

# THE NORTHWESTERN BANKER

TWENTIETH YEAR

DES MOINES, IOWA, MAY 1915

TOTAL NUMBER 333

## Northwestern National Life Insurance Co. MINNEAPOLIS, MINN.

JOHN T. BAXTER, President

A PURELY MUTUAL, OLD-LINE, WESTERN COMPANY

### Directors

E. W. DECKER, Pres. Northwestern National Bank  
 F. A. CHAMBERLAIN, Pres. Security Nat'l Bank  
 C. T. JAFFRAY, Vice-Pres. First Nat'l Bank  
 T. B. JANNEY, Pres. Farmers & Mechanics Bank  
 E. L. CARPENTER, Shevlin-Carpenter Clarke Co.  
 B. F. NELSON, Pres. Hennepin Paper Co.  
 A. A. CRANE, Vice-Pres. First National Bank  
 J. A. LATTA, Vice-Pres. Northwestern Nat'l Bank

## The Hanover National Bank

OF THE CITY OF NEW YORK  
Nassau and Pine Streets

JAMES M. DONALD, Chairman of Board  
 WILLIAM WOODWARD, President  
 E. HAYWARD FERRY, V.-Pres.  
 HENRY R. CARSE, V.-Pres.  
 SAMUEL WOOLVERTON, V.-Pres.  
 ELMER E. WHITTAKER, Cashier  
 WM. I. LIGHTHIPE, Asst. Cash.  
 ALEX. D. CAMBELL, Asst. Cash.  
 CHAS. H. HAMPTON, Asst. Cash.  
 J. NIEMANN, Asst. Cash.  
 WILLIAM DONALD, Asst. Cash.  
 GEORGE E. LEWIS, Asst. Cash.

Established 1851

Capital - - - \$3,000,000  
 Surplus and Profits 15,000,000



## The National City Bank OF CHICAGO

U. S. Depository

Capital . . . . \$ 2,000,000.00  
 Surplus . . . . 750,000.00

### OFFICERS

David R. Forgan, President  
 Alfred L. Baker, Vice-President  
 H. E. Otte, Vice-President  
 F. A. Crandall, Vice-President  
 Walker G. McLaury, Cashier  
 W. T. Perkins, Asst. Cashier  
 W. D. Dickey, Asst. Cashier  
 Henry Meyer, Asst. Cashier  
 A. W. Morton, Asst. Cashier  
 Wm. N. Jarnagin, Asst. Cashier  
 R. B. Fuessle, Asst. Cashier  
 Lee A. King, Auditor  
 George L. Wire, Attorney  
 R. U. Lansing, Vice-President and Manager Bond Dept.  
 M. K. Baker, Asst. Manager Bond Dept.

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  
 W. W. MAISH . . . . . Asst. Cashier

Capital - - - \$300,000  
 Surplus - - - 100,000

ACCOUNTS SOLICITED



IN THE UNITED STATES

New Business Invited  
 on the basis of  
**SATISFACTORY SERVICE**

Resources Over \$3,000,000.00

## FIRST NATIONAL BANK DAVENPORT, IOWA

L. J. YAGGY, Cashier

A. F. DAWSON, President

## THE First National Bank

ST. JOSEPH, MISSOURI

CAPITAL, - - \$500,000.00  
 SURPLUS, - - \$300,000.00

R. T. FORBES, Pres.

THOS. W. EVANS, Chairman  
 W. S. McLUCAS, Vice-President  
 JAS. E. COMBS, Cashier  
 R. S. BRITAIN, Asst. Cashier  
 MAX ANDRIANO, Asst. Cashier  
 R. N. RIDGE, Asst. Cashier



**VALLEY NATIONAL  
BANK  
DES MOINES, IOWA**

**Capital and Surplus \$500,000.00**

Deposits VALLEY NATIONAL BANK \$4,000,000.00  
VALLEY SAVINGS BANK

Under Same Management

**OFFICERS AND DIRECTORS**

- R. A. CRAWFORD, President
- C. T. COLE, JR., Vice-President
- D. S. CHAMBERLAIN, Vice-President
- W. E. BARRETT, Cashier

- Thos. F. Stevenson, Attorney
- W. E. Tone, Treas. Tone Bros. Wholesale Coffees, Teas and Spices
- W. C. Harbach, Sec. & Treas. L. Harbach's Sons Co.
- E. W. Stanton, Vice-Pres. Union Nat. Bank, Ames, Ia.
- C. W. Mennig, Pres. Mennig-Slater Co. Vinegar & Pickle Works
- Alfred Hammer, Pres. Alfred Hammer & Co., Druggists

We invite Your Des Moines Account, promising Careful,  
Efficient and Satisfactory Service.



**Second National Bank**

and

**Dubuque Savings Bank**

**Dubuque, Iowa**

**Reserve Agents for National Banks.**

UNITED STATES DEPOSITARY

Combined Capital, Surplus and Profits

**\$600,000.00**

**OFFICERS AND DIRECTORS**

- |                  |                |              |
|------------------|----------------|--------------|
| J. K. Deming     | W. H. Day      | Herm Eschen  |
| H. B. Glover     | Jas. M. Burch  | Frank Bell   |
| Chas. H. Bradley | Geo. W. Kiesel |              |
| J. T. Carr       | Organized 1876 | J. J. Roshek |

**The First National Bank of Waterloo, Iowa**

Solicits your business on the most favorable terms consistent with  
safe and conservative banking. We pay interest on bank accounts.

*Our Capital--\$200,000*

*Our Surplus and Profits--\$275,000*

**OFFICERS**

- F. J. EIGHMEY, President
- A. M. PLACE, Vice-President
- JAS. BLACK, Vice-President
- F. P. HURST, Assistant Cashier
- V. J. RECHTFERTIG, Ass't Cashier
- H. H. CORDES, Assistant Cashier

**DIRECTORS**

- |                 |                |
|-----------------|----------------|
| F. J. Fowler    | J. W. Rath     |
| C. F. Fowler    | F. J. Eighmey  |
| J. O. Trumbauer | H. W. Grout    |
| Jas. Black      | W. W. Marsh    |
| A. M. Place     | J. T. Sullivan |
|                 | T. W. Place    |

**JAS. H. JAMISON**  
President

Every policy protected  
with a deposit of the Full  
Legal Reserve with State  
of Iowa.



**A. D. STRUTHERS**  
Secretary

Giving the policyhold-  
er Old Line Life Insur-  
ance and Accident comb-  
ined.

An Iowa Company managed and operated by Iowa men and Iowa money.  
During 1914 wrote more insurance than any previous year of its history.

Bankers readily see the advantage of co-operating with us.  
Write us today relative to agency in your own locality.



GEORGE A. LYON

Cashier First and Security National Bank, Minneapolis, Minn.

When the First and Security National Banks of Minneapolis were consolidated, with total resources of \$60,000,000, Geo. A. Lyon was chosen cashier of the institution. Born at Rockford, Iowa, June 9, 1871, Mr. Lyon received his first banking education from his father, president of the First National Bank, Rockford. Here he worked during vacations from school from 1888 to 1892. During the next year he was cashier of the Marble Rock Bank, and the following seven years held the same position with the First National Bank of Rockford. Mr. Lyon received an S. B. degree at Grinnell College and an L. L. B. at Harvard University. From 1900 to 1909 he practiced law. In the last year of his practice he accepted a position as assistant cashier in the First National Bank, Minneapolis, remaining in that capacity until his recent promotion. Mr. Lyon was at one time mayor of Rockford; has traveled extensively in Europe, and when in college was known as an all-around athlete, being a member of the varsity baseball team for three years; quarterback and captain on the football eleven, and state intercollegiate tennis champion of Iowa for three years.

**CHIPPED GOLD BANK SIGNS**



Tablet No. 500

This sign is made on heavy beveled plate glass with black enamel letters on a background of brilliant chipped gold with burnished gold bevels. A beautiful sign that will appeal to the most fastidious.

**YOU NEED THIS SIGN**

To indelibly impress your membership in the Federal Reserve Bank on the public. It suggests "Safety First" Bank.

**SENT ON APPROVAL**

We will ship your sign on approval. It will add tone and be a credit to your window or lobby. If not satisfactory return collect. Size of sign 24 inches by 12 inches, price \$9.25.

Our Book **BANK SIGNS** Free on Request  
**RAWSON & EVANS CO.**  
 711-713 Washington Boul.  
**CHICAGO**

**CASHIER WANTS POSITION**

In town of 800 to 2000 population in good farming district. Will invest \$2,000 to \$4,000 in stock should the position demand it. Speaks American, German, or Bohemian. Best of references.

Look this up confidentially.

**ROGERS REFERENCE COMPANY**

Banking Department  
 626-8 State Bank Bldg. OMAHA, NEBRASKA

**S. Bartlett Jones & Co.**

**Chartered Accountants**  
**Certified Public Accountants**

Our certificates as to the financial position of our clients are accepted by the foremost bankers and financial institutions in the country.

RATES AND REFERENCES ON REQUEST

822 Hubbell Bldg. DES MOINES IOWA  
 Phone Walnut 2435

Capital and Surplus \$10,000,000



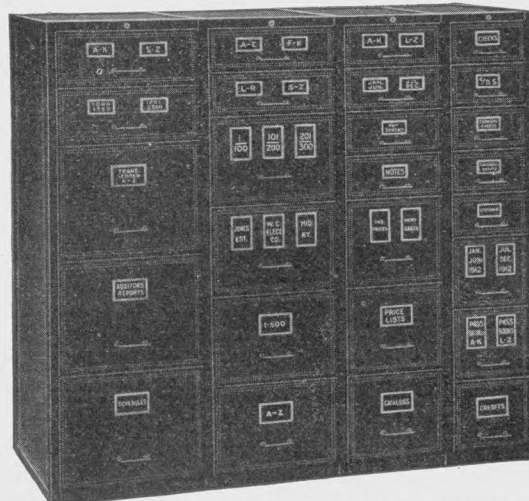
1857

1915

The character of this bank is reflected in the personnel of its board of directors

- FRANK H. ARMSTRONG, President Reid, Murdoch & Co.
- ENOS M. BARTON, Chairman Board of Directors Western Electric Company.
- CLARENCE A. BURLEY, Attorney and Capitalist.
- HENRY P. CROWELL, President Quaker Oats Company.
- WILLIAM A. GARDNER, President Chicago & Northwestern Railway Company.
- EDMUND D. HULBERT, Vice-President.
- CHAUNCEY KEEP, Trustee Marshall Field Estate.
- CYRUS H. McCORMICK, President International Harvester Co.
- SEYMOUR MORRIS, Trustee L. Z. Leiter Estate.
- JOHN S. RUNNELLS, President Pullman Company.
- EDWARD L. RYERSON, Chairman Board of Directors Joseph T. Ryerson & Son.
- JOHN G. SHEDD, President Marshall Field & Company.
- ORSON SMITH, President.
- ALBERT A. SPRAGUE II., Vice-President Sprague, Warner & Co.
- MOSES J. WENTWORTH, Capitalist.

**ALL BRANCHES OF BANKING**



**VAULT FILING EQUIPMENT ON THE UNIT PLAN**

Our facilities and experience enable us to properly equip a vault complete for a bank of any size. The Baker-Vawter Unit plan enables the small bank to install one section at a time and add to it as its growth demands.

If you are interested in the best method of filing Checks, Deposit Tickets, Pass Books, Documents, Correspondence, Reports or any of the records the average bank has to file, you will find it to your interest to write us for particulars.

We carry in stock for immediate shipment a large variety of High Grade Steel Filing Sections for High Grade banks.

Baker-Vawter Sections are built for service—not to fit a price. Ask for Catalogue.

**BAKER-VAWTER COMPANY**

Bank Accounting Systems, Steel Filing Equipment.  
 BENTON HARBOR, MICHIGAN HOLYOKE, MASSACHUSETTS  
 Offices in all Principal Cities Salesmen Everywhere

# The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, MAY, 1915

20 Cents Per Copy

## Letters That Brought 300 Accounts

By R. A. Goodwin

In organizing a new bank, the first and most important subject to be considered is—a location.

In deciding upon a location, be sure that there is enough business for another bank in the town. If you are not very well acquainted with conditions, spend some time in the town, but do not let anyone know that you are even dreaming of organizing a bank. You will be able to get inside information in this way that you could not get if your business was known, and a great many times it is information that will be of great value to you.

After you have become fully satisfied that you have a good location, and have completed the organization—**advertise**. Do not make the mistake made by many, of renting an old building and buying a secondhand outfit of furniture and fixtures. Build a good substantial building—one that will last a lifetime. This will make the public feel that you have come to stay, and we all know that the first step to be taken is to gain confidence. Would you expect the public to have confidence in you and your institution if you did not have enough confidence yourself to invest a part of your capital in a building, furniture and fixtures? We have all heard the story of the man in early days who made up his mind that he would start a bank, and after renting a building, placed a sign with the word "BANK" on the front door. The first day a man came in and deposited \$50.00, the next day one man deposited \$50.00 and another \$100.00. By this time the BANKER began to gain confidence in the bank and deposited \$100.00 himself.

It is well to advertise the "Opening Day" as soon as possible, but be sure that you will be ready on that date. A few days before, send out a circular letter to everyone in the territory. In appearance this should be a personal letter as nearly as possible, preferably printed upon a multigraph with the names filled in. The letter should be signed by the president, or cashier if he is to be the active officer, and should be signed with a pen (not a printed or a rubber stamp signature). Put life into this letter, it being your first opportunity to make an impression. Explain any special features not used by your competitors, the financial responsibility of your stockholders and the experience and business ability of the active officers. Extend a cordial invitation to call and inspect the building and equipment, as you must first get the people into your bank.

### Advertising.

There are a great many ways of advertising a bank,

Here is an article by R. A. Goodwin, cashier of the Farmers Savings Bank, Tabor, S. D., which shows how strong, interesting, helpful letters will increase the business of a bank, to a remarkable degree. The series of six letters, which were written by Mr. Goodwin, secured for his bank over 300 new accounts and more than \$70,000 in deposits. Mr. Goodwin also answers the question of "How to organize and advertise a new bank."

this medium than any other, considering the money invested. To get results in using circular letters, one must have them printed to imitate a personal type-written letter as nearly as possible. A letter printed with a printing press in body type, and a printed signature, will do a bank more harm than good. Personally, I have secured more new business through my circular letters than all other advertising combined.

It is very foolish to attempt to run a bank in this day and age, when progressiveness reigns supreme, and competition plays an active part in business, unless you know how to advertise, or can employ some one who does. The public has no other way of finding out that you are in business.

Advertise your bank to such an extent that when the people of your community think of a bank, or anything pertaining to a bank, the name of your bank will be before them, and you will get the business.

I have a neatly painted sign at each corner entering town with the name of our bank and the words, "We want your business." Each person who comes to our town is bound to see one of these signs as he enters town. If he is a farmer with a load of grain, or other farm produce, he thinks of the money he is going to have to deposit, and naturally associates the name of our bank with money.

I know of a bank in this state that has practically all the savings deposits in the town—due largely to the name of the bank and the method of advertising it. It is the only bank in town known as a savings bank.

A few ways of successfully advertising a bank are: local newspaper ads, purses, souvenirs, calendars, booklets, contests, circular letters and window cards.

My advice to anyone in advertising a bank is to follow a certain line. Do not change from one advertising medium to another every few months. If you do, a lot of money which you invest in advertising will never find its way back. Use a circular letter or booklet for your monthly advertising, not a letter one month and a booklet the next. Use the same style calendar each year, and I believe in following it out even to the style and color of your checks and check-covers. Of course the styles you use must be what the public of your community demands, which varies a great deal. If you will follow this idea in all your advertising, you

"In organizing a new bank of from \$10,000.00 to \$25,000.00 capital, set aside at least \$500.00 for your first year's advertising. Be very careful where you spend this money, but SPEND it for ADVERTISING. It will come back in a year and bring enough with it to pay all your initial expense.

"I have in mind a man who organized a bank over a year ago. He invested the large amount of \$50.00 in his first year's advertising. The stockholders received a notice of assessment, and will probably receive another next year. Another new bank invested \$400.00 in advertising alone, and made an earning of 10% above expenses the first year."

# The National Bank of the REPUBLIC

of Chicago

continues to offer banks and bankers the advantages of its facilities, developed and perfected by nearly twenty-five years of close personal relations with a constantly growing list of correspondents throughout the world.

