 4½ per cent savings bond. This can be bought in sums to suit the investor. The coupons are made out for each six months interest. The principal can be withdrawn at any time in accordance with the terms of the bond and the latter may be cashed at any time before two years in accordance with the aforesaid terms. The constant aim of the Leavitt & Johnson Trust Co. has been to place their business upon the highest possible plane so that it would



E. L. JOHNSON,
Vice President Leavitt & Johnson Trust Co.,
Waterloo.

command the respect of the most careful investor, and that they have succeeded in attracting to themselves the kind of a constituency to which they have catered, is evidenced by the safe, solid and substantial business which they have built up.

WANTED—Cashier for a new country bank, well located. Must have experience and be able to take stock. Address D. H. Snoko, Grover, Colo.

SPRING MEETING OF THE EXECUTIVE COUNCIL OF THE AMERICAN BANKERS' ASSOCIATION AT BRIAR CLIFF LODGE, BRIARCLIFF MANOR, N. Y., TUESDAY AND WEDNESDAY, MAY 4 AND 5, 1909.

Meetings of the various section committees and committees of the association were held at Briarcliff Lodge, on Monday, May 3d, at which their reports were prepared for presentation to the council on the two following days.

Out of a total membership of seventy-one, sixty-six mem-



J. D. EASTON,
President Iowa State Bank, Waterloo.

bers of the council responded to the roll call on Tuesday, and regrets were received from the five absentees.

The visiting bankers comprising the different committees who are not members of the council, were invited to attend the sessions. Secretary Farnsworth submitted his report as follows, and much satisfaction was manifested at the large increase in membership as shown therein:

The report of Treasurer Kauffman showed a handsome balance on hand to carry on the work of the association to the end of the current fiscal year.

The reports of the committees of the different sections: Trust Company, Savings Bank, Clearing House, and American Institute of Banking, were presented, and showed the work pertaining to these sections to be progressing along their respective lines. The Savings Bank Section submitted proposed amendments to their constitution, which were approved by the council. The report of the committee of the Clearing House Section covered the progress which had been made in the system of letters and numbers for clearing house banks. It was also shown that the sentiment favoring clearing house examiners was increasing rapidly.

While the currency commission of the association made no formal report, Mr. John L. Hamilton, a member of the commission, stated that they had been keeping in close touch with affairs at Washington, and had every assurance that

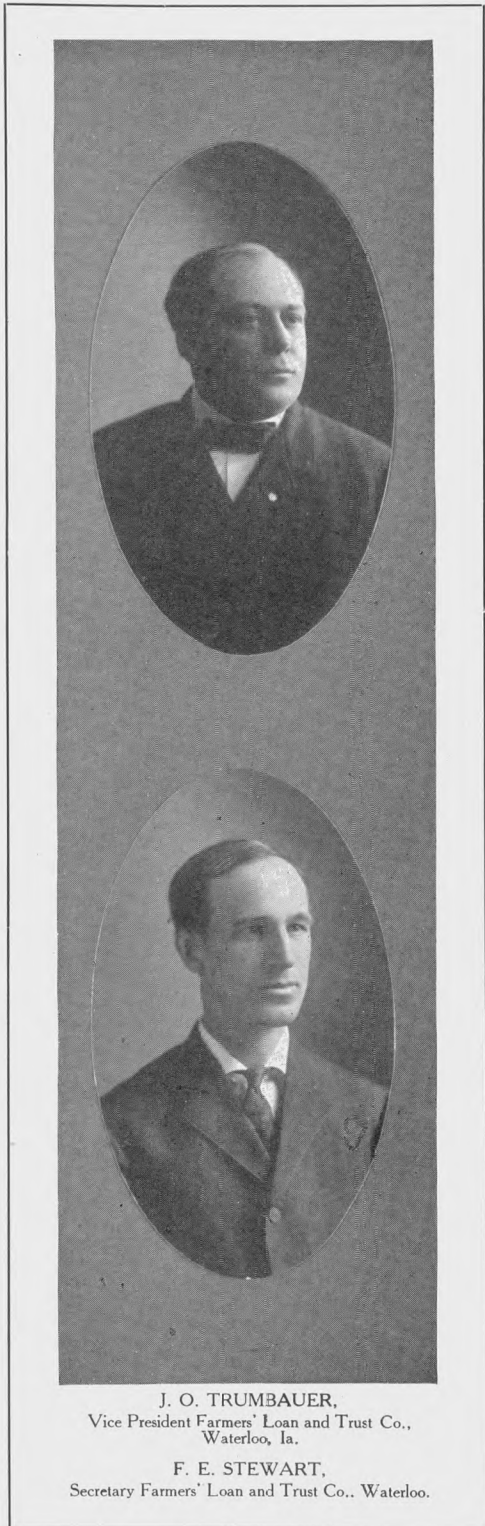
the federal monetary commission would confer with the association's commission before any bill on the currency question was submitted to congress; that leaders both in the senate and house appreciated the fact that the committee of the American Bankers' Association, representing a body of over 10,000 bankers, should have some voice in the framing of any measure by the national monetary commission.

Mr. Lucius Teter, chairman of the postal savings bank committee, reported that the committee was engaged in a broad, general educational campaign through all the bankers

reported that he had drafted a bill to punish the making or use of false statements for credit, which bill was indorsed by the National Association of Credit Men and other organizations; which was also generally introduced into legislatures throughout the country, and at this date it has been passed in four states—Michigan, Minnesota, Montana and Wyoming, and has also passed one house of the Oklahoma legislature. He had also prepared a pamphlet containing drafts of a number of laws covering negotiable instruments; main points of security needed by bankers and many features pertaining to bill-of-lading, voucher-check, etc.

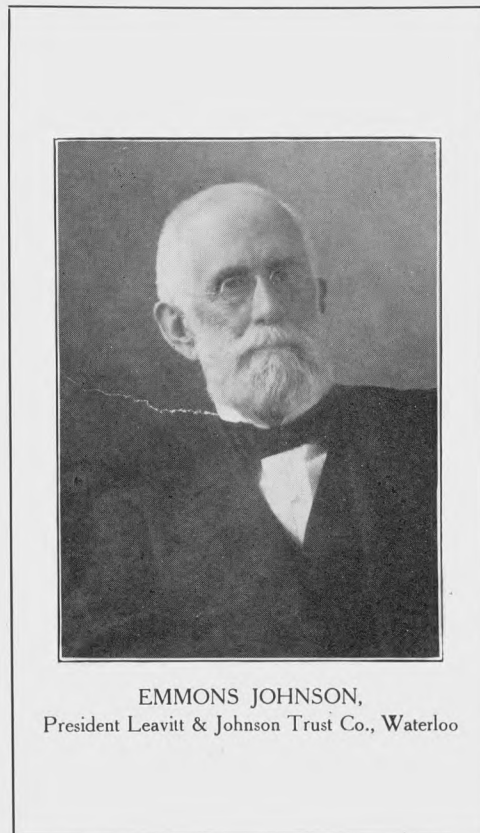
Report of the committee on uniform negotiable instruments law, specified that thirty-six states had adopted the law.

Mr. Lewis E. Pierson, chairman of the committee on bills-of-lading, covered in the report the work accomplished by the committee and the advance made in a uniform bill-of-lading, which is of immense benefit not alone to bankers, but to the entire business community. With the exception of a few southern railroads, practically every railroad in the country is now using only these forms. The committee is now work-



J. O. TRUMBAUER,
Vice President Farmers' Loan and Trust Co.,
Waterloo, Ia.

F. E. STEWART,
Secretary Farmers' Loan and Trust Co., Waterloo.



EMMONS JOHNSON,
President Leavitt & Johnson Trust Co., Waterloo

ing to overcome a vital defect, as some carriers are millifying various provisions by stamping new conditions on the document, as in its present shape it is not binding upon the carriers. The committee is now laboring to secure state and national legislation to overcome this difficulty. Many of the boards of trade and commercial exchanges throughout the country have adopted resolutions providing that hereafter no drafts shall be paid by their members when the bill-of-lading attached shall have been issued by their carriers, without certain safeguards which are specified in the report. The executive council feeling that these safeguards will operate to the advantage of all, including the carriers, and very largely tend to avoid future losses through forgery and alterations, adopted a resolution heartily endorsing the action taken by the mercantile organization referred to.

The report of the protective committee covered very fully the important work of the committee in providing every precaution possible in the protection of members of the association against the perpetration of fraud by professional criminals. In this connection, the council has under consideration some new features which will systematize still further and facilitate the volume of work in this department of the secretary's office. A committee was appointed to in-

of the country at large, showing the fallacy and the lack of necessity for postal savings banks in this country.

Mr. Thomas B. Paton, general counsel of the association,

investigate conditions and suggestions which had been offered, to that end.

Reports were also received from the following committees: Standing law, federal legislative, express companies and money orders, credit information and voucher-check.

The work of the committee on credit information, committee on voucher-check and committee on uniform stationery and tints, is now completed, and these respective committees were discharged and a vote of thanks extended by the council for the efficient services rendered. Any further features which might develop pertaining to voucher-checks will be attended to by the committee of the clearing house section.

Further appropriations were asked for by various sections and committees for the balance of the current fiscal year, and on the recommendations of the finance committee, in its report to the council, the same were granted.

The preparation and adoption of a certain form of standard burglary insurance policy was referred to the general counsel to investigate different forms of policy now in vogue, and later on a committee will be appointed to further consider the matter.

President George M. Reynolds announced that matters appertaining to the convention of the association in Chicago, beginning the week of September 13th, were progressing, and that the members of the association and their wives and babies would receive a hearty welcome. The president, vice-president, chairman of the executive council and the secretary of the association were appointed a committee on program. Major Warren, of New York, announced that the New York bankers had made a contract with the New York Central railroad for a special train to Chicago and return.

Mr. P. C. Kauffman, treasurer of the association, of Tacoma, Washington, extended a most cordial invitation to the members of the association to visit Seattle at the time of the joint conventions of Washington, Oregon and Idaho, on June 24-26. Ex-Governor Moore, of Walla Walla, Washington, and J. C. Ainsworth, of Portland, Oregon, endorsed the invi-



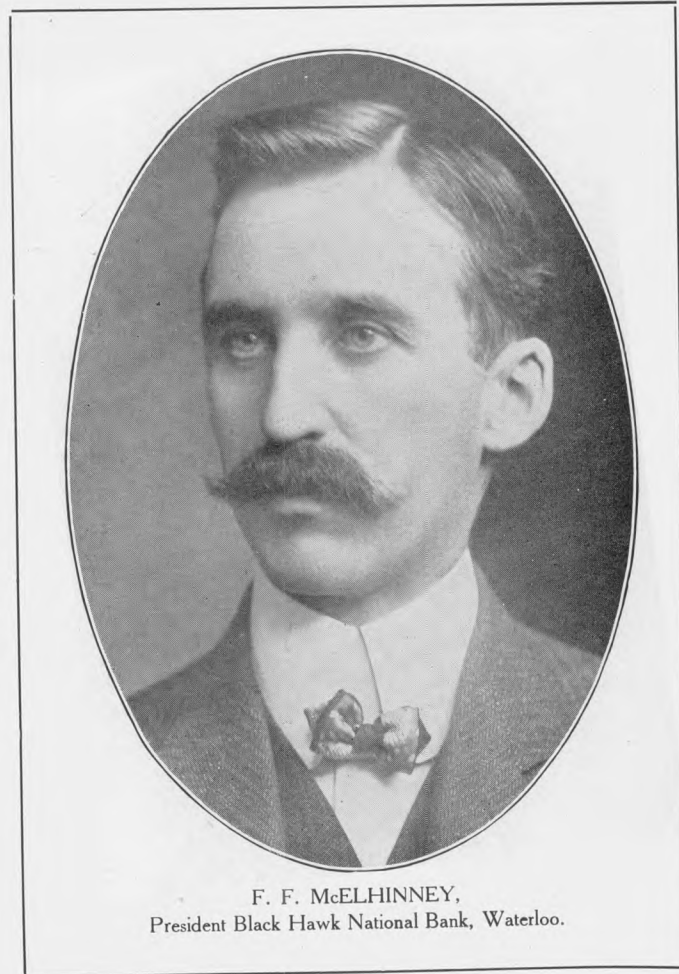
DR. F. W. POWERS,
Active Vice President Black Hawk National
Bank, Waterloo, Ia.

tation and expressed the wish that those who could do so, would visit that section of the country and a hearty welcome awaited them.

Mr. James M. Elliott, of Los Angeles, Calif., reminded the members of the council that an invitation had been extended

to the association to hold the 1910 convention in that city, and the bankers of California sincerely hope that the association will accept the invitation.

One of the principal social features in connection with the meeting of the council was a banquet tendered to the bankers and their ladies at Briarcliff Lodge on Tuesday evening. Mr. F. O. Watts, chairman of the council, acted as



F. F. McELHINNEY,
President Black Hawk National Bank, Waterloo.

toastmaster. The addresses were informal. Mr. Logan C. Murray, of Louisville, Ky., one of the organizers of the American Bankers' Association, and a former president, spoke very feelingly of his early connection with the association and drew a vivid comparison of the association starting out with a few hundred members, and the association of the present day, comprising a membership of over 10,000 prominent banks of the country. "Verily," he said, "my vision of the early days is now a reality." Remarks were also made by President Reynolds, ex-Presidents Powers and Hamilton, Vice-President Pierson and others. A dance followed the banquet.

Many members of the council, when not in session, played golf, and a handsome silver cup, the gift of Briarcliff Lodge, was won by Mr. S. H. Burnham, of Lincoln, Neb.

The council passed a unanimous vote of thanks to the management of Briarcliff Lodge for the splendid attention and the many courtesies shown. The spring meeting of the council was pronounced by everyone present to be the most successful and enjoyable one in the history of the association.

With one or two exceptions, all the members and their ladies left for home Wednesday afternoon, the New York Central Railroad Company making arrangements for the express train to stop at Scarborough, having an extra parlor car attached to the train. Mr. W. R. Barnett, assistant passenger agent of the road, was at Briarcliff Lodge and escorted the party to the train and saw that they were comfortably settled for their trip to New York.

BLACK HAWK NATIONAL BANK.

This institution, which is forging rapidly to the front among the strong financial concerns of Waterloo, is presided over by Mr. F. F. McElhinney, who is also interested in a number of other banking institutions in and out of the city of Waterloo. The Black Hawk National is distinguishing itself this year by the erection of a beautiful eight-story building, an illustration of which appears on this page of this journal and a description of which was published in our last number. Mr. McElhinney is an enterprising, aggressive banker, the kind that a pushing town like Waterloo is very glad to number among its citizens. Dr. F. W. Powers, who is the active vice-president, recently gave up a magnificent practice to become associated in the management of the bank.

He was one of the organizers of the Bank at Latimer, Iowa, and also formerly interested in the Reinbeck State Bank at Reinbeck, where he practiced medicine thirteen years. He

ing the Black Hawk Bank and Office Building at an expenditure of a quarter of a million.

The efficient cashier of this institution is Mr. Chas. W. Knoop. Mr. Knoop has been for a number of years in the banking business and was formerly cashier of the First National Bank of Garner, serving in that capacity for eleven years, coming from there to the cashiership of the Black Hawk National about four years ago. He has filled the position with much success.

SERIOUSLY INJURED.

A host of friends throughout the entire Northwest heard with sincere regret of the serious accident recently suffered by Mr. W. G. Schroeder, cashier of the Continental National Bank, Chicago. The accident occurred on the elevated, and was in the nature of a rear end collision. Both of Mr.



The elegant new eight story building of the Black Hawk National Bank, Waterloo.
In process of construction.

was one of the organizers of the Black Hawk National Bank and chairman of the loan committee since its organization. He has been passive vice-president for the past five years and January 1st, became active vice-president, succeeding M. A. Buchan, who retired to engage in the banking business in California. He was one of the organizers of the Iowa Life Insurance Co., an old line life insurance company with \$25,000 capital and surplus paid up. Is one of the directors of the said organization as well as its medical director. Vice-president of the Black Hawk Building Co., which is construct

Schroeder's legs were broken, and the bones crushed and splintered in a serious manner.

Hopes are entertained of saving both legs, but months must elapse before he will be able to resume his duties. Expressions of deep sympathy have poured in from every quarter, Mr. Schroeder being extremely popular among the banking fraternity wherever he is known. The Northwestern Banker joins with a multitude of friends in hoping for a safe and speedy recovery.

What They Are Doing---And How

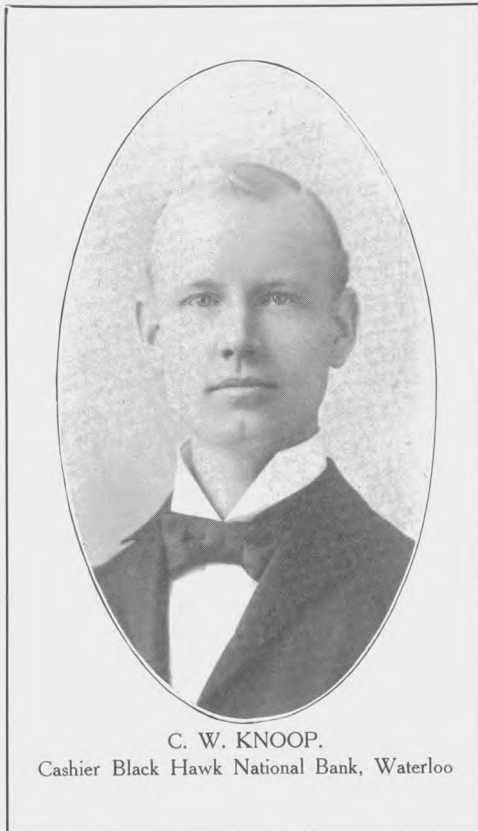
EDITOR'S NOTE:—In this department we hope to be able to present to our readers each month some of the things being done by the up-to-date bankers throughout the northwest, to promote their interests, attract attention to their banks and increase their deposits. We therefore cordially invite our readers to send us information relative to anything special they may have undertaken, giving full details as to the measure of success attained. The department may be made a most valuable "clearing house" for ideas if our readers will respond to our invitation for contributions.

"FIFTY DOLLARS FOR A SLOGAN."

With the advent of Dr. F. W. Powers as active vice-president of the Black Hawk National Bank of Waterloo, that institution inaugurates some new and novel ideas in bank publicity which cannot fail to be of interest to our readers, because suggestive of similar things they may do in boosting their own banks.

Being a Dr. has always seemed to the writer a very dreary sort of an occupation, simply because these gentlemen have something they call "ethics" which forbids advertising, and a business which precluded this has never held for us what might be called a deep-rooted fascination.

It seems, however, that Dr. Powers has gotten the "ethic" microbe out of his blood—perhaps an injection of advertising anti-toxin has been administered. At any rate he is putting out some publicity for his bank which cannot fail to attract both attention and customers.



C. W. KNOOP.
Cashier Black Hawk National Bank, Waterloo

The newest effort is an offer of \$50.00 in prizes for the best slogan, or war cry, for the Black Hawk National, same to be based upon the principles and facts contained in an attractive circular which is being care-

fully distributed all over the country. These are set forth as follows:

"Principles."

- "1. We are an independent, conservative bank.
- "2. We boost our bank, our clients, and Waterloo.
- "3. We collect interest, pay interest, and pay dividends.
- "4. We 'knock' no enterprise nor competitor, but



W. R. JAMESON,
Pres. Citizens Savings Bank; Sec'y Waterloo Loan and Trust Co.

encourage every legitimate industry and undertaking.

"5. We give courteous consideration to the requirements and credits of our clients.

"6. We measure our success by the standard of safe, satisfactory service rendered our customers and correspondent banks.

"Facts."

"This bank was established upon the initiative of Dr. F. W. Powers and Mr. D. J. Wilson.

"The bank location and building cost \$23,500.00 and when remodeled, \$35,000.00, and was sold recently to the Black Hawk Building Co., controlled by the officers of this bank, for \$40,000.

"April 18, 1903, the stockholders elected their first directorate and Dr. D. W. Crouse was chosen president.


"July 23, 1903, we opened for business in the present quarters, with a capital and surplus of \$125,000.00.

"Sept. 12, 1903, this bank was made a U. S. Deposi-

Capital
\$1,000,000

Surplus and Profits
\$400,000

WM. A. TILDEN, - - - - President
NELSON N. LAMPERT, - - Vice-President
HENRY R. KENT, - - - - Cashier
GEO. H. WILSON - - - - Asst. Cashier
CHARLES FERNALD, - - Asst. Cashier
COLIN S. CAMPBELL, - - Asst. Cashier

FORT DEARBORN

NATIONAL BANK

Clark and Monroe Streets

CHICAGO

SOLICITS

YOUR

ACCOUNT

*We particularly appreciate
the accounts of Banks and
have unusual facilities for
handling such business.*

tary for government funds and \$50,000.00 deposited.

"Jan. 12, 1904, F. F. McElhinney was elected to the directorate and chosen president.

"May 23, 1904, the capital and surplus was increased to \$197,500.

"Aug. 4, 1904, Chas. W. Knoop was chosen cashier.

"Dec. 1, 1905, the National Bank of the Republic of Chicago was made reserve agent for the funds of this bank.

"Jan. 1, 1909, Dr. F. W. Powers was advanced from passive to the active vice-presidency.

"This bank has paid a dividend every year since organization.

"We are a progressive bank in a progressive city and the progressive policies of the Black Hawk National Bank are evidenced by the fact that it was the first national bank in the city to establish a savings department for the benefit of its customers, and has the largest savings in this account of any bank in the city.

"Upon the comptroller's call this bank showed:

"Sept. 7, 1903, deposits, \$33,850.39; assets, 164,565.46.

"June 9, 1904, deposits, \$368,907.26; assets, \$691,930.22.

"Aug. 25, 1905, deposits, \$408,860.88; assets, \$772,910.54.

"Sept. 4, 1906, deposits, \$586,257.85; assets, \$947,583.56.

"March 22, 1907, deposits, \$633,685.06; assets, \$991,271.91.

"May 14, 1908, deposits, \$740,083.64; assets, \$1,089,093.02.

"April 28, 1909, deposits, \$804,766.23; assets, \$1,165,102.51.

"The growth and success of the Black Hawk National Bank is proof of the need of the institution.

"The unusual growth of West Waterloo since the establishment of this bank reflects in a measure the aid the Black Hawk has been to the city.

"The new eight-story building now being constructed for our home is a boost to every citizen of Waterloo and enhances the value of every dollar invested in the city.

"Our unprecedented growth in the city and the increase of local deposits of over \$100,000.00 since our last statement, is conclusive evidence to us that our citizenship is responsive to the assistance we have rendered the city, and are bent on boosting us, for which we express our grateful appreciation.

"Our assets are larger than any bank in the city at the time of the organization of this bank six years ago.

"Instructions."

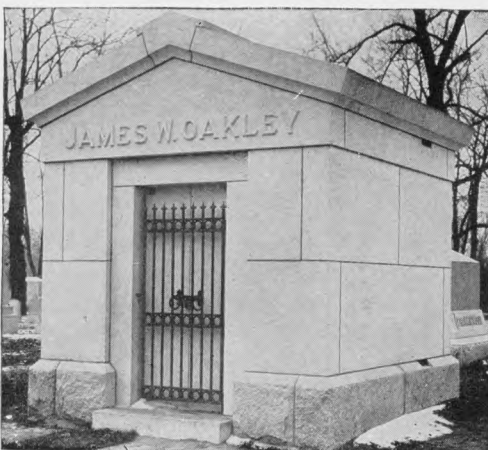
"Slogans should be submitted with your name attached, on or before June 15, 1909, by mail, in a sealed envelope, addressed to the Black Hawk National Bank, with the word 'slogan' or 'war cry' written on the front of the envelope. A committee from the Board of Directors will make the award June 20, 1909.

"First prize, \$25.00; second prize, \$15.00; third prize, \$10.00. This is 'Black Hawk's New Era' and with our new 'wigwam' we anticipate even greater achievements than in the past.

Black Hawk National Bank,
Waterloo, Iowa."

A careful study of the above reveals the fact that the offering of these prizes presents an opportunity for the setting forth in detail some important facts regarding the bank which the Dr. wished to impress upon the minds of the people.

Those who desire to compete for the prizes must necessarily acquaint themselves fully with conditions,



MAUSOLEUMS The above MAUSOLEUM is one of our simple, well constructed designs which can be erected at a comparatively low cost with six to eight crypts. How much less barbarous this method is than burying in the ground. Write for free booklet on "Monuments" to **CHAS. G. BLAKE & CO.**, The Old Reliable Makers of Mausoleums and Monuments. (Tel. 115 Main) **796 Woman's Temple, CHICAGO, ILL.**

and these "conditions" represent some mighty good advertising for the bank.

To be of any value an ad must be read, and Dr. Powers has made sure that this ad of the Black Hawk National shall not only be read, but thoroughly impressed upon the mind of the reader.

HOMER MILLER INVESTS IN ANOTHER BANK.

An important change occurred in the First National Bank of Carroll, June 1st. Hon. E. McDonald, with Homer Miller, president of the Iowa National, of Des Moines, purchased a controlling interest, Mr. A. Dixon retaining a block of stock as an investment, and Mr. Joseph Dixon also buying a block, and who will become a director with Mr. McDonald and Mr. Miller. Homer Miller being one of the best known and most successful bankers of the state, his connection with the First National, together with that of such solid men financially in the community as Mr. McDonald, who will become president, will make the institution particularly strong and popular.

SHOWING MADE BY NATIONAL BANKS OF DES MOINES.

The following tables show the deposits, loans and cash on hand of the national banks of Des Moines on the call of the comptroller, April 28, 1909, compared with that of three months and one year ago:

	DEPOSITS.			Gain over
	April 28, '09	Feb. 28, '09	May 14, '08	
Citizens' National	\$ 2,129,134	\$ 2,279,477	\$ 2,059,407	\$ 69,727
Des Moines National	4,787,909	4,423,136	3,827,286	960,623
Iowa National	6,633,889	7,105,656	6,559,519	74,370
Valley National	2,315,692	2,040,480	1,969,670	346,022
Totals	\$15,866,624	\$15,848,749	\$14,415,882	\$ 1,450,742

	LOANS.		
	April 28, '09	Feb. 5, '09	May 14, '08
Citizens' National	\$ 1,663,708	\$ 1,405,173	\$ 1,466,421
Des Moines National	3,063,918	2,843,693	2,553,902
Iowa National	5,501,354	4,838,406	5,345,776
Valley National	1,503,979	1,282,185	1,337,563
Totals	\$11,732,959	\$10,369,457	\$10,703,668

	CASH.		
	April 28, '09	Feb. 5, '09	May 14, '08
Citizens' National	\$ 674,766	\$ 959,563	\$ 691,107
Des Moines National	1,659,056	1,509,020	1,323,254
Iowa National	1,600,104	2,870,413	1,960,426
Valley National	710,402	687,693	700,416
Totals	\$ 4,644,328	\$ 6,026,689	\$ 4,675,203

THE DES MOINES AND VALLEY NATIONAL COMPARED.

Following is a comparative statement of deposits by the Des Moines and Valley National banks of this city for the dates named:

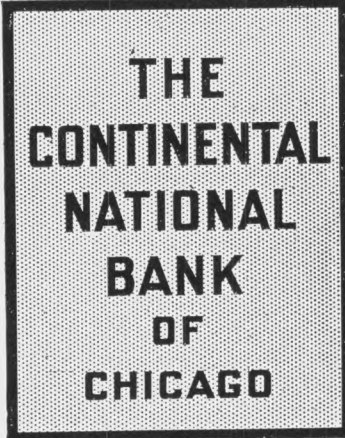
Des Moines National—	
November 27, 1908.....	\$3,781,143.88
February 9, 1909.....	4,423,136.41
April 28, 1909.....	4,787,909.86
Valley National—	
November 27, 1908.....	1,723,473.35
February 5, 1909.....	2,040,480.90
April 28, 1909.....	2,315,962.13

Within the space of one year from April 28, last, the Des Moines National increased its deposits by the sum of \$960,000, while the Valley National showed a gain for the same time of over \$275,000.

Pioneers and Originators in Bank Selling

ESPECIALLY EQUIPPED and having a large and responsible list of purchasers for banks everywhere. We have a very large list of EXPERIENCED APPLICANTS capable of filling any position from PRESIDENT to BEGINNER. Our business is presided over by men who have grown up in the banking business with an intimate knowledge of every department of banking, which coupled with years of practical experience in NEGOTIATING THE SALE OF BANKS should entitle us to the patronage of those desiring services in our lines. "WE LEAD AND NEVER FOLLOW." Ask us about the CONFIDENTIAL BANKER.

THE CHAS. E. WALTERS COMPANY - Council Bluffs, Iowa



**THE
CONTINENTAL
NATIONAL
BANK
OF
CHICAGO**

Capital,
Surplus
and
Profits
\$7,600,000

Deposits
\$70,000,000

OFFICERS

GEO. M. REYNOLDS, Pres. B. S. MAYER, Asst. Cashier
ALEX ROBERTSON, V. Pres. F. H. ELMORE, Asst. Cashier
WM. G. SCHROEDER, Cashier WILBER HATTERY, Asst. Cashier
HERMAN WALDECK, Asst. Cashier J. R. WASHBURN, Asst. Cashier


BOARD OF DIRECTORS

JOHN C. BLACK, Chairman of the Board

J. OGDEN ARMOUR, President, Armour & Co. EDWARD HINES, President, Edward Hines Lumber Co.
ALBERT J. EARLING, Pres. Chicago, Milwaukee & St. P. R. R. FRANK HIBBARD, Hibbard, Spencer, Bartlett & Co., Wholesale Hardw.
HENRY BOTSFORD, Packer. F. E. WEYERHAEUSER, Lumberman and Pine Land Owner, St. Paul, Minn.
B. A. ECKHART, President, Eckhart & Swan Milling Co. SAM'L McROBERTS, Treasurer, Armour & Co.
WM. C. SEIPP, Capitalist. ALEX. ROBERTSON, Vice-President.