### OFFICERS

JOHN A. LYNCH, President    W. T. FENTON, Vice-President  
R. M. McKINNEY, Cashier    O. H. SWAN, Ass't Cashier  
JAMES M. HURST, Ass't Cash.    WM. B. LAVINIA, Ass't Cash.  
THOS. D. ALLIN, Ass't Cash.    LOUIS J. MEAHL, Ass't Cash.

**A Service based on  
the facilities and  
experience gained  
during half a cen-  
tury is extended to  
Banks and Bankers  
by the First National  
Bank of Chicago.**

**Correspondence is  
invited by this  
old, strong and  
conservative bank.**

FORD E. HOVEY, President and Treasurer  
HENRY GEBHARD, Vice-President  
FRANK J. DENISON, Secretary

— The —

## Denver Cattle Loan Co.

CAPITAL and SURPLUS \$230,000

Denver, Colorado

*High-Grade Cattle Paper Handled at  
Reasonable Rates*

G. H. RAGSDALE, President

EDWIN G. RAGSDALE, Secretary

H. B. RAGSDALE, Treasurer



## IOWA LITHOGRAPHING COMPANY

DES MOINES - - - - IOWA

Established 1856



# THE BANK OF NORTH AMERICA

NATIONAL BANK

PHILADELPHIA, PENNSYLVANIA

The Oldest Bank in the United States, Chartered, 1781

Banks and bankers in all parts of the country will find the service rendered by this old established bank efficient and satisfactory in every respect

**Capital, \$1,000,000.00      Surplus and Undivided Profits, \$2,400,000.00      Deposits, \$13,000,000.00**

**HARRY G. MICHENER, Pres.      CHARLES H. HARDING, Vice-Pres.      SAMUEL D. JORDAN, Cashier**  
**WILLIAM J. MURPHY, Ass't Cash.      RICHARD S. McKINLEY, Ass't Cash.      CHAS. M. PRINCE, Ass't Cash.**

will be surprised at the results. In using a window to advertise, do not fill your window with corn, hay, alfalfa and a dozen elaborate window cards. If you are advertising something special, use a neatly printed window card, and it will bring results, unless you have been in the habit of making a picture gallery or a county fair exhibit of your window.

In organizing a new bank of from \$10,000.00 to \$25,000.00 capital, set aside at least \$500.00 for your first year's advertising. Be very careful where you spend this money, but SPEND IT FOR ADVERTISING. It will come back in a year and bring enough with it to pay all your initial expense.

I have in mind a man who organized a bank over a year ago. He invested the large amount of \$50.00 in his first year's advertising—the stockholders received a notice of assessment, and will probably receive another next year. Another new bank invested \$400.00 in advertising alone, and made an earning of 10% above expenses the first year.

City banks are forced to maintain advertising departments, and a great many country banks fail to make a success because they do not.

**Letters.**

The following series of six letters which brought 300 accounts are the ones used by Mr. Goodwin in his campaign for new business. Letter No. 4 brought 30 new accounts alone in less than two weeks.

**Letter No. 1, October 15, 1913.**

Dear Sir: This is to inform you that the New Bank will be opened for business Saturday, Oct. 18th. We also wish to inform you that the Farmers Savings Bank was not organized for the benefit of any individual, we are making it a local institution for the benefit of the farmers and business men of Tabor and vicinity.

Our connection with the Sioux Falls Savings Bank of Sioux Falls enables us to handle anything in the banking line, this bank being one of the largest in the state.

We will do a general banking business and are here to give service and make a reasonable profit. Therefore, we want you to feel that we have an interest in your welfare, and we want you to feel that you have an interest in this institution.

Our equipment is to be of the very best, having purchased a burglar proof safe which will be inside the fire proof vault. The vault will be equipped with safety deposit boxes, which will be available at a very small rental, and a sixteen bolt fire proof vault door. The banking rooms will be furnished with beautiful furni-

ture and fixtures, as it is our desire to make the office as comfortable as possible for our customers.

The writer has followed this line of business for a number of years, and has spent some time as proprietor and instructor of banking in a commercial college at Minneapolis. Our president, Mr. Wm. Ontjes, who is vice-president of the Sioux Falls Savings Bank, is recognized as one of the successful bankers of South Dakota.

In filling the assistant cashiership, we have been very fortunate in securing the services of Mr. Robt. Vauk, of Tabor. Mr. Vauk is a young man of irreproachable character, and a man who has made a success in business. He will continue to conduct his mercantile business, with his brother as a partner, but will not take an active part in the clerical work.

It will be a great pleasure, I assure you, to meet you at our bank on the opening day, or as soon thereafter as is convenient for you, and whenever there is anything we can do for you in the banking line, we will be

## Merchants National Bank

BURLINGTON, IOWA

**Capital, \$100,000**  
**Surplus and Profits, \$130,000**

**OFFICERS**

<b>J. L. EDWARDS</b> President	<b>W. E. BLAKE</b> Vice-President
<b>JAMES MOIR</b> Vice-President	<b>ALEX. MOIR</b> Vice-President
<b>H. J. HUNGERFORD</b> Cashier	
<b>F. L. HOUBE</b> Ass't Cashier	<b>C. L. FULTON</b> Ass't Cashier

**DIRECTORS**

<b>H. A. BROWN</b>	<b>W. E. BLAKE, Chairman</b>	<b>W. C. TUBBS</b>
<b>JOHN BERNARD</b>	<b>JAMES MOIR</b>	<b>W. W. COPELAND</b>
<b>ALEX MOIR</b>	<b>J. L. EDWARDS</b>	<b>J. L. WAITE</b>

**Your Southeastern Iowa Business Invited**

Organized 1829	Nationalized 1865	
<b>Merchants Exchange National Bank</b>		
<b>New York</b>		
Capital Stock.....	\$1,000,000.00	
Surplus Fund.....	600,000.00	
<b>OFFICERS</b>		
HERMAN D. KOUNTZE, Vice-President	PHINEAS C. LOUNSBURY, President	KIMBALL C. ATWOOD, Vice-President
GILBERT H. JOHNSON, Vice-President	EDWARD K. CHERRILL, Vice-President	E. TILDEN MATOX, Assistant Cashier
	EDWARD V. GAMBIER, Vice-President and Cashier	
	FRANK E. ANDRUSS, Assistant Cashier	
We Solicit Deposit Accounts from Banks, Bankers, Trust Companies, Corporations, Firms and Individuals		

more than pleased to serve you in any way we possibly can.

Trusting that we may become better acquainted in the near future, and that we may see you often, I am

Yours for business,

R. A. Goodwin,  
Cashier.

**Letter No. 2, November 18, 1913.**

Dear Sir: Unfortunately we are unable to call upon all the people of Tabor and vicinity personally, therefore, we take this method of conveying our thoughts to you.

The Farmers Savings Bank has been in business but one month and has resources aggregating \$30,000.00. This is an unusual growth, and we wish to thank the people of this vicinity for their liberal patronage.

We are striving to make this institution a credit to the community by doing a conservative banking business, and by giving our customers reasonable rates and courteous treatment, such as you will find in other towns.

You must admit that the old saying "Competition is the life of trade" is very true. Probably you have noticed the marked change in banking conditions and accommodations in this community already. You will find that we stand for reasonable rates and courteous treatment.

We feel that we can handle your business to good advantage to you, and if you are not already one of our customers, please bear in mind that we will appreciate, very much, a part of your business if you do not care to deal with us entirely.

When you have money to deposit, wish to borrow, need a loan on your farm or wish papers of any kind drawn, we will be glad to have you call at the bank and have a talk with us. We will be pleased to cash your checks for you, and can cash them free of exchange charges, regardless of the bank they are drawn upon.

Trusting that we will have an opportunity to serve you in the near future, if you are not already on our list of subscribers, I am

Very truly yours,  
R. A. Goodwin,  
Cashier.

**Letter No. 3, March 1, 1914.**

(Statement enclosed.)

Dear Sir: Do you thoroughly understand the enclosed statement? The average person does not understand a bank statement, and it is our idea in sending you this statement to enable you to thoroughly understand the condition of this bank. If you are one of our customers, we want you to know something of the condition of this bank from time to time—if you are not a customer of this bank, we wish to present the strength and facilities of our institution to you in such a manner that you will feel justified in giving us our share of your business.

Read this statement over very carefully and keep it for future reference. You will notice that we have made a very steady and substantial growth since our organization.

This bank has brought about a great change in banking conditions at Tabor and vicinity, which will mean a saving of a great many dollars to the farmers and business men who transact their banking business at Tabor.

It has been stated that "people are receiving even more than they expect." We are not in business for the pleasure there is in it, neither do we expect to make



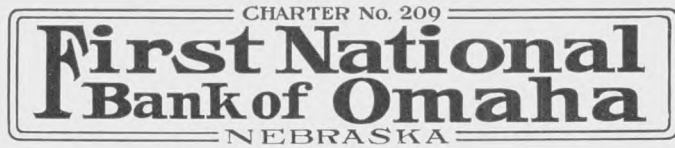


**OFFICERS**

**F. H. DAVIS**.....President  
**C. T. KOUNTZE**.....  
 Vice-Pres. and Chairman of the Board  
**L. L. KOUNTZE**.....Vice-President  
**T. L. DAVIS**.....Cashier  
**IRVING ALLISON**.....Asst. Cashier  
**G. T. ZIMMERMAN**.....Asst. Cashier  
**O. T. EASTMAN**.....Asst. Cashier  
**MYLES STANDISH**.....Asst. Cashier

**Organized in 1857 as**  
**KOUNTZE BROTHERS**

**Capital \$500,000.00**  
**Surplus, Earned, \$1,000,000.00**



**THE DIRECT SERVICE BANK**

a fortune in a few years; but we DO treat everyone alike (even if you should not know what to expect), are satisfied with a reasonable profit and give our customers value received for every dollar's worth of business that is entrusted to our care.

We do not expect everything, but we do feel that we are entitled to our share of the banking business of Tabor and vicinity.

Think this over very carefully. If you are not one of our customers we will be entirely satisfied with our share of your business, if you do not care to give us all your business.

When may we expect to hear from you?

Yours very truly,  
 R. A. Goodwin,  
 Cashier.

Letter No. 4, August 1, 1914.

(To non-customers.)

Dear Sir: You have received several letters from this bank since we organized nearly a year ago, and we trust that you have been reading the statements which have been sent you from time to time. You have noticed by the statements that we have made a very rapid and substantial growth.

We stated in our first letter to you that "The Farmers Savings Bank was not being organized for the benefit of any individual, but for the benefit of everyone in Tabor and vicinity." Now we can say, without fear of contradiction, that this bank has been a great benefit to almost everyone in the community, whether you do business with us or not. In some cases, the benefit

(Continued on page 52.)

**Special Train**  
**Via the Northern Pacific Ry**  
**ST. PAUL to SEATTLE**  
**Account of American Bankers Association Convention**  
**Seattle, Sept. 6-11**

Through the Lake Park Region of Minnesota—vast wheat fields of North Dakota—Montana, the great mining, agricultural and stock state—Idaho, famous for its enormous production of lumber and minerals—Washington, the great wheat, fruit and lumber state, to Seattle and Puget Sound—the Scenic Highway through the "Prosperity States of America," over the American Rockies and Cascade Ranges. Provision will be made for a stop at Gardiner Gateway for a tour of

**YELLOWSTONE NATIONAL PARK**

See the majestic beauty and strange phenomena of Nature's Wonderland. Send for free descriptive literature and detailed information, regarding rates, special train, etc.

E. D. ROCKWELL, Dist. Pass. Agt., 212 Century Bldg., Des Moines, Iowa  
 A. M. CLELAND, General Passenger Agent, St. Paul, Minn.

Another special train will be operated from Chicago to Seattle via C. & N. W. and Northern Pacific Railways.

# NORTHWESTERN BANKER

THE OLDEST FINANCIAL JOURNAL WEST OF THE MISSISSIPPI RIVER

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## CORN CONTESTS

☞ The individual who says that the banker of today is a parasite on society and a non-producer in the world of business, has either not taken time to inform himself concerning current events or else he is suffering from a case of dyspepsia. If the bankers of the country had nothing more to their credit than the various corn contests, which they have inaugurated, it would place them at the top of the list, as business boosters. There will never be any more land in the United States, and therefore the great work which bankers are doing to stimulate farmers to increase the production per acre on their farms means much to the joy, happiness and prosperity of the entire country. While remembering that the other half of the world is at war and that they must be fed, it should also not be forgotten that our own country is rapidly increasing in population. The banker can perform no greater service for himself and his community, than to inaugurate, assist and promote corn contests whenever and wherever possible. Plans have already been outlined by several of our largest financial institutions and state bankers associations for fall contests. Start a corn contest for your own bank; it will pay in dividends of happiness, cash and good will.

## INCREASING YOUR KNOWLEDGE

☞ Every time I read about some prominent banker who has been promoted and then notice that at one time he was a member of the American Institute of Banking, I am forcibly impressed with the wonderful work which this organization is doing. The entire object of the Institute is to teach bankers banking. In the large cities of course they have their Chapters, but to you who are living in the smaller towns, the Correspondence Chapter provides exactly the same instruction by mail. I am sure that you want to increase your efficiency and knowledge of banking affairs, and for that reason I want to emphasize with all the power possible the advantage it would be to you, if you have not already done so, to take the Institute work. Every lesson and every bit of instruction given in the entire course has been carefully thought out and worked out—not by professors of theory, but by bankers of experience, who know what is the most needed instruction along banking lines. In the days gone by, there was not so much expected of the bankers as there is today, but with our ever-changing business and social life the banker of the twentieth century has become the leading man of affairs in his own community; he has been able to gain this position because he has kept abreast of the times, and because he has been a student of the great business that he has chosen as his life's work. To the young men bankers, especially, who read this, I wish to say that increased knowledge means increased power, and this is especially true in the banking business. Therefore if you have never given serious consideration to the great work which the American Institute of Banking is doing, and the great help it can be to you, don't wait longer to get in touch with this organization. "In correspondence instruction each student is supplied with the serial text books and collateral exercises. The exercises in connection with each lesson are to be submitted to instructors whenever done. To individual students the cost of correspondence instruction thus provided, including lesson pamphlets and all

serial as well as final examinations, is \$15.00 for Part 1, pertaining to "Banking of Finance" and \$15 for Part 2 pertaining to "Commercial and Banking Law." Payments for each of the two parts may be made separately. One-third reduction from such rates is made to individual students who are employees of institutions that are members of the American Bankers Association." Benjamin Strong, Jr., governor of the Federal Reserve Bank of New York finished a recent address before the New York Chapter by saying, "May I wish for the American Institute of Banking the utmost success in the great industry that it is now conducting—the making of bankers." Indeed it is a great industry and those who would succeed must secure additional knowledge each day, the accumulated power of which will help to place them in the front rank, and stamp them as leaders in the banking affairs of the community.

### GETTING THE BUSINESS

Did you ever think that sometimes it takes only a very little thing to secure and hold a man's confidence, and by so doing to hold his business? It may only be a word or a suggestion, but the main thing is to keep yourself so closely in touch with all the activities of your community life, that you will be able to discuss and assist in solving the problems of your people. Sometimes it only takes a word, a smile or a hand shake, to make a man feel that you are his friend. After all, I do not believe it is such a very hard task to keep closely in touch with your customers, if you simply use the right methods. Don't think you are too big for your job. Don't think you are so much better than some old farmer with hay seed in his hair, because he is the man whose business you want. Even if you do have a better education and a greater knowledge of business affairs, be sure and keep yourself on a level with your customers. Just the minute they think you feel important and a little above them, just at that point you will lose the close personal touch that you have previously enjoyed, and getting the business depends a great many times, not on the great things you do, but the little things. One of our good subscribers from North Dakota in telling how he had increased his business, wrote us as follows, "Generally the farmer likes to talk with you as an equal, and on the other hand if you do not get out and mingle with the farmers, they will eventually think you consider yourself better than the average and will say, 'O, well, if he considers himself better than we are, we do not think it necessary to do business with him.'" The main point is to get in touch with the farmers personally." Getting the business for your bank depends upon your publicity, your push, and your personality, and if you will use these three qualities in the right proportion, you are bound to succeed. On another page of this issue will be found an article by a banker who believed that the only way to get business was to go after it, and he did. He took his automobile and started out to call on all the farmers in the surrounding territory. He talked a great deal about their business and only occasionally about his own, except to say when he was leaving, that he would be glad to have Mr. Farmer drop in the bank whenever he was in town and that they would be glad to serve him, in any way, at any time. Incidentally this banker carried his kodak along, and always took two or three pictures of each farm. As soon as these were developed he had an excuse for returning to see Mr. Farmer again. There is nothing particularly startling or possibly anything new about this simple little plan. However this method increased the bank's deposits 55%. If you have never thought of such a plan it will pay you to buy a little more gasoline and start out.

**"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 nineteen years in its present field.



# Fort Dearborn National Bank



United States Depository

CHICAGO, ILLINOIS

CAPITAL \$2,000,000 SURPLUS AND PROFITS \$1,000,000 DEPOSITS \$30,000,000

**Comparative Showing of Deposits**

February 14, 1908.....	\$ 9,887,954.84
February 5, 1909.....	11,617,691.24
March 29, 1910.....	15,041,357.21
March 7, 1911.....	21,574,956.79
February 20, 1912.....	26,207,446.32
February 4, 1913.....	30,499,714.20
January 13, 1914.....	29,727,922.06
December 31, 1914.....	29,531,375.00

NELSON N. LAMPERT,	VICE-PRESIDENT	WM. A. TILDEN, PRESIDENT
J. FLETCHER FARRELL,	VICE-PRESIDENT	GEORGE H. WILSON, CASHIER
HENRY R. KENT,	VICE-PRESIDENT	CHARLES FERNALD, ASSISTANT CASHIER
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HARRY LAWTON, MANAGER FOREIGN DEPARTMENT		WM. L. MCKEE, ASSISTANT CASHIER

We particularly desire the accounts of banks. Our officer in charge is personally acquainted with conditions in your section. We know your wants and wish to serve you.

## Personal Paragraphs

Geo. S. Parker, president of the Live Stock National Bank of Sioux City, Iowa, has been elected to fill the vacancy in the treasurership in the Sioux City Stock Yards Company caused by the death of Edwin Tilden. This is certainly a recognition of the excellent qualities which Mr. Parker has always possessed, and brings to him added prestige, as a real "Live Stock Banker."

H. W. Warren, passenger agent of the Chicago, Milwaukee, St. Paul Railroad Company in Des Moines, has been sending out such good letters for his Company that hundreds of people are using this road who had heretofore either walked or taken a jitney. In one paragraph he says, "The Milwaukee offers an excellence in passenger train service and equipment not obtainable elsewhere. There are many reasons for this, one of which is the fact that this railway owns and operates all the cars on its trains. Another exclusive advantage is in the possession of longer, higher and wider berths in sleeping cars. Nearly twelve millions of dollars have been spent in the last year that you might have a more comfortable night's rest, and that your safety might be entirely guarded during the time

you are under the care of Milwaukee employees." Those longer berths will certainly be a help to some of us at least.

Bank of Manhattan Company, New York, has just issued a very interesting brochure entitled "Ships and Shipping of Old New York" which contains a most interesting account of how this big financial center first came into prominence as a seaport. "The shipping of New York," so the article states, "began about 1610 with so insignificant a transaction as a barter for fur—probably a beaver skin—between an adventurous Dutchman and an inquisitive Indian. Small though the transaction was, it was the root of a commerce that grew into a trade so flourishing that in 1904 it reached the enormous total of \$1,795,567,321."

South Dakota is now in the Bank Guaranty Class, as the law that was passed at this session of the legislature provides for a Guaranty Fund of \$100,000, to be paid by the State Banks. This is the law which was backed by the bankers of South Dakota, and it now remains to be seen whether or not it will cause unreliable men to organize new institutions within the state, secure a large amount of deposits and then skip the country and let the Guaranty Fund take care of the loss. This may never happen in South Dakota, but it has been the case in some states where the guaranty law has been enacted.

H. T. Sands, cashier of the Norma State Bank, Norma, N. D., has purchased the controlling interest in the Ellendale National Bank of Ellendale, N. D., from B. W. Schouweiler, of Fairmount, N. D., and his associates.

M. A. Cox, cashier of the Lyon County National Bank, Rock Rapids, Iowa, said, "We enjoy the advent each month of The Northwestern Banker and it has been a pleasure to watch its improved usefulness with each issue. Particularly interesting are the answers to legal questions, and at some time in the average

### Secured Merchants' Notes

We can offer paper possessing the following features:  
 Makers long established and well rated.  
 Amounts of \$1000 to \$5000; time four or six months.  
 Discount rate 6 per cent to 7 per cent.  
 Notes secured by customers' notes at margin of 50 per cent or more taken for the sale of merchandise to retail customers.  
 Deposits of collections made in New York exchange weekly or semi-monthly, equal to average deposit (not subject to check) of 20 per cent or more.  
 Send for Circular S. N. and list of offerings.

**WM. A. LAMSON & CO.**

Established 1904 Commercial Paper  
 60 Wall Street New York

banker's career, reference to them when occasion arises, may be of inestimable value."

\$ — \$ — \$

**Geo. E. Pearsall**, cashier Citizens National Bank, Des Moines, in a published interview concerning the war situation, said, "One of the most interesting features will be the arrangements made at the close of hostilities towards a settlement for the property damaged and securities taken during the course of the war. I think it will be eventually decided that all securities taken by invading armies will have to be returned or paid for at the close of the war. The final settlement will be very interesting to business men all over the world, as it will bring up problems never met with before in the world's history."

\$ — \$ — \$

**George Woodruff**, president of the First National Bank of Joliet, Ill., delivered a very interesting address recently on "Rural Credits in Operation" before the convention of the Southern Commercial Congress at Muskogee, Okla. In his closing remarks Mr. Woodruff said, "Every American who is interested in the subject of rural credits should remember that the most needed change does not apply to the interest rate, so much as it does to the form of the loan. Farm land is a type of property that should not be permanently financed through short time loans. It should have the advantage of long time bonds. It has been the purchase of bonds by the American people which has provided the funds with which to build great railroad systems. Bonds, bought by the people have put lights and water in the cities and towns. Bonds, have given their powerful and certain assistance to almost every form of industry—excepting the farm; the farm, upon which every man, woman and child depends for daily bread. The establishment of farm mortgage banks will provide bonds for the farmer, with the proceeds of which he can fertilize the land, farm more land, raise herds of stock, give to the people more food and better food at fair prices and help to bring a certain measure of prosperity to all."

\$ — \$ — \$

The Riggs National Bank of Washington, D. C., promises to furnish some very interesting information concerning the actions of the Comptroller of the Currency during the past year, as least in regard to their institution. In giving the public its summary of the alleged abuses that led up to its suit against the Comptroller and the Secretary of the Treasury, the bank said in part, "The break between the bank and the Com-

## Guaranty Service

VIII

### Investment Securities

Our Bond Department is prepared to give expert statistical service, and is equipped with a comprehensive reference library for the use of the company and its clients.

This Department makes a specialty of investigating and examining bond issues, and will be glad to give suggestions and advice regarding investments.

Banks and trust companies throughout the United States are cordially invited to make use of this service.

Bonds bought and sold.

## Guaranty Trust Company of New York

Capital and Surplus - \$ 30,000,000  
Resources, over - - 200,000,000

troller of the Currency is not over the condition of the bank, or any matter affecting its assets or obligations. The solvency of the institution is beyond all question. Its capital of \$1,000,000 is backed by a surplus of \$2,000,000 and both capital and surplus are absolutely unimpaired. It was early apparent from the character of the information sought and from the tone and language of the Comptroller's letters, which were so intemperate and charged with virulence as to be wholly out of keeping with the proprieties of official communications, that the purpose of the investigation was not to develop the present condition of the bank, or to strengthen the institution, or protect the interests of its stockholders or parons, but to find something in its history that could be seized upon for the injury of the institution or as an excuse for action against its officers."

## BECAUSE OF THE WAR

from Monroe to Manitowoc. BECAUSE we want more business. With our new and additional machinery and equipment, already installed and in operation in our Manitowoc plant, we are now prepared to serve our customers and others better than ever before, and not only that, our improved and enlarged facilities will enable us to give you better values than we were able to do in our Monroe plant.

NOTHING SUCCEEDS LIKE SUCCESS, and the fact that we found it necessary to move into larger quarters is pretty strong evidence that the "INVINCIBLE" line of Steel Bank Counters, Safe Deposit Boxes, Vault Omnibuses, Steel Fixtures, Filing Equipment, etc., is becoming more popular every day.

No matter what you are interested in, whether it is STANDARD or SPECIAL. If it is made of STEEL the "INVINCIBLE" makes it—and makes it RIGHT.

From this time on our SLOGAN will be:

"MORE FOR THE MONEY THAN YOU CAN BUY ELSEWHERE. EVERYTHING SHIPPED ON APPROVAL AND THIRTY DAYS' FREE TRIAL."

## INVINCIBLE METAL FURNITURE COMPANY MANITOWOC, WIS.

## BECAUSE OF THE MOVE

# CORN EXCHANGE NATIONAL BANK OF CHICAGO

Capital . . . . .	\$ 3,000,000
Surplus . . . . .	5,000,000
Undivided Profits . . . . .	1,500,000
Deposits . . . . .	60,000,000



**OFFICERS**

- ERNEST A. HAMILL, President
- CHARLES L. HUTCHINSON, Vice-President
- CHAUNCEY J. BLAIR, Vice-President
- D. A. MOULTON, Vice-President
- B. C. SAMMONS, Vice-President
- FRANK W. SMITH, Secretary
- J. EDWARD MAASS, Cashier
- JAMES G. WAKEFIELD, Assistant Cashier
- LEWIS E. GARY, Assistant Cashier
- EDWARD F. SCHOENECK, Assistant Cashier

**DIRECTORS**

- CHARLES H. WACKER
- CHAUNCEY J. BLAIR
- EDWARD B. BUTLER
- BENJAMIN CARPENTER
- WATSON F. BLAIR
- CHARLES L. HUTCHINSON
- EDWARD A. SHEDD
- MARTIN A. RYERSON
- CHARLES H. HULBURD
- CLYDE M. CARR
- EDWIN G. FOREMAN
- ERNEST A. HAMILL

Foreign Exchange Letters of Credit Cable Transfers

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

Nelson W. Aldrich, for thirty years United States Senator from Rhode Island and a Republican leader whose name was stamped upon the tariff and currency legislation of his party, died of an apoplectic stroke at his New York home recently. He was in his seventy-fourth year. The Payne-Aldrich tariff bill, the Vreeland-Aldrich emergency currency act of 1908 and the Monetary Commission were the legislative achievements which are associated with his memory most prominently, but he was always busy with every legislative program which affected the tariff or the National finances. A great part of Mr. Aldrich's wealth was derived from the Intercontinental Rubber Company, in which he was an active director.

\$—\$—\$

E. W. Decker, president of the Northwestern National Bank of Minneapolis, believes that better times are ahead for the country in general and the Northwest in particular. "Fundamentally," according to Mr. Decker, "the business in the United States is sound. But just now the condition is that the banks are bursting with money. Nobody wants to use it. They are afraid. The tendency is in the right direction. The country cannot be held back forever. The golden flood is banking up behind the barriers of uncertainty and the time will come when it will burst through. Good times are coming, but we must be patient. We are moving in the right direction and that is an encouraging condition."

\$—\$—\$

William A. Law has been elected president of the First National Bank of Philadelphia, Pa., succeeding J. Tatnall Lea, who resigned because he was in need of rest from arduous duties. Mr. Law has been vice-president of the bank. He has had a long career in finance, and is president of the American Bankers Association.

\$—\$—\$

The First National Bank of St. Paul, Minn., is now sending out full information concerning their big corn show, which will be held in St. Paul December 1st to 31st, 1915. The show will be an open competition for Minnesota, North and South Dakota, Montana, Washington, Oregon and Idaho. The states will not compete with each other, but the entire territory is divided into thirty districts, the competition being confined to districts. This "First National" Corn Show will be the largest exclusive corn show ever held in the Northwest. A total of 120 attractive loving cups will be offered as prizes at the show. Thirty large loving cups will be offered as first prizes to farmers displaying the finest collection of ten ears of any variety of corn grown within each district. The second prize will consist of golden bronze cups.

\$—\$—\$

Joseph E. Davies, of Wisconsin, has been elected as the first chairman of the new Federal Trade Commission. The new commission will absorb the present bureau of corporations and will have practically the same powers over corporations doing an interstate business as the Interstate Commerce Commission does over the railroads.

\$—\$—\$

First National Bank of Chicago and the First Trust & Savings Bank declared dividends on the stock recently equivalent to 5½ per cent on the stock of the National Bank or at the rate of 22 per cent per annum. A part of President Forgan's advice to the stockholders

# THE CITY NATIONAL BANK

OF CLINTON, IOWA

<b>Capital Surplus and Profits . . .</b>	<b>\$290,000.00</b>
<b>Deposits . . . . .</b>	<b>\$2,920,000.00</b>

### OFFICERS

A. G. SMITH, President	G. M. CURTIS, Vice-President
A. C. SMITH, Vice-President and Cashier	A. W. HANSEN, Assistant Cashier

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

was as follows: "For the past three years the earnings of the First Trust & Savings Bank have been accumulated until at this date its surplus equals its capital of \$5,000,000, besides which it has a substantial amount of stockholders are now entitled to more liberal returns upon their investment in their allied institutions, have, therefore, decided to disburse regular quarterly dividends at the rate of 12 per cent per annum on the capital stock of both the First National Bank and the First Trust & Savings Bank."

\$—\$—\$

Fred W. Ellsworth, for four years in charge of the department of publicity and new business of the Guar-

anty Trust Company of New York, has been made an officer of the company, with the title publicity manager. At the same time Mr. Laurence S. Critchell and Mr. Arthur R. Jones, of the same department, were made assistant secretaries of the company. As a "publicity pusher" who gets results, Mr. Ellsworth stands high on the list, and is recognized as one of the best informed financial advertising men in the country.

\$—\$—\$

John T. Baxter, president of the Northwestern National Life Insurance Co. of Minneapolis, has established a good rule concerning the investment of the company's funds. All money is invested in farm mort-

ESTABLISHED

1868



## Your Live Stock Business for This Season

### Large or Small

### Deserves the Special Service Secured

### By an Account With

**The Live Stock Exchange National Bank**  
OF CHICAGO

# THE CENTRAL STATE BANK

DES MOINES, IOWA

**Capital \$250,000.00 Surplus and Profits \$250,000.00**

## OFFICERS

SIMON CASADY, President  
 H. B. HEDGE, Vice President  
 GRANT McPHERRIN, Cashier  
 J. B. McDOUGAL, Ass't Cashier  
 FRANK C. ASH, Ass't Cashier

## REMEMBER OUR FOUR CARDINAL PRINCIPLES

**Absolute safety.**  
**Consistent Liberality.**  
**Courteous Treatment to All.**  
**Promptness and Execution.**

gages in those localities in which its agents are actively engaged in the writing of insurance and in proportion to the amount written. Such loans which are bought from local banks must comply with the company's standard of security and interest requirement. This company, of which some of the most prominent bankers of Minneapolis are directors, has invested in farm mortgages over \$2,326,000. The appraised valuation of which amounts to over \$8,570,000.

\$——\$——\$

H. B. Craddick, known to fame as the man who put the "Ad" in advertising, has been elected president of the Minneapolis Advertising Forum. This is indeed a recognition of Mr. Craddick's ability, and especially so since the Minneapolis Club is one of the best and strongest in the National Association.

\$——\$——\$

Ford E. Hovey, who was recently elected to the

presidency of the Denver Stock Yards Bank and the Denver Cattle Loan Co., was formerly vice-president of the St. Joseph Stock Yards Bank and treasurer of the St. Joseph Cattle Loan Co., which position he held for five years. Prior to his connection with the St. Joseph Stock Yards Bank, Mr. Hovey was cashier and active managing officer of the Bank of Horton, Kansas.