GEO. M. REYNOLDS, President.

Accounts of Banks and Bankers Solicited.



**THE HAMILTON NATIONAL BANK
CHICAGO**

**Capital, Surplus and Profits, \$665,000
Deposits, \$8,300,000**

OFFICERS

CHAS. B. PIKE, Pres. W. T. PERKINS, Vice Pres.
H. MEYER, Cashier Wm. N. JARNAGIN, Asst. Cash.

DIRECTORS

W. C. Brown, President New York Central Lines
F. A. Delano, President, Wabash Railroad Company
Louis E. Laffin, Manager, Estate of Mathew Laffin
Edmund A. Russell, Treasurer, Otis Elevator Co.
Frank Cuneo, of Garibaldi & Cuneo
Charles L. Bartlett, President Orangeine Chemical Co.
T. A. Shaw, of T. A. Shaw & Co.
C. J. Eldredge, of Merrill & Eldredge
Albert Pick, of Albert Pick & Co.
W. T. Perkins, V. Pres.
Henry Meyer, Cashier
Charles B. Pike, President

Missouri State Bankers' Convention, St. Joseph, May 5 and 6.

The state convention of the Missouri Bankers' Association was held at St. Joseph, on May 5th and 6th. A very large attendance was on hand, the number registering exceeding 1,000. The headquarters were at the Hotel Robidoux. A reception was tendered the visiting bankers in the banquet room of the hotel by the local bankers. At this time there was no special committee appointed, every banker in the city delegated himself a committee of one to receive and entertain the visitors. A great many out of town bankers were present representing most of the states in the middle West, as well as eastern financial centers.

Missouri has a very prosperous and splendidly managed state association, and claims the unique distinction of having every banker in it save one. The lonesomeness of that one is certainly beyond words, and Secretary Keyser will round up this single one, no doubt, before many days have passed.

The program was interesting and well rendered. The reports of the state officers were submitted to the convention and adopted. Mr. W. W. Bowman, of Topeka, Kan., the secretary of the Kansas Bankers' Association, was the first speaker on the afternoon

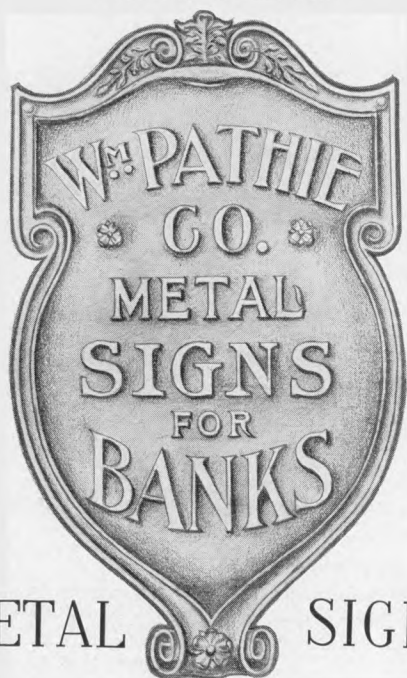
program. He had for his subject the "Significance of Present Day Agitation." He reviewed the free silver agitation of some years ago and the present wave of financial reform sought to be gained through the enactment of what is known as the bank deposit law. He seemed to feel the necessity of narrowing the breach which existed between the people and the bankers and strongly urged the latter to keep their ears close to the ground and get in closer touch with the public at large.

Following Mr. Bowman, Mr. C. F. Enright, of the Missouri Valley Trust Company of St. Joseph, spoke of the bank's duty to the community. Among other things Mr. Enright said: "A bank is not a mere custodian or lender of money. One of the first duties of a bank to the community in which it serves, is to keep the money entrusted to it in circulation for the promotion of business, extension of credit and general welfare and upbuilding of the business interests of that community. Another important function is to educate the people to thrift, industry and economy."

Virgil M. Harris, trust officer of the Mercantile Trust Co., St. Louis, brought out a number of legal points to the bankers' interest and protection and a

Wm. Pathie Company

Worcester, Massachusetts



METAL SIGNS

of

BRASS, BRONZE, COPPER and SILVER

Also Tablets

FOR SALE

Elegant Bank Fixtures

At 50c on the Dollar

The remodeling of our banking rooms makes an entire new set of fixtures necessary, and we offer those now in use at half their value. Fixtures consist of a very handsome outfit, in oak with five wicket openings, desks, chairs, cages and everything necessary for fitting up a banking room in first class shape. They were built by A. H. Andrews Co., Chicago and are all in fine shape and can be remodeled to fit any room at slight expense.

Here is a snap for someone.

Photos and plans sent on request

to—

OTTUMWA NATIONAL BANK

Ottumwa

..

..

..

Iowa

schedule of new laws which met with hearty approval. "Regarding notice to a bank," said Mr. Harris, "there are a variety of notices which may affect the banker. Of paramount importance is a notice, in writing or verbally, to the effect that funds deposited to the credit of one person actually belong to another; upon such notice it is the duty of the bank to withhold payment for a reasonable time to enable the party giving notice to assert his rights in court. It should be kept in mind that the claim must be one of ownership and not of debt.

"It is the law of this state and the general law of the land that, upon receiving such a notice the bank is required to hold the funds for a reasonable time. It may be asked: If such a notice is given by an irresponsible person, should it be respected? It is sufficient to say that the law will not punish a banker for doing that which the banker is required to do.

"A notice to stop the payment of a check, or notice as to the death of a depositor, idle rumor and gossip and newspaper notices do not constitute proper notice; but it is the duty of every banker upon receiving notice by word of mouth, or in writing, to act prudently; and it is generally best to accept such notice as a proper notice. The bank can always protect itself by proper action.

"I saw the other day a decision where an officer of a bank was at a banquet and there a depositor notified him that he wanted payment of a certain check stopped; the banker had forgot to stop payment and the bank was held liable."

The convention was called to order at 10:00 o'clock in the morning by J. B. Dominick, of Kansas City, president of the association. The invocation was by Rev. E. H. Eckel. Mayor A. P. Clayton welcomed the visitors to the city. Mr. J. G. Schneider, of the American Bank, spoke in behalf of the St. Joseph Clearing House Association. The town was turned over to the visitors and they were all loud in their praise of St. Joseph as an entertaining city. Nothing which could add to the comfort and pleasure of the visitors was omitted. At the close of the convention the retiring president was presented with a beautiful gold badge by the members of the organization in recognition of his services during the year. The convention went on record as strongly opposed to the guarantee of bank deposits as provided in the amendment adopted by the senate to the banking law now pending in the General Assembly.

The officers elected for the ensuing year are as follows: President, J. P. Hinton, of Hannibal; vice-president, A. O. Wilson, of St. Louis; treasurer, A. H. Waite, of Joplin; secretary, W. F. Keyser, of Sedalia. The entire association was loud in its praises of Secretary Keyser who is on the job all the time and is proving himself an ideal secretary. It is his desire to make the Missouri Association the best in the country, and he is in a fair way to have his desires realized.

The Farmers' and Mechanics' National Bank

of Philadelphia, Pennsylvania

427 Chestnut Street

CAPITAL,	- - - -	\$ 2,000,000.00
SURPLUS AND PROFITS,	- - - -	1,348,000.00
DEPOSITS,	- - - -	15,200,000.00

Organized January 17, 1807

DIVIDENDS PAID,	- - - -	\$12,777,000.00
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UNITED STATES, STATE and CITY DEPOSITORY

OFFICERS

HOWARD W. LEWIS, President
HENRY B. BARTOW, Cashier
JOHN MASON, Transfer Agent
OSCAR A. WEISS, Assistant Cashier

Accounts of Banks and Bankers Solicited.

ESTABLISHED 1879

STATE BANK of CHICAGO

S. E. Cor. La Salle and Washington Sts

CHICAGO

Capital	- - - -	\$ 1,000,000
Surplus,--all earned	- - - -	1,400,000
Deposits	- - - -	19,000,000

OFFICERS

H. A. HAUGAN, President
L. A. GODDARD, Vice-President
JOHN R. LINDGREN, Vice-President
HENRY S. HENSCHEN, Cashier
FRANK I. PACKARD, Ass't. Cashier
HENRY A. HAUGAN, Ass't. Cashier
SAMUEL E. KNECHT, Secretary
WILLIAM C. MILLER, Ass't. Secretary

Your Business is Respectfully
Invited

Prominent Bankers of Iowa

Men who are making an Impres upon the banking interests of the Hawkeye State

There is a strange similarity in names among several of the bank officials of Hardin county. For instance, there are three First National Banks in this county whose presidents are familiarly known as "Billy." There is "Billy" Wiemer, president of the First National Bank of Radcliffe; "Billy" Woods, president of the First National Bank of Iowa Falls, and "Billy" Murray, president of the First National Bank of Eldora.

It is with the latter "Billy" this sketch has to do.



W. J. MURRAY,
President First National Bank, Eldora, Iowa.

He is a native Hawkeye, having been born near Eldora about thirty-five years ago (although he does not look it) and has resided there ever since. Along in 1891 he first embarked in the banking business going to the old City State Bank as bookkeeper. After three years' service here which was highly satisfactory, he was elected assistant cashier in 1894. He pleased the bank officials in this capacity so well that two years later, or 1896, they made him cashier. In 1898 this institution was changed to the First National Bank. "Billy" continued to serve as cashier until 1907 and was then elected vice-president, serving as such until July 1, 1908, when he was elected president. Thus very briefly we have outlined a success in banking circles that might be modestly termed somewhat unusual because presidents as young as Mr. Murray in charge of institutions as large and as powerful as the one he presides over are not common by any means.

At the time the First National was converted from a state to a national bank, it had a capital of \$50,000, surplus and profits of \$6,000, and deposits of \$130,000.

At the last call of the controller it had with its savings department \$60,000 capital, \$57,000 surplus and profits, the net surplus and profits account being all earned after paying regular dividends of from 12 to 20 per cent, and showed a deposits account of \$520,000. These few figures are the sequel to Mr. Murray's rise in banking circles.

Success along this line is gained the same as it is in the other lines of endeavor by men who can deliver the goods, and "Billy" has certainly shown his ability to deliver.

The other active officers of the bank are all young men. W. E. Rathbone is cashier; A. W. Crossan and H. S. Hammond, assistant cashiers. In common with the affable president they all have acquired the glad hand habit and wear the smile that won't come off.

FARMERS & MECHANICS NATIONAL BANK OF PHILADELPHIA.

The recent statement of the Farmers & Mechanics shows deposits considerably in excess of \$15,000,000 and total resources of \$20,656,849. The statement in detail is published in the department devoted to that purpose in this issue. The bank has recently paid its 201st dividend, and mentions in this statement that it has no unpaid debt of any kind on its books, and the market value of its investments is much greater than the book value. This is a highly satisfactory showing and must have been extremely gratifying to all the stockholders.

Condensed Statement of the

Winneshiek County State Bank

DECORAH, IOWA

Made to the Auditor of the State of Iowa at the
Close of Business on February 20, 1909

Resources

QUICK ASSETS.	
Cash and due from banks.....	\$253,776.28
U. S. 2 per cent bonds (par) ..	40,000.00
New York City 1st Mortgage 3 1/2 per cent bonds (par) ..	10,000.00
New York Central Ry. 1st Mortgage 3 1/2 per cent bonds (par) ..	10,000.00
C., B. & Q. Ry., Ill. Div., 4 per cent bonds (par) ..	10,000.00
C., M. & St. P. 1st Mortgage 3 1/2 per cent bonds (par) ..	10,000.00
C., St. P., M. & O. Ry. 1st Mortgage 6 per cent bonds (par) ..	10,000.00
A. T. & S. F. Ry. General 1st Mortgage 4 per cent bonds (par) ..	10,000.00
Demand loans	60,000.00
Total	\$ 413,776.28
Winneshiek county and other warrants and bonds	\$ 133,749.66
Loans and discounts	652,994.32
Bank building	15,000.00
Furniture and Fixtures (Cost \$9,000.00)	1.00
Total	\$1,215,521.26

Liabilities

Capital	\$ 100,000.00
Surplus	25,000.00
Undivided profits (net)	43,920.61
Deposits	1,046,600.65
Total	\$1,215,521.26

June 1st, Capital increased to \$150,000
" Surplus " " 25,000

Department of Advertising Comment

A Series of Monthly Studies in the Best and Most Effective Methods of Bank Publicity

By EMERSON DEPUY

ABOUT STATEMENTS.

The regular statement as issued by the bank presents one of the best possible mediums for carrying some most effective advertising, and the bank which fails to use it loses a most excellent opportunity.

Publishing a statement simply "to comply with the

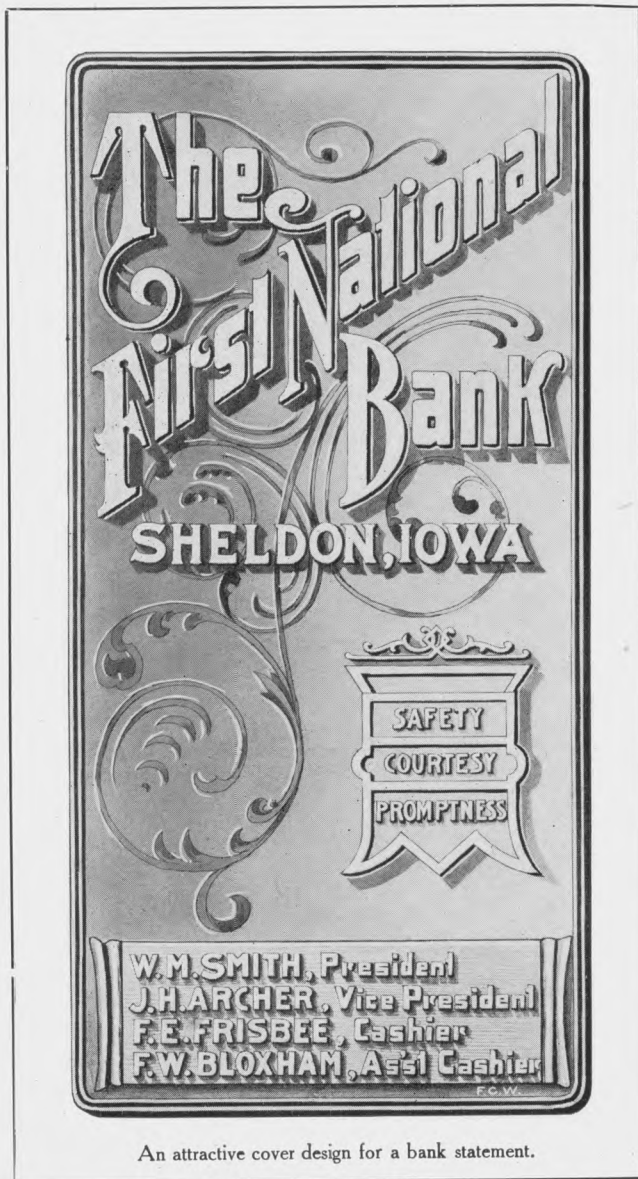
the bank. I would devote the two inside pages to statement matter proper with some comment if there was sufficient space, and on the back I would put up the best talk about my bank I knew how, and give some reasons, based on the showing revealed by the statement, why we were asking for new business and why we were in such splendid shape to take care of what we had.

No better opportunity for the effective exploiting of the bank presents itself than that offered by the publication of the regular statement, and I find myself wondering why it is not used to better advantage.

As a sample of a cover page design for a statement to contain four pages as outlined above, I wish to call attention to that of the First National Bank of Sheldon which is shown in this article. It is tasty and elegant in every particular, and the fact that it is a product of the engraving department of the Northwestern Banker does not detract from it a particle, in my estimation.

This design is a half-tone etched on a solid copper plate, the original design being made by hand. It could be handled by any first-class printer and very satisfactory results secured.

Hundreds of statements come to my desk. For the most part they are printed on a poor grade of paper,



An attractive cover design for a bank statement.

law" is a very narrow view to take of the matter. Every bank should have a mailing list comprising not only the names of all its own customers, but the names of those whom it desires to secure as such, and to this list a copy of every statement should be mailed.

If I were asked my idea as to the ideal statement I would answer, one of the proper size to fold once and go into a regular 6½ envelope. On the first page I would have an attractive design, made especially for

First Mortgage Farm Loans

Netting the investor 5 to 6 1-2 per cent.

¶ We offer gilt-edged First Mortgages on Iowa, Minnesota and North Dakota farms netting the investor 5 to 6 1-2 per cent. Our loans are carefully selected on conservative valuations. Each farm personally inspected before loan is made. Can furnish loans in amounts from \$300 upward. Interest and principle collected and remitted to investor without expense.

¶ Correspondence and personal call invited.

G. S GILBERTSON

Crocker Building

Des Moines,

Iowa

THE LIVE STOCK EXCHANGE NATIONAL BANK of CHICAGO

**Volume of Business for Year 1908 Exceeded
One Billion, Two Hundred Million Dollars**

and many of them bear all the ear marks of coming from the poorest print shop in town. In no sense do they represent the institutions which send them out. This ought not so to be. Suppose a dozen statements were dumped on your desk at once, all cheaply and

which one do you suppose would get your attention first and make the best impression on you, and things being equal which one would you be most apt to do business with? Why, the one which made the best impression, of course. It is always good to remember that the thing which influences us likewise influences others, and if we desire to secure the business of the other fellow we must avoid those things which would fail to attract us, were the case reversed.

The Citizens Savings Bank of Letts, Iowa, use on their statement a fine lithographed design very tasty and appropriate, which adds 50 per cent to its appearance, and which the bank has no doubt found a most excellent investment.

USING A NEWS ITEM.

As showing how very effectively a news item may be used in advertising the bank, the Omaha National sends out a slip showing a reproduced clipping from the daily papers, headed "All Show Gains," giving deposits of each of the Omaha banks February 5th as compared with last call April 28th. This table shows over \$1,000,000 gain for the Omaha National. On one side of the slip are the names of the officers of the bank and on the other side simply the words, "We solicit your business," at the top the name of the bank. It is all very natural, and withal most effective.

NATIONAL BANK OF COMMERCE, NEW YORK.

In sending out their statement for April 28th, the bank takes occasion to accompany the statement with a few words which are to the point and are as follows:

"By this the National Bank of Commerce in New York invites attention to the statement of its condition as rendered to the controller of the currency April 28, 1909, from which the strength and magnitude of the institution will be apparent. Liberal in policy, conservative in management, with a representative board of directors and unexcelled facilities for the handling of legitimate banking business, we solicit the accounts of corporations, firms and individuals, as well as out of town financial institutions."

This issue of the bank statement is on beautiful tinted enameled paper and comprises about twelve pages, handsomely printed in a duo-tone ink, making a very fine appearance.


The best biographies are those on two feet.



W. H. BUCHOLZ,
Cashier Omaha National Bank.

Mr. Bucholz enjoys the distinction of being cashier of the only bank in Nebraska carrying a deposit line in excess of \$12,000,000. As he has never done anything to hinder the onward march of the Omaha National, he naturally takes a reasonable degree of pride in the splendid record the bank is making.

poorly printed, with nothing to distinguish them, save one, and that one handsomely printed on enamel paper bearing a design something like the one shown here,

<p>THE Baker-Vawter SYSTEM FOR LOANS AND DISCOUNTS</p>	<p>ONE WRITING With Either Pen, Pencil or Typewriter MAKES THE Discount Register, Liability Ledger and Maturity Tickler The Most Practical System or Devised for the Purpose. Equally Adaptable to Banks of all Sizes.</p> 	<p>FOR FULL PARTICULARS WRITE Baker-Vawter Company (Jones Perpetual Ledger Co.) CHICAGO NEW YORK Tribune Bldg 350 Broadw'y</p>
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Many Successful Group Meetings

MEETING OF GROUP 4 AT DECORAH, MAY 6TH.

Group Four of the Iowa Bankers' Association held its annual meeting at Decorah, May 6th. The meeting was called to order by D. B. Allen, of Arlington, chairman of the group. Seventy-seven registered present. C. R. Carpenter, of Fayette, Iowa, was elected chairman for the ensuing year, and J. M. Pollard, of Strawberry Point, was elected secretary. D. B. Allen, the retiring chairman, was recommended to the state meeting of the Iowa Bankers' Association at Waterloo in June as a candidate for state treasurer. Short speeches were made by several of the visiting bankers, after which automobiles were taken to the college campus where a ball game between the Nebraska State University team and the Luther College team, of Decorah, was enjoyed. The game was an extra good one, the score being four to nothing, the Luther pitcher shutting out the Nebraska boys without a hit or a run for the entire nine innings. After the ball game the Decorah bankers entertained the visitors at a dinner at the Winneshiek Hotel. E. J. Curtin was toastmaster, and almost every banker outside of Decorah responded to a toast during the evening. The meeting was considered very successful. It was voted to meet next year at Oelwein, Iowa, on the invitation of Mr. Anders of that place.

THE MEETING OF GROUP NO. 1 AT SIOUX CITY, MAY 12TH.

A very interesting and profitable meeting of Group No. 1 was held at Sioux City on Wednesday, May 12th. The local bankers had left nothing undone to the end that the visiting bankers might have both a pleasant and profitable time. Nearly one hundred registered at the headquarters of the Commercial Club in the morning and spent the rest of the forenoon visiting the local bankers. At 12 o'clock, right on the minute, a very fine luncheon was served at the Mondamin Hotel complimentary to all the visitors. This courtesy was tendered by the bankers comprising the Sioux City Clearing House Association.

The program began at one o'clock, exactly on time, in the Y. M. C. A. assembly rooms. The address of welcome which was to have been delivered by Mr. John

McHugh, president of the Sioux City Clearing House Association, was delegated by him to Mayor Sears, of Sioux City, who, in his usual happy vein, responded, welcoming the bankers of Group No. 1, extending to them all the courtesies and privileges of the city. Also the bunch of keys which unlocked all the doors of the jail and every place that the bankers might want to visit.

At the close of the mayor's address, Mr. Jas. Robertson, Jr., cashier of the Washta State Bank, responded in a happy vein, and then Mr. C. A. Barr, assistant cashier of the Des Moines National Bank, read a most excellent paper on "Public Sentiment in Banking."

This was followed by an address delivered by W. D. Andrews, cashier of the Cherokee County State Bank at Meriden, on "Real Estate Loans as Bank Assets." This was a careful, thoughtful paper and brought forth much favorable comment. Mr. Wilfred Jones, national bank examiner, of Algona, made an address on "Bankers and Bank Examinations," which was listened to very attentively and well received. The program closed with an address on the "Problem of the Country-Bank Check," by Mr. Ralph C. Wilson, assistant cashier of the Bankers National Bank of Chicago. Mr. Wilson has been aptly termed "the Demosthenes of the Chicago chapter." He is bright, brilliant, witty, and interspersed his address with stories which emphasized the sharp points he desired to make. The paper

CAPITAL, \$100,000

SURPLUS AND PROFITS, \$124,515

Established 1870

Merchants National Bank

OF BURLINGTON, IOWA

J. L. EDWARDS, President

W. E. BLAKE, Vice-President

JAMES MOIR, Vice-President

ALEX. MOIR, Vice-President

H. J. HUNGERFORD, Cashier

F. L. HOUBE, Assistant Cashier

C. L. FULTON, Assistant Cashier

YOUR ACCOUNT INVITED

was received with much satisfaction by all the bankers present.

At the close of the program the new officers were elected for the coming year. Mr. H. A. Gooch, of the Iowa State Bank of Sioux City, was elected president, and Mr. W. H. Eddy, cashier of the Farmers Savings Bank of Boyden, secretary. After adjournment the bankers were invited to attend the ball game, which invitation they accepted and occupied a prominent position in the grand stand with the rest of the friends, swinging their hats and making all the noise which was possible to help the home team win, which they succeeded in doing after six pitchers had been used up and forty-seven men had been given bases on balls.

MEETING OF GROUP 5 AT COUNCIL BLUFFS, MAY 13TH.

The annual meeting of Group No. 5 of the Iowa Bankers' Association was held at Council Bluffs on May 13th, in the assembly room of the Grand Hotel. Mr. Jas. Hunter has been chairman of this group for the past year. Mr. Geo. W. Coe has been secretary.

The program was rendered in the morning beginning at 11:00 o'clock and lasting until 1:30. About 100 bankers, members of this group, were present and a large number of visitors from out of the city. The address of welcome was delivered by Mr. Victor E. Bender, of the Council Bluffs Nonpareil, and was very graceful, cordial and much appreciated by all the visiting bankers. Hon. Carl F. Kuehne, of Denison, responded in a happy vein. A very logical, carefully pre-

pared and thoughtful paper was then read by Mr. T. H. Read, of Shenandoah, on "Postal Savings Banks." Mr. Read had evidently given a great deal of thought to the matter and the paper was well received by all the bankers present. Of course, it's unnecessary to state that Mr. Read opposed the inauguration of the postal savings bank by the government, as it would be extremely difficult to find an assembly of bankers anywhere or an individual banker who favored it. After the reading of Mr. Read's paper, Hon. Walter I. Smith, of Council Bluffs, congressman from the Ninth District, was called upon and delivered a brief address, taking for his topic, "How Bankers May Aid in the Preparation of the Postal Savings Bank Bill." Judge Smith talked very pointedly and tersely on the question and his remarks no doubt will cause every banker who heard him to do some thinking. Among other things he said:

"It will be the part of wisdom, almost of self-preservation, if the bankers of this country cease devoting all of their time fighting the law and join in the work of securing the very best measure possible.

"If there is any class of men able to comprehend the requirements of such a law, a law that will inflict the least damage upon the financial institutions of the country, it is the bankers. If you leave the drawing of the measure wholly to the politicians, as you call them, refusing them the assistance of your knowledge and wisdom, the law as finally framed will be far less acceptable to you. It is your province to suggest a way to prevent the draining of one part of the country of the currency and prevent the escape of a large percentage of the capital from its share of responsibility.

Drovers Deposit National Bank of Chicago

COMPARATIVE STATEMENT OF GROWTH:

				<i>May 14</i>	<i>Assets</i>
1904	\$4,941,207.00
1905	6,053,767.00
1906	6,122,933.00
1907	6,957,373.00
1908	7,743,187.00
1909—Feb. 5	8,294,085.89

We Solicit Your Chicago Business ∴ Quick and Efficient Service

OFFICERS

R. T. FORBES, President GEO. M. BENEDICT, Cashier
WM. A. TILDEN, Vice Pres. JOHN FLETCHER, Asst. Cashier
J. C. MORRISON, Auditor

DIRECTORS

EDWARD TILDEN M. F. RITTENHOUSE
L. B. PATTERSON WM. A. TILDEN
R. T. FORBES



Irving National Exchange Bank

West Broadway and Chambers Sts.
NEW YORK CITY

LEWIS E. PIERSON, President
JAMES E. NICHOLS, Vice-Pres
ROLLIN P. GRANT, Vice-Pres



BENJAMIN F. WERNER, Cashier
DAVID H. G. PENNY, Ass't Cash.
HARRY E. WARD, Ass't Cashier

Capital and Surplus, \$3,000,000 **Resources \$28,770,000**

COLLECTION OF BILL-OF-LADING DRAFTS
OUR SPECIALTY

FOREIGN AND DOMESTIC EXCHANGE
BOUGHT AND SOLD

SPECIAL FACILITIES FOR HANDLING BANK ACCOUNTS

for debt paying and taxes. It is not merely a question of the coming of the postal savings bank, but of the character of the law that will create it. Every country in Europe has it, and the idea is uppermost in the minds of many of the people of this country."

At the close of this address, Mr. J. F. Brooks, president of the Iowa State Bankers' Association, gave a most excellent talk on the "Iowa Bankers' Association." Mr. Brooks pointed out very clearly, as well as interestingly, the fact that the state association returned so much more to its members than they invested in it, that he was unable to see how a single banker in the state of Iowa could remain outside of the fold. If there was a member of the group present who was not a member of the association and who remained unconvinced after Mr. Brooks' talk, he most certainly must have been hardened.

At the close of the regular program a general discussion touching the topics which the speakers had talked upon was indulged in and the election of officers took place, resulting in Mr. Geo. W. Coe, of Woodbine, being elevated to the presidency. Mr. R. G. Penniston, cashier of the Bank of Defiance, was elected secretary.

The meeting then adjourned to the dining room of the hotel where an elaborate six-course luncheon was served in elegant style, this being tendered to the visiting bankers complimentary by the bankers of Council Bluffs. After this some of the visitors went over to Omaha to the ball game, others dispersing to their homes, all unanimous in the opinion that the bankers of Council Bluffs had done themselves proud in entertaining for the second time in succession Group No. 5.

MEETING OF GROUP 9 AT CRESTON, MAY 12TH.

The attendance at this meeting was considerably larger than usual, there being over sixty bankers in attendance, among them a number who had not attended any of the meetings before.

A paper was read by H. W. Brough, assistant manager of the country bank department of the First National Bank of Chicago. Mr. Brough's paper treated of the "Relations of the Country Banker to His City Correspondent." It gave a clear and concise account of handling commercial paper with much valuable ad-

vice as to its purchase and selection. The paper was listened to with close attention by every banker present.

Mr. E. R. Gurney, who was to be present, was called to address the meeting of the Texas State Association at Houston, and was not able to be at Creston. He



D. B. ALLEN, ARLINGTON.
Cashier First State Bank.

Endorsed by the bankers of Group No. 4 for Treasurer
of the Iowa Bankers' Association.

forwarded his address, however, on "Postal Savings Banks," and it was read by Mr. J. K. Green, of Corydon.