\$——\$——\$

John Burianek, Jr., president of the Peoples Savings Bank, Cedar Rapids, who has always been very popular with the ladies, so far forgot himself recently as to propose to a charming suffragette. Realizing the terrible mistake he had made he decided to break the engagement, whereupon he was sued for \$50,000 for breach of promise (and according to the mock trial) the young lady was only awarded \$2.40 to pay for the terrible anguish John had caused her. The mock trial

## Continental and Commercial National Bank OF CHICAGO

**Capital, Surplus and Undivided Profits, \$32,000,000**

### OFFICERS

Arthur Reynolds . . . Vice-President	James R. Chapman . . . Vice-President	Wilber Hattery . . . . . Ass't Cashier
Ralph Van Vechten . . . Vice-President	Wm. T. Bruckner . . . . . Vice-President	H. Erskine Smith . . . . . Ass't Cashier
Alex. Robertson . . . . . Vice-President	Nathaniel R. Losch . . . . . Cashier	Wilson W. Lampert . . . . . Ass't Cashier
Herman Waldeck . . . . . Vice-President	John R. Washburn . . . . . Ass't Cashier	Dan Norman . . . . . Ass't Cashier
John C. Craft . . . . . Vice-President	Harvey C. Vernon . . . . . Ass't Cashier	Geo. A. Jackson . . . . . Ass't Cashier
	Geo. B. Smith . . . . . Ass't Cashier	

*Accounts of Banks, Bankers, Manufacturers, Merchants and Individuals Invited*

## Continental and Commercial Trust and Savings Bank

**Capital, Surplus and Undivided Profits, \$5,000,000**

Trust, Savings and Bond Departments

### OFFICERS

John Jay Abbott . . . . . Vice-President	George M. Reynolds . . . . . President	Henry C. Olcott . . . . . Mgr. Bond Dept.
Arthur Reynolds . . . . . Vice-President	Frank H. Jones . . . . . Secretary	Robert J. Hercock . . . . . Ass't Cashier
Charles C. Willson . . . . . Cashier	Wm. P. Kopf . . . . . Ass't Secretary	Albert S. Martin . . . . . Ass't Cashier

The Capital Stock of this bank (\$3,000,000) and the Capital Stock of the Hibernian Banking Association (\$2,000,000) are owned by the Stockholders of the Continental and Commercial National Bank of Chicago.



# Cattle Loans for Investment

# Knorpp Cattle Loan Co.

Live Stock Exchange Bldg.  
Kansas City, Mo.

which proved a great success was given under the auspices of the Y. M. C. A. and judging from the crowds which attended the trial, they should now have enough money to build several new buildings.

\$——\$——\$

**Cyrus A. Barr**, cashier of the Des Moines National Bank, and his wife are the proud parents of a baby girl born recently. It is understood that Miss Barr has increased the surplus of joy and happiness in her home about 100 per cent.

### CITIZENS SAVINGS BANK, AYRSHIRE, IOWA, HAVE MOVED INTO THEIR FINE NEW BUILDING.

The Citizens Savings Bank of Ayrshire, Iowa, have moved into their fine new bank building. The building is 25 by 50 feet, one story, red mat-face brick, laid with white mortar, and with Bedford stone trimmings. The building is finished in quarter-sawed oak and the ceiling is decorated with ornamental plaster. There are two vaults with very handsome vault doors. A complete line of new furniture has been installed from counter down to the desks and chairs. The building and equipment cost about \$8,000, and is one of the neatest one-story banks in the state. P. O'Grady is cashier. Work was started on the bank building about December 17th and continued through the winter. The building was designed, erected and furnished by the Lytle Construction Company, of Sioux City. We hope to be able to show a picture of this bank in the next issue of The Northwestern Banker.

### FARMERS AND TRADERS SAVINGS BANK, HILLSBORO, IOWA, HOLDS ANNUAL ELECTION.

The Farmers and Traders Savings Bank of Hillsboro, Iowa, unanimously re-elected their board of directors at their annual meeting recently and at the re-organization meeting of the directors immediately following, the present officers were unanimously re-elected to their respective offices as follows: James Kennedy, president; W. A. Tade, vice-president; H. D. Tade, cashier, A. B. Hixson, assistant cashier.

The bank increased its capital stock from \$10,000 to \$25,000 last fall and April 15th paid its usual three and a half per cent semi-annual dividend on its increased capitalization after carrying one per cent to its surplus account, leaving an undivided profit account of about \$3,000.00.

### FARMERS SAVINGS BANK, MANSON, IOWA, IN EXCELLENT CONDITION.

The real estate deals closed recently at the Farmers Savings Bank, Manson, Iowa, amounted to over \$430,000.00. The amount of the largest individual deal was \$38,160.00. The total bank footings for one day, which records the amount of business that passed over the bank counters, was \$343,469.28.

F. B. Davis was recently appointed a director of the bank to fill the vacancy caused by the death of B. E. Sebern. Mr. Davis has been with the bank almost five years as cashier and has been a very efficient officer.

## No. 50

The Lytle Construction Company has been engaged to design, erect and furnish all equipment for a new building for the Farmers State Bank, Larrabee, Iowa. This is our 50th bank contract.

We have been commissioned to prepare plans and specifications for a bank building for the Home Bank of Royal, Royal, Iowa.

**WE DESIGN AND ERECT BANK BUILDINGS.** We select and furnish the interior furnishings and equipment when asked to do so.

**WE HAVE NOTHING TO SELL,** nor are we interested in the manufacture or sale of any kind of building material or equipment.

**WE DESIGN and ERECT** bank buildings with **OUR OWN MEN and TOOLS.** We Do Not Sublet our work. We are on the job all the time. Correspondence solicited.

**THE LYTLE CONSTRUCTION COMPANY**  
New Office, 101 Masonic Bldg.  
SIOUX CITY, IOWA

# A History of the Ideal Cashier

Chapter No. 1.

By S. L. Frazier

As announced in the April issue of *The Northwestern Banker*, we are presenting herewith the first article of a series written by S. L. Frazier, vice-president of the First National Bank, Verndale, Minn., in which he tells in his interesting and clever style of the ambitions, hardships, joys and sorrows connected with the life of an Ideal Cashier. It gives us great pleasure to announce this series of articles to appear in our next twelve issues, as there is probably no banker in the United States whose writings are read with more interest than those of Mr. Frazier.

sidered frivolous, and no particular friends, for fear friendship might warp his judgment when it came to what ought to be regarded as a "cold-blooded" business proposition.

This country "kid" was crazy about making some money and was willing to take a chance if he got it.

My boyhood ambition was to be a banker or a blacksmith. Funny, wasn't it? The only reason I can give for associating the two lines of useful endeavor, is this: I wanted some money. I did not mind being poor, but was very much opposed to remaining so, world without end. It got into my system, somehow or other, that these two "callings" offered the best, the surest and the shortest "cut" to a piece of money.

Making some money was quite the idea away back there and the fellow who had the brains and grit to make good was looked up to. Nowadays it seems quite the fad to "investigate," and put under the ban of suspicion, every thrifty man who by hard work, close application to business and wise economy, has accumulated a few dollars in real cash and if the "inquisitors" can locate it, a cart-wheel will look like thirty cents by the time Uncle Sam and the state and the county and the school district and the city have extracted some "forty-seven" kinds of taxes therefrom.

We are wondering if "thrift" is a crime.

My youthful idea of a bank cashier didn't make a very handsome picture, but I was jealous of him just the same,—that is, in the sense of wanting to "match" him,—and so concluded to "break into" a bank some day, if possible, and make some of that "green stuff" that is handy in so many ways and so useful in the scheme of life to every practical man and in every worthy cause.

I "broke in," finally, and right here want to make a confession: It did not take me long to ascertain that a "banker" must "pound" away, for all the world like the "blacksmith," to succeed, and I rather guess it doesn't matter much what your business or profession is, you have to swing that "sledge" just about so hard and you have to learn to "hit the nail on the head," whether you are shoeing horses or driving bargains.

The bank cashier was regarded as a rather wonderful man (as I remember), high-browed, well groomed, somewhat chesty. Cold—Clever—Calculating—Sharp—Shrewd—Serious—Suave—Severe—Sorrowful. Very much reserved, a bloodless sort, with few words and fewer friends. To my mind he was a "gent" who rarely smiled, never had any fun, for fear of being con-

sidered to possess a soul. He was supposed, however, to know more about your financial standing and the line of credit you were entitled to than you did yourself.

He was regarded as a man to whom you could confide all your troubles of every kind and nature, being the only person on earth, male or female, who has ever been able to keep a secret.

He was looked upon as a sort of "business barometer," indicating a clear sky or an impending storm.

A "financial doctor" who by placing his finger on the business pulse could determine and forecast disaster.

An "astronomer of the financial heavens" who could prophesy eclipses of the business suns and moons to a nicety.

(To be continued.)

## OFFICIAL HOTELS CHOSEN FOR AMERICAN BANKERS' ASSOCIATION CONVENTION AT SEATTLE SEPTEMBER 6 to 10, 1915.

The following hotels, which are located near together, have been chosen as the official headquarters for the American Bankers Association at Seattle September 6th to 10th: Washington Hotel, Washington Annex, Washington Apartments and St. Regis Hotel.

The aim of the work will be to make the 1915 convention unique in entertainment, diverging somewhat from the customary order, and offering several novel features which have not been hackneyed by the custom of preceding conventions.

The details of entertainment will be published in due course.

With good weather during the week of September

JOSEPH WAYNE, Jr., President  
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T. E. WIEDERSHEIM, Vice-President  
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A. W. PICKFORD, Assistant Cashier  
ALFRED BARRATT, Ass't Cashier

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6th, for which there is more than a fair chance, the enjoyments of outdoor life in themselves would constitute a full entertainment and complete recreation for the whole period, as in their broad scope they will comprehend a study of the city and its institutions, both municipal and private, sightseeing in and from the vantage points of the various beautiful city parks, delightful trips by fast steamers to nearby Sound ports, presenting en route the picturesque charms of broad waters, inlet, island and mountain.

Emphasis is laid upon the invitation to the delegates and guests to come and enjoy a week, or longer if they will, in this vast playground, and forget their troubles and business worries.

#### MINNEAPOLIS BANK FIXTURE COMPANY, MINNEAPOLIS, MINNESOTA.

This company has just been incorporated with a capital of \$25,000 to take over the business lately carried on by the Northwestern Fixture & Cabinet Company and has purchased all of the machinery, lumber, and other assets of the company and has removed it to their new factory at 215 Fifth Street N. E., where their offices are located.

The officers of the new company are: Mr. Allen S. Miller, president and treasurer; Mr. G. I. Muirhead, vice-president and general manager, and Mr. R. I. Gerrish, secretary.

Mr. A. S. Miller has long been connected with the banking business, having been superintendent and auditor for the Davidson Ross line of banks in North Dakota, which position he resigned to enter into the manufacturing business, and his long experience in that

capacity should render him well fitted for his position in the bank fixture business.

Mr. G. I. Muirhead, who is well known as an expert bank fixture manufacturer, has had many years experience in Europe (before coming to the United States) and several years in this country. He has become well known to many influential bankers in the Northwest, having designed and carried out the manufacture and erection of their new bank equipment. Among some of these we may mention: The Aberdeen National Bank, Aberdeen, S. D., president J. C. Bassett; The Fargo National Bank, Fargo, N. D., president Martin Hector; The Zapp State Bank, St. Cloud, Minn., president John Zapp; The German-American National Bank, Little Falls, Minn., president C. A. Weyerhaeuser; The South Side State Bank, Minneapolis, president F. E. Keneston; The Calhoun State Bank, Minneapolis, president T. F. McGourin; The Mercantile State Bank, Minneapolis, president T. J. Tschanner, and a great many others.

They are now installed in their new quarters, fully equipped, and ready to undertake any and all business entrusted to them and guarantee to keep up the standard earned by their predecessors for first-class work and prompt delivery.

"You are certainly making a great banking journal of The Northwestern Banker, and we feel that we could not be without it. Your different departments are right up to the minute and the subject matter is what we need to learn."—John H. Bale, cashier Farmers Savings Bank, Ruthven, Iowa.



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# Farm Mortgage Department

## SUPREMACY OF FARM MORTGAGES.

By C. R. Davis, Secretary of the Leavitt & Johnson Trust Co., Waterloo, Iowa.

The events of the past few months have again emphasized the supremacy of farm mortgages over many other forms of investments. When the market was practically closed to most securities the farm mortgage was being sought by a large number of individual investors and the farmer was getting money by paying about the same rate that some of our largest cities and a few great national governments were paying to float their notes issues. The farmer also in many cases proved his independence by refusing to borrow at the advanced rate and liquidating his debt by disposing of a part of his personal property.

The fact remains that the farmer could get the money by paying the price.

When the large general lenders came back into the field there was a rapid fall in rates, which have now quite uniformly settled to 5½% with a commission to the agent. This decline came just about in time to catch most of the March 1st business. The big business of the year is over and many of the lenders are supplied until the fall season, although most of the insurance companies will continue accepting applications for the standard loans.

## FARM MORTGAGE BANK BILL IS DEFEATED.

The Iowa senate killed the Smith-Voorhees farm mortgage bank bill which had passed the house by an overwhelming vote. The death blow was dealt the measure after it had been severely crippled by the adoption of an amendment providing that bonds issued by the bank should be subject to taxation. The bill, in its original form, specified that the bonds should be exempt from taxation.

Numerous other amendments were proposed and some passed, none of which materially affected the main issue.

The banks would have been permitted to make loans under state supervision on farms in Iowa at not to exceed one-half of their value, but were not allowed to receive deposits. The mortgages would be deposited with the state auditor and bonds issued against them.

In this department the various phases of the Farm Mortgage business are discussed, as it is our desire to bring to you all the helpful suggestions and ideas possible along this line. We shall be glad to have you ask any questions concerning Farm Mortgages that may be puzzling you. Also we shall be glad to have you express your opinions on any particular subject along this line in which you are interested. Address your letters to "Farm Mortgages," Northwestern Banker, Des Moines, Iowa.

The vote on the bill was 20 for and 24 against.

## A CREDIT SHEET FOR FARMERS.

Texas bankers who make a practice of loaning money to farmers have

adopted, for their own protection and for the guidance of borrowers, what is known as a "Crop rate sheet for safe farming and bank credit." Taking a 40-acre two-horse farm as a unit, this sheet states the live stock and the quantity of food and feed crops necessary to support on such a farm a family of five. The prospective borrower is requested to state in the same way the actual system followed on his own farm. The closer the actual practice approaches the system outlined in the rate sheet, the better is the farmer's credit.

## THE FARM BUSINESS ANALYZED.

In order to enable the farmer to ascertain with reasonable accuracy the amount of money that he is actually making out of his farm, specialists of the U. S. Department of Agriculture have drawn up a series of blank forms which are included in a new publication of the department, Farmers' Bulletin No. 661, "A Method of Analyzing the Farm Business." These blanks are designed to enable the farmer, by means of the knowledge most farmers have of the details of their business, to record the essential facts concerning the crops raised during the year, his live stock transactions, his receipts from his stock products such as butter, wool, eggs, hides, etc., his receipts from miscellaneous sources, his current expenses and the depreciation in his machinery and buildings. A table is also provided to assist him in estimating the capital invested in the business. With the blank forms given a farmer can, with a few hours' work provided he has the facts fairly well in mind, make a complete summary of his years' business and obtain his labor income.

## IMPROVING THE FARMER'S CREDIT.

Three plans by which farmers in actual practice have succeeded in improving their personal credit and securing loans at less than the prevailing rate of interest are outlined in a new publication of the United States Department of Agriculture, Farmers' Bulletin

JAS. P. MARTIN, Vice-President  
F. E. GILL, Vice-President

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No. 654, "How Farmers May Improve Their Personal Credit."

The first of these plans has worked out in certain localities in North Dakota so well that the farmer has been able to borrow money on his personal note at 8 per cent at a time when the usual rate in his vicinity varied from 10 to 12 per cent. To secure this reduction in interest, the farmer agreed that the bankers should buy the dairy stock for which he wished the loan and sell it to him at actual cost. The purchase in a number of cases was conducted with the advice of state or federal dairy specialists. The men who furnished the money were thus in a position to make certain that it was used for productive improvements which would enable the borrower to repay the loan. Under this plan, in fact, the farmer may be said to have borrowed the improvement itself instead of the money to buy it with, for the disposition of the money was taken out of his hands.