Mr. T. L. Maxwell, of Creston, gave an address covering "New Laws and New Decisions Affecting the Banking Business." He is held in the highest esteem

FRANCIS B. REEVES,
President.

RICHARD L. AUSTIN, Vice-President.
THEO. E. WIEDERSHEIM, 2nd Vice-President.

JOSEPH WAYNE, JR.
Cashier.

The Girard National Bank

PHILADELPHIA, PA.

CAPITAL, \$2,000,000.

SURPLUS and PROFITS, \$3,950,000.

DEPOSITS, \$39,865,000.

ACCOUNTS OF BANKS AND BANKERS SOLICITED

by all the members of Group 9 and his paper was of special merit.

The Creston bankers took the visitors for an automobile ride to the grounds of the Commercial Club and return. In the evening a banquet was served by the ladies of the Congregational Church which was enjoyed by all the visiting bankers.

Officers of the group were re-elected. They are, A. D. Simmons, of Osceola, president, and E. O. Stevens, of Van Wert, secretary.

The visiting bankers all expressed themselves as highly pleased with the manner in which the Creston bankers handled the affairs regarding the meeting and the splendid entertainment which was afforded.

MEETING OF GROUP 10 AT OTTUMWA, MAY 19TH.

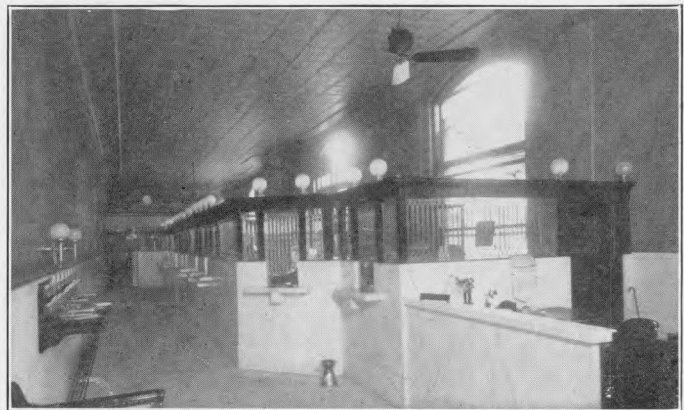
A highly successful meeting of Group 10 was held at Ottumwa on May 19th. This group has a "live wire" for president in the person of Mr. L. E. Stevens, cashier of the Ottumwa National Bank. Everything went with a vim, and interest was maintained from start to finish. The Wapello Club rooms were turned over to the visitors and these were headquarters for the entire day. The bankers registered here in the morning and the program was rendered in the club room in the afternoon. The forenoon was devoted to registration and getting acquainted. An elegant lunch was served at Ballindall Hotel at twelve o'clock complimentary to the visiting bankers, and the program rendered in the afternoon beginning at two o'clock.

After the address of welcome, Col. L. T. Richmond, of Albia, responded in his usual happy vein. Col. Richmond may have some views on guarantee of bank deposits which do not find favor with all the bankers, but the Colonel himself is always in high favor. His genial smile and humorous hits make him popular wherever he goes.

Mr. S. F. McConnell, cashier of the National Bank of Bloomfield, read a paper on "Advertising." Mr. McConnell's paper was intended to bring out a discussion on the paying of interest by state and national banks, and it certainly accomplished its purpose and provoked a very lively discussion along this line.

Mr. John H. Blair, vice-president of the Des Moines National Bank, gave an informal talk on the "Relation of the City Banker to His Country Correspondent." Mr. Blair thought this relationship should be of the

closest possible kind in order that the interests of both might be conserved. He was listened to with much attention. A general discussion followed this and then the resolutions committee reported. The committee suggested that after this the group hold its meetings each year on February 12th, Lincoln's birthday. They also recommended that a secretary of the State Association be employed and that he be paid a salary that would warrant him in giving his entire time to the work of the State Association. Further resolutions were to the effect that the group endorse Mr. I.



Interior Valley National Bank, Des Moines.

M. Sproul, of Washington, for state treasurer, and all these resolutions passed without a dissenting voice, with the exception of the one regarding the office of secretary, the original resolution of which embodied the words that "he be located at Des Moines." Colonel Richmond objected to this because he thought perhaps the state secretary might just as well be located at Albia or any other town in the state as at Des Moines. He laughingly said he might want to be a candidate himself sometime, and the word "Des Moines" was therewith stricken from the resolution.

The old officers were re-elected. Mr. L. E. Stevens, of Ottumwa, chairman; Mr. W. B. Lutz, of Albia, secretary.

After the reading of the resolutions and their adoption and the election of officers, the convention adjourned and street cars were in waiting in front of the club room for a tour of the city. At the conclusion

of this the visitors had supper at the hotel and departed for home all highly pleased with the manner in which the Ottumwa bankers had entertained the meeting of Group 10.

MEETING OF GROUP 2 AT FORT DODGE, MAY 21ST.

Nearly ninety bankers, representatives of the membership of Group 2, and visitors, registered at the court house at Fort Dodge on the morning of May 21st, all having arrived to attend the Group meeting. After making the rounds of the different banks, each visitor having been presented with the regulation tag containing his name, and a beautiful carnation, the morning session was called to order at ten o'clock in the court house.

The invocation was by Rev. R. L. Breed, and the address of welcome was by Mayor S. J. Bennett, the response by Mr. G. L. Tremain. After the appointment of a committee on nominations, an address on "Bank Legislation" was listened to by the convention. This was to have been delivered by Senator Larrabee, but in his absence, Senator Hanson, of Bode, gave a very interesting and instructive talk on this topic.

The legal questions, which were to have been answered by Attorney Kelleher, were not numerous owing to the fact that Mr. Kelleher was absent, and at this point the meeting was thrown open for general discussion.

At the noon hour a very fine lunch was served at the Elks Hall by the Fort Dodge bankers, complimentary to the visitors, and the meeting reconvened at one o'clock, and immediately proceeded to the election of officers, which resulted in Mr. H. S. Abbott, of Milford, being elected chairman, and Mr. P. O. Bjornsen, of Milford, secretary.

The new president, who has all the ear marks of being "a live one," extended a cordial invitation to the Group to meet next May at Arnold's Park, and he assured them they would be given a good time. At this point, Mr. E. W. Miller, assistant cashier of the Commercial National Bank of Waterloo, took the floor and extended a most cordial invitation to the membership of Group 2 to be present at the annual convention to be held in the city of Waterloo the 10th and 11th of June.

This was followed by an address on "Banking and Currency Reform" by Mr. George E. Roberts, president of the Commercial National Bank of Chicago. Mr. Roberts' address was listened to with very great interest by all those present and centered around the central bank idea, it being Mr. Roberts' firm conviction that an institution of this sort in America would help to solve many of our banking ills. The address was favorably received.

Mr. Roberts was followed by Mr. Daniel Rose, of the Illinois Central Railway of Chicago, who gave a very thoughtful, earnest, and instructive address on "Legislation Against Railroads."

The convention adjourned at the close of this address. Automobiles were in waiting at the door of the court house and the entire party was taken for a delightful tour around the city. The bankers all departed for their various homes in the evening, voting the Fort Dodge bankers royal entertainers and expressing themselves as having had a most delightful day.

To err is human; not to air others' errors is divine.

**The Chase National Bank
Of the City of New York**



UNITED STATES DEPOSITORY
CLEARING HOUSE BUILDING

Feb. 5, 1909

CAPITAL,	\$ 5,000,000.00
SURPLUS AND PROFITS, (earned)	5,931,026.00
DEPOSITS	105,842,591.00

Officers
A. BARTON HEPBURN, Pres. **ALBERT H. WIGGIN, Vice-Pres.**
SAMUEL H. MILLER, Cash. **CHARLES O. SLADE, Asst. Cash.**
EDWIN A. LEE, Asst. Cash. **WM. E. PURDY, Asst. Cash.**
HENRY M. CONKEY, Asst. Cash. **A. O. ANDREWS, Asst. Cash.**

Directors
HENRY W. CANNON, Chm. **JOHN I. WATERBURY**
JAMES J. HILL **GEORGE F. BAKER**
GRANT B. SCHLEY **ALBERT H. WIGGIN**
A. BARTON HEPBURN **GEORGE F. BAKER, JR.**
FRANCIS L. HINE

**National Bank of Commerce
in New York**

ORGANIZED as a State Bank in 1839; became a National Bank in 1865. Its up-building has been due to a policy that has been conservative yet progressive. Now ranking as one of the strongest financial institutions in the world, it offers clients every facility for the prompt and proper transaction of all branches of domestic and foreign banking, and such liberality of treatment as is consistent with prudence. Capital and Surplus over Forty Million Dollars.

Officers

VALENTINE P. SNYDER, President
THOMAS F. RYAN, Vice-Pres.
HENRY A. SMITH, Vice-Pres.
JAMES S. ALEXANDER, Vice-Pres.
NEILSON OLCOTT, Cashier
OLIVER I. PILAT, Asst. Cashier
FARIS R. RUSSELL, Asst. Cashier
A. J. OXENHAM, Asst. Cashier
SAMUEL WILCOX, Asst. Cashier
LEOPOLD FRIEDRICH, Manager Foreign Department

In All That is Good Iowa Affords the Best
LIFE INSURANCE and GOOD BANKING

Among the bankers who are policy holders:— George E. Roberts, Leslie M. Shaw, Ralph Van Vechten and TWO HUNDRED and FORTY OTHER BANKERS in IOWA

Homer A. Miller, President of the Iowa National Bank, Des Moines, Iowa, was insured for \$2,000 for twenty years, paid in premiums total \$1192, had the option of a cash settlement of \$1596, giving 20 years insurance and \$404 profit.

This Company Makes Results—Not Estimates

FRANK D. JACKSON, President

SIDNEY A. FOSTER, Secretary

Royal Union Mutual Life Insurance Company, - - Des Moines, Iowa.

Correspondence Solicited

Agents Wanted

The Man at the Counter

Human Nature and some other things as seen by the Man at the Counter

"Did you notice the little lady at the telephone a moment ago, the one in blue, who seemed bubbling over with mirth?" asked the man at the Savings Department window. "Her name is Elizabeth Terry and she is a stenographer for a couple of lawyers over in the Temple Court. Said Elizabeth has an eccentric bachelor uncle, very wealthy, but also stingy in the extreme. He is always nagging her because she doesn't save any money. 'Start a bank account,' is his hue and cry. Elizabeth means to be very economical, but fate is always leagued against her. She either loses her pocketbook just at the time when she happens to have the most money, or else a careless waiter will spill soup on her new gown. She looked very wise as she came up to my window and I knew she had something unusual to tell me.

"Well, I have just had another seance with Uncle Dick; you can probably guess the subject, but this is the time I came out ahead," said Elizabeth. "Uncle Dick told me if I would show him a pass book with \$100 deposited to my credit in any bank in the city he would give me another hundred. Don't be shocked, but I did it and now just think I have \$200. When Uncle Dick made the proposition to me I didn't take it seriously. How in the world could I ever get \$100? But I told my friend, Margaret Flynn, (you know she is French) and she said, 'Goose, that's the easiest hun-

dred dollars you'll ever get in your life. Why, I'm positively ashamed to tell you how it's so easy. Now listen to me! The next time we get paid, we'll pool our salaries, you deposit the money in the bank, then hurry up to your uncle and show him your bank book—mind, you'll have to hurry. After he gives you that other hundred you give me a check for my salary and—presto change! you have a cool hundred just by means of a little high-handed finance.'

"Now, what do you think of that? I hated to do it at first, it didn't seem just exactly right, but then Uncle Dick always says women have no sense of humor and I just want to put him to the test."

"You have made an error of \$1.00 on my February statement," said Mr. Bartlett, one of our depositors to our statement clerk. "You show my balance as \$48.75, while the correct amount should be \$49.75."

"Have you your statement and vouchers with you? Just let me have them a moment and I will check up on the ledger. Here is a check for \$1.00 charged on the 15th of February—now I will see if that check was returned to you. Yes, here it is all right. The footings are correct and as far as I can see your statement seems to be all right, Mr. Bartlett," said the clerk.

"Well, there is a mistake somewhere. I know I never made out that check. I never write checks for such small amounts."

"You must have forgotten about it, you see this is your signature all right."

He would not believe his own handwriting, and try as we did, we were not able to convince him. We knew, however, that this incident was not yet closed and we wondered what he would do; but we did not have long to wait. Next day he drew a check for \$49.75, took it into a store and had it cashed. He beamed all over with satisfaction. For once in his life he had gotten ahead of a mighty corporation. His pleasure was very short lived, for the dealer at once notified him that the check was not good. What did we do? We are still trying to convince him at a respectful distance.

Over our desk hangs a little sign, which has attracted much attention and we think it is doing a little

THE City National Bank

OF CLINTON, IOWA

Capital, Surplus and Profits\$200,000.00
 Deposits\$2,150,000.00

OFFICERS:

A. G. Smith, President G. M. Curtis, Vice-President
A. C. Smith, Cashier

Accounts of Banks and Bankers received on most
 favorable terms. Correspondence Invited.

The Seaboard National Bank

of the City of New York

Capital \$1,000,000 Surplus and Profits (earned) \$1,685,000

ACCOUNTS SOLICITED

S. G. BAYNE, President S. G. NELSON, Vice Pres. C. C. THOMPSON, Cashier
 W. K. CLEVERLEY, Ass't Cashier J. C. EMORY, Ass't Cashier.
 L. J. DE VAUSNEY, Ass't Cashier. O. M. JEFFERDS, Ass't Cashier

good in its own quiet way. It reads, "Be Cheerful, It's Contagious."

The other day a north-town family of prosperous Germans, consisting of father, mother, big brother, big sister, the twins and baby come into the bank to have our notary witness a deed for them. Father was very busy with the deed, but mother's eyes roved wonderingly around the lobby. At last they lighted on our little sign. We watched her closely to see the effect on her. She turned white to the lips, clutched madly at father, then grabbed baby and the twins and was half way across the lobby in two strides. Meanwhile father finished reading the deed and was ready for mother's signature:

"Marie, you shouldt write your name here vuns," but he was talking to empty space. Then he discovered his spouse near the door.

"Ach donner vetter vats de madder mit you alreatty," he asked. For answer she pointed at the sign which she read aloud, "Be careful, its contagious."

But father was more curious than frightened. He deliberately spelled it out word for word then asked, "Vat's contagious?"

As we had nothing but gold bricks on hand we presume he is still unenlightened.

Just at present we are laboring under quite a severe mental strain all on account of a letter which we received from one of our customers which reads as follows:

"Please charge my account and remit to the Bank of the Manhattan Cocktail, \$2,000.00 for my credit and advice."

He probably means the Bank of the Manhattan Co., but we would like to know just what's on his mind.

"Johnnie, there is a lady out in the lobby who looks like a newcomer. Go out and ask her who she is looking for," said one of our officials to his little son, who happened to be standing near his desk.

Johnnie came back in a minute. "Pa, I couldn't see anyone out there who looked like a cucumber, but I did see one lady that looked like a pumpkin."

Lessons learned by experience are not readily forgotten and are usually applied to good advantage long after being learned.

One of our lady customers was shopping the other

day. In the course of her tour she remembered that there was a bill of \$26.25 she ought to pay, so she made out a check and signed it, but she had forgotten how to spell the firm name.

"Well, I'll fill that in when I get home," she said to herself as she tucked the check into her belt. Then she shopped some more. She did not think of the check again until evening, but when she looked for it it was gone. Of course someone found it, inserted his name and cashed it. At the end of the month when she received her statement and cancelled vouchers she declared the check a forgery, etc. After much talking and the use of many leading questions she finally admitted that she had drawn the check, signed it and lost it.

"Why didn't you call up and notify us that the check had been lost and we would have stopped payment on it?" asked the cashier.

"Is that the way to do? I didn't know about that," said the lady. But the advice took deep root in her mind.

When we arrived at the bank this morning at 8:30 there was a very anxious lady pacing up and down the lobby. She almost fell on our neck.

"What's the matter, Mrs. B.?" we asked.

"I've been waiting here since 8:00 o'clock for you. Yesterday I lost my check book containing four blank checks and I want to stop payment on them right away."

SECURITY SAVINGS BANK Cedar Rapids

CAPITAL AND SURPLUS - \$ 250,000.00
 DEPOSITS - - - 1,650,000.00

Does no Commercial Banking, but offers for Iowa business the services of a careful competent and exclusive Savings Bank, paying interest on deposits at the rate of

4 Per Cent

G. F. VAN VECHTEN, President
 E. M. SCOTT, Vice-Pres.
 J. R. AMIDON, Vice-Pres.
 FRANK FILIP, Cashier

The Northwestern Banker

PUBLISHED MONTHLY AT 402-404 CROCKER BUILDING BY

The Northwestern Banker Publishing Company
DES MOINES, IOWA

EMERSON DEPUY - - - - - Manager

"A CASHIER'S CHECK" For \$2.00 is all that is required to secure the monthly visits of the Northwestern Banker for an entire year. Each issue contains from 56 to 64 pages of mighty interesting matter pertaining to banks and banking interests in the territory covered by the magazine.

"OUR CORRESPONDENTS" Every bank in the Northwest is invited to a place on this list. Send us items of local interest, tell us about your bank and its growth, prospects, etc., also any other financial news of interest to bankers in your section. We are always glad to hear from our friends.

"SIGHT DRAFTS" We always carry a large "Reserve" of good will and additional service, and will promptly honor drafts made upon same by any bank. This department is for your special benefit. It may be made of very great benefit to your bank. Do not fail to avail yourself of its privileges.

"A CLEARING HOUSE" Our columns are a clearing house for all our readers. Express your views on any topic of interest to the banking fraternity and submit same for publication. You do not have to agree with us, or with anyone else. We learn things by an interchange of ideas, and people with whom we disagree often prove valuable teachers. We shall be glad to hear from you.

"NO PROTEST" Has ever been offered to the statement that the field covered by the Northwestern Banker is the money producing section of the American continent, rich in hogs, cattle, corn, etc., and dotted with thousands of prosperous banks, all doing a good business, and the majority of them are readers of "The Northwestern."

"SURPLUS AND UNDIVIDED PROFITS" Increase very rapidly with those banks, whose advertisements appear regularly in the columns of this magazine. Full information as to rates and our special service, will be promptly furnished on application. Your business solicited and appreciated. The "Banker" has been fourteen years in its present field.

"SECOND CLASS MATTER" This journal is entered as second class matter at the Des Moines postoffice. This is done in order to conform to the postal laws; everything pertaining to the journal, save this entry, being strictly first class.

JUNE, 1909

General Invitation.

The bankers of Waterloo extend to the bankers throughout the state of Iowa and all other states, a cordial invitation to visit their city upon the occasion of the annual meeting. Everything possible has been done by the local bankers to the end that each visitor may have the best kind of a time. The city will be in gala attire during the convention, and hospitality will flow as freely and abundantly as the waters of the "Classic Cedar" whose banks are adorned by the peerless city of Waterloo. The Waterloo bankers are determined that nothing shall be left undone which will in any way contribute to the comfort and pleasure of their guests.

Do not fail to be present.

On The Trail Of The Banker.

Secretary Dinwiddie, of the State Association, with the object in view of making a record-breaking report at the next convention, has been rounding up the new members for the State Association in a manner which has caused a lot of them to sit up and take notice. As stated in our last issue, the membership is now in excess of 1,300 and it seems it is as large as is possible to make it, but so long as there are one or two hundred banks outside, the secretary keeps hammering away to the end that they may all be gathered in the fold. His last effort is unique to say the least. He sends out a circular letter enclosing two blanks. One to be used in answering the questions asked in the letter, and the other in case those receiving the letter cannot satisfactorily answer the question, is to be used

in signing up for membership. The circular letter is as follows:

"For some months past I have been greatly puzzled over a certain question, and not being able to solve it, I am going to appeal to you for assistance.

"The question is, 'Why will any Iowa bank withhold its membership from the Iowa Bankers Association?' The reason that this question is a puzzling one is because of the fact that by joining the association and paying the five dollars annual dues, any bank may save all the way from four to forty dollars per year in the expense of caring for its time lock and in burglary and surety bond premiums.

"Now to help me solve this question, I am going to ask you to fill out the enclosed blank, giving the reasons why you are not a member of the Iowa Bankers Association.

"If when you come to think about it, you find it difficult to do this, you may fill out the other blank I am enclosing and return it to me with your draft for five dollars, upon receipt of which I will issue to you a certificate of membership showing dues paid to June 1, 1910."

There has been a total net increase in membership during the year of considerable more than one hundred, so it will be readily seen that considering the conditions that exist in the State Association and the large membership already secured, the secretary has been doing something the past year.

Barr Is Elevated.

A well-deserved promotion came to C. A. Barr, the assistant cashier of the Des Moines National, on May 1st. The directors decided at that time they wanted him for cashier and after meeting in "solemn conclave" and electing him to that position, they then called him in and told him about it. C. A. was so overcome with emotion that for the first time since he was born he almost lost the smile that has never yet "come off." He is, however, recovering nicely and is able to attend regularly to his duties, while he accepts the congratulations of his friends which have been coming his way most abundantly ever since the announcement was made.

The Convention.

That it will be a "hammer" is settled, because the Waterloo bankers have been busy for weeks planning every detail, and these will be well nigh perfect. The program committee and the secretary of the state association have arranged a program of superior quality, one which ranks in the highest class. Regarding entertainment of the delegates and visitors, no effort has been spared to take care of everyone comfortably, and afford them the most enjoyable time possible.

Every public building, every bank, every factory and every home in Waterloo will have "the latch string

out" and it will be no little dinky string, either, but a good long one, which will give assurance to those who pull it that they are welcome. This is the Waterloo way.

For the past two years the conventions have been held at the extreme eastern and western borders of the state, and this no doubt has curtailed the attendance somewhat, but this year with a central location every member of the state association ought to be, and no doubt will be, in attendance.

Let the cry be "On to Waterloo" and 1,000 names on the registry list.

Very Sad

To read a certain financial journal whose editor is sadly afflicted with a severe case of elephantiasis of the cranium one might think that publishers of similar papers did nothing but sit around and wait to see what this gentleman was going to do, before they were able to go ahead and get out their own journals.

His references to the constant attempts of other papers to copy his "features" (all unsuccessfully of course) is amusing, especially as a close scrutiny of the columns of his contemporaries fails to reveal on their part any knowledge of his existence.

If he would devote more time to making a better paper, and shut the current off his knocking machine for a while it would improve his digestion, lengthen his life and increase the number of his friends. Nobody has any use for a knocker.

"FINANCIAL ADVERTISING."

This is the name of a book of about 1,000 pages which Mr. Lewis, the versatile "ad" man of the Burroughs Adding Machine Company, has recently published.

He devotes a chapter to the "Financial Trade Press," and his criticisms of some of these papers must be very humiliating to the men who publish the kind of papers he talks about.

"But then," they say, "it's easy enough to criticize, no ability required to find fault, anyone can do that."

The thing, however, which hurts in some of the things Mr. Lewis says, is the truth. If he had left that out, nobody would have cared a rap what he said.

This raises the point, however, as to the wisdom of always telling the truth.

Charles Lamb, it will be remembered, wrote of a certain individual, that he not only told the truth, he "bawled" it.

Most of us will agree that there is danger in this.

The discreet man when he sees nothing to be gained by telling the truth very wisely refrains.

Mr. Lewis, however, deemed it wise to "rip" the financial trade press "up the back" in fine style, and

from his standpoint he can truthfully say, "No one need put the shoe on unless it fits."

In case there might by some possibility be any wounded feelings among the publishers, these may be soothed by each one putting the shoe on the other fellow.

This would be a most happy adjustment of the whole matter.

It would still leave the question open, however, as to who appointed Mr. Lewis shoemaker to the entire financial trade press.

It is a fact which will not down, that the man who attempts to tell another man how to run his business, usually gets precious little thanks for his trouble and perhaps the reason for this is, that the man who is doing the actual thing, not theorizing about it, has discovered a few things, of which the theorizer is not aware.

Reforming is indeed a thankless task and he who assumes the roll, must not feel hurt if his efforts meet with a chilly reception at the hands of those whom he seeks to reform.

When Phoebe Cousins, the greatest of reformers, lay sick unto death at Los Angeles, neglected and well night deserted, she said to the one who remained faithful at her bedside, "Don't make the mistake I have, of trying to reform the world, because it don't want to be reformed."

No doubt the financial trade press needs reforming, at least some of it does. Whether it wants it or not, and whether it will take kindly enough to the severe criticisms passed upon it by Mr. Lewis to profit by what he says, is a wholly different question.

We hope it will.

SEND US YOUR ITEMS ON
Marshalltown, Iowa
First National Bank
and
First Trust & Savings Bank

Combined Capital & Surplus - \$ 265,000.00
 Combined Deposits - - - - - 1,300,000.00

D. T. DENMEAD	.....	.....	.....	.....	PRESIDENT
JAS. L. DENMEAD	.....	.....	.....	.....	VICE PRESIDENT
C. C. ST. CLAIR	.....	.....	.....	.....	CASHIER
H. GERHART	.....	.....	.....	.....	ASS'T CASHIER
H. S. LAWRENCE	.....	.....	.....	.....	ASS'T CASHIER

One Management

Statements as per Call of April 28th

ED. NOTE.—Advertisers using display space in the Northwestern Banker are entitled to have their statements published here as often as issued. The service is secured by mailing a copy to this office. We publish below all the statements received up to the time of going to press. The showing made reveals the fact that many of the banks have increased their deposits since last call, in spite of the fact that this is not usually the season when very much of an increase is to be expected.

FARMERS & MECHANICS NATIONAL BANK OF PHILADELPHIA.

Resources—Time loans, \$5,079,862.38; banking house, \$240,000.00; cash and reserve, \$5,995,744.50; due from banks, \$1,974,523.52; U. S. 2 per cent bonds, \$2,019,394.93; U. S. treasurer, \$98,034.60; investments owned, \$3,490,913.56; demand loans, \$1,758,375.83. Total, \$20,656,849.32.

Liabilities—Capital stock, \$2,000,000.00; surplus fund, \$1,250,000.00; undivided profits, \$98,211.69; dividend No. 201, \$70,000.00; circulating notes, \$1,950,000.00; deposits, \$15,288,637.63. Total, \$20,656,849.32.

MERCHANTS NATIONAL BANK OF PHILADELPHIA.

Resources—Loans and discounts, \$9,899,297.72; due from banks, \$1,446,503.54; exchanges for clearing house, \$409,389.50; cash and reserve, \$2,344,525.56. Total, \$14,099,716.32.

Liabilities—Capital, \$1,000,000.00; surplus and undivided profits, \$886,919.86; circulation, \$401,000.00; deposits, \$11,811,796.46. Total, \$14,099,716.32.

GIRARD NATIONAL BANK OF PHILADELPHIA.

Resources—Loans and investments, \$30,084,757.21; due from banks, \$4,980,319.32; exchange for clearing house, \$1,801,653.45; cash and reserve, \$10,081,941.55. Total, \$46,948,671.53.

Liabilities—Capital, \$2,000,000.00; surplus and net profits, \$3,903,835.67; dividend payable May 1st, \$120,000.00; circulation, \$1,061,297.50; deposits, \$39,863,538.36. Total, \$46,948,671.53.

THE BANK OF NORTH AMERICA, PHILADELPHIA.

Resources—Loans and discounts, \$12,801,070.37; due from banks and bankers, \$1,635,156.09; clearing house exchanges, \$625,784.67; cash and reserve, \$3,170,428.27. Total, \$18,232,439.40.

Liabilities—Capital, \$1,000,000.00; surplus and undivided profits, \$2,524,788.59; circulation, \$494,700.00; deposits, \$14,212,950.81. Total, \$18,232,439.40.

NATIONAL BANK OF COMMERCE, NEW YORK.

Resources—Loans and discounts, \$153,912,821.82; U. S. bonds to secure circulation, \$13,206,000.00; other bonds to secure U. S. deposits, \$575,435.00; real estate, \$3,520,000.00; due from banks, \$6,394,036.98; exchanges for clearing house, \$38,682,937.37; cash, \$50,173,321.19. Total, \$266,464,552.36.

Liabilities—Capital stock, \$25,000,000.00; surplus and un-

divided profits, \$15,474,919.03; circulation, \$13,006,800.00; deposits, \$212,982,833.33. Total, \$266,464,552.36.

SEABOARD NATIONAL BANK, NEW YORK.

Resources—Loans and discounts, \$16,769,937.73; overdrafts, \$81.99; U. S. bonds, \$1,050,622.89; stocks and bonds, \$2,376,490.29; due from banks, \$1,180,147.95; cash exchanges and due from U. S. treasurer, \$13,301,077.39. Total, \$34,678,358.24.

Liabilities—Capital stock, \$1,000,000.00; surplus and profits, (earned), \$1,731,402.20; circulation, \$220,480.00; reserved for taxes, \$10,500.00; dividends unpaid, \$10.00; deposits, \$31,715,966.04. Total, \$34,678,358.24.

THE CHASE NATIONAL BANK, NEW YORK.

Resources—U. S. bonds to secure circulation, \$2,510,000.00; bonds to secure U. S. deposits, \$11,820.00; bonds and stocks, \$22,191,529.43; bills discounted, \$12,243,744.86; time loans on collaterals, \$20,873,766.44; "quick assets" and cash items, \$61,104,801.66. Total, \$118,935,662.39.

Liabilities—Capital stock, \$5,000,000.00; surplus, \$5,000,000.00; profits, net, \$1,254,445.54; circulation, \$2,510,000.00; deposits, \$105,161,216.85; U. S. deposits, \$10,000.00. Total, \$118,935,662.39.

THE HANOVER NATIONAL BANK OF NEW YORK.

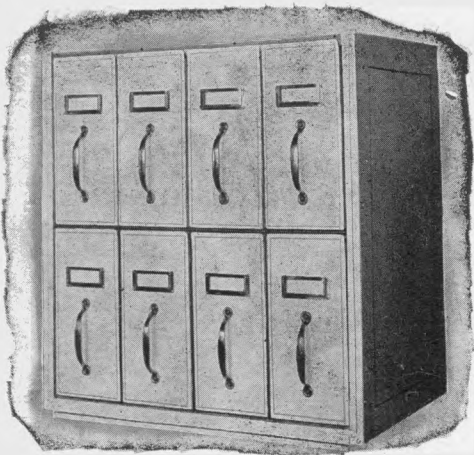
Resources—Loans and discounts, \$67,190,144.46; overdrafts, \$4,523.77; U. S. bonds, \$357,910.00; stocks, securities, etc., \$7,227,967.96; banking house, \$5,343,000.00; due from other national banks, \$1,212,972.73; due from state banks and bankers, \$2,111,598.40; checks and other cash items, \$168,126.00; exchanges for clearing house, \$28,577,161.64; notes of other national banks, \$40,715.00; cash items, \$24,554,918.28; redemption fund with U. S. treasurer, \$2,500.00; due from U. S. treasurer (other than 5 per cent fund), \$119,000.00. Total, \$136,910,538.24.

Liabilities—Capital stock paid in, \$3,000,000.00; surplus fund, \$10,000,000.00; undivided profits, less expenses and taxes paid, \$512,656.54; national bank notes outstanding, \$50,000.00; dividends unpaid, \$2,866.00; deposits, \$70,106,739.00; U. S. deposits, \$250,000.00; bonds borrowed, \$300,000.00. Total, \$136,910,538.24.

COMMERCIAL NATIONAL BANK OF CHICAGO.

Resources—Time loans, \$25,933,027.54; demand loans, \$6,334,376.72; overdrafts, \$663.61; real estate, \$29,529.90; U. S. bonds, at par, \$2,005,000.00; other bonds, \$2,835,510.56; stock Commercial National Safe Deposit Company (bank

SECTIONAL STEEL FIXTURES



STYLE M

This section contains 8 steel Document Files Boxes, each 4-3-4x10-1-4 inches of any depth desired, each fitted with polished brass drawer pulls and label holders, if requested.

Pigeon Holes Storage Cupboard
Plain Shelving Check Files
Roller Shelving Letter Files

Customer's Deposit Boxes

Do Not Shrink Sections are square
Do Not Swell Work is Square
Do Not Bind Price is Square
Do Not Wear Out Deal is Square

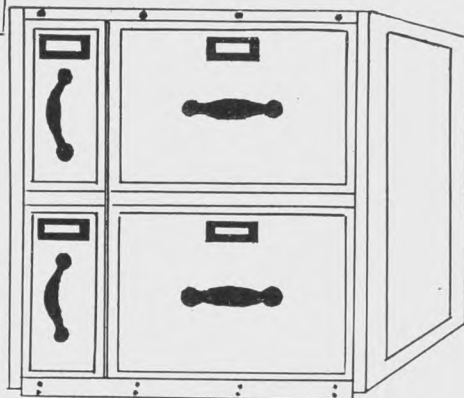
WRITE FOR CATALOGUE

Manufactured and Sold by

THE AMERICAN BANK PROTECTION CO.

1201-3-5 South Third St. MINNEAPOLIS, MINN.

If Not in Need of Fixtures Would You Investigate Our Burglar Alarm System



STYLE O

Combination section of two vertical letter files 14-3-4x10-1-4 and two Document Files, each 4-3-4x10-1-4 inches; fitted with polished brass drawer pulls and labels.

COMMERCIAL NATIONAL BANK

CEDAR RAPIDS, IOWA.

COMPTROLLER'S CALL, APRIL 28, 1909

AFTER TEN MONTHS OF BUSINESS

RESOURCES

Loans and Discounts	-	-	\$575,345.79
U. S. Bonds	-	-	101,763.19
Overdrafts-	-	-	927.14
Furniture and Fixtures	-	-	3,617.53
Cash and Sight Exchange	-	-	256,282.68
			<u>\$937,936.33</u>

LIABILITIES

Capital	-	-	\$100,000.00
Surplus and Undivided Profits	-	-	1,351.51
Circulation-	-	-	100,000.00
Deposits	-	-	<u>736,584.82</u>
			<u>\$937,936.33</u>

GAIN IN RESOURCES OVER LAST COMPTROLLER'S CALL \$112,889.91

The Success of this bank is not alone measured by its remarkable growth in ten months time but represents the accumulated experience of nearly half a century of successful banking here in Cedar Rapids

building), \$1,441,100.00; due from U. S. treasurer, \$309,750.00, exchanges for clearing house, \$967,162.82; due from banks, \$5,075,969.77; cash, \$9,856,496.49. Total, \$54,788,587.41.

Liabilities—Capital stock paid in, \$3,000,000.00 surplus fund, \$3,000,000.00; undivided profits, \$1,252,207.27; circulating notes, \$1,995,000.00; deposits, \$45,541,380.14. Total, \$54,788,587.41.

BANKERS NATIONAL BANK OF CHICAGO.

Resources—Loans and discounts, \$13,521,217.87; bonds and securities, \$2,468,698.08; U. S. bonds, \$426,184.36; real estate, \$23,575.41; furniture and fixtures, \$100.00; cash and sight exchange, \$8,963,742.22. Total, \$25,403,517.94.

Liabilities—Capital stock paid in, \$2,000,000.00; surplus and profits, net, \$1,280,543.02; circulating notes, \$416,000.00; dividends unpaid, \$974.00; deposits, \$21,706,000.92. Total \$25,403,517.94.

THE FIRST NATIONAL BANK OF CHICAGO.

Resources—Loans and discounts, \$70,130,734.73; U. S. bonds, par value, \$3,232,000.00; bonds to secure U. S. Deposits other than U. S. bonds, \$400,000.00; other bonds and securities (market value), \$8,213,501.79; National Safe Deposit Co. stock (bank building), \$1,262,000.00; due from banks (eastern exchange), \$17,150,088.28; checks for clearing house, \$2,563,212.28; cash on hand, \$22,282,611.03; due from U. S. treasurer, \$576,600.00. Total, \$125,810,748.11.

Liabilities—Capital stock paid in, \$8,000,000.00; surplus fund, \$7,000,000.00; other undivided profits, \$973,492.82; discount collected but not earned, \$604,604.26; special deposit of U. S. bonds, \$718,000.00; special deposit of other bonds, \$200,000.00; circulating notes received, \$2,731,997.50; less amount on hand, \$710,000.00; dividends declared but unpaid, \$936.00; reserved for taxes, \$74,333.07; deposits, \$106,217,384.46. Total, \$125,810,748.11.

THE CONTINENTAL NATIONAL BANK OF CHICAGO.

Resources—Loans and discounts, \$46,932,160.15; bonds, securities, etc., \$4,232,748.02; U. S. Bonds to secure circulation, \$3,625,000.00; premium on U. S. bonds, \$117,187.50; overdrafts, \$172.20; due from banks and U. S. treasurer, \$12,368,333.87; cash, \$19,188,143.41. Total, \$86,463,745.15.

Liabilities—Capital stock paid in, \$4,000,000.00; surplus fund, \$3,000,000.00; undivided profits, \$770,865.98; circulation, \$3,549,297.50; deposits, \$75,143,581.67. Total, \$86,463,745.15.

LIVE STOCK EXCHANGE NATIONAL BANK OF CHICAGO.

Resources—Loans and discounts, \$6,753,458.05; overdrafts, \$2,909.32; U. S. bonds, \$100,000.00; other bonds, \$53,950.00; cash and due from banks, \$4,159,516.69. Total, \$11,069,834.06.

Liabilities—Capital stock, \$1,250,000.00; surplus, \$300,000.00; undivided profits, \$104,705.55; circulation, \$99,000.00; dividends unpaid, \$300.00; deposits, \$9,315,828.51. Total, \$11,069,834.06.

NATIONAL BANK OF THE REPUBLIC, CHICAGO.

Resources—Loans, \$15,829,297.67; U. S. Bonds, \$1,154,023.27; real estate, \$26,376.80; cash and exchange, \$9,892,213.76. Total, \$26,901,911.50.

Liabilities—Capital stock paid in, \$2,000,000.00; surplus and profits, net, \$1,138,137.64; currency in circulation, \$1,115,000.00; bond account, \$33,000.00; due depositors, \$22,615,773.86. Total, \$26,901,911.50.

DROVERS DEPOSIT NATIONAL BANK OF CHICAGO.

Resources—Loans and discounts, \$4,018,362.88; overdrafts, \$3,690.15; U. S. and other bonds, \$730,570.00; premiums on

bonds, \$17,057.69; cash and due from banks, \$2,859,715.20. Total, \$7,629,395.92.

Liabilities—Capital stock paid in, \$600,000.00; surplus and profits, \$394,787.63; national bank notes outstanding, \$444,702.50; reserved for taxes, \$1,091.97; deposits, \$6,188,813.82. Total, \$7,629,395.92.

FIRST NATIONAL BANK OF MINNEAPOLIS.

Resources—Loans and discounts, \$14,040,751.45; railroad and other bonds, \$774,710.00; U. S. bonds, at par, \$1,250,000.00; bank building, \$300,000.00; cash on hand and due from banks, \$6,415,124.35. Total, \$22,780,585.80.

Liabilities—Capital stock, \$2,000,000.00; surplus and undivided profits, \$2,136,027.68; circulation, \$1,058,200.00; deposits, \$17,194,937.54; reserved for unearned discount, \$71,420.58; bond account, \$320,000.00. Total, \$22,780,585.80.

THE NATIONAL BANK OF COMMERCE, ST. LOUIS.

Resources—Currency and coin, \$14,068,433.74; checks and cash items, \$755,445.59; exchange, \$10,214,831.37; U. S. bonds, at par, \$9,311,500.00; bonds, stocks, etc., \$3,160,605.31; loans and discounts, \$55,585,135.61; N. B. C. Realty & Inv. Co. (bank building), \$1,500,000. Total, \$94,595,951.62.

Liabilities—Capital, \$10,000,000.00; surplus and profits, \$8,655,229.86; circulation, \$8,927,297.50; pension fund, \$99,691.00; reserved for taxes, \$75,000.00; special deposit, Commonwealth Trust Co., \$1,377,235.45; deposits, \$65,461,497.81. Total, \$94,595,951.62.

THE SECURITY NATIONAL BANK OF MINNEAPOLIS.

Resources—Loans and discounts, \$12,278,274.51; overdrafts, \$848.47; bonds, stocks and securities, \$247,773.71; U. S. bonds to secure circulation, \$400,000.00; U. S. bonds to secure U. S. deposits, \$50,000.00; due from U. S. treasurer, \$34,500.00, cash on hand and due from banks, \$6,040,413.00. Total, \$19,051,839.69.

Liabilities—Capital, \$1,000,000.00; surplus and undivided profits, \$1,223,001.83; reserved for unearned discount, \$100,000.00; circulation, \$398,600.00; deposits, \$16,330,237.86. Total, \$19,051,839.69.

NORTHWESTERN NATIONAL BANK OF MINNEAPOLIS.

Resources—Loans and discounts, \$19,051,398.53; U. S. and other bonds, \$2,100,065.00; banking house, \$275,000.00; over-

H. D. COPELAND & CO.

181-183 UNION STOCK YARDS

Chicago

LIVE STOCK COMMISSION

MERCHANTS

REFERENCES

National Live Stock Bank, Chicago
National Bank of Republic, Chicago

drafts, \$1,068.69; cash and due from banks, \$8,925,660.71. Total, \$30,353,192.93.

Liabilities—Capital, \$2,000,000.00; surplus, \$2,000,000.00; undivided profits, \$46,800.23; circulation, \$1,400,000.00; bond account, \$225,000.00; deposits, \$24,681,392.70. Total, \$30,353,192.93.

IOWA NATIONAL BANK, DAVENPORT, IOWA.

Resources—Loans and discounts, \$1,595,494.18; U. S. bonds to secure circulation, \$50,000.00; other stocks and bonds, \$119,422.49; furniture and fixtures, \$2,500.00; cash on hand, due from banks and U. S. treasurer, \$465,561.66. Total, \$2,232,978.33.

Liabilities—Capital stock paid in, \$150,000.00; surplus, \$150,000.00; undivided profits, \$7,258.44; national bank notes outstanding, \$49,400.00; deposits, \$1,826,319.89; re-discounts, \$50,000.00. Total, \$2,232,978.33.

THE MERCHANTS NATIONAL BANK, SIOUX CITY, IOWA.

Resources—Loans and discounts, \$699,535.17; U. S. and other bonds, \$30,000.00; banking house, furniture and fixtures, \$30,000.00; cash and due from banks and U. S. treasurer, \$282,865.33. Total, \$1,042,400.50.

Liabilities—Capital stock, \$100,000.00; surplus and undivided profits, net, \$57,587.08; circulation, \$25,000.00; deposits, \$859,813.42. Total, \$1,042,400.50.

IOWA STATE NATIONAL BANK, SIOUX CITY, IOWA.

Resources—Loans and discounts, \$1,754,402.58; overdrafts, \$2,019.89; U. S. and other bonds and securities, \$639,615.57; banking house and other real estate, \$106,128.60; cash and sight exchange, \$786,851.34. Total, \$3,289,017.98.

Liabilities—Capital, \$200,000.00; surplus and profits, \$104,287.01; circulation, \$183,800.00; deposits, \$2,800,930.97. Total, \$3,289,017.98.

UNION STOCK YARDS NATIONAL BANK, SOUTH OMAHA.

Resources—Loans and discounts, \$2,369,016.72; real estate, none; U. S. bonds for circulation, \$120,000.00; U. S. bonds and premium, \$51,762.50; cash and exchange, \$1,882,332.93. Total, \$4,423,112.15.

Liabilities—Capital stock, \$300,000.00; surplus, \$60,000.00;

undivided profits, \$59,898.65; circulation, \$119,100.00; deposits, \$3,884,113.50. Total, \$4,423,112.15.

FIRST NATIONAL BANK, DUBUQUE, IOWA.

Resources—Loans and discounts, \$1,164,722.29; U. S. government bonds, \$200,000.00; banking house, \$34,000.00; furniture and fixtures, \$5,000.00; due from other banks, \$377,770.53; cash on hand and due from U. S. treasurer, \$139,457.17. Total, \$1,920,949.99.

Liabilities—Capital stock, \$200,000.00; surplus and undivided profits, net, \$118,546.75; circulation, \$200,000.00; deposits, \$1,402,403.24. Total, \$1,920,949.99.

MERCHANTS NATIONAL BANK, CEDAR RAPIDS, IOWA.

Resources—Loans and discounts, \$3,153,399.70; overdrafts, \$2,065.80; U. S. bonds and other bonds, \$428,530.66; real estate, furniture and fixtures, \$15,437.60; cash on hand, due from banks and U. S. treasurer, \$1,403,962.67. Total, \$5,003,396.43.

Liabilities—Capital stock, \$200,000.00; surplus, \$200,000.00; undivided profits, net, \$30,103.03; circulation, \$200,000.00; deposits, \$4,373,293.40. Total, \$5,003,396.43.

SECOND NATIONAL AND DUBUQUE SAVINGS BANKS.

Combined Statement.

Cash, \$518,045.31; investments, \$2,570,531.92; deposits, \$1,805,714.25; capital, \$569,566.24; combined total, \$2,672,030.49.

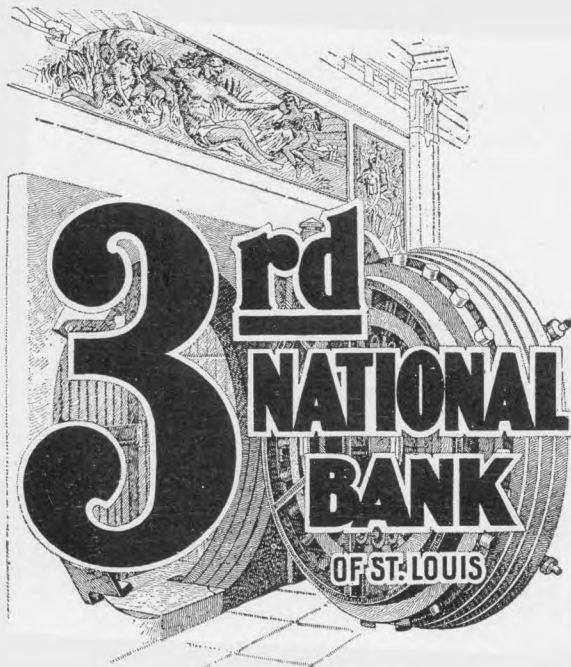
CEDAR RAPIDS NATIONAL BANK, CEDAR RAPIDS, IOWA.

Resources—Loans and discounts, \$2,228,630.64; overdrafts, \$642.19; U. S. bonds, at par, \$160,000.00; other bonds, \$540,496.08; real estate, \$160,000.00; cash, due from banks and U. S. treasurer, \$1,073,784.52. Total, \$4,163,553.43.

Liabilities—Capital, \$100,000.00; surplus and undivided profits, net, \$173,737.81; reserved for taxes, unearned discount and interest on C. D.'s, \$18,000.00; circulating notes, \$96,097.50; deposits, \$3,775,718.12. Total, \$4,163,553.43.

THE CITY NATIONAL BANK OF CLINTON, IOWA.

Resources—Time and demand loans, \$1,612,279.95; U. S. bonds, \$210,112.50; real estate and fixtures, \$31,972.85; cash



CAPITAL \$2,000,000.

SURPLUS \$2,000,000.

DEPOSITS \$34,000,000.

OFFICERS

C. H. HUTTIG, Prest	DA. P. COOKE, Ass't Cashier
W. B. WELLS, Vice Prest.	R. S. HAWES, Ass't Cashier
G. W. GALBREATH, Cashier,	H. HAILL, Ass't Cashier
J. R. COOKE, Ass't Cashier	J. F. FARRELL, Ass't Cashier

THE DENVER STOCK YARDS BANK

Located in Live Stock Exchange Building, Denver Union Stock Yards, Denver

OFFICERS

CHAS. FLETCHER, JR., President
C. K. BOETTCHER, Vice-President
JOS. S. DAVIS, Cashier
CHAS. I. DEARDEN, Ass't Cashier

DIRECTORS

CHAS. FLETCHER, JR.
HENRY GEBHARD C. K. BOETTCHER
GEO. W. BALLANTINE A. H. VEEDER, Jr

We receive accounts of individuals, firms, corporations, banks and bankers on favorable terms and shall be pleased to meet or correspond with those who contemplate making changes or opening new accounts.



If not already a customer we
invite you to become one

Located at the Denver Union Stock Yards, we are enabled to give close attention and quick action to business pertaining to shipments to the market. But our location in no way interferes with business not of this nature; our mail facilities enable us to give prompt attention to any business entrusted to us.

Send Us Your Western Collections

NEW EQUIPMENT FOR THE OTTUMWA NATIONAL.

The Ottumwa National bank has closed a contract for a new vault, safes and safety deposit system, that, when installed, will give it an equipment in this line equal to that of any bank in southern Iowa.

The work will be put in by the Mosler Safe Company. The vault is to be 10x18 feet, of the double

work by August 11th, next.

The bank plans also to remodel its banking room extensively, and re-outfit it with marble and bronze fixtures during the early part of the summer.

MR. STEVENS WRITES REGARDING THE ENDORSEMENT OF MR. SPROUL FOR STATE TREASURER OF THE I. B. A.

Ottumwa, Iowa, May 20, 1909.

Northwestern Banker,
Des Moines, Iowa.

Gentlemen:—At the regular annual meeting of Group 10 of the Iowa Bankers' Association, held in this city yesterday, at which we had the largest attendance, I believe, we have ever had at a meeting of our Group, the following resolution was presented, and unanimously adopted:

"Whereas, Ira M. Sproul, of Washington, has been prominently mentioned as a candidate for the office of treasurer of the Iowa Bankers' Association before the meeting to be held at Waterloo, June 10th and 11th, be it resolved that we endorse him to all the members of the association, and recommend his election to said office."

You doubtless know that at the convention at Sioux City last year, Mr. Sproul was the leading candidate in the opinion of many for the office of treasurer of the association. Mr. Hunter, of Minden, was also a candidate and in the interest of harmony and to keep from having a contest on the floor of the convention they agreed to withdraw in favor of Mr. Heinsheimer, of Glenwood, and they did the nice thing at the time by nominating him for the office and elected him. In return for the graceful manner in which these two gentlemen stepped aside, it was the general understanding from those in attendance from this part of the state that Mr. Sproul would be elected treasurer without opposition this year, and yet to my surprise I learned yesterday that our good friend, D. B. Allen, of Arlington, is being spoken of for the position, and has been endorsed by his group.

I believe that Mr. Sproul will be elected, because his friends believe he is entitled to it, and I regret sincerely that present indications are there will be a contest for the office, because they always leave hard feelings on the part of those taking sides in the election. Mr. Sproul is vice-president of the Citizens Savings Bank at Washington, a young banker of wide experience and acquaintance and the kind of a man we need in the executive offices of our association. His several years of experience as state bank examiner have given him a wide acquaintance and a large circle of friends in this part of the state, and they are all going to do what they can for his election.

I know Mr. Allen personally and have a very high regard for him, and under other circumstances would probably favor him for this position. I hope, however, that his friends will investigate the situation, and learn of the promises made to Mr. Sproul and his friends last year at Sioux City, and withdraw his name at this time.

Very truly,

L. E. Stevens, Chairman.



I. M. SPROUL, WASHINGTON, IA.

Vice President Citizens Savings Bank.

Endorsed by the bankers of Group 10 for Treasurer of the Iowa Bankers' Association.

deck style, built of reinforced concrete, and lined with Bessemer steel. The vault doors and safes will be of heavy steel construction in alternate layers of Chrome and Bessemer steel, and will be absolutely fire and burglar proof.

The contract calls for complete installation of the

THREE OMAHA BANKS EACH WITH OVER \$11,000,000 DEPOSITS.

There are three banks now in Omaha with deposits over \$11,000,000, the United States National now ranking with the First National and Omaha National.

The Omaha stands first, with \$12,425,879.

Remarkable gains in deposits and loans are shown in the statement issued by all the national banks of Omaha and South Omaha as compared with the statements of February 5th.

The total amount of deposits of the five Omaha national banks is \$43,731,484, while the loans amount to \$27,834,768, both material increases since February 5th.

The three South Omaha national banks have deposits amounting to \$6,442,873, while the loans are \$3,950,218.

A greater showing is made when the figures are compared with a year ago. The increase in deposits for the year is about 24 per cent, while the loans increased about 35 per cent.

NEBRASKA BANKERS TO FIGHT THE GUARANTY LAW.

A second conference of those bankers who are hostile to the new depositors' guaranty law was held at the Rome Hotel in Omaha recently where details were discussed for the proposed legal attack to be made upon the new law.

John L. Webster, of Omaha, has been retained as attorney for the bankers, and arrangements for the suit have been left in the hands of a committee consisting

of the following: C. F. McGrew, of Omaha, vice-president of the Omaha National Bank; A. L. Clark, of Hastings, president of the First National Bank; Luther Drake, of Omaha, president of the Merchants National Bank; S. H. Burnham, of Lincoln, president of the First National Bank; F. McGiverin, of Fremont, president of the Commercial National Bank; F. H. Claridge, of Blair, cashier and manager of the banking house of A. Castetter; J. W. Welpton, of Ogallala, president of the Exchange Bank; E. E. Halstead, of Ponca, president of the Bank of Dixon County; George F. Sawyer, of Western, president of the Saline County Bank; George N. Seymour, of Elgin, president of the Elgin State Bank.

Clarke and Claridge were two of the leaders in the last republican state convention who were instrumental in defeating the bank guaranty plank, Clarke being chairman of the resolutions committee.

"DROP CURVES."

Some thoughts from the annual address of F. M. Weitzel, president Group Two Nebraska Bankers' Association.

Let there be a growing into the desire to

"Be not the first by which the new is tried,

Nor yet the last to lay the old aside."

The mandate of a court nor the "be it enacted" of a legislature never has nor never will make a good banker.

Never has character, experience and ability in banking counted for so much as today, nor has the standard set for the banker by those either in or out of the pro-

The
Northwestern National Bank
 Minneapolis

Capital and Surplus, \$4,000,000.00

Adequately equipped, and with each department under the personal supervision of an officer, we solicit accounts, confident of rendering satisfactory service.

ESTABLISHED 1872

The Commercial National Bank

of WATERLOO, IOWA

Capital and Surplus \$250,000.00

OFFICERS

W. W. Miller,	- - -	President	H. C. Schultz,	- - -	Cashier
E. L. Johnson,	- - -	Vice-President	E. W. Miller,	- - -	Asst. Cashier

DIRECTORS

W. W. Miller	E. L. Johnson	F. C. Platt	Geo. E. Lichty	H. M. Reed	A. J. Edwards
Warren Brown	J. S. Tuthill	C. W. Illingworth	H. C. Schultz	J. W. Krapfel	

Our facilities for handling the accounts of banks in Iowa are Unexcelled **YOUR ACCOUNT IS SOLICITED**

profession been raised so high as at the present time. It has too often happened that where a banker has gone wrong there have been those outside the bank who helped him along, being mixed in with his deals with the full knowledge that the actions of both were wrong or at least not in keeping with conservative, sound business judgment. In consequence we are all commencing to realize that the man who wrongs a bank is as bad as the banker who wrongs a man.

No one has a right to expect a banker to convert his institution into an incubator for the purpose of hatching questionable commercial undertakings into gold eagles, for too often he would find the hatch poor, not

true to name and containing a large percentage of "lame ducks."

Gradually it is being written into the life of the banker as it was written into the law of conduct by the Divine Teacher, "No man can serve two masters," and so more and more we are moving toward that day when every banker will be invested with that ideal ability and dignity that become a person devoted to but one business in life.

THIRTY-FOUR YEARS FOR M'NIDER.

C. H. McNider, president of the First National Bank of Mason City, has rounded out his thirty-fourth year with that financial institution. At the age of fifteen he commenced work in the bank and steadily climbed the ladder of ability, capacity and financial genius till he became the president of one of the most remarkable banks in the state.

His friends (and they are everywhere) have been busy with their congratulations, and C. H. is still smiling in his usual happy manner.

Everybody hopes he may continue for thirty-four years more.

NEBRASKA BANKS.

The Omaha Bee recently published the following condensed information regarding Nebraska banks:

- "Banks in Nebraska at this date, estimated, 850.
- "State banks, affected by guaranty law, 647.
- "Capital stock paid in by state banks, \$10,849,030.
- Deposits, \$66,111,693.
- "National banks, last report, 209.
- "Capital stock paid in by national banks, \$9,790,000.
- Deposits, \$52,334,352.
- "Amount of assessment on daily average deposits provided for by new law, up to levy of January 1, 1912, 1.1 per cent.

"Possible emergency assessment in any one year for immediate payment of depositors, 1 per cent.

"At the present time the number of banks doing business in Nebraska, national and state, is about 850. Not all of the banks included in this number appear in the bankers' blue book, the last number of which is dated May, 1908, and the data for which was collected some months previously. The state banks number 647, according to the last tabulation of the secretary

GEO. G. HUNTER, President	O. B. FRYE, Ass't Sec
C. S. HUNTER, Sec'y	C. H. MARTIN, Treasurer
W. L. READ, Gen Coun.	

DES MOINES

Fire Insurance Company

OF IOWA

ANNUAL STATEMENT, JANUARY 1, 1909
[To Insurance Department, State of Iowa]

ASSETS:

Cash in Banks and Office	\$ 51,512.02
Cash in Course of Transmission....	32,862.66
Mortgage Loans on Real Estate....	242,749.76
Stocks and Bonds.....	100,628.85
Real Estate	89,548.91
Loans, Secured by Pledges of Bonds	4,892.00
Unmatured Bills Receivable.....	163,659.55
Total Admitted Assets.....	\$685,853.75

LIABILITIES:

Capital Stock (full paid).....	\$100,000.00
Reserve for Re-insurance and other	
Claims	438,288.93
Net Surplus	147,564.82
Total	\$685,853.75

Surplus as to Policyholders
\$788,187.09

THE BANKERS ACCIDENT COMPANY

DES MOINES, - IOWA

OFFICERS AND DIRECTORS

F. L. MINER, President
E. C. BUDLONG, 2d Vice- Pres. Agency Manager
J. A. KIZER, Secy.

C. H. MARTIN, Vice-President
 Pres. Peoples Savings Bank
G. G. HUNTER,
 Pres. Des Moines Fire Ins. Co.
N. T. GUERNSEY, General Counsel
E. A. SLININGER, Treas.
 Asst. Cashier Peoples Savings Bank
D. W. SMOUSE, Medical Director
H. S. WINSTON, Auditor

ALL FORMS OF ACCIDENT AND HEALTH INSURANCE WRITTEN

Profitable Agency Arrangements Made With Bank Officers or Employees

of the state banking board, and the rest are national banks.

"On July 1st all of the state banks will come under the requirements of the new so-called guaranty of deposits law, passed by the legislature, which has just quit business. Whether any of the national banks will resign their charters in order to take advantage of the law, or to ward off its inimical influence, is problematical. Some few have done so in other states, where similar laws have been passed, and the like result may be noted here. In the light of this possibility, some statistics touching the banking business of Nebraska will be timely.

"February 5, 1909, when the last report of the comptroller of the currency was made, the paid up capital of the national banks in Nebraska amounted to \$9,790,000; undivided profits totaled \$1,328,218, and the deposits amounted to \$52,334,352."