A plan of the same general character was carried out a year or two ago in southern Idaho, but in this case three or four banks united in the purchase of a carload of dairy stock. In another case in Nevada a local creamery supplied the money and held back a part of the returns from milk and cream delivered by the borrowers. Altogether 491 cows and heifers were distributed among 64 farmers, the aggregate amount of money represented by the loans being \$39,483. This is the simplest of the three methods. It consists essentially in permitting the lender to say how the money he loans shall be spent. Under such circumstances he naturally feels more secure, and the rate of interest lessens with the risk.

In regions where for various reasons this plan has not proved possible, another method is to have the farmers collectively assume a certain guarantee for the notes given by individuals. In southern Montana, for example, 19 farmers organized an association and appointed trustees to represent it in negotiations with a local bank. The trustees were authorized to guarantee a limited amount to the bank on the joint and several liability of the association members. With this additional security the bank agreed to advance \$5,000 to the association at 8 per cent when the general bank rate was 10 and 12 per cent. Two delegates from the association purchased with the money two carloads of heifers, which were distributed among the members, each animal being charged with a proportionate share for all the incidental expenses connected with the trans-

action. Each purchaser pledged himself to care for and breed the cattle by methods approved by the trustees.

In the third plan the guarantee is furnished not by the farmers themselves but by an outside interest. As the plan was developed in Wisconsin and Minnesota, this outside interest consisted of local business men, who were in their way as much concerned as the farmers with the general improvement of agricultural conditions in their regions. Under this plan the business men subscribed a certain percentage of the funds loaned with the understanding that this was to constitute a guarantee fund to protect the bankers. Otherwise the plan was in its essential principles like that adopted in Montana.

## THE ANNUAL MEETING OF THE IOWA FARM MORTGAGE ASSOCIATION WILL BE HELD IN DES MOINES MAY 24TH AND 25TH.

The executive committee of the Iowa Farm Mortgage Association will meet in Des Moines May 24th and 25th for their annual session. Get acquainted meeting will be held Monday evening, May 24th, at the Savery Hotel parlors. Tuesday the following papers will be offered by the members, in the forenoon and afternoon sessions: "Taxation Laws of the Various States;" "Advantages and Disadvantages of Issuing Debentures;" "Land Titles and the Torrens System;" "The Reserve Banks;" "Are the Large Farms of Iowa Detrimental to Its Best Interests?" Among the prominent speakers that will be present are: Ex-Secretary of Agriculture James Wilson, of Traer, Iowa; F. W. Thompson, of the Merchants Loan & Trust Company and president of the National Association of Farm Mortgage Dealers; and P. G. Rennick, of Peoria. The meeting will close with a banquet on Tuesday evening. The officers are as follows: G. M. Titus, president, Muscatine; E. L. Johnson, vice-president, Waterloo; H. S. Merrick, secretary, Ottumwa; and H. L. Beyer, treasurer, Grinnell.

The state banking board has granted a charter to the state bank of Lamar, Neb. The bank has a capital of \$10,000 and the officers are as follows: B. F. Hastings, president; A. E. Hastings, vice-president, and F. H. Arterburn, cashier.

M. C. Cox has purchased the Stockmen's Bank of Seneca, Neb.

# Legal Opinions and Decisions

Among the many inquiries that have come within the past month to the Legal Department of the Northwestern Banker, we present the following as likely to be of special interest to our readers:

## Revenue Stamps.

Many inquiries are arising concerning the cancellation of revenue stamps and whose duty this cancellation is. The following question was presented to the legal department: A, residing in Iowa, desires to buy some land situated in Iowa, the owner of which lives in Illinois. After some negotiation a price is agreed upon and the deeds to the land were duly executed and acknowledged in Illinois and forwarded to the buyer in Iowa, but were unstamped. Query, was it necessary to return the deeds to Illinois, and whose duty was it to attach and cancel the stamps? The deputy collector of internal revenue for Iowa ruled that the stamps may be attached in the proper amount by the purchaser in Iowa and cancelled by him in the proper manner, using his initials and the date of cancellation.

Broadly speaking, it makes no difference who attaches the revenue stamps to a document if they are attached in the proper amount and cancelled with the initials and date of the party making the cancellation so that they may be properly identified.

Questions regarding the application and workings of the internal revenue tax are not strictly legal questions, and an immediate and official ruling thereon can be obtained by application to Louis Murphy, United States Collector of Internal Revenue, Dubuque, Iowa.

## Tax Exemptions.

Drainage tax certificates, by act of the 34th General Assembly of Iowa, are exempted from taxation, and therefore need not be enumerated by private bankers or otherwise.

Under the Iowa law, the cashier of a bank who is interested financially as a stockholder or partner in

This department contains each month excerpts from the latest decisions on banking and commercial law carefully selected from recent decisions of the supreme courts of Iowa, Nebraska, Minnesota, North and South Dakota, and from other states when the decisions are of interest to our subscribers. Questions of interest to bankers will be discussed and ANY SUBSCRIBER has the privilege of writing for information and advice on any legal subject. He will receive an immediate reply from our attorney without any fee or expense. A complete trial brief of any subject involving exhaustive research in a complete Law Library will be furnished at any time for \$10.00. In writing for information, kindly enclose a 2-cent stamp for reply and address "Legal Department" care The Northwestern Banker, Des Moines.

the bank may not legally act as a notary to acknowledge a deed or mortgage given to such bank.

The effect of an attempt to acknowledge such deed or mortgage is that its recording will not amount to notice and another purchaser having another deed or mortgage would have priority.

## Notice.


On the other hand, if the cashier is not a stockholder or partner in a bank and is not in any way financially interested save as a salaried employee he may act as notary and a deed or mortgage so acknowledged will give notice to the world.

With regard to the law of notice it may be well here to state one or two elemental rules concerning the importance of proper recording of a deed or mortgage. As between the original parties, a deed or mortgage is absolutely good and binding without being made of record, but if the seller or mortgagor should be dishonest enough to sell the same property a second time and the first deed or mortgage were not of record so that the second purchaser has no notice, actual or constructive, the second purchaser would take a good title to the land, and the original buyer would be left to his remedy in an action against the seller, who in most instances has either absconded or is irresponsible financially.

It is also important to see that the notary public acknowledging a deed or mortgage is properly commissioned, and that he has no personal interest in the same, otherwise any deed or mortgage made by him may not be legally recorded and even if it is recorded, it will not amount to notice as against an innocent purchaser.

## Land Titles.

Bankers will do well to bear in mind, both for their own interests and their customers, that though an abstract of title may show an absolutely clear title in the seller or mortgagor and pass the closest legal



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scrutiny, there is still one precaution that must be taken by the careful buyer or mortgagee. He must take steps to learn whether or not there is any person occupying this land without the knowledge of the seller or mortgagor and under such conditions as to amount to adverse possession, because such adverse possession will have a right of title after the statutory period has elapsed that would never show upon the abstract.

**Bank Deposits.**

The supreme court of Michigan, in the 151 N. W., 602, holds that where one makes a deposit in his name as trustee, that designation does not make such fund a trust fund if it is not one in fact, and the truth of the matter may be established by oral evidence. Also the same case decides that deposits of a person in an insolvent bank and his notes to the bank may be set off against each other, hence depositors who were indebted to the bank in excess of their deposits cannot claim any dividends.

**Transfer of Note.**

A recent Minnesota case, 151 N. W., 529, decides that the addition of another name to a note without request or knowledge of the maker, the second party signing under the name of the maker, does not amount to such a material alteration of the note as will discharge the maker from liability. Also, where a note payable to order is transferred by delivery without indorsement, such transfer is good, but the note in the hands of the person who receives it is subject to all the defenses available against the original payee.

**Holders in Due Course.**

The Iowa supreme court has recently held in 151 N. W., 825, that a holder of notes received as collateral is not entitled to enforce them after payment of the principal obligation.

The Iowa law requires that a demand note be negotiated a reasonable time after issue and if it is not done within a reasonable time, the holder will not be one in due course, and will be subject to the defenses same as above.

The holder of a note payable in four—is not a holder in due course, the blanks not having been filled in.

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# For Bankers and Their Wants



This department of THE NORTHWESTERN BANKER is to assist SUBSCRIBERS in obtaining goods or service hard to find. It is free. Use it. ASK US, as we can tell you where to buy anything you need in your bank or for your bank. TELL US, as your "want" will be published under the above heading free of charge.



## HOW THIS DEPARTMENT GIVES YOU REAL SERVICE.

This is a regular department of THE NORTHWESTERN BANKER, to assist subscribers in obtaining goods or service hard to find. Institutions seeking high-grade men and bankers seeking a better connection should TELL US—as your "want" will be published under the above heading free of charge. It is the direct route to securing the position or man you desire.

ASK US, as we can tell you where to buy anything you need in your bank or for your bank, including bank fixtures, safe deposit boxes, vaults, metal furniture, the service of bank architects and builders, typewriters, adding machines, ledger and bookkeeping systems, electric signs, advertising novelties; calendars, check protecting machines, books on banking and banking law, safety paper, lithographed checks and drafts, service of certified accountants, advertising service, fidelity and surety bonds, burglary insurance, life insurance, electrical burglar alarms, accident insurance, phonographs, dictating machines, the best service from city banks and correspondents—in fact, ASK US about anything you want to buy or any service you wish to secure.

This is a complimentary service to our readers and may be worth many times the price of a year's subscription to The Northwestern Banker.

We will place you in communication with reliable firms or expert service men, lay before you the information we possess, or publish a blind advertisement securing as many propositions as possible from responsible parties, without charge. Please enclose a 2-cent stamp for reply.

WANTED—Position as cashier in country bank or good position in city bank, by married man, 25

years old, with thorough knowledge of banking; credentials the best. Can make small investment if necessary. Address 1925, Northwestern Banker.

POSITION WANTED—By cashier. Can invest up to \$2,000.00 if necessary. I am married, 27 years old, and have had 6 years experience in banking business. Am now employed; good reason for leaving. Address 1923, Northwestern Banker.

FARMS FOR SALE—I have several good, improved farms for sale in Minnesota River Valley, southern Minnesota, where there has been no land agent to boost prices during the past 10 years. Land near new electric line from St. Paul to Albert Lea. Write for particulars. Good terms, etc. Elmer Carlson, 204 Crocker Bldg.

I WANT A JOB in a small-town bank or with mortgage company. Am at present employed, but have no chance for advancement. Know small-town banking from janitor work up. Will go any place on legitimate proposition. Don't want "position"—want something with wages attached. Address 1924, The Northwestern Banker.

SAFETY DEPOSIT BOXES slightly used. Cheap. Peoples Trust & Savings Bank, Iowa Falls, Iowa.

POSITION WANTED, by cashier. Can invest up to \$2,000.00. Would prefer a one-man bank in some small town. Am now employed. Good reasons for leaving. Address 1920, Northwestern Banker.

WANTED POSITION as cashier and manager in a small country bank. Have been six years in present position. I am 30 years of age, married and can invest \$1,000. The best of references furnished. Address 1926, Northwestern Banker.

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WANTED POSITION in bank by a man of 36 of sterling worth and ability. Years of practical banking experience. The best of references. Surety Bond and can invest. Your interests would be mine and would be successful. State fully. R. Stafford, 711 Franklin St., Keokuk, Iowa.

VAULT DOORS, Safety-Deposit Boxes, Steel Filing Cases for Vaults, new and second hand. Chas. Stayman, Fort Dodge, Iowa. General Agent Herring-Hall, Marvin Safe Co.

FOR SALE: A complete outfit for a bank, including Diebold safe and vault door and fixtures complete, adding machine, typewriter chairs, customers desks, directors table and set, in fact, everything a bank needs. Price \$1800.00. Address 1918, Northwestern Banker.

FOR SALE—Used, quartered oak bank counter. Also fire-proof safe. Keokuk County State Bank, Sigourney, Iowa.

WANTED TO BUY—Controlling interest in a good, clean, small bank of \$25,000 capital. Money ready. Address W., Northwestern Banker.

## CLINTON NATIONAL BANK, IOWA, IS FIFTY YEARS OLD.

Just fifty years ago the Clinton National Bank, of Clinton, Iowa, was established. It has grown steadily and constantly and occupies a high place among Iowa financial institutions.

It has had a conspicuous part in the upbuilding of many of Clinton's enterprises. With the growth of the city, in which it has played its part, the bank has grown and with half a century behind it the banking house can look forward to continued progress.

The officers are: C. C. Coan, president; W. J. Young, Jr., vice-president, and W. F. Coan, cashier.

## SECURITY NATIONAL BANK, CHEROKEE, IOWA, COMMENCES BUSINESS.

Cherokee, Iowa, is now the possessor of a splendid new bank, the Security National. This makes the fourth bank in the city. It is organized with a capital of \$50,000 and a surplus of \$5,000. The officers are: G. W. Johns, president; W. W. Bryant, vice-president; G. E. Long, cashier; C. E. Hoops, assistant cashier. Mr. Long, who will have active charge of the bank, has been connected for several years with the Cleghorn State Bank.

## IOWA STATE AND SAVINGS BANKS ASKED BY AUDITOR TO ELIMINATE OVERDRAFTS.

The overdrafts of 1,148 Iowa banks under state supervision on February 2 when the last report was made, was \$2,229,245.57.

The national banks have already begun the work of eliminating the overdraft as the result of a recent order of the comptroller of the currency. The auditor of the state has issued a request for similar action on the part of the banking institutions under state supervision which includes the savings as well as the state banks.

It is expected that the directory boards of the Iowa state and savings banks will at their next regular meetings pass resolutions in line with recommendations of Auditor Frank S. Shaw.

## CONVENTION AND GROUP DATES.

Kansas.....	Independence.....	May 11-12
Missouri.....	Kansas City.....	May 24-26
North Dakota...	Bismarck.....	June 16-17
Wisconsin.....	Cruise on Lakes.....	June 19-21
Iowa.....	Davenport.....	June 22-23
South Dakota...	Deadwood.....	June 25-26
Minnesota.....	St. Paul.....	June 29-30
A. I. B.....	San Francisco.....	August 18-20
Montana.....	Helena.....	September 3- 4
A. B. A.....	Seattle.....	September 6-11

### Iowa Group Meetings.

Group 7.....	Iowa City.....	May 4
Group 6.....	Grinnell.....	May 5
Group 5.....	Council Bluffs.....	May 6
Group 9.....	Chariton.....	May 7
Group 2.....	Manson.....	May 12
Group 3.....	Garner.....	May 18
Group 4.....	Waukon.....	May 20
Group 1.....	Cherokee.....	May 27

### North Dakota Group Meetings.

Fifth District...	Jamestown.....	May 11
Third District...	Fargo.....	May 12
Northeastern District.....	Grand Forks.....	May 13
Northwestern District.....	Minot.....	May 14
Missouri Slope District.....	Bowman.....	May 26

### Minnesota Group Meetings.

Group 3.....	Stillwater.....	May 11
Group 1.....	Owatonna.....	May 12-13
Group 10.....	Lindstrom.....	June-1
Group 2.....	Mankato.....	June 9-10

### FINE PROGRAM BEING PREPARED FOR IOWA BANKERS' CONVENTION.

The state convention of the Iowa Bankers Association will be held at Davenport June 22d and 23d and no trouble is being spared to make this not only the most pleasant from the entertainment standpoint, but also the most interesting and helpful from a educational point of view, by securing some of the best and biggest speakers.

Secretary P. W. Hall has already engaged B. A. Ruffin, secretary of the insurance committee of the American Bankers Association, of Richmond, Va., who is known not only as one of the best-informed men in the country on the insurance and bond business, but also as a humorist and story teller of ability. Wm. B. Harrison, secretary of the Oklahoma Bankers Association, has also been secured, and a real treat is in store for all those who hear him, as Mr. Harrison is well known as a speaker of rare ability.

Secretary Hall is also making every effort possible to secure Honorable Myron T. Herrick, of Ohio; Dr. Geo. E. Vincent, president of the University of Minnesota, and Lafayette Young, ex-United States senator, who is now traveling in Europe and who is expected will return to this country about June 1st.

The Davenport Bankers, with Gustav Steuben as general chairman of committees, have all their plans outlined to make the visiting bankers feel right at home and to assure them the best time possible.