INDISPUTABLE FACTS.

In a recent circular letter the Victor Safe & Lock Co. give the following interesting facts:

"During the last eighteen months, nine banks using the Victor screw door bank safes were attacked by burglars. The names of the banks are: Florence Deposit Bank, Florence, Ky.; Scandia State Bank, Scandia, Minn.; Bank of Buckner, Mo.; Canby Bank & Trust Co., Canby, Ore.; Peoples Bank, Stamping Ground, Ky.; First State Bank, Ludden, N. Dak.; The Farmers Bank, Wilsonville, Ore.; Bank of Tebbets, Tebbets, Mo.; J. D. Bassett & Co., Bankers, Cunningham, Wash. In each and every case the safes preserved their contents perfectly, and the banks did not lose one cent, except in damage to their vaults and buildings.

"Compare this record with that of banks using other makes of safes, and you will find that their loss by burglary, during the same period, was thousands of dollars.

"The result is, that our utmost capacity is taxed in supplying the demand for our Victor solid manganese steel screw door bank safes, as bankers are rapidly learning that they afford the desired protection, reduce their insurance, and can be used to splendid advantage in advertising. Therefore, in addition to the protection, the safe becomes an investment, returning a greater rate of interest on the money invested in it

than could possibly be secured on a loan for similar amount."

THE BANK OF NORTH AMERICA, PHILADELPHIA.

As will be noted in the figures appearing elsewhere in this issue of the Northwestern Banker, the Bank of North America increased its undivided profit account from \$231,000 to \$274,000, making a gain in this very interesting account of \$43,000, a source of congratulations from all quarters. The bank is doing a splendid business and is ably and satisfactorily officered.

METAL SIGNS FOR BANKS.

Nothing adds more to the dignity and effectiveness of a handsome bank exterior than an elegant, impressive metal sign. They may be made of bronze, silver or copper as the case may be. These metals all admit of high polish, the sign is not affected by weather, and once put up lasts as long as the bank building stands. The Wm. Pathie Co., of Worcester, Mass., are putting out an exceptionally fine line of these signs, and would be glad to enter into correspondence relative thereto.

The National Bank of the REPUBLIC

of Chicago

continues to offer to banks and bankers the advantage of its facilities, developed and perfected by eighteen years of close personal relations with a constantly growing list of correspondents throughout the world

OFFICERS

JOHN A. LYNCH, President
 R. M. McKINNEY, Cashier
 THOS. JANSEN, Asst. Cashier
 WM. B. LAVINIA, Asst. Cashier
 W. T. FENTON, Vice-President
 O. H. SWAN, Asst. Cashier
 JAMES M. HURST, Asst. Cashier
 W. H. HURLEY, Asst. Cashier

THE DES MOINES NATIONAL BANK

DES MOINES, IOWA

The policy of this bank is to cultivate helpful business relations with its correspondents and to render at all times the service which their needs demand and which our equipment insures. An experience extending over a quarter of a century in catering to such needs has provided a broad understanding of the requirements in this field. We cordially invite a share of your business.

April 28th, 1909 Call

Resources (over) \$5,456,000.00

Arthur Reynolds, President John H. Blair, Vice-Pres. C. A. Barr, Cashier A. J. Zwart, Asst. Cashier

TRAVELERS' CHECKS.

Messrs. Knauth, Nachod & Kuhne, the well-known International Bankers of New York and Leipzig, Germany, undertook, some ten years ago, at the suggestion of many of their correspondents, to issue Travelers' Checks, in order to enable the banking fraternity to offer to the traveling public a self-identifying universally available document, similar to, but in many respects superior, to that issued by the express companies.

Owing to the firm's unrelenting efforts, their travelers' checks' service today is unsurpassed; a K. N. &

to remind banks and bankers of the fact that the Trust Company's checks are not being offered with a view of entering into competition with Messrs. Knauth, Nachod & Kuhne or with the legitimate business of any of the association's members, but rather to attack the express companies, who have encroached upon a field undoubtedly belonging to banks and bankers.

PRESIDENT WEISER INTERESTS HIMSELF IN ANOTHER BANK.

Mr. C. J. Weiser, president of the Winneshiek Co. State Bank of Decorah, David Clark, Jr., of the First

KNAUTH, NACHOD & KÜHNE
NEW YORK.

Checks negotiated in Europe, will be paid only through European Correspondents.

CORRESPONDENTS:

Par's Bank, lim., London, Liverpool, Manchester &c.
 Union Bank of Scotland, lim., Edinburgh, Glasgow &c.
 Provincial Bank of Ireland, lim., Dublin, Belfast &c.
 Tweeds Bank Vereeniging, Amsterdam.
 Crèdit Lyonnais, Paris, Lyons, Marseilles, Brussels, Geneva &c.
 Comptoir National d'Escompte, Paris, Lyons, Marseilles, Tunis &c.
 Banco Commerciale Italiana, Genoa, Milan, Rome, Naples &c.
 Dresdner Bank, Berlin, Bremen, Hamburg, Hanover, Nürnberg, &c.
 Knauth, Nachod & Kühne, Leipzig.
 Oester. Credit Anstalt, Vienna.
 Crèdit Lyonnais, St. Petersburg. Commerzbank, Warsaw.
 Danske Landmandsbank, Copenhagen.
 Centralbanken for Norge, Christiania.
 Svanerulle Enskilda Bank, Stockholm.
 Schw. Kreditanstalt, Schw. Bank, Venedig, Zürich.
 Knauth, Nachod & Kühne, New York, N.Y.
 First National Bank, Chicago, Ill.
 Crocker-Woolworth Nat'l Bk., San Francisco, Cal.
 and all other Correspondents as per official List.

TRAVELER'S CHECK, \$20.00

DATE Oct 10th 1908

GOOD WITHIN ONE YEAR FROM DATE

When countersigned below with the opposite signature

L. M. Keil HOLDERS SIGNATURE

KNAUTH NACHOD & KÜHNE

THROUGH THEIR CORRESPONDENTS will pay against this CHECK OUT OF THEIR BALANCE to the order of Waldorf Astoria Hotel

TWENTY Dollars or EQUIVALENT as follows:

ENGLAND		FRANCE		GERMANY		ITALY		NETHERLANDS		AUSTRIA		RUSSIA		OTHER COUNTRIES	
DOLLARS	CENTS	DOLLARS	CENTS	DOLLARS	CENTS	DOLLARS	CENTS	DOLLARS	CENTS	DOLLARS	CENTS	DOLLARS	CENTS	DOLLARS	CENTS
20	-	4	18	102	50	83	30	102	50	73	39	49	02	98	46

Countersign here

L. M. Keil MANAGER'S SIGNATURE

This Signature must correspond with above

SPECIAL GOOD FOR CASH

K. check is cashed the world over by banks, bankers, hotels, storekeepers, etc., constituting a great convenience to the traveler and enhancing his comfort and pleasure.

The checks are payable everywhere, without deduction, at their face value in dollars or printed equivalent, as shown on the accompanying miniature facsimile.

The American Bankers' Association has delegated to the Bankers Trust Company of New York the issuance of travelers' checks. It may, however, be well

National Bank of Kenmare, N. D., and O. J. Clark, of the Farmers & Merchants State Bank of Sherwood, N. D., have purchased the Tolley State Bank of Tolley, N. D. This combination of capitalists now own the First National Bank of Kenmare, the Farmers & Merchants State Bank of Sherwood, the First State Bank of Norma, the First State Bank of Crosby, and the Tolley State Bank. Mr. E. W. Holway, of Minneapolis, who is the auditor for all the other North Dakota banks in which Mr. Weiser is interested, will act in that capacity for these banks also.

THE MERCHANTS' NATIONAL BANK

of CEDAR RAPIDS, IOWA

Capital . . . \$200,000
Surplus . . . 200,000

OFFICERS

JOHN T. HAMILTON, President P. C. FRICK, Vice-President
JAMES E. HAMILTON, Vice-President JOHN S. BROEKSMIT, Cashier
EDWIN H. FURROW, Ass't. Cashier

The Live, Commercial Bank of Cedar Rapids

PROGRAM IOWA BANKERS CONVENTION, WATERLOO, JUNE 10-11, 1909.

PROGRAM

Thursday, June 10, 1909,
10 O'clock A. M.

Invocation—REV. WALTER H. ROLLINS, Pastor First Congregational Church, Waterloo.

Introduction—A Waterloo banker.

Annual Address—HON. J. T. BROOKS, President, Hedrick Reports.

Treasurer.....D. L. HEINSHEIMER, Glenwood
Secretary.....J. M. DINWIDDIE, Cedar Rapids
Taxation Committee..E. M. SCOTT, Chairman, Cedar Rapids
Legislative Committee.....H. T. BLACKBURN, Chairman
Des Moines

Protective Committee.....J. T. BROOKS, Chairman, Hedrick
Insurance Sundblad Time Locks
Committees Appointed.
Address.

Note—The banker receiving this is requested to prepare a resolution embodying his views on any subject, to be generally discussed Friday morning. Hand them to the Secretary at this session.

PROGRAM

Thursday, June 10, 1909,
1:30 O'clock P. M.

Group Chairmen Reports.
Addresses.

1. HON. B. F. CARROLL, Governor of Iowa.

MR. GEORGE M. REYNOLDS, President American Bankers Association, will be present. The Secretary promises that Mr. Reynolds will address the convention.

MR. J. A. S. POLLARD, the eloquent Fort Madison banker, promises to be present, and will be sure to give us a twenty minute talk.

General Discussion.

Talk up. Don't be bashful.

Note—Those who have written the Secretary so often are invited to bring up their ideas for general discussion.

Ditto those who "were going to write him" but did not.

Also those who should have written him.

The non-member is urged to be present and tell us of any good reason there may be for not joining.

PROGRAM

Friday, June 11, 1909,
9:30 O'clock A. M.

*Reports of Appointed Committees.

Discussion of Resolutions.

Addresses.

1. E. ST. ELMO LEWIS, Detroit, Mich., "Making Advertising Pay a Bank."

2. HON. J. ADAM BEDE, Pine City, Minn., "Modern Money Making."

Five-minute talks by delegates.

General Discussion.

Election of Officers.

Unfinished Items.

Adjournment.

*As a special favor the Executive Committee ask that numerous resolutions be handed the Secretary of the first session for consideration by the Resolution Committee for report and discussion at opening of this session.

The American Bank Protection Company, of Minneapolis, Minn., which, for the past eight years has been engaged in the manufacture and sale of their Automatic Electrical Burglar Alarm System, has lately issued a catalog showing their steel office furniture and fixtures, the manufacture of which has become an important part of the product of their factory.

This reliable concern have lately purchased a four-story brick and stone building in Minneapolis, and are now splendidly equipped for turning out rapidly the two lines which are their specialties.

In nearly every bank and business office, steel fixtures are taking the place of the old-style wooden ones, and the prices for the steel fixtures are now nearly as low as those for fixtures made from pine boards.

The celebrated patent suit which The American Bank Protection Company have instituted against other manufacturers of bank burglar alarm systems is still on trial in the United States Court at Minneapolis, and the outcome of this suit is being watched very closely by the banks of the country for the reason that electrical protection is being more favorably considered today than any other form of device.

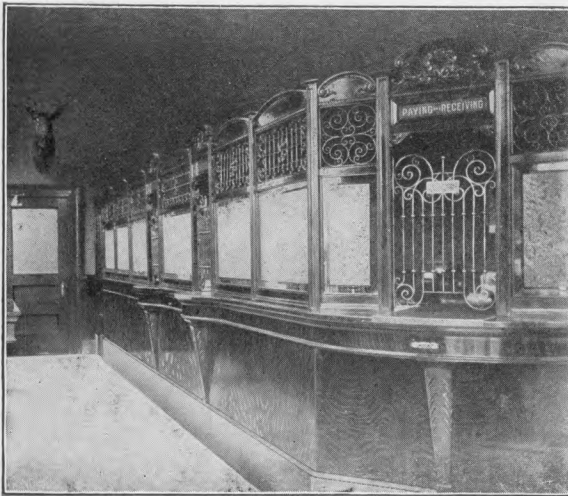
H. C. BOSTWICK, President.	H. C. MILLER, Ass't Cash.
E. A. CUDAHY, Vice-Pres.	JOHN S. KING, Ass't Cash.
TRUMAN BUCK, Vice-Pres.	JAS. B. OWEN, Ass't Cash.
J. C. FRENCH, Cashier.	

The South Omaha National Bank

South Omaha, Nebraska

Capital, \$250,000 Surplus, \$250,000 Profits, \$100,000

Send us your Stock Yards and Packing House Items. We make a study of the efficient handling of accounts of banks transacting business at the South Omaha stock yards. Correspondence invited.



Partial View of Fixtures Made for
Hayes & Hayes Bank, Aberdeen, Wash.

WINTER FIXTURES

"THE QUALITY KIND"

High Grade Bank Fixtures a Specialty. We are constantly fitting up banks in all parts of the country.

Let "WINTER" fit you out in modern style. DON'T WAIT until your competitor forces you to remodel.

Get "Winter Fixtures"

THE STANDARD FOR QUALITY AND STYLE

"WINTER" Fixtures are Right. WINTER will treat you right. Ask our Customers. Here are a few of them we have fitted up:

- | | |
|---------------------------------|------------------------|
| Bank & Trust Co., | Vollmer, Idaho. |
| First National Bank, | Rochester, Michigan. |
| First National Bank, | Elwood, Nebraska. |
| Farmers & Merchants Svcs. Bank. | Mt. Pleasant, Ia. |
| Merchants & Planters Bank, | Camden, Ark. |
| Evans Mercantile Co. | American Falls, Idaho. |

Write for Catalogue "09AA"

M. WINTER LUMBER CO.
SHEBOYGAN, WISCONSIN

The "High Grade" Fixture Makers

SALES AGENTS: R. H. Birdsall, Hamilton Bldg., Portland, Ore.; C. A. Paus, 313-323 So. Third St., St. Joseph, Mo.; Felix Parsons, Windsor Bldg., Dallas, Texas; C. B. Dicks, Magazine Cor., Common St., New Orleans, La.



GIRARD NATIONAL BANK, PHILADELPHIA.

This old reliable institution shows a very handsome gain in deposits over its recent statement, the actual gain being considerably in excess of \$1,000,000, bringing the deposits now close to the \$40,000,000 line, or to be exact, \$39,865,000. Cashier Wayne and his associates will soon give it another boost which will send it safe beyond the 40,000,000 goal and will no doubt keep it there.

MERCHANTS NATIONAL BANK, PHILADELPHIA.

The Merchants publishes a very attractive looking statement printed in two colors with the trade mark of the bank M-N-B in tint scattered all over the sheet. This is attractive to the eye, but we presume the thing which was more attractive to the officers of the bank was the deposit line which has now reached nearly \$12,000,000. Mr. W. P. Barrows, the assistant cashier, is the convention man, and is pretty well known to bankers throughout the state of Iowa.

FINANCIAL ADVERTISING.

The above is the title of a new book by E. St. Elmo Lewis. Mr. Lewis is advertising manager of the Burroughs Adding Machine Company. He is a practical advertising man, and as such, he has learned the difference between doing a thing and speculating as to how it ought to be done. He knows the power of advertising as an educational force. He is qualified to look at his subject from more than one angle, having in his long experience sold advertising as well as bought it.

After a chapter devoted to an outline of the beginnings and development of advertising, Mr. Lewis shows that the banker ought to advertise because of his peculiar relation to the rest of the business world, and his power to preserve or destroy that sensitive plant, public confidence. Having established this point, namely, that the banker through the public prints can educate the public along sound financial lines, the author takes up the question of how to do it.

Following is a list of chapter headings, which will give, in the shortest possible form, an indication of the range of material the book contains:

INTRODUCTION.

1. Advertising from the Historical Side.
2. The Banker's Duty to the Public.
3. How to Reach the People.
4. Attracting the Attention.
5. Awakening the Interest.
6. Creating the Conviction.
7. Successful Advertising; Its Personality.
8. Using the Local Newspaper.
9. The Banking and Financial "Trade" Press.
10. The Use of General Mediums.
11. Space, Position and Rates.
12. Street Cars, Billboards, etc.
13. Advertising Novelties, Almanacs, Calendars, etc.
14. The Place of the Booklet and Folder.
15. The House Organ.
16. Personal, Circular and Form Letters.
17. Arranging and Handling Mailing Lists.
18. Planning an Advertising Campaign.
19. Systematizing the Advertising.
20. The Banking-By-Mail Methods.
21. The Artist and Engraver.
22. The Printer's Part.
23. Department of New Business, etc.
24. The Advertising Manager.
25. The Advertising Specialist.
26. The Advertising Agency.
27. The Publicity Bureau.
28. How to Meet Competition.
29. The Advertising Value of Employees.

SECURITY

National Bank

SIoux CITY, IOWA

Capital,	-	-	-	\$250,000.00
Surplus and Profits,	-	-	-	185,000.00

W. MANLEY, President C. L. WRIGHT, Vice-Pres. T. A. BLACK, Vice-Pres
C. N. LUKES, Cashier C. W. BRITTON, Ass't Cashier

BANK SUPPLIES

LITHOGRAPHERS



An Independent Company for Iowa Bankers

Write Us for Prices

Samples Sent on Request

What They Are Saying

From their ads appearing in home papers we clip the following arguments as put forth by local banks in different parts of the state.

NATIONAL STATE BANK, Mt. Pleasant, Iowa. The policy of this bank is to cultivate helpful business relations with its customers and to render at all times the service which their needs demand and which our equipment insures.

AMERICAN SAVINGS BANK, Maquoketa, Iowa. No matter what line of business you are engaged in—farming, merchandising, teaching, clerking or one of the professions, you should have an account with a bank—this bank.

GILMORE STATE SAVINGS BANK, Gilmore City, Iowa. The bank examiner is always welcome at this bank—the more we are examined the better we are pleased—and we should be glad if he could meet and talk with all our patrons after every examination, as this would be the very best advertising the bank could possibly have. Examinations have no terrors for a bank that has nothing to conceal, and that is the way we keep the affairs of this bank all the time.

CLARINDA NATIONAL BANK, Clarinda, Iowa. Do you wish to write a letter; withdraw to a private room to discuss a matter with a friend; seek information or advice as to an investment or deal of any kind? We have the necessary equipment and also men wise by experience that will help you. Come in and be "at home" with us.

RINGGOLD COUNTY SAVINGS BANK, Kellerton, Iowa. Your savings earn interest if deposited with us, as time deposits or savings account. Hidden around the house they form a bait for burglars, food for fire and are a constant worry to you and do no good for anybody. Place your savings in the bank, then they help you as well as others, thus being a benefit to the whole community.

CITIZENS STATE BANK, Newton, Iowa. Your selection of a good bank is important—not only for the present, but also for the years to come. The right bank connection will be a material help to your every day business. This bank has a successful record of safe, conservative banking from the day of its organization. We invite your business.

PROVIDENT SAVINGS BANK, Estherville, Iowa. We cannot force you to save money. Were it in our power to do so, we most certainly would. As by so doing, we would win your everlasting gratitude. All we can do is to provide for you a safe and convenient place for your savings and to urge you to take advantage of it.

WHAT CHEER SAVINGS BANK, What Cheer, Iowa. The president of the largest shoe house in the world saved part of his money when he clerked in a store. The man he worked for liked this and took him into partnership. About

forty years ago he had saved ten thousand dollars. Today he is worth nearly ten millions. Make your own moral.

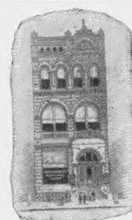
FARLEY STATE BANK, Farley, Iowa. The money in your purse tells just what cash you have on hand. This is our grandfather's method of business. The careful man of today avails himself of the check account and receives distinct advantages over carrying his money on his person. Keeping your money in your purse has the same relation to your business as the physician who guesses at his patient's pulse. There is a risk in either case—neither eliminates the chances of error. The check account indicates with accuracy the condition of your business pulse. It records receipts and expenditures, the record is permanent and reliable. It costs less to use a check book than a purse. This bank gives you protection for your money that no purse can offer. Shift the responsibility for keeping your money safely from your purse to us.

PROVIDENT SAVINGS BANK, Estherville, Iowa. In nine cases out of ten the man who has attained success in life has done so through the aid of a bank account. He has acquired the savings habit early in life and when the opportunity came, which enabled him to make a start, he was in a position to take advantage of it. Are you in such a position today? If not, a savings account with us will place you there.

JASPER COUNTY SAVINGS BANK, Newton, Iowa. Nine times out of ten the women are the money havers of the family. Men mean well enough. They know the value of having money in bank, but they haven't the knack of saving. They have not learned the trick of make one dollar do the work of two in buying, and of laying the other dollar away for the rainy day that is sure to same. Our bank is ready to help these thrifty women and offer every banking facility. Checking accounts or savings deposits are always welcome.

FIRST NATIONAL BANK, Manchester, Iowa. The modern bank is progressive, but it is above all else safe. Care in negotiating loans, liberal and impartial treatment of patrons, the extension of every courtesy consistent with high grade business practice—these are the prime requisites of modern banking. This bank tries to carry out these policies in full.

SECURITY BANK OF WESLEY, Wesley, Iowa. All things, you know, must have their beginning. The big things of today were the little things of yesterday. It does not matter how small your first saving may be, it gives you a start. The first dollar of a savings account is the hardest to get into the bank, and the saved dollar soon begins to earn more for you.



Capital \$100,000

Surplus \$50,000

MERCHANTS NATIONAL BANK

SIoux CITY, IOWA

OFFICERS

E. W. RICE, President
GEO. P. DAY, Cashier

E. B. SPALDING, Vice-President
G. N. SWAN, Asst. Cashier

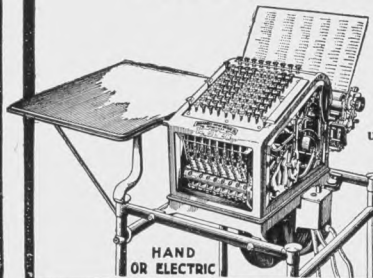
How Many Hours a Day Are Lost in Your Bank?

How much time do your clerks and bookkeepers spend in verifying their work?—In looking for errors? All that time will be saved by a

BURROUGHS

(Nine out of every ten adding and listing machines sold are Burroughs)

Adding and Listing Machine



Mathematical operations, done on a Burroughs, always come out right. The Burroughs never makes a mistake. It eliminates all the uncertainty. It does any kind of work in figures, from three to six times faster than the fastest man. It will save enough time the first year to pay for itself.

Without expense or obligation on your part, let us send a Burroughs to your bank for free trial. Or write for samples of different kinds of work performed on the Burroughs by other banks, showing how they use the machine.

BURROUGHS ADDING MACHINE COMPANY
71 Burroughs Block, Detroit, Michigan

European Address: 65 High Holborn, London, W. C., England

HAND OR ELECTRIC

21 A

A Bank for Commerce, Savings and Investments

The Merchants' Loan and Trust Company

Established 1857

Statement of condition Commencement of Business, April 29, 1909

Resources		Liabilities	
Loans and Discounts	\$29,949,750.30	Capital Stock	\$ 3,000,000.00
Bonds and Mortgages	8,070,337.80	Surplus Fund	3,000,000.00
Due from Banks	\$16,066,119.87	Undivided Profits	1,955,433.75
Cash and Checks for Clearing House	8,295,219.02	Reserved for Accrued Interest and Taxes	74,196.48
	24,361,338.89	Deposits	54,351,796.76
	\$62,381,426.99		\$62,381,426.99

OFFICERS

ORSON SMITH, President **E. D. HULBERT, Vice Pres.** **J. G. ORCHARD, Cashier**
F. C. NELSON, Asst. Cashier **P. C. PETERSON, Asst. Cash.** **C. E. ESTES, Asst. Cash.**
JOHN E. BLUNT, JR., Mgr. Bond Dept. **LEON L. LOEHR, Mgr. Trust Department**
F. W. THOMPSON, Mgr. Farm Loan Dept. **H. C. P. DEANS, Mgr. Foreign Department**

135 Adams Street, Chicago

Special Sleeper to Waterloo.

The Northwestern Banker has arranged for a special sleeper via Great Western to Waterloo on account of the Iowa Bankers' Convention.

Sleeper leaves Des Moines at 9 p. m. June 9th attached to regular train. It will be sidetracked at Waterloo and remain there until morning. Sleeper fare \$2.00. If you wish to join the party please notify us at once so reservations may be made for you.

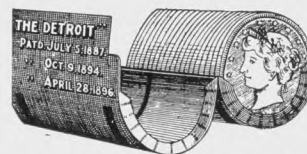
THUMB PRINT SIGNATURES.

The old Chinese system of identification by thumb marks has been adapted to modern banking, and the method is now in practical use in the First National Bank of Cheyenne, Wyo., as a means of identifying the signatures of the many foreigners who carry deposits at that institution. In fact, the thumb mark has become as necessary on checks drawn by this class of the bank's depositors as is the written signature of the drawer of the check. The system has been in use for more than a year, and in that time the bank has had not the least trouble with its foreign depositors, but instead has found that the arrangement works to perfection.

There are probably more nationalities represented in and around Cheyenne than in almost any other city of the country. The great mining camps of the state have drawn every nationality of Europe to themselves, while the Union Pacific and Burlington railroads have brought hundreds of railroad laborers from Asiatic countries, Korean ditchers, Japanese section men, Chinese workmen, Mexicans, Indians, Lithuanians, Czechs, Poles, Hungarians, Bohemians, Welshmen, Irishmen, Greeks, Italians and about every other nationality can be found around Cheyenne in the course of a day's search. Many of these persons deposit their savings in the First National Bank of Cheyenne, and very few of them, comparatively speaking, can write their own name, especially in letters which can be read by an ordinary American business man.

At the time of opening an account it is always customary to have the depositor file his signature with the bank, the more readily to detect a forgery should one be attempted. But the bank attaches were "up against it" when many of their depositors placed signatures on file which would throw the ordinary chirographical expert into a fit.

"THE DETROIT" IS A TIME SAVER



Only 1/2 the time is required to apply that the "flat" paper ones take—Hence Cheaper. Made of heavy pressed paper with self-sealing flap.

Hold all coins securely—can't slip out the ends, or unroll. Keep shape in dry or damp climates. Millions Used Annually. 9 sizes; \$2 per M. boxed. \$1.50 per M. in 10,000 lots. **COIN BAGS**—Our's don't rip—because double stitched. We make twenty sizes.

6-HOLE COIN CARDS, like cut, 10c doz.; 100, postpaid, 75c; 1,000 \$3; any printing, little more. **1-HOLE**, any printing, \$3 M; less for more. **DETROIT COIN WRAPPER CO.**
 6 John R. St., Detroit, Mich.



IOWA NATIONAL BANK

FLEMING BUILDING, DES MOINES, IOWA

STATEMENT APR. 28, 1909

RESOURCES.	
Loans and Discounts.....	\$5,501,354.27
Over Drafts	9,378.58
U. S. and Other Bonds.....	1,255,400.63
Furniture and Fixtures.....	17,000.00
Cash and Due from Banks.....	1,600,104.21
	<u>\$8,38,237.69</u>
LIABILITIES.	
Capital Stock	\$1,000,000.00
Surplus	150,000.00
Profits	25,758.61
Circulation	573,150.00
Dividends Unpaid	440.00
Deposits	6,633,889.08
	<u>\$8,38,237.69</u>

Largest National Bank in Iowa. Makes a specialty of farm loans for its correspondents. Write for rates.

Officers

HOMER A. MILLER, Pres.

H. S. BUTLER, Vice Pres.

H. T. BLACKBURN, Cashier.

IOWA NEWS AND NOTES

Work has been started on the new bank building at Mt. Hamill.

The German Savings Bank of Remsen will erect a new building.

The Ralston Savings Bank is remodeling its building and putting in new fixtures.

Mr. E. R. Alquist was elected cashier of the First National Bank of Thompson.

Edgar Ballou succeeds W. A. Jones as cashier of the Security Bank of Storm Lake.

The New London National Bank building will be torn down and a new building erected.

The Cascade Bank's building is nearly dismantled in preparation for the improvements.

The State Bank of Fayette has increased its capital stock from \$35,000 to \$40,000.

Work has been commenced on the building for the First National Bank of Davenport.

P. J. Cunningham has resigned as president and director of the Winterset Savings Bank.

Mr. C. J. Ahmann has been elected assistant cashier of the First National Bank of Remsen.

S. B. Zeigler, a pioneer lawyer and banker of Iowa, died at his home at West Union, aged seventy-eight years.

The interior of the Farmers Exchange Bank, Grafton, has been improved by some new paper on its walls.

A. W. Winden resigns as cashier of the First National Bank, Lake Mills, J. M. Tapager succeeding.

The Des Moines National Bank has been approved

as reserve agent for the First National Bank, Shenandoah.

The Iowa National Bank, Des Moines, has been approved as reserve agent for the City National Bank, Mason, Iowa.

The State Savings Bank of Jamaica expects to be located in their new quarters about the middle of May.

The First National Bank officials, Malvern, are making some extensive improvements on their building.

Geo. W. Hartley, formerly of Bedford, purchased the Blockton Bank recently and has taken possession.

A new vault to store books and papers is a recent addition to the Davis County Savings Bank of Bloomfield.

The City National Bank, Lincoln, Neb., has been approved as reserve agent for the First National Bank, Creston.

The First National Bank directors, of Davenport, have declared a regular semi-annual dividend of 3 per cent.

A. L. Gifford, who has been working at the Bank of Shelby, has gone to New York where he has accepted a position.

**Exclusive lines of
Grain, Milling, Lumber
and Jobbing Paper of
Minneapolis and St. Paul**

**Especially suitable for Northwestern Banks
Offerings on application.**

EUGENE M. STEVENS & CO.

Commercial Paper and Investment Bonds

Northwestern National Bank Bldg.
MINNEAPOLIS

State Savings Bank Bldg.
ST. PAUL

IOWA NEWS AND NOTES

The Dubuque National Bank, Dubuque, Iowa, has been approved as reserve agent for the City National Bank, Council Bluffs.

The Valley National Bank, Des Moines, has been approved as reserve agent for the Cedar Falls National Bank, Cedar Falls.

It is reported that Joy Anderson, of Nebraska, has purchased an interest in the Bank of Hardy and will move there soon.

The Peoples State Bank, Maxwell, will remodel the Cooper furniture store for a bank building. Mr. A. J. Fawcett is cashier.

The Commercial National Bank, Cedar Rapids, has been approved as reserve agent for the Farmers National Bank, Oskaloosa.

The Security National Bank, Oklahoma City, Okla., has been approved as reserve agent for the First National Bank, Gladbrook.

The Drovers Deposit National Bank, Chicago, Ill., has been approved as reserve agent for the First National Bank, Nora Springs, Iowa.

Four robbers blew open the safe of the Badger Sav-

ings Bank recently and secured \$1,500 in silver and gold. The men escaped on a handcar.

The Delhi Savings Bank reports that their business is good, total footings on May 3d being \$121,328, an increase of \$10,000 over a year ago.

The Bank of State Center is now on their eighth year of business, with assets of a quarter of a million, and surplus and undivided profits of \$10,000.

R. F. Bruce is able to resume his work in the First National Bank of Rockford after a month's enforced lay off with the grippe and tonsillitis.

The capital stock of the Farmers State Bank, New London has all been paid in and they expect to open for business as soon as the vault and furniture is installed.

A new savings bank is being organized at Stratford with a capital of \$20,000. J. T. Drug, president; E. A. Waller, cashier. Work on the building will begin soon.

The directors and stockholders of the Iowa City State Bank have decided to extend the charter until April 1, 1929. They voted to retain the present officers and directors.

The First National Bank of Imogene has paid rewards for the capture of A. J. Walla, the captured Imogene bank robber who is now serving his sentence in the penitentiary, and for the recovery of part of the money stolen, to the amount of \$350.

UNITED STATES DEPOSITORY

THE

Cedar Rapids National Bank

OF CEDAR RAPIDS, IOWA

Statement of Condition, Close of Business, April 28, 1909
Comptroller's Call

Loans and Discounts.....	\$2,228,630.64	Capital	\$ 100,000.00
Overdrafts	642.13	Surplus and Undivided Profits, net.....	173,737.81
United States Bonds, at par.....	160,000.00	Reserved for Taxes, Unearned Dis. and Int.	
Other Bonds	540,496.03	on C. D.'s.....	18,000.00
Real Estate	160,000.00	Circulating Notes	96,097.50
Cash, due from Banks and U. S. Treasurer....	1,073,784.52	Deposits	3,775,718.12
	<hr/>		<hr/>
	\$4,163,553.43		\$4,163,553.43

OFFICERS:

A. T. AVERILL, President
G. F. VAN VECHTEN, Vice-Pres.

RALPH VAN VECHTEN, Vice-Pres.
KENT C. FERMAN, Cashier
LOUIS VISHA, Asst. Cashier

MARTIN NEWCOMER, Asst. Cashier.
A. R. SMOUSE, Auditor

DIRECTORS:

A. T. AVERILL
Pres. Cedar Rapids Gas Light Company.
Pres. Cedar Rapids & Marion Telephone Co.
GEO. B. DOUGLAS
Douglas & Co., Starch Manufacturers.
G. F. VAN VECHTEN
Pres. Security Savings Bank, Cedar Rapids.



ED. H. SMITH
Secretary Farmers Insurance Co.
RALPH VAN VECHTEN
Vice Pres. Commercial Nat'l Bank, Chicago.
J. M. RISTINE
Physician and Surgeon.
J. H. INGWERSEN
Pres. Peoples Trust & Savings Bank, Clinton.

RESERVE AGENTS FOR NATIONAL BANKS
We invite new business

Davenport Savings Bank

DAVENPORT, IOWA

Officers

JOHN F. DOW, President
 LOUIS HALLER, Vice President
 HENRY C. STRUCK, Cashier
 OTTO L. LADENBERGER, Teller

Capital	- -	\$ 300,000.00
Undivided Profits	-	270,009.99
Deposits	- -	3,843,385.30

4 Per Cent Interest Paid on Deposits: Money Loaned on Real Estate Security in the State of Iowa.

:: :: DIRECTORS :: ::

A. Burdick Louis Haller A. Steffen Theo. Krabbenhoef J. F. Dow H Kohrs W. H. Wilson H. C. Struck Jno. W. Gilchris

IOWA NEWS AND NOTES

The new Bank of Iona has had some safety deposit boxes put in recently which will be of much convenience to themselves and customers.

Mr. P. M. Joice, president of the First National Bank of Lake Mills, Iowa, was a recent caller at the office of the Northwestern Banker, and reported that business was very good.

A new bank will be built at Athelstan. H. M. Ramsay is the cashier. The stock of the bank is being liberally subscribed to by the prominent farmers in that prosperous locality.

Russell Harvis, formerly of Keosauqua, is assistant cashier of a new bank at Keswick, the Farmers Savings Bank. The old bank with which he was connected removed to Colorado.

Receiver Fowler, of the First National Bank, Carroll, which failed last October, brought suit recently for the creditors against the estate of the late W. F. Culbertson for \$264,000.

A terrific wind storm approaching a tornado in violence wrecked the bank of Chisholm recently. The wind reached a velocity of sixty miles per hour and

tore down telegraph and telephone poles for miles around.

The Montezuma Savings Bank had deposits on May 1, 1909, of \$352,364.40, a gain of \$78,575.35 over the same day for 1908 when the deposits were \$273,789.05.

The Elkport Savings Bank has incorporated with a capital stock of \$10,000. H. H. Hoginsich, of Elkader, president; T. J. Knumbs, Elkport, vice-president; Geo. Knubs, Elkport, cashier.

The Farmers Savings Bank and the Progressive and Recital Club, of Garner, have offered a prize to the pupil of the high school writing the best essay on "The Benefits of the Public Library."

The Peoples Savings Bank, Laurel, has been incorporated with a capital stock of \$10,000. I. L. Patton, U. Moore, Cecil Rogers, A. C. Schumann, C. W. Behron, Fred Propp, Aug. Boedeker and Max M. Patton are interested.

The First National Bank of Humboldt has ordered the latest improved screw door safe. This style and make of safe has never been burglarized and insures absolute safety for depositors.

The organization of the new bank at Thayer is complete, the following officers having been elected: President, S. H. Blackwell; vice-president, Dr. W. A. Wright; cashier, J. J. Delay. The name of the new institution is "The First Bank of Thayer."

4%
 Paid
 on
 Savings
 Deposits

Write for particulars



Capital, Surplus & Profits
\$500,000

Deposits Over
\$4,300,000

OFFICERS:

I. H. SEARS, - - - Pres.
 H. F. PETERSEN, - Vice-Pres.
 J. H. HASS, Vice-Pres. & Cashier
 GUSTAV STUEBEN, Asst. Cashier

OFFICERS



A. P. DOE, President

J. D. BROCKMANN,
Vice-PresidentJ. E. BURMEISTER,
V. P. and CashierF. B. YETTER,
Assistant Cashier.

**IOWA
NATIONAL BANK
DAVENPORT**

Capital Stock - \$150,000.00

Surplus - - - 150,000.00

Undivided Profits - 2,536.41

Deposits - \$1,800,000.00

We invite your business.

IOWA NEWS AND NOTES

The Bank of Collins reports that business is in a very satisfactory condition and prospects are bright for the future. A gain of 33 1-3 per cent in deposits has been made in the past six months.

The Riverside Savings Bank has made a number of changes in their building that improve its appearance wonderfully. They have a large plate glass that almost fills the end. The furniture is all new.

The Danbury State Bank has renewed and amended its articles of incorporation. Capital stock \$40,000. The following are the officers: President, S. H. Santee; vice-president, J. H. Crilly; cashier, Louis Larson; assistant cashier, W. D. Gibson.

Mr. Vernon H. Wilson, the new teller of the Grundy County National Bank, Grundy Center, was married recently at Cedar Rapids, to Miss Maud Butterick. They will go to housekeeping at once, in the home which Mr. Wilson has just purchased of W. J. Oxley.

The Marshalltown State Bank has installed a regular savings department and pay 4 per cent interest on deposits. In order to serve the interests of their customers, especially those who wish to make use of the

savings department, this bank will be open Saturday evenings from 7 to 8 o'clock.

The Fidelity Savings Bank, Marshalltown, which up to this year has confined itself to a strictly savings bank business, has now opened a commercial department and is prepared to take care of checking accounts and to offer its patrons all the facilities of general banking.

A new safe to replace the one recently blown by the burglars has been installed in the First National Bank at Imogene. It is an Ely Norris safe and is of manganese steel. It is claimed that no burglar has ever been able to break into one of these safes during the last ten years.

John McDaniels, organizer of the Atlantic National Bank and one of the old settlers and best known men of that section of the state, died April 14th at the home of his daughter, Mrs. Edwin Delahoyde, of Exira, aged nearly ninety-two years. Death was the result of illness incident to old age.

Mr. J. G. Cutler, vice-president of the First National Bank of Nora Springs, has been elected cashier of the First State Bank to fill the place made vacant by the death of C. A. Moody. Mr. Cutler is well fitted for the responsible position, as he has taken an active part in the management of the First National for some time.

The Central Life Assurance Society

of the United States, Des Moines, Iowa

The Best Policies Issued by any Company. Every Feature Guaranteed and Secured

☐ The New Guaranteed Premium Saving Policy on the Twenty Payment Life Plan, guarantees to return all premiums paid in cash should the insured live to the end of the twenty years. The full face of the policy is paid immediately in event of death

☐ Bankers can benefit their patrons and also increase their own income by representing the Central Life.

Write Today for Literature and Agency

GEORGE B. PEAK, President

W. L. Shepard, Vice-Pres.

Homer A. Miller, Treas.

J. M. Emery, Actuary

Geo. H. Carr, Gen'l. Counse

H. G. Everett, Secy and Agency Mgr.

O. C. Miller, Asst. Sec.

Dr. D. W. Smouse, Med. Director

Dr. Addison C. Page, Asst. Med. Directo

IOWA STATE NATIONAL BANK

SIOUX CITY, IOWA

Officers:
 JOHN McHUGH, President
 HENRY G. WEARE, V. Pres.

Capital,	-	-	-	\$ 200,000.00
Surplus and Profits,	-	-	-	96,531.32
Deposits,	-	-	-	2,850,365.26

Officers:
 F. A. McCORNACK, 2d V. Pres.
 H. A. GOOCH, Cashier
 O. D. PETTIT, Asst. Cashier

This bank has unexcelled facilities for the prompt and careful handling of all business entrusted to it.

IOWA NEWS AND NOTES.

The State Savings Bank at Rowan has been incorporated with a capital of \$15,000. W. H. Ringham, president; S. B. Heath, vice-president; F. B. Sheldon, cashier; A. B. Sheldon, assistant cashier.

Mr. Earl Fishbaugh, cashier of the Security Trust & Savings Bank, and recently elected city treasurer of Shenandoah, recently made an equal distribution of the net city funds on hand, among the four banks. The amount distributed was \$4,400.

That he may devote more of his time to the business of the Berkeley System Company, with which he has become identified in the past few months, Lawrence S. Critchell has tendered his resignation as cashier to the board of directors of the First National Bank, Sioux City, to take effect June 1st.

The stockholders of the Orchard State Bank held a meeting recently and elected the following officers and directors: Officers were: President, A. H. Shaffer; vice-president, J. M. Roe; cashier, E. O. Clapper. Directors: A. H. Shaffer, W. S. Shaffer, J. M. Roe, E. O. Clapper and James L. Cutler.

At the parochial residence of Sacred Heart Cathedral, Davenport, recently occurred the marriage of Miss Adele A. Vogt, daughter of Mrs. Catherine Vogt, of Davenport, to Mr. Frank E. Ringey, cashier of the McCausland Savings Bank at McCausland. They will be at home to their friends after June 1st at McCausland.

On April 25th occurred the wedding of Miss Blanche Esshom, of Albia, and Mr. Scott Collins, of Albia. The bride is popular and accomplished, and is a member of the P. E. O. society at Albia. The groom is teller at the Peoples Savings Bank. He is honorable, trustworthy and competent. After a trip through the East they will be at home in Albia.

Mr. L. L. Estes, president of the First National Bank of Webster City and the town's first mayor, died recently. He was nearly seventy-seven years of age and had been a resident of the city fifty-one years. He was a member of the famous Spirit Lake Indian relief expedition in the late '50s and has been a big factor in the development of the city.

An important bank change will occur the first of June in the First National Bank of Carroll, Hon. E. McDonald, with Homer Miller, president of the Iowa

National of Des Moines, having purchased a controlling interest, Mr. A. Dixon retaining a block of stock as an investment and Mr. Joseph Dixon also buying a block, and will become a director.

The Buffalo Savings Bank, Buffalo, Iowa, has incorporated with the following officers: President, S. H. Moorhead; vice-president, J. G. Dutcher; cashier, A. H. Dorman. The directors are: Joseph C. Metzger, Rudolph Schroeder, S. H. Moorhead, Chas. R. Frank, Ed. Dougherty, J. W. Walsh, J. G. Dutcher, Chas. H. Dorman and Chas. Wenks.

"BATRISCO" COIN BAGS

are heavy, strong and well sewn. Prices unequaled.



For \$	50.	in Silver	\$ 1.80	per 100
"	100.	"	"	"
"	200.	"	2.60	"
"	300.	"	3.20	"
"	500.	"	4.20	"
"	1,000.	"	5.60	"
"	1,000.	"	10.20	"
"	500.	Gold	1.40	"
"	1,000.	"	1.80	"
"	2,000.	"	2.60	"
"	5,000.	"	3.20	"

10% Discount on 500 15% Discount on 1000
 20% Discount on 2500

"DETROIT" COIN WRAPPERS

Large stock on hand. Factory discounts allowed. Send for samples.

Iowa Dealers for
THE "MEAKER" COIN CASHIER
 Send for Catalog

Baker-Trisler Co.

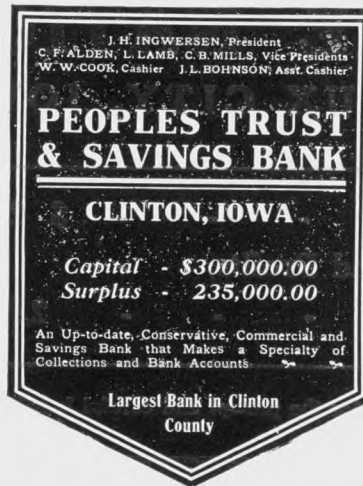
Bank Outfitters

510 Walnut Street :: Des Moines, Iowa

... DIRECTORS ...

C. F. ALDEN
LAFAYETTE LAMB
G. E. LAMB
S. R. SHAMBAUGH
T. M. GOBBLE
DANIEL LANGAN
L. C. EASTMAN
C. B. MILLS
J. H. INGWERSEN

The officers of this bank are never too busy to answer questions or to reply to letters. It is their aim to make the bank of real service to its friends and patrons.

*What We Do:*

Accept bank accounts and pay Interest on average balances. Pay 4 per cent Interest on Savings Accounts, compounded semi-annually. Make collections as economically as any bank in Iowa. Accept accounts subject to cheque.

We welcome an opportunity to serve you in any department of the banking business

IOWA NEWS AND NOTES.

The new building which is to be erected by the First Savings Bank of Sutherland will be 75 by 80, two stories high and basement. The first floor will be occupied by banking room and two store rooms. The second floor along seventy-five-foot front by offices and the balance by lodge rooms. The bank will be built of Boone paving brick with white stone trimmings.

At the annual meeting of the officers of the Farmers and Merchants Bank at Neola, the regular dividend was declared, and \$5,000 placed in the surplus fund. John Roane, who has been president for the past seven years, resigned and E. F. Cotter was elected to the place, and James E. Morgan to the cashiership to fill the vacancy created by the advancement of Mr. Cotter.

The board of directors of the Farmers National Bank of Garner held their regular directors' meeting recently, at which meeting Miss Mattie R. Pollock presented her resignation as first assistant cashier of the bank, in order to take an extended rest and vacation. Always courteous and pleasant with patrons and others, she won for herself and the bank many valuable friends.

The Atalissa Savings Bank have just closed their seventh and most successful year, and have surplus and profits of \$5,500. Since their organization they have paid in dividends \$4,875, which with the surplus and

profits on hand, shows a net earning of 83 per cent in the seven years. The capitalization is \$12,500, and they have deposits of about \$130,000. This is certainly a good showing for a small bank.

The application of E. J. Curtin, of Decorah, Iowa, and E. L. Holvan, E. E. Mikkelsen, Elmer E. Dickinson and Edward Haverson to organize the First National Bank of Beach, N. D., with a capital of \$25,000, has been approved by the comptroller.

The stockholders of the Roland Savings Bank held their first annual business meeting at the bank parlor recently. The following officers were elected: President, N. E. Waugh; vice-president, Jonas Christian; cashier, Olavus O. Donhowe. Directors, Messrs. T. T. Henryson, J. O. Anderson, H. M. Donhowe, Jonas Christian, E. E. Evans, Olavus O. Donhowe and N. E. Waugh. The bank was found to be in a flourishing condition.

The preliminary steps in the organization of a new bank for Garrison were perfected at a meeting at which time articles of incorporation were adopted and the provisional directors and officers provided for elected. The bank will be known as the Peoples Savings Bank of Garrison. The capital stock is \$15,000. President, A. H. Wilson; vice-president, Henry Kirchner; cashier, A. J. Donald; assistant cashier, Jno. H. Wilson. A building will soon be erected.

THE GERMAN SAVINGS BANK

of Davenport, Iowa

With adequate equipment and exceptional facilities for handling business in every department of Banking, The German Savings Bank is in a position to give its patrons the best service. If you contemplate making a change in your banking connections, or think of opening a new account, we would be pleased to confer with you in person or by letter.



Capital Stock - \$600,000.00
Surplus - 450,000.00
Undivided Profits 305,000.00

*Commercial Accounts**Savings Deposits*

... OFFICERS...


CHAS. N. VOSS, Pres.

H. O. SEIFFERT, Vice-Pres.

DAVID H. McKEE, Vice-Pres.

ED. KAUFMANN, Cashier.

F. C. KROEGER, Ass't Cashier



Black Hawk National Bank
WATERLOO, IOWA

Not the largest bank in Iowa, but a well managed progressive "MEDIUM SIZED" Bank that gives the best possible service to its correspondents. Try us with a portion of your business, write for terms.

F. F. McElhinney, Pres. Dr. F. W. Powers, Vice Pres.
Chas. W. Knoop, Cashier L. D. Bedford, Ass't Cashier

Iowa Life Insurance Co.
Offices: Third Floor of Syndicate Building
Waterloo, - - Iowa

CAPITAL, PAID UP - \$100,000
SURPLUS - - - 25,000

OFFICERS
F. F. McElhinney, President; C. W. Mullan, Vice-President; F. A. Ferguson, Secy, and Gen. Mgr.; E. D. Clithero, Superintendent
Agents: F. W. Powers, M. D., Medical Director.

DIRECTORS
C. W. Mullan, W. R. Jameson, F. W. Powers, O. L. Kingsley, G. B. McWilliams, J. D. Easton, Geo. S. Mornin, F. F. McElhinney, A. N. Odenheimer, C. A. Wise.

COUNSEL
Mullan & Pickett Courtright & Arbuckle

IOWA NEWS AND NOTES.

June 1st has been set as the date for occupancy of the new Des Moines National Bank at Sixth and Walnut streets. The fixtures on the main floor are now being installed and the great steel door casing which will guard the vault has been set in place. It took eight men and two derricks to put the casing in place.

The Corn Exchange Savings Bank with the principal place of business, Elkhart, Polk county, Iowa, has been incorporated with a capital of \$10,000, and has John Abuhl and L. R. Henderson, Bathania M. Clark and Ralph Clark, all of Elkhart, and Carl B. Pray, of Des Moines, as incorporators.

The Farmers Savings Bank of Shelby, Iowa, was recently organized with the following officers: President, T. G. Turner, Council Bluffs; vice-president, Wm. F. Bohlander, Shelby; cashier, Burton Laird, Shelby; assistant cashier, J. W. Cook, Shelby. Directors: T. G. Turner, Burton Laird, F. M. Kern, Fred Rohrs, John Paul, W. F. Bohlander and Herman Wunder. Capital \$15,000. Work will begin at once on a new brick bank building. This will give Shelby two strong banks.

At a special meeting of the board of directors of the Peoples Savings Bank of Nevada, Mr. D. R. Spieker, of Aplington, was elected cashier of that institution to succeed H. B. Craddick, who recently resigned that he might accept a position on the staff of the Commercial

West, a financial publication of Minneapolis. Mr. Spieker for the past three years has been cashier of the Farmers Savings Bank of Aplington. He was formerly connected with the Des Moines National Bank.

A fine new home for the Dundee Savings Bank at Dundee, Iowa, has just been completed. The building is a substantial, one-story structure, of red pressed brick, having fixtures of quarter-sawed oak, with dull brass and marble trimmings. A. L. Seeber, who bought the controlling interest last June, is cashier. Mr. Seeber has been in the banking business in Iowa for the past ten years and prior to his connection with the Dundee Bank was with the Valley National Bank of Des Moines.

A notable change is to be effected soon in the management of the Monroe National and Monroe Savings Banks. Chas. T. Schenck, who has been cashier of these banks the past twelve years, has disposed of his stock to the other stockholders in order to accept the position of cashier of the Big Timber National Bank at Big Timber, Mont. This bank has a capital of \$300,000. Mr. Schenck expects to leave early in June. Mr. F. B. Kingden, the present assistant cashier, has been elected cashier.

The Washington National Bank statement for the first week in May was \$204,000 bigger than a year ago and is the largest statement they ever made.

First National Bank
DUBUQUE, IOWA

Capital, - - - \$200,000 Surplus and Profits, \$110,000
Deposits, \$1,584,405

OFFICERS
C. H. EIGHMEY, President
E. A. ENGLER, Vice-President
B. F. BLOCKLINGER, Cashier

DIRECTORS
C. H. Eighmey E. A. Engler
Geo. A. Burden J. T. Adams
C. M. Peaslee Jas. C. Collier
B. F. Blocklinger Peter Kiene

Main 4276 - TELEPHONES - Automatic 3276

Laurence A. Jones & Co.
PUBLIC ACCOUNTANTS
AND AUDITORS.
Chamber of Commerce Bldg., CHICAGO

Audits and Investigations Conducted.
Systems of Accounts and Costs Installed

ESTABLISHED 1891
L. A. JONES, 1891 HAWLEY, JONES & CO., 1902
LAURENCE A. JONES & CO., 1902



THE NAUMAN CO.

420-428 Cedar St

WATERLOO, IOWA

Manufacturers of

BANK FIXTURES

Catalogues Free

PLANS AND ESTIMATES FURNISHED

The Fixtures shown in this illustration Installed for
Davenport Savings Bank

IOWA NEWS AND NOTES.

A desperate attempt was made recently to break into the Thor Savings Bank. Citizens were aroused about 4 o'clock in the morning by a noise and started to investigate, but were driven back by the robbers who fired several shots at them. The racket brought out many other citizens and the robbers immediately fled on a handcar. They had nearly succeeded in entering the vault of the bank by removing several tiers of brick. In their hasty departure all their tools were left at the place of attempted burglary.

Frank Large has resigned his position as postmaster in Rock Valley to accept the position of cashier in the First National Bank of that place, made vacant by the resignation of J. J. Large, who recently received the appointment of state bank examiner. The former has purchased the latter's interest in the bank and will take charge of his new duties as soon as he is relieved from his work in the postoffice. Mr. Large is a thorough business man and his wide acquaintance makes him a most efficient man for the position.

The Carroll Trust & Savings Bank, Carroll, has opened its doors to the public and from this on will be one of the financial institutions of that city. The new organization is composed of first-class business men who will command the respect and confidence of the public. The bank begins business under the most favorable conditions and will have a fair portion of the business from the start. Julius Ruge, former clerk of the district court, is cashier; C. J. Specht, of Sunbury,

Iowa, president; J. P. Minchen, vice-president. Capitalization is \$25,000.

Mr. H. F. Opfer, vice-president of the First National Bank of Waukon, died very suddenly a short time ago at Fargo, N. D.

Bert Teale and Taylor Grimes, of Redding, have bought the Kellerton State Bank of Kellerton except a small holding of the stock. The bank will be re-organized as soon as possible and made into the First National Bank of Kellerton. This will be the second national bank for Ringgold county. Bert Teale will probably be elected president; Taylor Grimes, cashier; Ralph Newton, assistant cashier, and Lewis Myers, vice-president. The acquisition of the Kellerton State Bank makes a row of banks from Leon to Redding under the Teale control. Thomas and Fred Teale are large stockholders in the Farmers & Traders Bank of Leon, Thomas and O. Teale are in control of the Farmers State Bank of Lamoni and with the Iowa State Bank at Mt. Ayr and the Union Savings Bank at Redding the list is complete. The Kellerton State Bank is one of the soundest financial institutions in the country. Its business has steadily increased since its reorganization four years ago and is now about three times as great as it was at that time.

E. F. Larson, cashier of the First National Bank of Britt, left recently for a month's visit through the West, including the Pacific coast states. He may decide to locate and open a bank in the West if a suitable place is found open.



NEVER BURGLARIZED

The Victor Spherical Manganese Steel Screw-Door Bank Safe.

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS WORLD'S FAIR

Made of tough Manganese Steel.

Jack-Screw power utilized in closing door.

No holes through the door for locking or bolting spindles.

Safe locked and unlocked by the Banker's Dust Proof Triple Time Lock.

Takes lowest rate of Bank Burglary Insurance.

NO INSURANCE CO. HAS EVER PAID OUT A SINGLE DOLLAR LOSS ON THIS SAFE.

The Victor Safe & Lock Co., Cincinnati, Ohio.

WRITE FOR CATALOGUE 104M.

Correspondence invited with a view to business relations with the banks of Western Iowa Nebraska, Colorado, Wyoming, South Dakota and the Northwest : :



Capital and Surplus
\$1,100,000.00

Reserve Depository for National Banks

NEBRASKA NEWS AND NOTES

A state bank is projected at Wymore.

The Clay County Bank of Edgar will erect a building.

The Union Bank of Rushville will erect a building. Work is started for the new State Bank of Ravenna.

The First National Bank of Columbus will erect a building.

Mr. C. M. Brown, of Cambridge, will erect a bank building.

The Rosalie State Bank of Rosalie will erect a new building.

Group two of the State Bankers' Association met recently in Columbus.

Group four of the State Bankers' Association met in Hastings May 12th.

The Wilson Bank at Hoardville has been sold to Mr. Farney, of Aurora.

The corporate existence of the First National Bank of Wisner has been extended.

Miss Lina Ehrman will act as assistant cashier of the Farmers & Merchants Bank of Morrill.

Omaha bank clearings for the last week in April showed an increase of about \$1,850,000 over a year ago.

The Farmers & Merchants Bank of Walton has opened. Floyd Seyboldt, cashier. A building will be erected.

The Central National Bank, Lincoln, has been approved as reserve agent for the First National Bank, Albion.

The City National Bank, Lincoln, has been approved as reserve agent for the First National Bank, Mitchell, Neb.

The Citizens Bank of McCook has been converted into the "Citizens National Bank of McCook." Capital, \$50,000.

Group two of the State Bankers' Association met at

Wanted:--To buy controlling interest in a country bank in Iowa, southern Minnesota, eastern South Dakota, eastern Nebraska, eastern Kansas or northern Missouri. Address R. R., care Northwestern Banker.

Fremont recently and re-elected F. M. Weitzel as president.

The officials of the Kramer State Bank are installing a steel vault in the place of the one wrecked by the burglars.

The Jefferson County Bank of Daykin increased its capital to \$25,000 from \$10,000, of which \$15,000 is paid up.

E. H. Luikart and family, of Tilden, have gone to Cedar Rapids where he has purchased an interest in the bank.

The Burnes National Bank, St. Joseph, Mo., has been approved as reserve agent for the First National Bank, Beatrice.

The Commercial National Bank, Chicago, has been approved as reserve agent for the United States National Bank, Omaha.

The county superintendent, S. A. Reasoner, has resigned his position at Kearney and will take charge of the Elk Creek Bank.

Omaha bank clearings for the first week in May amounted to \$15,639,524.55, an increase of \$3,974,734.67 over the same week last year.

The First State Bank of Tecumseh has been incorporated with a capital of \$20,000. A. N. Dafoe, president; Frank Dafoe, cashier. The bank has opened for business at Third and Broadway.

Saves Time .. Saves Worry .. Saves Mistakes



Three new Models
\$15 \$20 \$30

The simplest and most reliable money machine you can buy. It makes work light for the paying teller or cashier, and allows the paymaster to handle his payrolls in half the time.

THE MEAKER COIN CASHIER

is different from other money machines, as it is positive in action, and has no screws or springs to get out of order. A time saver, as nearly every amount can be gotten at one motion of the hand

It is being used by many prominent firms in your vicinity. Write for their names, and full description of the "Meaker".

The Ireland & Matthews Mfg. Co. 102 Iron St., Detroit, Mich.