### J. B. McDOUGAL, GOVERNOR OF FEDERAL RESERVE DISTRICT NUMBER SEVEN ISSUES BULLETIN.

"The Federal Reserve Bank of Chicago in accordance with the terms of the Federal Reserve Act and the rulings of the Federal Reserve Board, is prepared to inaugurate, for the benefit of its members, a system of intra-district collection, that is, a system of collection of checks and drafts received from and drawn on member banks in District No. 7. Membership in this system will be voluntary and items will be received only from and upon those banks which join it. Such items will be immediately credited and debited to the accounts of the sending and paying banks, respectively, subject to final payment.

"For the present the system will not embrace the inter-district collection of checks and drafts, that is, the collection of checks and drafts drawn on banks outside of District No. 7. Such broader service can only be developed for the member banks of the various

**Guaranty Trust Company of New York**

140 Broadway  
Capital \$ 10,000,000. Surplus \$ 20,000,000.

Fifth Avenue Branch  
Fifth Avenue and 43rd St.  
Cable Address "Guaranty"

London Office  
33 Lombard Street, E.C.  
Cable Address "Guaranty"

New York. April 8, 1915.

**Mr. Clifford De Puy, Editor,  
The Northwestern Banker,  
Des Moines, Iowa.**

My dear Mr. De Puy:

In the first place, can you send us an extra copy of your April number? There are several articles in it which are unusually interesting and which we want to preserve as clippings in our "information file."

In the second place, I want to again congratulate you on the character of the paper you are now publishing. It is a pleasure to get it and to read it.

That'll be all this time.

Yours very truly,

*W. C. Stewart*  
Publicity Manager.

WCS/T

districts after experience shall have been gained in operating the intra-district service now offered.

"This system is not intended to supersede the exchange of checks through local clearing houses or otherwise in or between nearby cities or towns. And wherever, in the case of a section far distant from its reserve bank or overlapping two reserve districts, or for any other reason, the collection of checks is being made more quickly or economically by direct interchange between the banks of the section than would be possible under the proposed plan, such relations, for the present at least, will doubtless continue.

"The collection system is offered by the Federal Reserve Bank of Chicago as the first step in the improvement of present methods of collecting checks within its district. It is the result of much consideration on the part of the directors and officers of this bank and of many conferences of the governors of the various Federal Reserve Banks."

### CHAS. I. DENZLER NEW CASHIER OF GERMAN-AMERICAN BANK, MARENGO, IOWA.

Chas. I. Denzler has been selected by the board of directors to succeed Chas. Ludwig, who has resigned as cashier of the German-American Bank, Marengo, Iowa. J. W. Sayers was elected assistant cashier and C. Grant McKee will be retained as bookkeeper. D. H.

## 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 \$1,192, had the option of a cash settlement of \$1,596, 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

**...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.

J. H. INGWERSEN, President  
C. F. ALDEN, L. LAMB, C. B. MILLS, Vice-Presidents  
W. W. COOK, Cashier J. L. ROBINSON, Asst. Cashier  
C. S. HARRIS, Asst. Cashier

**PEOPLES TRUST & SAVINGS BANK**

CLINTON, IOWA

**Capital - \$300,000.00**  
**Surplus - \$300,000.00**

An Up-to-date, Conservative, Commercial and Savings Bank that Makes a Specialty of Collections and Bank Accounts.

**Largest Bank in Clinton County**

**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.

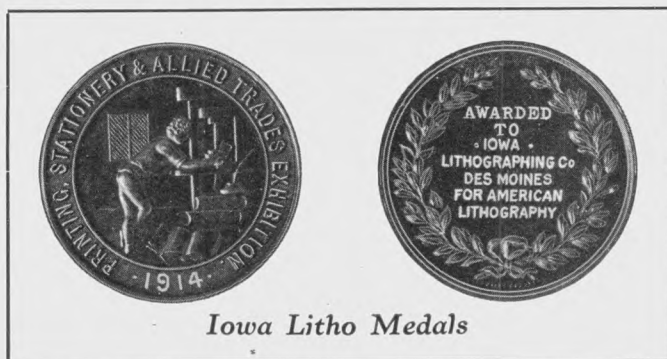
McKee is president and J. C. Engelbert, vice-president. The capital is \$25,000 and deposits are \$340,000.

**DES MOINES FIRM AWARDED MEDAL AT LONDON EXPOSITION.**

The Iowa Lithographing Company, of which Geo. H. Ragsdale is president; Edwin G. Ragsdale, secretary, and H. B. Ragsdale, treasurer, was awarded a medal for the fine quality of their work, shown at the Fifth International Printing Stationery and Allied Trade Exhibitions in London, England; only 28 such medals being awarded to lithographers of America.

The only other Western lithographing companies to receive medals were one firm in each of the following cities: Chicago, St. Louis, Denver, and San Francisco.

With the addition recently of another press they are



*Iowa Litho Medals*

now operating as many machines on commercial stationery as any firm in the West, excepting Chicago, Milwaukee and San Francisco.

The further progress of the Iowa Lithographing Company is shown by the fact that they have made a substantial increase in their business so far this year over the same period last year, which is certainly conclusive evidence that they are giving satisfaction to their customers and producing work of quality and artistic merit.

The accompanying illustration shows both the front and back views of the medal which was awarded to the company as mentioned above.

The contract to remodel the Elkader State Bank, Elkader, Iowa, was let recently.

**FARMERS SAVINGS BANK, CLERMONT, IOWA, RE-ELECTS ITS OLD OFFICERS.**

At the annual meeting of the Farmers Savings Bank, Clermont, Iowa, all the old officers were re-elected: C. Miller, Sr., president; T. H. Olson and H. F. Shipton, vice-presidents, and J. A. Erickson, cashier.

After sixteen months business they were able to offer their stockholders seven per cent dividend, which they declined to take. It was left with the undivided profits.

The deposits at present are \$112,000.00 with loans \$107,000.00.

**THE BEST SHIPPING CRATE FOR MONEY**

Shipping Crate for money and valuables—best yet—no trouble.

Watch this space for cut and prices of crate.

Bankers BEWARE. Do not ship money in paper packages sealed only with wax.

Use our shipping crate and metal seal. It cannot be duplicated.

Write for endorsements from bankers.

**ZEEK & JONES**

ALBIA, IOWA

*"Better be safe, than be sorry."*

JOHN McHUGH, President  
 H. A. GOOCH, Cashier  
 O. D. PETTIT, Ass't Cash.  
 FRITZ FRITZSON, Ass't Cash.

JOHN J. LARGE, Vice-Pres.  
 W. L. MONTGOMERY, Vice-Pres.  
 F. A. McCORNACK Vice-Pres.

## First National Bank

### SIoux CITY, IOWA

*Combined Resources Over \$7,500,000.00*

We offer unexcelled facilities for the prompt and careful handling of all business entrusted to us.

**C. H. McNIDER, PRESIDENT OF THE FIRST NATIONAL BANK, MASON CITY, IOWA, HAS BEEN 40 YEARS ON THE JOB.**

Charles H. McNider, president of the First National Bank, Mason City, Iowa, recently celebrated the fortieth anniversary of his connection with the bank, in which he started as office boy in 1875. The bank now occupies a fine building of its own and has deposits of \$3,200,000.

No higher tribute could be paid to the character and ability of a man than the following from an editorial in the Mason City Times: "To have been connected with one institution for forty years and have been such a leading figure in practically every industrial

concern in the city, backing them with the energy of a man of wonderful faculties and giving encouragement in a whole-hearted manner, entitled that man to a celebration befitting the occasion. Public recognition should be given him. City builders of his kind are rare. The state of Iowa does not possess a more worthy one. If there is a banker in the state who has done more for his community than Charles H. McNider his name does not appear on the industrial records. A banker with so keen an insight into possibilities and giving them needed encouragement and yet maintaining a conservatism that marks his bank as ranking third in the state of Iowa demonstrates that the encouragement of industry in an agricultural state is not hazardous but highly profitable."



## Century Savings Bank

at  
**Des Moines, Iowa**

With a record of steady and constant growth, proving thereby a satisfactory service to customers, is willing and anxious to extend its facilities and solicits correspondence or a personal interview with those desiring a new or additional connection in Des Moines.

When any of your friends are coming to the Capital City, please direct them to us.

**L. E. STEVENS, President**  
**B. B. VORSE, Cashier**

**J. M. CALLANDER, Vice-Pres.**  
**J. E. MORTON, Asst. Cashier**

**“GOOD WILL” IS ASSET THAT HELPED INCREASE BUSINESS OF THE CITIZENS STATE BANK, BARRETT, MINN.**

A. L. Leraas, assistant cashier of the Citizens State Bank, Barrett, Minn., writes as follows concerning their gain in business:

“The reasons for our large gain in business the past year are, as near as I can learn, the prosperity of our country, and the new customers we have gained during the year, which has added considerably to our business.

“If I am to express my opinion as to the greatest results, to gather new business as well as to hold what you have, I believe in personal solicitation, and personal letters to new customers you wish to gain, and the main factor in the service to all is to keep your records clear and clean, so you can show a fair and honest dealing, with each and every customer. Educate your customers to understand at all times what they are doing with their money if they do not understand it well.

“Another great factor to help along your bank and gain business, is to be accommodating, willing to serve your customers, show great interest in their welfare, and give good advice for their betterment both financially and morally.

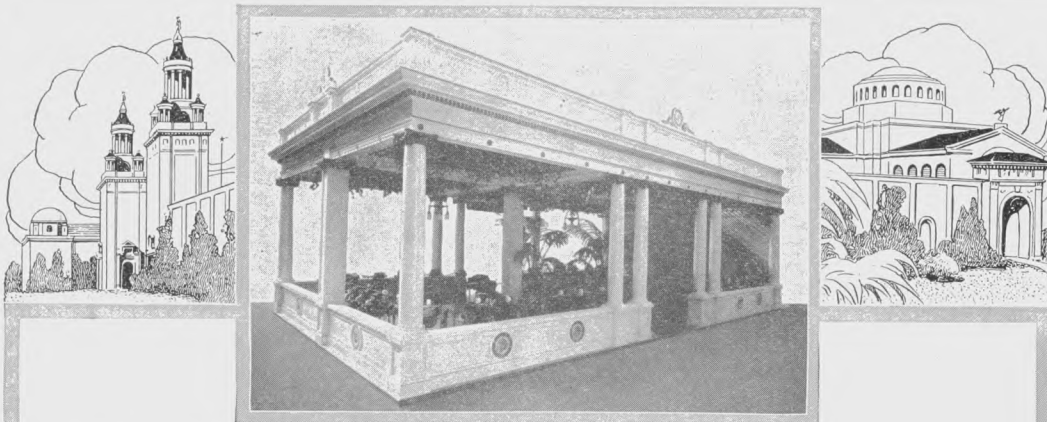
“If I was starting a new bank I would have circular letters sent to every patron of the town and country tributary to the town, calling their attention to the new bank that had been opened, and that personal attention would be given to every customer.

“A banker must always do just what he says, never less, and at all times be willing to help your customer, though you may not see any direct profit in it at the time; their good will is worth more than a few dollars many times over.”

**NO FAILURES IN MINNESOTA STATE BANKS FOR THIRTY-TWO MONTHS.**

From August, 1912, to the present time there has not been a single state bank failure in Minnesota, according to a report to Governor Hammond by A. H. Turrittin, state bank superintendent.

When a weak bank is found special attention is given it. It is placed on a special list and examined from two to fifteen times a year.



**The Burroughs at the Expositions**

While you are visiting the Panama-Pacific and the Panama-California Expositions let us help you enjoy yourself.

Visit the Burroughs Booth first, is the cordial invitation extended. Representatives in charge will be glad to give information and to be of service to you in getting started to see the exposition.

The Palace of Liberal Arts contains the Burroughs booth at the San Francisco show; while at the San Diego Exposition our exhibit is conveniently located in the beautiful building of Commerce and Industry.

Forty-four Burroughs Machines are on display at each of these world shows. The exhibits are identical and include all the well known models.

The Burroughs Posting Machine is of special interest to bankers. This wonderful mechanism posts dates and items to the ledger page, adds figures in the

columns where they should be added, subtracts figures in the columns where they should be subtracted; the carriage moving automatically to the predetermined columns. When all the amounts have been posted the balance (which has been automatically computed) is printed in its proper column.

For your interest we have included in the exhibit, ledger sheets and statement forms used by banks in various parts of the country; the men in charge will be glad to explain how readily this machine handles a wide variety of forms.

The Anglo-California Trust Company, one of the big San Francisco banks, has established a branch on the Panama-Pacific Exposition Grounds. Burroughs Posting Machines are in actual use there every day and you will be welcomed by the bank officials and employees.

The depositor's statement form used by this San Francisco bank, together with ledger sheets and statement forms from other banks, are reproduced in a 16-page Information Bulletin, "Depositors' Statements." Your copy is ready and may be had promptly without obligation on your part. Write for it.



# MINNESOTA

## BEMIDJI, MINN., BANKS TO AID IN BUILDING SILOS.

A splendid move has been made by the banks of Bemidji, Minn., to help the farmers in building twenty underground silos this summer.

Experiments have shown that the underground silo is very satisfactory in the country. The Security State Bank will furnish the forms for the cement and the Northern National will provide a cement mixer. The First National Bank will also give aid to the farmers in the work.

The Bemidji bankers are to be congratulated upon this helpful undertaking.

## W. J. REGAN ELECTED BANK EXAMINER FOR ST. PAUL AND MINNEAPOLIS.

W. J. Regan, of St. Paul, has been elected Twin City bank examiner by the St. Paul and Minneapolis Clearing Houses. C. R. Welsh, of Minneapolis, has been appointed a state bank examiner to succeed Mr. Regan.

## TWIN CITIES SHOW LARGE INCREASE IN BANK DEPOSITS.

Bank deposits of the Twin Cities as revealed by the last federal call for statements showed a greater relative increase than those of any other financial center of the country, according to Peter M. Kerst, vice-chair-

man of the Minneapolis federal reserve bank.

"We have no tabulations bearing this out," Mr. Kerst explained, "but this is the conclusion we have reached from a comparison of statements that have reached us from various sources."

## FIRST NATIONAL BANK, THIEF RIVER FALLS, MINN., DOUBLES CAPITAL.

The capital stock of the First National Bank, Thief River Falls, Minn., has been increased from \$25,000 to \$50,000. This speaks well for the excellent condition of the bank. Several changes have been made among the officers: C. L. Hansen, who has been cashier since 1909, when he purchased from W. W. Prichard, Sr., a controlling interest in the institution, was elected president, and is succeeded as cashier by W. W. Prichard Jr., who has been assistant cashier since 1909. Succeeding Mr. Prichard as assistant cashier are W. H. Akre and H. L. Anderson. A. F. LaBudde, who came from Gonvick early in the present year, has been chosen teller.

The resources of the First National are \$509,580 and the deposits are about \$420,000.

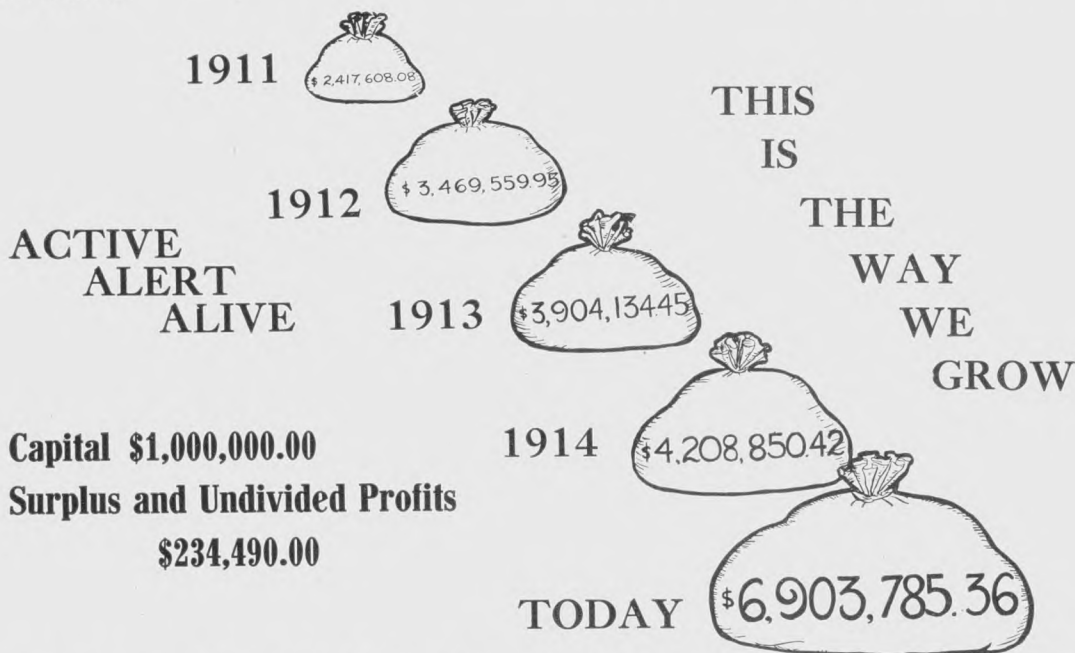
## G. G. HASTINGS ELECTED PRESIDENT OF SIXTH DISTRICT ASSOCIATION OF MINN.