THE OMAHA NATIONAL BANK

OF OMAHA, NEBRASKA

STATEMENT, APR. 28, 1909

RESOURCES.

Loans and discounts.....	\$ 7,553,944.77
Overdrafts	1,927.33
U. S. bonds for circulation..	626,250.00
Stocks and bonds	519,999.73
Banking house and safety de- posit vaults	175,000.00
U. S. bonds for deposits....	578,925.00
Due from approved reserve agents	1,469,717.79
Due from other banks.....	1,984,724.58
Cash on hand	1,545,802.04
Due from U. S. treasurer....	30,000.00

\$14,486,291.24

LIABILITIES.

Capital	\$ 1,000,000.00
Surplus fund	200,000.00
Undivided Profits	253,203.69
Circulation	599,997.50
Deposits	12,433,090.05
	<hr/>
	\$14,486,291.24

J. H. MILLARD, President

C. F. McGREW, V. President

WM. WALLACE, V. President

W. H. BUCHOLZ, Cashier

FRANK BOYD, Ass't Cashier.

WELL ORGANIZED COLLECTION DEPARTMENT. ITEMS ON OMAHA AND ALL NEBRASKA POINTS SOLICITED.

NEBRASKA NEWS AND NOTES

The Farmers Bank of Callaway will establish a bank at Arnold. John Fredericks, Jr., will have charge of the new enterprise.

M. G. Eastman has accepted a position in the First National Bank of Mitchell and commenced the performance of his duties May 1st.

The Shelby State Bank has been incorporated by S. R. Severn, Geo. M. Brigham, I. J. Merrick, J. Q. Rathbur and D. C. Dole. Capital \$25,000.

Jno. B. Bonson, formerly cashier of the Farmers State Bank of Arnold, has moved to Pleasanton and will open a bank at that place June 1st.

Another new town has sprung up in the Tripp country called Sieler. Money has been subscribed for a national bank with a capital of \$50,000.

The First National Bank of Buchanan County, St. Joseph, Mo., has been approved as reserve agent for the First National Bank, Wood River.

Mr. H. S. Clarke, Jr., of Mitchell, has bought stock in the City National Bank of Lincoln and will become actively identified therewith.

The Minden Exchange National Bank, Minden, Neb., has been organized with a capital of \$50,000. Fred R. Kingsley, president; Geo. P. Kingsley, vice-

president; Thad Robison, cashier; Fred R. Kingsley, Jr., assistant cashier. This is a conversion of the Minden Exchange Bank.

The annual convention of group five of the Nebraska Bankers' Association comprising twenty-eight counties of the state, will hold its ninth annual meeting at Lexington, May 27th.

The First National Bank, Chicago, the First National Bank, Lincoln, and the United States National Bank, Omaha, have been approved as reserve agents for the Minden Exchange National Bank, Minden.

At the annual meeting of the directors of the Meadow Grove State Bank the following officers were elected: Wm. McIntosh, president; D. C. Main, vice-president; H. E. Mason, cashier; I. W. McIntosh, assistant cashier.

Articles of incorporation for the First Trust & Savings Bank of Crete have been filed, with a capital of \$50,000. The directors are Geo. L. Meissner, O. M. Murphey, C. W. Weckbach, R. M. Tidball, W. K. Hopkins and H. W. Hewit.

Another new state bank is about to be established in Omaha. The parties back of the enterprise are Robin Nickell, of the State Bank of Virginia, and A. W. Nickell, a capitalist of southern Nebraska. The capital stock will be \$50,000.

At a meeting of the directors of the First National Bank of Stromsburg, C. V. Nelson was elected first assistant cashier, and the cashier, Marthan Wilson, was given a year's leave of absence, and he and his wife are planning on a trip to Europe.

Packers National Bank

OF SOUTH OMAHA, NEB.

CAPITAL, \$150,000
UND. PROFITS, \$52,830.00

SURPLUS, \$100,000
DEPOSITS, \$2,189,820.00

OFFICERS:

JOHN F. COAD, President A. W. TRUMBLE, Vice-Pres.
F. J. MORIARTY, Cashier. CHAS. A. DUNHAM, Ass't Cashier.
J. F. COAD, JR., Ass't Cashier.

We invite the Live Stock Banking business of Iowa and Nebraska Bankers.

THE

First National Bank

OF SIOUX CITY, IOWA

Capital, \$300,000.00 Surplus and Profits, 91,037.88
Deposits, \$3,010,166.51

Accounts of banks received on liberal terms. A large list of par points in Iowa, Minnesota, Dakota and Nebraska. Collections carefully and promptly made.

ACKLEY HUBBARD, President. L. S. CRITCHELL, Cashier.
W. L. MONTGOMERY, Vice-Pres. F. L. BLAND, Ass't Cashier.

Service that Satisfies

A policy that is largely responsible for the continuous growth of this Bank. This is particularly true in the Department which gives prompt and careful attention to the Accounts and Collections of Banks and Bankers.

May We Serve You?

FIRST NATIONAL BANK OF OMAHA

Charter No. 209

Capital and Surplus \$1,000,000.00

Assets \$13,000,000.00

OFFICERS

C. T. KOUNTZE, President F. H. DAVIS, Vice-President L. L. KOUNTZE, 2d Vice-President T. L. DAVIS, Cashier I. ALLISON, Asst-Cashier

NEBRASKA NEWS AND NOTES

The Commercial State Bank of Coleridge, Neb., has been converted into the First National Bank of Coleridge, with a capital of \$30,000.

The stockholders of the First National Bank of Hartington have purchased the State Bank of Fordyce, formerly controlled by Matthews & Talcott, of Crofton. R. G. Mason is president of the new organization; A. Thoene, vice-president, and F. J. Suing, cashier.

The Grand Island Banking Company has been converted into the Grand Island National Bank with a capital of \$100,000. C. C. Hansen, president; J. W. Thompson, vice-president; E. M. Brass, second vice-president; G. B. Bell, cashier; J. R. Alter, Jr., assistant cashier.

The National City Bank and the National Park Bank, New York; the National Bank of Commerce, Kansas City, Mo.; the Tootle-Lemon National Bank, St. Joseph, Mo., and the First National Bank, Omaha, Neb., have been approved as reserve agents for the Grand Island National Bank, Grand Island.

Fremont bank clearings for the last week in April amounted to \$320,566.41, which is a gain of \$15,498.01 over the clearings of the corresponding week in April

last year, or an increase of nearly 6 per cent. The clearings for the following week were \$100,000 greater than those of the preceding week, when the figures were \$219,425.78.

The capital of the Cairo State Bank has been increased from \$10,000 to \$25,000 with a paid up capital of \$15,000.

The furniture and fixtures of the Bank of Broadwater have been shipped from Bridgeport and Cashier J. G. Wehn opened the financial institution.

The statement of J. L. Brandeis & Sons, bankers, in Omaha, published on the first of May, showed a gain in deposits that surprised even those who were familiar with the rapid growth of that banking institution. The deposits reached the mark of \$1,063,375.67. The deposits one year ago were \$659,974.47, showing an increase in one year of 61 per cent.

The Citizens State Bank of Ainsworth has been reorganized with a capital of \$25,000. J. A. Reichenbach, president; F. Jaunvoernt, vice-president; P. W. Murphy, cashier; R. M. Herre, assistant. Geo. B. Campbell, who has for some time been in charge of the cashiership of the Citizens State, has resigned and Mr. Murphy was elected in his place.

The Exchange Bank of Gibbon has added \$6,000 to its capital stock, making the total capital of the bank now \$18,000. W. H. Buck and C. M. Beck are new stockholders in the bank.

The MERCHANTS NATIONAL BANK

of OMAHA, NEBRASKA

2775

Luther Drake, President
F. P. Hamilton, Cashier

Frank T. Hamilton, Vice Pres.
B. H. Meile, Assistant Cashier

ACCOUNTS SOLICITED.

U. S. DEPOSITORY

Capital	-	-	-	-	\$500,000
Surplus	-	-	-	-	\$300,000
Undivided Profits	-	-	-	-	\$ 47,732
Deposits	-	-	-	-	\$6,119,983

Union Stock Yards National Bank

SOUTH OMAHA, NEB.

**The Bank that makes a specialty of Handling
Nebraska Items**

You have no real knowledge of the best service and lowest rates
for Nebraska Items until you have tried the

Union Stock Yards National Bank

The Only Bank at Union Stock Yards

F. H. Davis, Pres. F. W. Clarke, Cashier.
E. F. Folda, Vice-Pres. N. F. Reckard, Asst. Cashier.
Epes Cory, Asst. Cashier.

Established 1887. Nationalized 1891.

Capital \$300,000.00. Surplus \$60,000.00 Deposits \$3,500,000.00.

Member Omaha Clearing House

N. B. Avoid possible delay by sending drafts on commissson
merchants direct to this bank.

NEBRASKA NEWS AND NOTES

Secretary Royse, of the state banking board, has chartered the First Trust and Savings Bank of Crete; capital stock, \$12,500; president, Geo. L. Meissner; vice-president, G. M. Murphey; cashier, C. W. Weckback.

C. G. Anderson and E. B. Smith have sold their interests in the City National Bank of Wymore. Mr. Anderson is already interested at University Place, and Mr. Smith will also move to University Place and enter the banking business there.

Governor Shallenberger has appointed a chief clerk of the state banking board and seven examiners. L. M. Mielenz, of Eagle, is to be chief clerk and George Faber, of Blair, is to be assistant clerk. C. M. Beaumont, of Madrid, and C. W. Erwin, of Omaha, republicans, were re-appointed examiners. The others are Harry Dowling, of Grand Island; Charles O'Malley, of Omaha; L. H. Tate, of Omaha; Floyd Seybolt, of Lincoln, and E. H. Luikhart, of Tilden.

The total bank clearings for the week ending April 22d were over a billion dollars greater than they were the same week one year ago. Of the one hundred cities reporting all of them except six, showed their increase in clearings over the previous week, and the increase was particularly marked among western cities. For example, Lincoln's clearings increased for the

What We Know About Coin Wrappers

and what we can tell you about quality and prices will enable you to buy them of us at a great saving

We are Des Moines only manufacturers of Coin Wrappers

**We also have Duplicate Protest Books,
Duplicate Clearance Books, Duplicate
Receipt and Tax Receipt Books, Dup-
licate Reconciling Books, Coin Wrap-
pers and Currency Straps—gumless—all
denominations, Typewriter Ribbons,
Adding Machine Ribbons, Typewriter
Carbon, Pen and Pencil Carbons, Ledger
leaves for any make of binder, Binders
for any ledger leaves.**

Sales Clerk Covers and Sheets carried in stock. Write
for sample sheet and prices.

Write Us Your Wants

Bankers Cabinet & Supply Co.

"Progressive Printers and Stationers"

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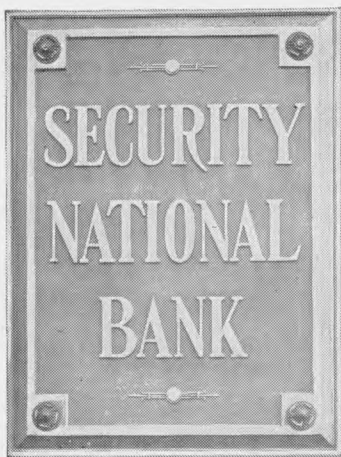
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week 45 per cent; Topeka, 44 per cent; St. Joseph, 36 per cent; Kansas City, 37 per cent, and Omaha, 19 per cent.

Broadwater shows signs of rapid growth.

The Hastings Republican gives the following summary of the volume of money in Adams county as represented by bank deposits: "That Adams county will long continue to hold her place well to the front as one of the wealthiest counties of the state, is evidenced by the total deposits in the county banks at the present time. The nine banks of the county, the First National, Exchange National, German National and Bank of Commerce, of this city, and the banks of Juniata, Holstein, Pauline, Kenesaw and Prosser have at the present time on deposit a total of \$3,201,000. Taking the population of the county at 20,000, which is as near as can be figured from the assessor's books, there is a per capita wealth in the county of \$160.05. In the four banks of Hastings alone there are deposits amounting to \$2,896,000. Dividing this amount by the population of the city, 12,000, we find on deposit in Hastings banks for each man, woman and child in the city, the sum of \$241.33. It is estimated that of the above total deposit, 60 per cent belongs to the farmers of the vicinity. Deducting 60 per cent from the total deposits in the banks of the city we have left \$1,158,400, which is the amount estimated to be on deposit by the residents of the city. This amount would be a deposit of \$96.53 for every man, woman and child in Hastings."

The First National Bank of Gordon has raised its capital from \$40,000 to \$50,000.



THE SECURITY NATIONAL BANK

MINNEAPOLIS

CAPITAL - \$1,000,000.00 SURPLUS - \$1,000,000.00
DEPOSITS - - - - \$17,250,000.00

F. A. Chamberlain, President
 E. F. Mearkle, Vice-President J. S. Pomeroy, Cashier
 Fred Spafford, Assistant-Cashier George Lawther, Assistant Cashier
 Perry Harrison, Vice-President Stanley H. Bezoier, Ass't Cashier

We Invite Correspondence With Banks Throughout the Northwest

MINNESOTA NEWS AND NOTES

The State Bank of Rogers has been authorized.
 The State Bank of Silver Lake may erect a new building.
 Work has been commenced on the Farmers Bank building at Alexandria.
 The Farmers State Bank of Osseo has started work for a new building.
 The Merchants & Miners Bank of Hibbing is about to occupy its new building.
 The Sandstone State Bank will convert to a national, as the First National Bank.
 The corporate existence of the First National Bank of Little Falls have been extended.
 It is reported that Geo. M. Schaefer and others will form a second state bank at Albany.
 Work is started on the new building for the Farmers & Merchants State Bank of Greenbush.
 Mr. S. A. Schneider resigned from the State Bank of Anoka to start a bank in Oklahoma City.
 The Farmers & Merchants Bank of Hinckley will erect a building. Plans have already been drawn.
 The First National Bank of Rochester has let contracts for rebuilding and enlarging its building.
 The National City Bank, New York, has been approved as reserve agent for the First National Bank, Elk River.
 Mr. Ernest C. Brown, assistant cashier of the First

National Bank of Minneapolis, is dead of appendicitis.
 The Capital National Bank, St. Paul, has been approved as reserve agent for the First National Bank, Winthrop.
 The New Farmers Bank of Delavan will open for business in June. T. J. Lien, president; David Evans, cashier.
 The First National Bank, St. Paul, Minn., has been approved as reserve agent for the First National Bank, Grand Rapids.
 Mr. Wm. Christen has left the First State Bank of Albany to engage in banking in South Dakota. Anton Schaefer succeeds him.
 Chas. Horton succeeds the late Earle S. Youmans as president of the First National Bank. H. S. Youmans succeeds him as director.
 Mr. Everett Jones resigns as cashier of the First National Bank of Spring Valley. R. J. Parker has been elected to succeed him.
 The Union State Bank of Minneapolis has leased quarters at Sixth street and First avenue south and will move there about July 1st.
 The Metropolitan State Bank, Minneapolis, has been converted into the Metropolitan National Bank of Minneapolis. Capital, \$200,000.
 C. G. and Gilbert Peterson, of Elkton, are promoting a Farmers National Bank at Hendricks, with a capital of \$25,000. Gilbert Peterson will be in charge.
 The Ostrander State Bank was blown open recently. Six charges of dynamite were fired on the safe before the robbers got it open. They were scared away, however, before they secured any money.

C. A. Mast,

Public Accountant and Auditor

Banks and Corporations Audited

REFERENCES:
BANKS IN DAVENPORT

Davenport, Iowa.

A. Burdick, Pres. Joe R. Lane, Vice Pres. John P. Van Patten, Vice Pres
 Lew J. Yaggy, Cashier Will J. Housman, Ass't Cashier

FIRST NATIONAL BANK

OF DAVENPORT, IOWA.

Capital \$200,000. Surplus and Undivided Profits \$170,000

Send us your Davenport business.
 The first National Bank in operation in the United States.

Capital & Surplus
\$4,000,000

FIRST NATIONAL BANK

Deposits
\$20,000,000

OFFICERS

F. M. Prince..... President
C. T. Jaffray..... Vice-President
Geo. F. Orde..... Cashier
D. Mackerchar.. Assistant Cashier
Ernest C. Brown... Assist. Cashier
H. A. Willoughby.. Assist. Cashier



MINNEAPOLIS

**It will pay you
to clear your
northwestern
items through
this bank.**

MINNESOTA NEWS AND NOTES

Applications to organize the Farmers National Bank of Hendricks have been approved. Capital, \$25,000. Those interested are Anton Anderson, Ole C. Olson, August Doen, Chr. Christianson and John A. Stegner.

The Ramsey County State Bank of St. Paul opened May 10th at the old building of the State Bank, 775 Wabasha street. Peter Manderfeld, of Minneapolis, is interested. His son, H. Manderfeld, of Mora, will have charge.

F. O. Orth, Mr. Gold and Mr. Stabeck have sold their interests in the First National Bank of Raymond to B. E. and E. H. Bruns. J. R. Orth succeeds F. O. Orth as cashier. B. E. Bruns becomes vice-president and Ehm Bruns, assistant cashier.

Oscar Olufson has resigned as cashier of the First State Bank of Hewitt, L. H. Colson succeeding. Mr. Colson was formerly cashier of the First National Bank of Bertha, Minn. Carl Olufson, assistant cashier, will retire soon, and Irvin Prettyman, of Little Falls, will succeed him.

The Myers State Bank, Wegdahl, has been incorporated with a capital of \$10,000. Those interested are Jacob B. Nelson, Leonard A. Larson, Nicolay Storaker, John Kittelson, of Montevideo, Kittel Kittelson, of Granite Falls, and Peter Remmen, and Melius J. and Knute J. Nelson, of Wegdahl.

The Farmers & Mechanics Bank of Minneapolis have opened up for business in their new quarters. The new bank building, with its rich colored marbles on floor and walls, its artistic ceiling and handsomely appointed offices, gives Minneapolis another place of interest to sightseers and lovers of the beautiful in

architecture. It is just a little more than six months since the work of reconstructing the old building began. In that time it has been completely transformed.

The Scandinavian-American National Bank of Minneapolis, newly organized, opened May 15th, and the list of officers and directors made public. N. O. Werner, president, and there are three vice-presidents, Andreas Ueland, C. L. Grandin and C. E. Cotton, of the Peoples Bank; Knute Ekman, cashier. The directors are N. O. Werner, Andreas Ueland, John Lind, G. B. Gunderson, A. M. Dyste, Erich Jacobson, Eugene Tetzlaff, Charles J. Hedwall, George J. Sherer, Charles L. Grandin, August Ekman, C. E. Cotton, Aaron Carlson, F. G. Brooberg, Edward Pierce and Knute Ekman. The Peoples Bank, which, when nationalized, will be the nucleus of the new Scandinavian-American National, will vacate its quarters at Nicollet and Washington avenues. This is the first important removal from the site of the new Gateway park, to which the city has acquired title. The Scandinavian-American National has a directorate representative of all lines of business in the city. It is expected that there will be a return of old patrons and that activity will be noted in the old quarters of the Swedish-American National.

The Merchants State Bank of Red Lake Falls, Minn., has just gotten out a very attractive post card in colors, showing the products of Red Lake county for 1908 as compared with 1903. In 1903 there were three creameries and three cheese factories, and the amount paid to the farmers was \$44,327, while in 1908 there were fourteen creameries and seven cheese factories, and the amount paid to the farmers was \$439,742.

J. J. Meyer, F. B. Coen and A. N. Hall, of Wadena, Minn., have bought the City National Bank. Mr. Meyer becomes president; Mr. Coen, vice-president; Geo. Harris, cashier; Murray McNair, assistant.

BUY AND SELL BANKS.

We buy and sell banks and bank stocks. We supply banks with thoroughly reliable and competent officers and clerks. We secure positions and changes in location for bank officers and clerks. We locate desirable points for the establishment of new banks. We aid bankers in the organization of new banks if they will furnish us with the location. We have a large number of clients and we are growing every day. All business strictly confidential. If interested, correspond with —THE WALTER H. HULL COMPANY, MARSHALLTOWN, IOWA.
Dec. '08, t f

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MINNEAPOLIS, MINN.

KENNETH CLARK, Pres.
G. H. PRINCE, Vice-Pres.

H. W. PARKER, Cashier

H. VAN VLECK, Ass't. Cashier
G. W. EKSTRAND, Ass. Cash.

The Merchants National Bank

of Saint Paul, Minnesota

Capital, - \$1,000,000

United States Depository

Surplus, - \$675,000

DIRECTORS

Charles P. Noyes
Louis W. Hill
V. M. Watkins

W. B. Parsons
Geo. H. Prince
L. P. Ordway

Crawford Livingston
J. M. Hannaford
F. B. Kellogg
Ambrose Guiterman

Kenneth Clark
Thomas A. Marlow
C. H. Biglow

J. H. Skinner
E. N. Saunders
D. R. Noyes

Correspondence and Personal Interviews Invited

MINNESOTA NEWS AND NOTES

The State Bank of Sleepy Eye will soon build a handsome two-story brick building. The building will be at least 100 feet long. The State Bank of Sleepy Eye began its business career in 1879, and for the past twenty years has been prosperous and enjoyed the confidence of the public under the management of Messrs. F. H. Dykeman, O. W. Hagen and Mr. Mo.

A change of officers is reported in the following banks: The National Citizens Bank of Canby, P. C. Scott, president, in place of H. D. Reed; C. N. Kittelson, vice-president, in place of P. C. Scott; P. O. Shennum, cashier, in place of S. J. Forbes; Wm. Kankerlik, assistant cashier. The Capital National Bank of St. Paul, no vice-president in place of W. F. Myers; Jas. L. Mitchell, cashier, in place of H. E. Hallenbeck. The Citizens National Bank of Austin, H. W. Hurlbut, president, in place of Robert Thomson. The First National Bank of Bricelyn, O. M. Kasberg, cashier, in place of K. O. Sandum. The First National Bank of Raymond, B. E. Bruns, vice-president, in place of F. O. Gold; J. R. Orth, cashier, in place of F. O. Orth; Ehme Bruns, assistant cashier, in place of J. R. Orth. The City National Bank of Staples, J. J. Meyer, president, in place of John Dower; F. B. Coon, vice-president, in place of Wm. Dower; Geo. E. Harris, cashier, in place of E. E. Greeno; Murray M. McNair, assistant cashier, in place of Geo. E. Harris.

DAKOTA NEWS AND NOTES.

J. E. Davies will erect a building for his bank at McIntosh, S. D.

The First National Bank of Hudson, S. D., will erect a new building.

Sioux Falls, S. D., is to have a new bank called the Farmers State Bank.

The First National Bank of Gettysburg, S. D., will erect a new building.

The State Bank of Stanley, N. D., increases its capital stock from \$20,000 to \$25,000.

The Farmers State Bank of South Shore, S. D., was incorporated by O. G. Frink, H. W. Williams, Julius

Hanneman, Geo. K. Burt and Anton Klix, all of South Shore. Capital, \$10,000.

Work is started for a building to be occupied by the First National Bank of Marmarth, N. D.

L. T. Morris becomes assistant cashier of the Citizens National Bank of Watertown, S. D.

The Farmers State Bank of Sheldon, N. D., has opened for business with a capital of \$14,000.

The Farmers State Bank of Hannaford, N. D., increases its capital stock from \$10,000 to \$15,000.

Jas. Halley becomes vice-president of the First National Bank of Custer, S. D., in place of Jane E. Towner.

The National Park Bank, New York, has been approved as reserve agent for the First National Bank of Leeds, N. D.

The Stock Growers Bank, Napoleon, N. D., merges the Farmers State Bank and increases its capital stock to \$15,000.

D. H. Beecher, of Grand Forks, and Geo. E. Towle, of Minneapolis, with others, will establish a bank at Mott, N. D.

The Hanover National Bank, New York, has been approved as reserve agent for the First National Bank of Ambrose, N. D.

The Capital National Bank, St. Paul, Minn., has been approved as reserve agent for the First National Bank of Milton, N. D.

Kenneth Luke, of Barton, N. D., will have charge of a new bank to be formed at Olga, N. D., which will open about July 1st.

The Merchants National Bank, Omaha, has been approved as reserve agent for the Gregory National Bank of Gregory, S. D.

The Capital National Bank, St. Paul, Minn., has been approved as reserve agent for the First National Bank, Gary, S. D.

O. W. Thompson, cashier of the First National Bank of Vermilion, S. D., has resigned, E. M. Hart, assistant, succeeding him.

Dr. P. C. Donovan has sold his holdings in the Bank of Neche, N. D., to other stockholders, F. L. Briden and C. N. Murphy.

REPRESENTATIVE IOWA BANKS

These Banks have special facilities for handling collections and any other business entrusted to them

- ADEL—Adel State Bank.**
Capital, \$50,000. Undivided Profits, \$15,000. Deposits, \$325,000.
S. M. Leach, Pres., Robt. Leach, Cash.
- ALGONA—First National Bank.**
Capital, \$50,000. Surplus and Undivided Profits, \$18,000. Deposits, \$350,000.
Wm. Ferguson, Pres., D. H. Hutchins, Vice Pres., C. A. Palmer, Cash.
- APLINGTON—Exchange Bank.**
Capital, \$50,000. Surplus \$10,000. Responsibility, \$100,000. Deposits, \$145,000.
N. H. Reints, Pres., H. J. DeBuhr, Cash.
Branch Bank of Kelsey at Kelsey, Ia.
- AFTON—Savings Bank of Afton.**
Capital, \$20,000. Surplus and Undivided Profits, \$2,000. Deposits, \$90,000.
S. H. Blackwell, Pres., A. B. McDaniel, Vice-Pres., W. R. De Lay, Cash.
- ATLANTIC—Atlantic National Bank.**
Capital, \$100,000. Surplus, \$20,000. Undivided Profits, \$26,400. Deposits, \$690,000.
J. A. McWaid, Pres., C. R. Hunt, Vice-Pres., L. W. Niles, Cash., T. P. Breheny, Ass't Cash.
- BAXTER—State Savings Bank.**
Capital, \$30,000. Surplus, \$2,400. Undivided Profits, \$2,200. Deposits, \$230,000.
Fred Hager, Pres., H. A. Geise, V-Pres., Chas. Burdick, Cash., J. E. Holmes, Ass't C.
- BOONE—Boone National Bank.**
Capital, \$100,000. Surplus, \$25,000. Undivided Profits, \$10,000. Dep., \$600,000.
E. E. Hughes, Pres., John Cooper, V-Pres., T. L. Ashford, Cash., A. M. Burnside, A. C.
- BRITT—First National Bank.**
Capital, \$50,000. Surplus, \$25,000. Undivided Profits, \$2,500. Deposits, \$230,000.
Lewis Larson, Pres., C. P. Lewis, Vice Pres., Edw. F. Larson, Cash.
- CHEROKEE—First National Bank.**
Capital, \$50,000. Surplus, \$50,000. Undivided Profits, \$15,000. Deposits, \$700,000.
N. T. Burroughs, P., W. A. Sanford, V-P., R. H. Scribner, Cash., C. Sullivan, Ass't C.
- CLARION—Bank of Clarion.**
Capital, \$50,000.
Geo. W. Young, Pres., E. A. Alexander, Cash.
- CASEY—Abram Rutt National Bank.**
Capital, \$25,000. Surplus, \$17,000. Undivided Profits, \$1,600. Deposits, \$231,433.
Abram Rutt, Pres., Wm. Valentine, Vice-Pres., S. Lincoln Rutt, Cash., Harlie E. Smith, Ass't Cash.
- CLARINDA—Clarinda Trust & Savings Bk.**
Capital, \$75,000. Surplus, \$8,000. Deposits, \$330,000.
Wm. Orr, Pres., H. R. Spry, Vice-Pres., A. F. Galloway, Cash.
- COIN—Farmers & Merchants State Bank.**
Capital, \$25,000. Surplus, \$1,500. Deposits, \$85,000.
Chas. Hart, Pres., J. F. Whitmore, Vice-Pres., G. F. Mitchell, Cash., F. E. Rubey, Ass't Cash.
- CORNING—First National Bank**
Capital, \$100,000. Surplus, \$12,500. Undivided Profits, \$5,000. Deposits, \$445,216.88.
F. M. Widner, Pres., Ralph Newcomb, Vice-Pres., B. Newcomb, Cash.
- CRESTON—First National Bank.**
Capital, \$50,000. Surplus, \$50,000. Undivided Profits, \$18,556.69. Deposits, \$590,000.
S. W. Richardson, Pres., Chas. L. Bullard, Vice-Pres., M. D. Smith, Cash., R. I. Pinkerton, Ass't Cash.
- DECORAH—Winneshiek Co. State Bank.**
Capital, \$100,000. Surplus, \$25,000. Undivided Profits, \$25,000. Deposits, \$960,000.
C. J. Weiser, Pres., E. W. D. Holway, V. P., R. Alger, Cashier, A. Ankinson, Teller.
- DEXTER—State Bank of Dexter.**
Capital, \$25,000. Surplus, \$17,000. Undivided Profits, \$1,000. Deposits, \$225,000.
J. G. Stanley, Pres., Mrs. J. E. Savage, Vice-Pres., F. H. Fitting, Cash., S. E. Byson, Ass't Cash.
- DAYTON—Farmers State Bank.**
Capital, \$40,000. Surplus, \$7,000. Undivided Profits, \$2,400. Deposits, \$190,000.
J. A. Lindberg, Pres., M. E. Curtis, Vice-Pres., E. M. Lundien, Cash.
- ELDORA—First National Bank.**
Capital, \$50,000. Surplus and profits, \$45,000.
W. J. Murray, Pres., W. J. Moir, Vice-Pres., W. E. Rathbone, Cash., A. W. Crossan and H. S. Hammond, Asst. Cashiers. U. S. Depository.
- EAGLE GROVE—Citizens State Bank.**
Capital, \$100,000. Undivided Profits, \$5,000. Deposits, \$380,000.
Geo. Wright, Pres., A. N. Odenheimer, Vice Pres., E. C. Platt, Cash., J. A. Wright, Ass't Cash.
- EMMETSBURG—Emmetsburg Nat'l Bk.**
Capital, \$50,000. Surplus and Undivided Profits, \$7,725. Deposits, \$429,374.41.
M. L. Brown, Pres., Geo. E. Pearsall, Vice Pres., W. J. Brown, Cash., P. S. Brown, Ass't Cash.
- ESSEX—Farmers Savings Bank.**
Capital, \$25,000. Undivided Profits, \$1,000. Deposits, \$63,000.
R. A. Sanderson, Pres., O. W. Freed, Vice-Pres., J. A. Ekeroth, Cash., Victor Freed, Ass't Cash.
- FOREST CITY—Forest City Nat'l Bank.**
Capital and Surplus, \$65,000.
G. S. Gilbertson, Pres., W. O. Hanson V. P., C. H. Kelley, Vice-Pres., C. A. Isaacs, Cashier, M. J. Johnson, Ass't Cashier.
- FONDA—The Fairburn State Bank.**
Capital, \$60,000. Surplus, \$10,000. Undivided Profits, \$2,544.30. Deposits, \$197,253.17.
E. H. Fairburn, Pres., Frank A. Fairburn, Vice Pres., A. S. Wood, Cash., Will C. Wood, Ass't Cash.
- FARRAGUT—Commercial Savings Bank.**
Capital, \$10,000. Undivided Profits, \$1,000. Deposits, \$45,000.
M. H. Galt, Pres., C. L. Larson, Vice-Pres., R. P. Galt, Cash.
- GUTHRIE CENTER.—Citizens National Bank.**
Jno. W. Foster, Pres., F. R. Jones, Cash., Carl S. Foster, Ass't Cash., R. M. Sayre, Ass't Cash.
- GILMORE CITY—Gilmore State Sav. Bank**
Capital, \$25,000. Deposits, \$80,000. R. H. Van Alstine, Pres., S. Van Alstine, Vice Pres., Lorenz Lorenzen, Cash.
- GRINNELL—Merchants Nat. Bank.**
Capital, \$100,000. Surplus, \$40,000. Undivided Profits, \$15,000. Dep., \$670,000.
S. A. Cravath, Pres., E. W. Clark, Vice Pres., L. F. Parker, 2d Vice Pres., Geo. H. Hamlin, Cash., W. C. Staat, Ass't. Cash.
- GEORGE—George Savings Bank.**
Capital, \$16,000. Undivided Profits, \$10,500. Deposits, \$110,000.
Chas. Shade, Pres., C. J. Locker, Vice-Pres., F. W. Wohlenberg, Cash., Ed. M. Freerks, Ass't Cash.
- GRISWOLD—Citizens Bank.**
Capital, \$50,000. Surplus, \$5,000.
J. H. Alexander, Pres., H. M. Reinig, Cash., D. Eppelsheimer, Ass't Cash.
- GOWRIE—First National Bank.**
Capital, \$25,000. Surplus, \$1,000. Undivided Profits, \$20,000. Deposits, \$250,000.
N. A. Lindquist, Pres., A. R. Daughenbaugh, Vice-Pres., F. W. Lindquist, Cash., A. E. Lindquist, Ass't Cash.
- HAMBURG—Farmers National Bank.**
Capital, \$50,000. Surplus, \$5,500. Undivided Profits, \$11,000. Deposits, \$425,000.
A. Hydinger, Pres., G. M. Beal, Vice-Pres., B. D. Butterfield, Cash., B. G. Franklin, A. C.
- HAMPTON—State Savings Bank.**
Capital, \$40,000. Undivided Profits, \$2,000. Deposits, \$140,000.
J. H. Hutchins, Pres., Casper Wolf, Vice Pres., O. F. Myers, Cash., D. C. Wolf, Ass't Cash.
- IOWA CITY—Iowa City State Bank.**
Capital, \$65,000. Surplus, \$29,000. Undivided Profits, \$700. Deposits, \$390,000.
Euclid Sanders, Pres., Wm. Musser, Vice Pres., P. A. Korab, Cash., J. C. Switzer, Ass't Cash.
- INDEPENDENCE—Com. State Bank.**
Capital, \$100,000. Surplus, \$20,000. Undivided Profits, \$29,845. Deposits, \$343,818.
O. M. Gillett, Pres., A. G. Shellito, V. Pres., C. E. Purdy, Cash.
- KLEMME—State Savings Bank.**
Capital, \$15,000. Surplus, \$10,500. Undivided Profits, \$2,500. Deposits, \$110,000.
W. R. Bloom, P., D. D. Ross, Wm. Katter, V. P.'s., P. M. Griesemer, C., F. J. Wench, A.
- LE MARS—First National Bank.**
Capital, \$100,000. Surplus, \$20,000. Undivided Profits, \$8,000. Dep. \$1,085,000.
P. F. Dalton, Pres., G. L. Wernli, V-Pres., E. A. Dalton, Cashier, J. A. Hoffman, A. C.
- MASON CITY—First National Bank.**
Capital, \$150,000. Surplus, \$150,000. Deposits, \$1,800,000.
C. H. McNider, Pres., W. G. C. Bagley, C. A. Parker, Ass't Cashier.
- MARSHALLTOWN—Marshalltown State.**
Capital, \$100,000. Surplus and Profits, \$50,000. Deposits, \$750,000.
A. F. Balch, Pres., G. A. Turner, V-Pres., P. S. Balch, Cash., C. C. Trine, Ass't Cash.
- MONTICELLO—The Monticello St. Bk.**
Capital, \$100,000. Surplus and Profits, \$150,000. Deposits, \$1,348,000.
S. S. Farwell, Pres., Wm. Stuhler, V-Pres., H. M. Carpenter, C. H. S. Richardson, A. C.
- MARENGO—First National Bank.**
Capital and Surplus, \$91,500. Deposits, \$525,000.
Frank Cook, Pres., Thos. Stapleton, V-Pres., Jas. Delaney, V-Pres., H. E. Oldaker, Cash.
- MARENGO—Peoples Savings Bank.**
Capital, \$25,000. Undivided Profits, \$2,000. Deposits, \$218,000.
Arthur M. Veite, Pres., J. B. Murphy, Vice Pres., J. Ewin Evans, Cash., Walter MacGregor, Ass't Cash.
- MARENGO—German Am. Sav. Bank.**
Capital, \$25,000. Surplus, \$5,000. Undivided Profits, \$2,000. Deposits, \$180,000.
D. H. McKee, Pres., J. C. Engelbert, Vice Pres., Chas. Ludwig, Cash., C. I. Deuzler, Ass't Cash.
- MADRID—Farmers Savings Bank.**
Capital, \$15,000. Undivided Profits, \$700. Deposits, \$98,000.
John Van Zandt, Pres., S. A. Bengtson, Vice-Pres., F. H. Graves, Cash., G. C. Carlson, Ass't Cash.
- MADRID—Madrid State Bank.**
Capital, \$25,000. Surplus, \$10,000. Deposits, \$175,000.
Oscar Oakleaf, Pres., Peter Cassel, Vice-Pres., S. B. Williams, Cash.
- NEWTON—First Nat. & Newton Sav.**
Capital, \$80,000. Surplus, \$37,500. Deposits, \$500,000.
W. C. Bergman, Pres., H. B. Allfree and C. Sloanaker, V. Pres., R. L. Arnold, Cash.
- NEWTON—Jasper County Savings Bk.**
Capital, \$100,000. Surplus, \$10,000. Undivided Profits, \$1,357.27. Deposits, \$516,705.45.
J. M. Woodrow, Pres., F. M. Woodrow, Vice Pres., A. E. Hindorf, Cash.
- NORWAY—Benton Co. Savings Bank.**
Capital, \$15,000. Surplus, \$15,000. Undivided Profits, \$1,700. Deposits, \$143,000.
H. L. Uthoff, Pres., Lorenz Brecht, V. Pres., J. H. Pickart, Cash.

Representative Iowa Banks [Continued]

NEWTON—Citizens State Bank.

Capital, \$60,000. Undivided Profits, \$6,000. Deposits, \$300,000.
F. L. Maytag, Pres., Joe Horn, Vice Pres., Lee E. Brown, Cash.

NORWAY—First National Bank.

Capital, \$25,000. Surplus, \$7,500. Undivided Profits, \$685.24. Dep., \$173,571.
C. E. Simpson, Pres., Geo. A. Doebel, V. Pres., John T. Smith, Cash., L. H. Jurge meyer, A. Cash.

NEVADA—First National Bank.

Capital, \$75,000. Surplus, \$25,000. Undivided Profits, \$10,000. Dep., \$400,000.
J. A. Fitchpatrick, Pres., W. P. Zwilling, Vice Pres., Edgar John, Cash., E. A. Fawcett, Ass't Cash.

OSKALOOSA—Oskaloosa National Bank.

Capital, \$100,000. Surplus, \$50,000. Deposits, \$700,000.
W. H. Kalbach, Pres., H. L. Spencer, Vice Pres., C. E. Lafland, Cash.

OCHEYEDAN—Bank of Ocheyedan.

Responsibility, \$1,000,000.
John Porter, Pres., James Porter, Vice Pres., W. M. Roth, Cash., Dick Wassmann, Ass't Cash.

OCHEYEDAN—Ocheyedan Sav. Bank.

Capital, \$25,000. Undivided Profits, \$2,000. Deposits, \$110,000.
W. M. Smith, Pres., W. D. Shuttleworth, Vice Pres., C. R. Richards, Cash.

PANORA—Guthrie Co. Natl. Bank.

Capital, \$50,000. Surplus, \$10,000. Undivided Profits, \$6,000. Deposits, \$330,000.
M. M. Reynolds, Pres., H. L. Moore, Vice Pres., Wade Spurgin, Cash.

PANORA—Citizens State Bank.

Capital, \$25,000. Deposits, \$115,000.
S. C. Culbertson, Pres., M. M. Head, Vice Pres., H. M. Culbertson, Cash., G. A. Goetzman, Ass't Cash.

PERRY—Citizens Bank.

Capital, \$50,000. Surplus, \$15,000. Undivided Profits, \$2,500. Deposits, \$380,000.
S. S. Dilenbeck, Pres., S. M. Thornley, Vice-Pres., B. C. Dilenbeck, Cash., J. E. Hambright, Ass't Cash.

PERRY—First National Bank.

Capital, \$50,000. Surplus, \$10,000. Undivided Profits, \$6,000. Deposits, \$510,000.
D. J. Pattee, Pres., Allen Breed, Vice Pres., H. M. Pattee, Cash., W. H. Pattee, Ass't Cash.

POMEROY—Pomeroy State Bank.

Capital, \$25,000. Surplus, \$2,500. Undivided Profits, \$1,500. Deposits, \$175,000.
J. H. Lowry, Pres., M. F. Mullan, Vice Pres., John F. Gutz, Cash., R. C. Berry, Ass't Cash.

ROCKWELL CITY—First Natl. Bank.

Capital, \$50,000. Surplus, \$10,000. Undivided Profits, \$8,000. Deposits, \$210,000.
E. A. Richards, Pres., J. H. Bradt, Vice Pres., F. P. Huff, Cash., W. A. Sandburg, Ass't Cash.

ROCK VALLEY—State Bank.

Capital, \$25,000. Surplus, \$1,800. Undivided Profits, \$1,600. Deposits, \$170,000.
John J. Schlund, Pres., C. J. Fink, Vice Pres., F. M. Bunting, Cash.

ROCK VALLEY—First National Bank,

Capital, \$50,000. Surplus, \$10,000. Deposits, \$175,000.
I. S. Large, Pres., S. A. Mitchell, Vice Pres., John J. Large, Cash., J. A. Huizenga, Ass't Cash.

RED OAK—Farmers National Bank.

Capital, \$60,000. Surplus, \$500. Deposits, \$210,000.
L. D. Goodrich, Pres., J. F. Brown, Vice Pres., J. B. Stair, Cash.

SIOUX CITY—Live Stock Nat. Bank.

Located at Sioux City Stock Yards.
Capital, \$100,000. Surplus, \$75,000.
Geo. S. Parker, Pres., F. L. Eaton, Vice-P., W. P. Dickey, Cash., C. D. Van Dyke, A. C.

SHENANDOAH—Shenandoah Nat'l Bk.

Capital, \$100,000. Surplus, \$60,000. Deposits, \$375,000.
George Bogart, Pres., E. H. Mitchell, V-P., R. M. Gwynn, Cash., F. M. Schneider, A. C.

SHENANDOAH—The Security Trust & Sav. Bank.

Capital, \$30,000.
C. W. Fishbaugh, Pres., Joseph Morhain, Vice-Pres., E. C. Fishbaugh, Cash.

SCRANTON—Bank of Scranton.

Capital, \$25,000. Surplus, \$26,000. Deposits, \$240,000.
Chas. Bofink, Pres., Henry Haag, Vice Pres., W. W. Anderson, Cash., A. E. Adams, Ass't Cash.

SHELDON—Sheldon National Bank.

Capital, \$50,000. Surplus, \$5,800. Undivided Profits, \$1,500. Deposits, \$300,000.
Jas. F. Toy, Pres., W. H. Myers, Vice Pres., P. W. Hall, Cash., E. B. Myers, Ass't Cash.

SHELDON—First National Bank.

Capital, \$100,000. Surplus, \$25,000. Deposits, \$500,000.
W. M. Smith, Pres., J. H. Archer, Vice Pres., F. E. Frisbee, Cash., F. W. Bloxham, Ass't Cash.

SPENCER—First National Bank.

Capital, \$100,000. Surplus, \$20,000. Undivided Profits, \$14,215. Deposits, \$285,000.
Chas. McAllister, Pres., H. N. Smith, Vice Pres., C. P. Buckley, Cash., Chas. R. Howe, Ass't Cash.

SHENANDOAH—Shenandoah Nat'l Bank.

Capital, \$100,000. Surplus, \$60,000. Undivided Profits, \$5,000. Deposits, \$400,000.
Geo. Bogart, Pres., E. H. Mitchell, Vice Pres., R. M. Gwynn, Cash., F. M. Schneider, Ass't Cash.

STUART—Exchange State Bank.

Capital, \$25,000. Surplus, \$13,000. Undivided Profits, \$1,000. Deposits, \$200,000.
J. E. Savage, Pres., J. R. Smull, Jr., Vice Pres., H. L. Hackthorn, Ass't Cash.

STUART—First National Bank.

Capital, \$25,000. Surplus, \$5,000. Undivided Profits, \$8,000. Deposits, \$240,000.
Jno. W. Foster, Pres., Jacob F. Blackman, Vice-Pres., A. C. Curtis, Cash., J. P. McLaughlin, Ass't Cash.

STUART—Stuart Savings Bank.

Capital, \$25,000. Undivided Profits, \$1,500. Deposits, \$90,000.
M. S. Kile, Pres., Chas. M. Burke, Vice Pres., F. M. Kile, Cash.

TAMA—Commercial Savings Bank.

Capital, \$50,000. Deposits, \$320,000.
G. H. Austin, Pres., F. W. Brokhausen, Vice Pres., D. E. Goodell, Cash.

VICTOR—Farmers Savings Bank.

Capital, \$25,000. Surplus, \$15,000. Undivided Profits, \$3,500. Deposits, \$400,000.
H. C. Phelps, Pres., Levi Lewis, V. Pres., H. L. Mussetter, C., Florence Mussetter, A.C.

WESLEY—Security Bank.

Capital, \$25,000. Surplus, \$7,900. Undivided Profits, \$1,346. Deposits, \$159,825.
Cashier, W. M. Hall, Ass't Cashier.
G. B. Hall, Pres., Lewis Rasmussen.

WEST LIBERTY—Citizens Sav. Bank.

Capital, \$25,000. Undivided Profits, \$100. Deposits, \$50,000.
J. E. McIntosh, Pres., G. A. Moore, Vice Pres., Irwin Aikins, Cash.
Commenced business Oct. 17, 1908.

WEST LIBERTY—Ia. State Bk. & T. C.

Capital, \$40,000. Surplus, \$20,000. Undivided Profits, \$18,000. Deposits, \$290,000.
I. A. Nichols, Pres., C. M. Nichols, Vice Pres., Walter Light, Cash., Ivan Noland, Ass't Cash.

WILTON JUNCTION—Farmers. Sav. Bk.

Capital, \$20,000. Undivided Profits, \$2,000. Deposits, \$125,000.
Chas. C. Kaufmann, Pres., Fred Maurer, Vice Pres., F. C. Wickes, Cash., A. J. Wacker, Ass't Cash.

WILTON JUNCTION—Union Sav. Bk.

Capital, \$40,000. Surplus, \$25,000. Undivided Profits, \$5,000. Deposits, \$400,000.
A. R. Leith, Pres., D. G. Agnew, Vice Pres., W. D. Harris, Cash.

WEBSTER CITY—First Nat'l Bank.

Capital, \$100,000. Surplus, \$60,000.
L. L. Estes, Pres., W. J. Covil, Vice Pres., E. F. King, Cash., W. C. Pyle, H. O. Cutler, Ass't Cashiers.

Reliable Real Estate Dealers of Iowa

MANSON—Griswold Land & Credit Co.

Farm Land & Farm Loan Broker.
We always have good investments for those who have idle money.
Write and tell us what you want.
M. W. Fitz, President.

LOGAN—Almor Stern.

Farm Loans, Real Estate
Abstracts of Title
First Mortgage Farm Loans for sale.
Harrison County.

RED OAK—O. E. Schoonover.

Ten excursions per year to Western Canada. \$20.00 round trip. Tame grass lands, producing 40 bushels. Wheat our specialty, also Iowa, Nebraska, Dakota and Colorado land.

SAC CITY—Geo. A. Taylor.

Real Estate Dealer
Sac County, Iowa, Farms, Acreages and Residence Property.

"MORGAN AND GATES," SAYS MIKE.

"Them's the fellers that's caused all the trouble." Mike O'Brien and his friend were riding on a swift-moving subway train in New York. They were speaking of the late financial depression. "Morgan and Gates, them's the fellers that's caused all th' trouble!" At the next station, when the train stopped, a German got on. He spied a German friend of his, sitting in the corner of the car. "Gutten Morgan," says one. "Wie

Gates," says the other. Mike heard. "There they are, the son's-a-guns, there they are," says Mike.

Responsibilities gravitate to the person who can shoulder them, and power flows to the man who knows how. Don't worry!

Graft, grand or petty, is moral, financial and spiritual skidoo for any man who indulges in it.

THE CENTRAL SAVINGS BANK

CAPITAL STOCK, \$50,000

J. M. GROAT, Pres.

G. H. CHEEVER, V. pres. DIRECTORS

RALPH LAW, Cashier.

J. M. GROAT,

G. H. CHEEVER, JOHN O. KEEFE,

CHAS. A. ROBY, W. R. LAW,

H. H. BRENNECK, WILLIAM KURTH

W. KAUMANS,

C. W. HELLEN,

WE ARE THE PEOPLE

The only Bank at the North end of the city of Waterloo, Iowa.

We are here for business and we kindly ask for a share of the same, and if fair treatment and strict business methods will secure it we are yours,

Farmers Loan And Trust Company of Waterloo, Iowa

ORGANIZED JANUARY 7th, 1909.

CAPITAL \$100,000,

OFFICERS

J. E. SEDGWICK, President,

J. O. TRUMBAUER, Vice President,

F. E. STEWART, Secretary,

IRA RODAMAR, Treasurer.

DIRECTORS

W. W. MARSH,

President Iowa Dairy Separator Company,

C. E. PICKETT,

Member of Congress, Third District,

J. O. TRUMBAUER, Vice President,

IRA RODAMAR,

Cashier Leavitt & Johnson National Bank,

C. L. KINGSLEY,

Vice President Leavitt & Johnson National Bank,

J. E. SEDGWICK,

President Leavitt & Johnson National Bank.

Make and Sell Real Estate Mortgages; Issue Savings Bonds; Settle Estates;
Acts as Trustee; and Invest Trust Funds for Administrators, etc.

The Citizens Savings Bank

Cedar Falls, Iowa

CAPITAL \$100,000.00

C. A. WISE, President

W. N. HOSTROP, Vice Prest.

H. N. SILLIMAN, Vice Prest.

O. H. LEONARD, Cashier

W. C. NUHN, Asst. Cashier

Established 1856

Capital and Surplus \$200,000

Leavitt & Johnson Trust Co.

Waterloo, Iowa

It is our business to invest the money of other people in securities which will be absolutely safe. For this purpose we select First Mortgages on Farms. We know of nothing better. Safety is the prime consideration with us always.

☐ We sell first mortgages and assign them direct to the investor, or we will sell our bonds secured by these mortgages, to net the investor—**3% on funds repayable on ten days, demand 4% on funds left six months 4½% for money left a term of years.** For the latter we issue our 4½% Coupon Bond, interest payable semi-annually, with privilege of withdrawing the money at any time according to the terms of the bond. **THESE BONDS** are a most convenient form of investment, and in addition to the mortgage security are obligations of the Leavitt & Johnson Trust Co. **A LIST OF THE COLLATERAL FURNISHED** on request, so that each customer may know just how the money is invested.

Just now we have some choice 5% First Mortgages for sale.

J. D. Easton, President
Geo N. Garrettson, Cashier

Emmons Johnson, Vice-President
Ira W. Blough, Assistant Cashier

IOWA STATE BANK.

FARM LOANS A SPECIALTY

WATERLOO,

IOWA.

The Waterloo Loan & Trust Company

Waterloo, Iowa

We buy and sell first mortgage farm loans. We have on hand strictly high class commercial paper which we sell to banks and bankers at the current rates of discount. We issue our 5% semi-annual Savings Bonds maturing in ten years, fully protected by first mortgage farm loans. These are very desirable for bankers to carry in limited amounts and have satisfactory pre-payment privileges.

OFFICERS

F. F. McELHINNEY, Pres.

J. M. GROAT, V. Pres.

W. J. FRENCH, Treas.

BEN. J. HOWREY, V. Pres

W. R. JAMESON, Sec'y

F. C. BRANIGER, Cash.

Citizens Savings Bank

Waterloo, Iowa

This bank is one of the new banks of this City; is two and one-half years old with \$300,000 deposits. Some of our friends say that we will be a great bank some day. Of course we are not doing anything to prevent it. Send us your Waterloo business. We know how to take care of the needs of our friends. A trial will satisfy you along this line.

OFFICERS & DIRECTORS

W. R. JAMESON, Pres.

F. F. McELHINNEY, V. Pres.

J. M. GROAT,

F. C. BRANIGER, Cash.

A. E. SMITH, Asst. Cash.

BEN. J. HOWREY

“OLD RELIABLE”
The Leavitt & Johnson National Bank

Waterloo, :: Iowa

Established 1856

Capital	\$200,000.00
Surplus and Profits	68,190.06

In every department of banking is prepared to serve the public in an acceptable way, and continues to offer the advantages of its facilities, developed and perfected by fifty-three years of close personal relations with a constantly growing list of Business Accounts, Savings Accounts, Time Deposits and Bank Accounts

OFFICERS

J. E. SEDGWICK, President	J. O. TRUMBAUER, Vice Pres.
C. E. PICKETT, Vice Pres.	IRA RODAMAR, Cashier
C. L. KINGSLEY, Vice Pres.	EMMA RODAMAR, Asst. Cashier
W. F. McGARVEY, Teller	

DIRECTORS

C. L. KINGSLEY,	Proprietor The Irving Hotel
A. H. FRANK,	Frank Bros., Clothiers
W. A. BRANIGER,	Farmer
B. J. RODAMAR,	Farmer
ROGER LEAVITT,	V. P. Cedar Falls National Bank
J. K. JODER,	Druggist
W. W. MARSH,	Pres. Iowa Dairy Separator Co
C. E. PICKETT,	Mullan & Pickett, Attorneys
IRA RODAMAR,	Cashier
J. E. SEDGWICK,	Pres Sedgwick-Lichty Abstract Co

First National Bank

Waterloo, Iowa

Organized Dec. 26th 1864.

Capital Surplus Profits, \$350,000 Resources, \$1,800,000.

We will be "At Home" during the Convention to all the Bankers of Iowa, and extend a most cordial invitation to them to call while in our city. Every possible courtesy will be extended.

OFFICERS

F. J. FOWLER, President F. J. EIGHMEY, Cashier and Vice President
 F. B. DIETRICK, Assistant Cashier F. P. HURST, Assistant Cashier
 H. M. COWLES, Assistant Cashier

DIRECTORS

J. W. RATH, President, The Rath Packing Company, Pork Packers. JAMES BLACK, President, The James Black Dry Goods Company
 C. F. FOWLER, President, The Fowler Company, Wholesale Grocers, J. T. SULLIVAN, Attorney
 T. W. PLACE, Capitalist. W. W. MARSH, President Iowa Dairy Separator Company. President, Iowa Manufacturers Insurance Co.
 F. J. FOWLER, of The Fowler Company, Wholesale Grocers. & President of the Waterloo Canning Corporation.
 H. W. GROUT, President of the Central Real Estate Company. A. M. PLACE, Illinois Central Railway Co.
 J. O. TRUMBAUER, Vice Prest' of the Farmers Loan & Trust Company. F. J. EIGHMEY, Vice Prest. & Cashier, First National Bank

The Iowa Bankers Convention

☞ To be held in Waterloo. June 10th and 11th, will be the largest and best convention ever held, because Iowa has more and better bankers than any other state in the Union, and the convention will be held in the most progressive city in this great Commonwealth.

The Most Progressive Bank In This Progressive City Is the

BLACK HAWK

CAPITAL AND SURPLUS,
\$200,000.00

**SAVINGS
DEPARTMENT**

NATIONAL BANK

**COMMERCIAL
DEPARTMENT**

F. F. McELHINNEY, Pres., CHAS. W. KNOOP, Cash.
Dr. F. W. POWERS, Vice Pres., L. D. BEDFORD, Ass't Cash.

Waterloo, Iowa

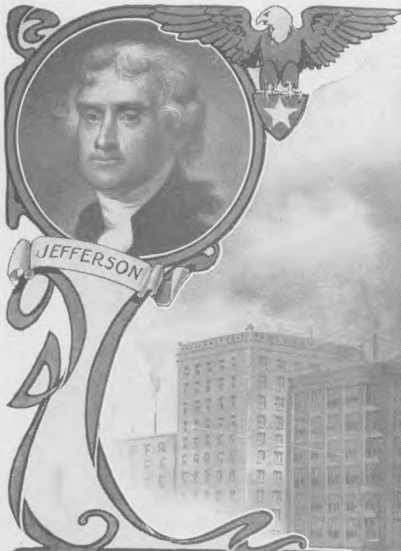
UNITED STATES DEPOSITORY

☞ All business entrusted to our care is attended to with fidelity and dispatch and upon liberal terms.

☞ The growth of this bank is the best evidence of its conservatism and safety and that its services and facilities meet the requirements of its critical correspondents and cautious clientage.

☞ Accept our invitation and make the Black Hawk National your headquarters.

YOURS FOR SERVICE AND A GOOD TIME



JEFFERSON. President Jefferson wanted New Orleans in order to control the mouth of the Mississippi on the east side, and offered to guarantee to Napoleon all the territory west of the Mississippi, if this inducement became necessary, in order to get that town. Looking for a City, he had an empire thrust upon him.



NAPOLEON. Napoleon's necessities, his war with England, his desire for money to aid in prosecuting the war, his determination that England should not gain the territory, and his wish to raise up a rival to England on sea and land, marked to the eternal advancement of the United States of representative institutions, and of the world's progress.

THE NATIONAL BANK OF COMMERCE IN ST. LOUIS

Occupies the site of the historic birthplace of the great Commonwealths constituting the Louisiana Purchase: Arkansas, Colorado, Iowa, Kansas, Louisiana, Minnesota, Missouri, Montana, Nebraska, North Dakota, Oklahoma, South Dakota and Wyoming. Its capital and surplus of **\$15,000,000.00** also represents the exact purchase price of this vast empire, to which this bank is largely indebted for its present total resources of **\$95,000,000.00**.

The Fidelity & Casualty Company

97 to 103 Cedar Street, NEW YORK CITY



Assets	\$ 8,649,885.66
Capital and Surplus	3,011,834.00
Losses paid to January 1, 1909	29,195,835.85

This Company grants insurance as follows: Bonds of Suretyship for persons in positions of trust, Fidelity Bonds, Burglary, Plate Glass, Steam Boiler, Fly Wheel, Employers, Public, Teams, Workmen's Collective, Elevator and General Liability, Personal Accident, Health and Physicians Liability.

OFFICERS:

George F. Seward, President
 Robert J. Hillas, V. Pres. & Sec. Henry Crossley, Asst. Sec.
 Frank E. Law, 2nd Asst. Sec. George W. Allen, 3rd Asst. Sec.

DIRECTORS:

William P. Dixon, Dixon & Holmes	Alfred M. Hoyt, Banker	Aurelius B. Hull, Retired Merchant
Geo. E. Ide, Pres. Home Life Ins. Co.	Wm. G. Low, Counselor-at-law	John G. McCullough, Erie Railroad Co.
William J. Matheson, Merchant	Henry E. Pierrepont, Retired	Anton A. Raven, Atlantic Mutual Ins. Co.
John L. Riker, of J. L. and D. S. Riker	W. Emilen Roosevelt, Banker	Dumont Clark, Pres. American Exchange National Bank
Alexander F. Orr, Retired Merchant	George F. Seward, President	