The sixth district association of the Minnesota bankers convened recently at St. Cloud and was attended by about seventy-five bankers.

Optimism and a herald of prosperity were the keynotes of the president's annual address delivered by President George E. Hanscom. Mr. Hanscom pointed

# "A MILLION A YEAR"

This institution, organized in 1909, through its careful attention to the needs of its patrons has enjoyed a constant increase in deposits.



Capital \$1,000,000.00  
Surplus and Undivided Profits  
\$234,490.00

**SCANDINAVIAN AMERICAN NATIONAL BANK**  
MINNEAPOLIS

## Oldest Bank in Minnesota The First National Bank of St. Paul

Statement at Close of Business March 4, 1915

Resources.	Liabilities.
Loans and discounts.....	Capital stock .....
U. S. bonds.....	Surplus .....
Other bonds.....	Profit .....
Bank building, site and new construction..	Reserved for unearned interest.....
Stock in Federal Reserve Bank.....	Reserved for taxes.....
Due from banks and U. S. treasurer.....	Circulation .....
Cash .....	Deposits .....
\$43,399,502.06	\$43,399,502.06

**LOUIS W. HILL, Chairman**  
**EVERETT H. BAILEY, President**  
**CYRUS P. BROWN, Vice-President**

**EDWARD O. RICE, Vice-President**  
**OTTO M. NELSON, Vice-President**  
**CHARLES H. BUCKLEY, Cashier**

**EDWIN MOTT, Asst. Cashier**  
**HENRY B. HOUSE, Asst. Cashier**  
**CHARLES E. GALL, Asst. Cashier**

We solicit the accounts of banks, corporations, firms and individuals,  
and give prompt and careful attention to all business entrusted to us.

to the rapid growth and the increased strength of the association gained in a period of eleven years of existence. There are now 100 bankers on the membership roll.

On the last evening a banquet was enjoyed. W. W. Smith acted as toastmaster and the toasts were responded to by W. B. Mitchell, W. D. Willard, C. F. McDonald and H. W. Parker.

The officers for the ensuing year are: President, G. G. Hastings, Wadena; vice-president, R. W. Withington, Brainerd; secretary, A. A. Fitch, Royalton; treasurer, C. L. Atwood, St. Cloud; executive committee, W. H. Lord, Foley, and H. J. Carter, La Porte; member executive council of state association, George E. Hanscom.

### T. M. ALEXANDER AND O. C. BOYUM PURCHASE INTEREST IN FIRST STATE BANK, BATTLE LAKE, MINN.

T. M. Alexander, of Jasper, Minn., and Ole C. Boyum, of Slayton, Minn., two experienced bankers, have purchased an interest in the First State Bank of Battle Lake, Minn. Mr. Boyum is the cashier of the Citizens State Bank of Slayton, with which institution he has been actively connected for eighteen years. Mr. Alexander was connected with the same bank for five years and four and a half years with the Farmers State Bank of Jasper, and will now become actively engaged in the Battle Lake institution as vice-president. E. C. Hopkins remains as cashier and W. L. Winslow remains president at least for a time.

The Merchants National Bank of Crookston, Minn., has added to its equipment a remarkable machine that posts ledgers more neatly, quickly and accurately than a human being can do the work. The machine was purchased from the Burroughs Adding Machine Co., of Detroit.

St. Paul will have a new state bank. It will be the University State Bank, and will open the first part of May. The organizers are W. A. Miller, president National Bank of Commerce; F. A. Nienhauser, cashier of the same bank; C. W. Dixon, Minneapolis; Henry Ehlers and P. O. Skoglund, president and cashier, respectively of the Daytons Bluff State Bank. The new bank will have a capital of \$25,000 and a surplus of \$5,000.

Jens B. Jensen, vice-president of the Scandinavian-American Bank, St. Paul, Minn., died recently.

### YELLOWSTONE PARK AS AN IDEAL PLACE TO VISIT ON YOUR WAY TO THE COAST.

(Continued from April issue.)

In connection with the geological history of the park, the region was visited in the summer of 1912 by a large number of members of the American Geographical Society. They were accompanied by a number of European geographers, geologists and savants who, it



Golden Gate Canyon and Viaduct, Yellowstone National Park—reached by the Northern Pacific Railway via Gardiner Gateway.

may be easily imagined, were tremendously interested in seeing such a wonderful region. These foreigners, all of whom were men of high scientific attainments, were tremendously interested, particularly, in the study of the geysers. They were all agreed that there was no other place on earth where geyser phenomena

(Continued on page 35.)

# Great Western Accident Insurance Company

DES MOINES, IOWA

Iowa's Largest and Strongest Health and Accident Company

RESOURCES.	
Approved Securities Deposited with Insurance Departments	\$207,555.05
Cash on Deposit and in Office	29,486.21
Interest Accrued	4,987.50
Premiums in Course of Collection	20,418.97
Holding Account	190.22
<b>Total Admitted Assets</b>	<b>\$262,638.25</b>

LIABILITIES.	
Reserve for Re-Insurance	\$ 93,601.06
Reserve for Losses	21,853.52
Reserve for Sundries	8,972.77
Surplus to Policyholders (Including Capital Stock \$100,000.00)	138,210.90
<b>Total</b>	<b>\$262,638.25</b>

**NO CLAIMS DUE AND UNPAID**

Write to the Home Office for a Bank Agency Proposition or Appointment as Collector for Your Community.

## NEBRASKA

### THE CITY NATIONAL AND THE GERMAN-AMERICAN STATE BANKS OF OMAHA CONSOLIDATE.

The City National Bank and the German-American State Bank of Omaha, Neb., consolidated recently and the following officers were elected: Mr. Fred R. Baker and Mr. E. L. Thomas were duly elected president and vice-president, respectively; J. L. Hecox, cashier; and Jas. K. Hackett, J. D. Utendorfer and E. C. Goerke, assistant cashiers.

The deposits of the City National on the day of the consolidation were practically \$2,000,000 and the deposits of the German-American \$400,000 and since that time the deposits have increased about \$200,000, which makes the deposits of the consolidated institution \$2,600,000.

Mr. John F. Flack and D. A. Baum resigned as officers and directors of the bank.

This consolidation brings added strength to the City National Bank, which has already established a high place in financial circles. It is expected that its future progress will even be more marked than that of the past.

### FARMERS STATE BANK, ELKHORN, NEB., RECEIVES CHARTER.

A new bank to be known as the Farmers State Bank, Elkhorn, Neb., has recently been granted a charter and is to have the following board of directors: Peter Mangold, president, Bennington; William Glandt, Benson; John C. Mangold, cashier, Elkhorn. It is capitalized for \$15,000.

### FARMERS BANK, KEARNEY, NEB., CELEBRATES ITS TWENTY-FIFTH ANNIVERSARY.

On April 2, 1890, the Farmers Bank started business at Kearney, Neb., and has during these twenty-five years enjoyed a sure, steady growth.

James A. Boyd is the first and only cashier the bank has had, which is quite a record. John A. Lowe, although not being associated with the bank at its beginning, has nevertheless been the efficient and careful president for many years.

The Farmers Bank is the only state bank in Kearney, deposits being guaranteed by the Depositors' Guaranty Fund of the state of Nebraska. It is a United States depository for postal savings, a depository for the state of Nebraska, the county of Buffalo, and for many township and school treasurers.

### SILVER CREEK STATE BANK, NEB., RE-ELECTS OFFICERS AND DIRECTORS.

The old board of directors and officers of the Silver Creek State Bank, Neb., have been re-elected. In addition, they voted to add \$2,000 to the surplus, which gives the bank \$47,000 capital and surplus. They are N. L. Squire, president; D. J. Towslee, vice-president; P. H. Bell, cashier; J. W. Jackman and Allen Davies, assistant cashiers.

### FRANK A. BURLING, CASHIER OF THE BANK OF CORTLAND, NEB., SELLS HIS INTEREST.

Frank A. Burling, for the past twenty years cashier of the Bank of Cortland, Neb., one of the oldest banks in Gage county, has disposed of his interests to Fred A. Wright. Mr. Wright also becomes cashier and will have the controlling interest in the bank. He was formerly associated with the Union State Bank of Cortland, but for the past two years he has been engaged in the banking business at Spring Ranch, Neb., recently disposing of his interests at that place.

The officers of the bank are Fred Boesiger, a pioneer resident of southeastern Nebraska, president; Leonard Grieser, vice-president; Fred A. Wright, cashier, and Frank Miltenberger, assistant cashier.

### A. M. STRUNK BECOMES CASHIER FIRST NATIONAL BANK, HUMBOLDT, NEB.

A. M. Strunk, who has been assistant cashier of the First National Bank of Beatrice, Neb., for the last three years, has resigned his position to become cashier of the First National Bank of Humboldt, Neb. Mr. Strunk has been connected with the First National of Beatrice for the last eight years and three years ago was advanced from the position of bookkeeper to the assistant cashier's desk.

### BANKS IN SOUTH OMAHA HAVE LARGE RESERVES.

A recent report of the comptroller of currency showed that South Omaha is the second city in the



D. D. Myers, Pres.

C. H. Berg, Vice Pres.  
Capital \$100,000.00

J. F. Harragan, Vice Pres.  
Surplus and Profits \$30,000.00

Geo. J. Homan, Cashier

We have a large list of country Correspondents, located in  
**Northeastern Iowa, Southern Minnesota, Southwestern Wisconsin, Northwestern Illinois**

We maintain an efficient direct service with the Banks in this territory and are prepared to make you a most liberal proposition to handle your items. Correspondence invited.

**THE DUBUQUE NATIONAL BANK**  
**DUBUQUE, IOWA**

ESTABLISHED 1884

country on the reserve list. Dubuque, Iowa, heads the list with a 43.14 per cent reserve, and South Omaha comes next with 39.49 per cent. Kansas City, Mo., is listed at 32.13 per cent.

This reserve showing is a good one and indicates a strong financial condition of the banks. It would tend to show that there has been a substantial increase in deposits during the past few months.

Commenting upon the report, L. M. Lord, of the Live Stock National Bank, said:

"South Omaha banks always have carried a heavy reserve for the purpose of handling the large amount of current business that is transacted here. It is the usual policy to keep the reserves large to uphold the market and assist in carrying on the live stock business. The business could not be handled here so readily if the banks loaned more money on long-time paper. It has been the custom among the financial institutions of this city to carry much more than the reserve required by law.

"The banks are important to the market. They have, in fact, become a greater benefit here than in other cities, it is said. Stockmen as a rule seek the market where money may be secured the more readily. There are few times when money cannot be obtained at the banks here, with, of course, the proper security. Then there is a vast amount of short-time business here, practically accommodation. This is one reason for the reserve. But it is a great boost for this market.

**JAY D. RISING APPOINTED BANK EXAMINER OF TENTH RESERVE DISTRICT.**

Jay D. Rising, of the Commerce Trust Co. of Kansas City, has been appointed chief bank examiner for the Tenth federal district. He will have charge of the fifteen national bank examiners who are charged with the examination of the 1,800 national banks of the district.

Before going to the Kansas City concern, Mr. Rising was with the First National Bank, at David City, Neb.

**G. W. COBEL SELLS HIS INTEREST IN FARMERS & MERCHANTS BANK, FAIRFIELD, NEB.**

G. W. Cobel has sold his interest in the Farmers & Merchants Bank, Fairfield, Neb., to C. W. Harvey, of Superior, Neb., L. J. Dunn, of Lincoln, and E. H.

Burnham, of Fairfield. Mr. Harvey is a Nebraska banker of some forty years' experience, owning banks in Superior and Plymouth, Neb. Mr. Dunn is president of the City National Bank of Lincoln, and owns several banks around over the state. Mr. Burnham, the present railroad agent, will have charge of the bank in capacity of cashier and will take charge as soon as he is relieved of his present position.

The new First National Bank building, Omaha, Neb., located on the Board of Trade corner will have not exceeding twelve stories and will be fireproof.

**CUT DOWN YOUR MAILING COSTS**



*If you visit the Panama-Pacific Exposition Do not fail to see our Exhibit*

Beginning the day you install this simple, efficient machine, your mailings out of town always — at a reduced cost — without trouble or delays. 10,000 concerns have cut their mailing cost with this efficient motor-driven machine — have turned their mailing work over to the cheapest help in the office — saved hours of time and real money in salaries. Why not you also?

Model No. 5

**ACORN-THEXTON ENVELOPE SEALER**

Used by such banking, insurance, bonding and commission houses as First National Bank, Chicago; Chase National Bank, New York; J. P. Morgan & Co., New York; Union Trust Co., Chicago; Dime Savings Bank Detroit; First National Bank, Lincoln, Neb.; New York Life Insurance Co.; Metropolitan Life Insurance Co.; Springfield Fire and Marine Insurance; Board of Trade, Chicago; U. S. Government (various depts.) and thousands of others, large and small. Other names furnished upon request.

**10,000 an hour** Seals as high as 10,000 letters an hour (165 per minute) — securely and without soiling. No matter how large or small your mailings — get them cut on time — no delays — no worry. A simple motor-driven machine — strong and always dependable. Three other models made.

**Free 10-Day Trial** Let us give you further information on how the Acorn-Thexton Envelope Sealer will reduce your mailing cost. Write at once for complete details of our 10 day free trial offer.

**ACORN BRASS MFG. CO., 324 S. Clinton St., Chicago, Ill.**

"Made in Minneapolis"

# The American Bank Protection Co.

Capital \$150,000.

Steel Office and Vault Fixtures  
Omnibuses

Steel Filing Devices  
Vault Doors

## ELECTRICAL BURGLAR ALARMS

Twelve years' experience protecting more than 2,000 banks without a robbery  
Indorsed by bankers' associations and expert vault engineers  
Every system guaranteed against burglary

## NORTH DAKOTA

### STATE BANK OF COOPERSTOWN, N. D., ADDS \$5,000 TO THE SURPLUS.

At the annual meeting of the State Bank of Coopers-town, N. D., the following officers were elected: John Syverson, president; Erick Erickson, vice-president; E. W. Blackwell, cashier, and Melvin Hanson, assistant cashier. Five thousand dollars was added to the surplus, making the surplus equal to the capital stock.

### NORTHWESTERN GROUP OF N. D. BANKERS TO MEET AT MINOT.

The Northwestern group of the North Dakota Bankers Association, composed of eight counties of the state, will hold its annual convention in Minot, N. D., May 14.

Banking methods and new ideas will be discussed by some very able speakers. John S. Rich, present agent of the federal reserve bank recently started in Minneapolis, will deliver an address on the advantages said to be derived from the federal reserve system. Professor Smith, of the Minnesota Agricultural College, is expected to deliver an address on live stock and show the bankers why they should do all they can to encourage this industry.

The Minot convention will be of only one day's duration. There will be a banquet and some other entertainment for the visitors.

The Grand Forks district, composed of Grand Forks, Walsh, Pembina, Cavalier, Nelson, Towner and Rolette counties, will meet in Grand Forks on May 13. On the 11th and 12th meetings will be held in Jamestown and Fargo.

### CHANGE IN STATE BANK OF MILTON, N. D.

A controlling interest in the State Bank of Milton, N. D., one of the oldest banking institutions in Cavalier county, has been bought by Gustav Brecke, of Milton, and his nephew, O. P. Hoff, of Lengby, Minn., from D. H. Beecher, formerly of Grand Forks, now of Minneapolis.

The officers of the bank from now on will be B. Prom, president; Gustav Brecke, vice-president, and

O. P. Hoff, cashier.

Mr. Prom has been identified with the bank since it was founded, as cashier. The new organization places the bank entirely under the control of Milton men, as Mr. Hoff will now take up his residence there.

### A. M. SHEIMO RESIGNS AS VICE-PRESIDENT OF CITIZENS STATE BANK, MADDOCK, N. D.

A. M. Sheimo, who has been vice-president of the Citizens State Bank of Maddock, N. D., has resigned and for the present will devote his time to his personal business. Albert Hesla, who has been cashier, has been elected to fill Mr. Sheimo's place and I. J. Hauge becomes cashier.

### H. T. SANDS, CASHIER NORMA STATE BANK, NORMA, N. D., TELLS OF BUSINESS-BUILDING FACTORS.

H. T. Sands, cashier of the Norma State Bank, Norma, N. D., says:

"I do not believe that any banker can honestly credit the increase of his business to any one way of advertising; circular letters, newspaper advertising and personal solicitation all work hand in hand.

"My idea is that good sound judgment, conservative methods and taking care of your customers' requirements are essential things in building up a steady growing banking business. In meeting the requirements of a customer the manager of a bank must know the limit of this person's credit. Some men with small resources are entitled to a larger credit in proportion than some men with large resources. The conservative man, the one who attends strictly to business, and whose character and habits are beyond question, although his resources may be small, is the customer who should have worthy consideration. The bankers' associates in the country towns reflect upon his success to a large extent."

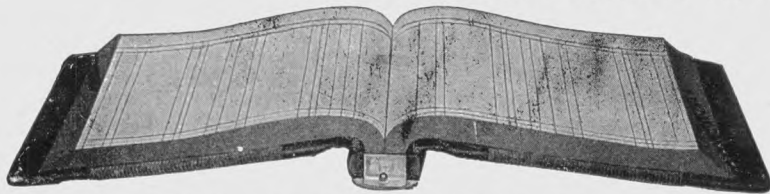
### FIRST NATIONAL BANK, MANDAN, N. D. ESTIMATES GROWTH OF CATTLE INDUSTRY IN PAST FOUR YEARS IN THEIR SECTION AT \$8,500,000.

In the monthly bulletin published by the First National Bank of Mandan, N. D., they say:

"The growth of the cattle industry in this section during the past four years has been very marked. An increase of \$8,500,000 for the state has been noted in total sales of live stock and their products, including

# Zaiser's Self-Indexed Bank Ledgers

ANY ACCOUNT FOUND IN FOUR SECONDS



A Full Line of Bank Supplies in Stock at all Times

Two Stock Sizes--Two Standard Forms

WRITE FOR CATALOG

Our Loose Leaf Line is Considered to be One of the Most Complete on the Market.

Are You One of 1500 Users of Our DAILY CASH STATEMENT BOOK?

**WILL H. ZAISER SPECIALTY CO.,** 309 4th St. DES MOINES, IOWA

the output of creameries, and most of this comes from the territory west of the Missouri River. The recent establishment of Mandan Creamery and Produce Company at Mandan, N. D., is an additional factor in the development of dairying and creameries in this section and a most important one. With three lines of the Northern Pacific as feeders, this creamery should grow into a great centralizing and distributing point for butter, cream and eggs. Furthermore, plans at the Northern Great Plains Field Station, also located at Mandan, contemplate the purchase of cattle for the purpose of conducting experiments in dairying with a view to determining the best methods of handling pastures on farms. Still further, by the provisions of the Federal Reserve Act money becomes available for the farmer that was formerly out of reach. These provisions of the Act were designed specifically to aid the farmer in stocking and conducting his farm and should be of great advantage to dairying and live stock operations and indicate the intention of the government to further the upbuilding of dairy herds and the breeding of fine cattle. These three factors, the development of the Mandan Creamery, the extension of the work of the Field Station to include cattle, and the co-operation of the Federal Reserve System with the National Banks should make Western North Dakota one of the greatest dairying, stockraising and farming districts in the United States."

### YELLOWSTONE PARK AN IDEAL PLACE.

(Continued from page 31.)

was to be seen on any such scale or magnitude as in Yellowstone Park. The vast quantity of hot water which the geysers expel daily interested these men greatly. Several curious conjectures were advanced to account for the manner in which the surface waters reached the subterranean reservoirs in quantities sufficient to supply the geysers.

The general geological character of the park and the relative work which has been done by the different agencies—the volcanoes pouring out their lava, the various upheavals and depressions caused by movements of the earth's crust, the wearing away of the earth's surface by the grinding glacial action and the present-day erosion, all came in for discussion. While different opinions prevailed there was general recognition of the fact that not only was the Yellowstone Park the most wonderful geyser region of the world, but no one knew of a canyon that was the equal of the Grand Canyon of the Yellowstone, with its wonder-

ful coloring, its profound sculpturing by nature and the two glorious waterfalls that are found at its head.

In 1883 the Northern Pacific railway completed its park branch from Livingston to the northern boundary of the park—now known as the Gardiner Gateway—and thereby opened an easy and convenient way to the park, and it may justly be said, the natural way.

Mammoth Hot Springs is the central point, the capital of the park. This is the headquarters of the government officials in charge of the park and also of the transportation, camping and hotel companies. Here also is Fort Yellowstone, one of the most attractive army posts in the United States. The Northern Pacific railway park terminus is Gardiner, at the junction of the Gardiner and Yellowstone river and only five miles from Mammoth Hot Springs, which is reached by a very fine government-built and cared for road. This is the natural route by which to visit the park from the simple fact that the objects and phenomena seen in the park are seen in a naturally progressive way. That is to say, that each successive day's journey opens up a series of views and a line of phenomena, each a little more interesting and wonderful than that which preceded.

The great \$10,000 entrance arch built of lava blocks and dedicated by President Roosevelt in 1903, is at Gardiner. Tourists of Northern Pacific trains leave the train at one side of a very attractive rustic station and take the park stage coaches at the other side.

There are more than 140 miles of easy stage coaching

(Continued on page 37.)

## DISTINCTIVE

SCREEN FOR THE BANK WINDOW

FIRST NATIONAL BANK  
CAPITAL AND SURPLUS \$75,000.00

419

View from the exterior is shut out with but slight interference to light and vision within.

**WESTERN DISPLAY CO., Saint Paul**

SEND FOR CATALOG

# Sioux Falls Savings Bank

SIoux FALLS, S. D.

Capital . . . . . \$200,000.00  
Total Resources Over . . . . . \$2,500,000.00

## OFFICERS

WILLIAM ONTJES, President

C. H. ROSS, Vice-President  
C. C. BRATRUD, Vice-President

JAS. B. LAMBERTSON, Cashier  
K. B. CRESSEY, Assistant Cashier

## A Live Commercial Bank

Accounts of Banks and Bankers Solicited

Send Us Your Farm Loan Applications

## SOUTH DAKOTA

### SOUTH DAKOTA BANKERS' PROGRAM.

Vice-President N. E. Franklin, of the South Dakota Bankers Association, has announced the program of speakers for the annual convention of the association, which will be held at Deadwood June 25th-26th. It consists of Elbert Hubbard, of East Aurora, N. Y., who will speak on "Getting Together;" Theodore Wold, of Minneapolis, governor of the 9th federal reserve district, who will speak on "Federal Reserve Banks;" Dean McKusick, of the law school of the state university at Vermillion, on "Negotiable Instrument Law and Its Effects on South Dakota Commercial Paper;" and Hon. Frank Sanford, of Valley City, N. D., on "Farm Accounting." Following each address will be a general discussion of the subjects under consideration. It is expected that at least 400 bankers will be present and elaborate plans for their entertainment are being made.

### THE CUSTER COUNTY BANK, CUSTER CITY, S. D., HAS HAD TWENTY-FIVE YEARS OF PROSPERITY.

On April 17, 1915, the Custer County Bank, Custer City, S. D., passed its twenty-fifth year in business. From a few thousand dollars deposits in 1890 its business has grown steadily until the deposits have now passed the \$104,000 mark and the surplus is \$10,000. This bank is owned and managed by home people. The officers are: T. W. Delicate, president, and C. E. Perrin, cashier.

### MEETING OF GROUP FIVE AT MILBANK, S. D.

Group Five of the South Dakota Bankers Association held their annual meeting at Milbank, S. D., April 22d and a very enjoyable time was reported. The address of welcome was given by Hon. Thad L. Fuller and response by R. A. Mather, president Group 5. In the morning addresses were given by J. W. Pampley, of Ipswich, president Yellowstone Trail, on "The Problem of the Road; Its Construction, Maintenance and Benefits;" Senator C. S. Amsden, Milbank, S. D., on the "State Bank Guaranty Law," and W. E. Briggs, vice-president of Northwestern National Bank, Minneapolis, Minn., on "Live Stock Credits." At 6:00 p. m.

a banquet was held in the Commercial Club room for visiting bankers. In the evening addresses were given by Theodore Wold, governor Federal Reserve Bank of Ninth District, Minneapolis, on "The Federal Reserve Bank," and A. A. Crane, vice-president First & Security National, Minneapolis, on "War and Business."

### C. N. LAWS BECOMES CASHIER OF THE SECURITY SAVINGS BANK, RAPID CITY, S. D.

C. N. Laws has been elected as cashier of the Security Savings Bank of Rapid City, S. D., to take the place of Wayne W. Woodward, whose resignation will take effect June 1st. Mr. Woodward has been associated with the bank since July, 1910, and leaves to enter into the stock-raising business on an extensive scale.

### SECURITY NATIONAL BANK, SIOUX FALLS, S. D., REACHES OVER \$2,500,000 DEPOSITS.

The report at the close of business March 26th showed the Security National Bank of Sioux Falls, S. D., to have \$2,513,673 in deposits. This is a new high record for the bank. They also have reason to feel elated over the fact that they have no overdrafts. The capital stock is \$200,000 and the surplus and undivided profits \$71,956.70. The men who are managing this good institution are: W. E. Stevens, president; W. K. Van Brunt, G. C. Holmberg and Ray G.

### SOUTH DAKOTA BANK EXAMINERS APPOINTED.

Under the new bank guaranty act in South Dakota the former public examiner, J. L. Wingfield, becomes superintendent in charge of the procedure of the law, and it is necessary to appoint examiners who must examine all banks wishing to be operated under the bank guaranty act. Wingfield has appointed the following examiners: J. F. McEwen, J. H. Cornelysen, V. H. Masters, L. H. Sohn, C. J. Landen, F. A. Dudley and C. L. Pine.

### A. J. BEHRMANN ELECTED CASHIER FIRST NATIONAL BANK, LEMON, S. D.

Andrew J. Behrmann, who commenced as bookkeeper in 1909 for the First National Bank of Lemon, S. D., was recently elected cashier and a director of that institution as recognition of his many years of faithful and efficient service. Mr. Behrmann com-

# SIoux FALLS NATIONAL BANK

ESTABLISHED 1881

Sioux Falls, - South Dakota

FOR thirty years, under one competent and continuous management, this bank has faithfully served the interests of all people, and the part the Sioux Falls National has taken in developing the raw prairie of South Dakota into a great commonwealth, can never be calculated.

### OFFICERS

D. L. McKinney, V. P.

C. L. Norton, V. P.

C. E. McKinney, Pres.

S. T. Kiddoo, Cash.

J. D. Fleckenstein, A. C.

menced at bookkeeper in 1909 and upon the retirement of Assistant Cashier W. E. Boie in 1912 he was advanced to the assistant cashiership.

#### J. F. SPATZ SELLS HIS INTEREST IN THE ST. CHARLES STATE BANK, S. D.

J. F. Spatz, cashier of the St. Charles State Bank, S. D., has sold his interest to Albert Mason, of Fairfax, who will become cashier and take charge of the bank. C. A. Johnson, of Fairfax, is the president, and he recently doubled the capital stock, which shows the splendid strength of the bank.

#### C. E. OLSTAD BECOMES PRESIDENT OF THE BANKING HOUSE OF MacKAY BROTHERS, MADISON, S. D.

W. A. MacKay, president of the banking house of MacKay Brothers, Madison, S. D., has sold his interest to C. E. Olstad, president of the First National Bank of Madison, and to C. A. Stensland, assistant cashier of the First National. D. F. MacKay, cashier of the banking house, retains his interest. The following new officers and directors have been elected: President, C. E. Olstad; vice-president, D. F. MacKay; cashier, C. A. Stensland; assistant cashier, J. A. MacKay; directors, Messrs, Olstad, MacKay and Stensland.

#### YELLOWSTONE PARK AN IDEAL PLACE.

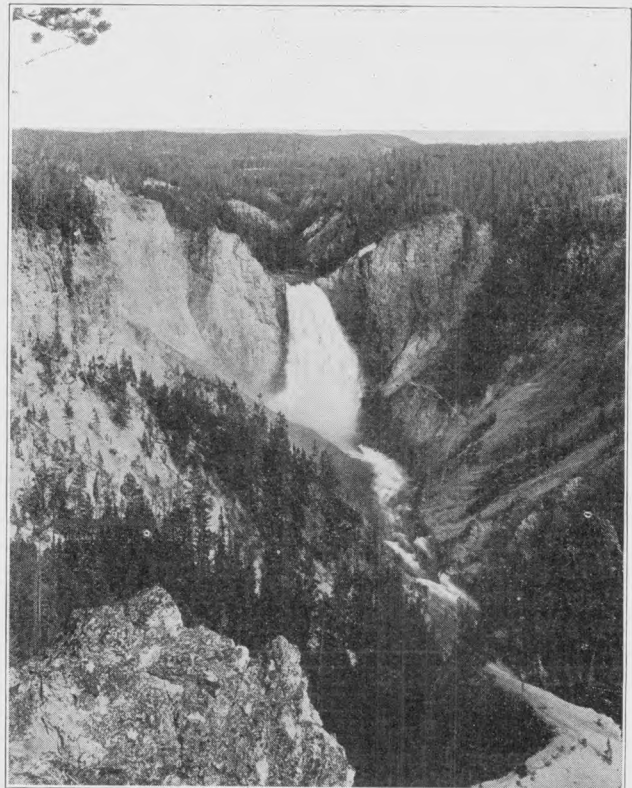
(Continued from page 35.)

requiring five and one-half days' travel. The nights are spent at luxurious hotels or comfortable tent camps, established at the most important points, from 10 to 20 miles apart. This tour enables one to obtain

a very complete idea of this marvelous part of God's earth, but the time may be indefinitely extended within season limits—June 15 to September 15—at no additional expense except extra time at the camps or hotels, as is usual anywhere.

#### Mountain Scenery in Yellowstone Park.

The mountain views in Yellowstone Park are one of its strongest and most attractive features. At Mam-



The Grand Canyon and Great Fall of the Yellowstone, Yellowstone National Park—reached by the Northern Pacific Railway via Gardiner Gateway.

**EQUIPPED and CONDUCTED for SERVICE**

**Security National Bank**

OF SIOUX FALLS, S. DAK.

**Capital and Surplus, \$250,000.00**

**UNRIVALLED FACILITIES FOR THE COLLECTION OF SOUTH DAKOTA ITEMS THE ENTIRE STATE HANDLED DIRECT**

W. E. STEVENS, President  
 W. K. VAN BRUNT, Vice President  
 G. C. HOLMBERG, Vice President  
 RAY G. STEVENS, Vice President  
 JOHN BARTON, Cashier  
 D. C. LOWE, Ass't Cashier  
 C. R. BOND, Ass't Cashier  
**SOUTH DAKOTA'S LEADING BANK**

moth Hot Springs we are in a deep mountain bowl. To the east lies long, low, flat-topped, lava palisaded, Mt. Everts, at its base the Gardiner River; to the southwest Busen's Peak lifts its rounded crown more than 9,000 feet into the azure, gashed on one side by Golden Gate Canyon and on the other side by the

(Continued on page 49.)

# How Bankers Are Advertising

## HOW I WOULD SECURE NEW SAVINGS ACCOUNTS.

By A. Depositor.

"If I were cashier of a savings bank I would start a campaign on systematic saving by showing that \$1.00 put in the bank every week was equivalent to taking out about \$1,500.00 old line life insurance. Make the depositor feel that he is going into this systematic saving scheme in earnest and that it is an obligation to himself, so if he fails to make the deposit every week or month as the case may be he will not take offense at being reminded of it. Many business men could be induced to start such a savings account for their children and the father could then encourage the child and teach him to save by telling him when he began earning his own money that the entire amount would be his if he continued adding regularly to the account for ten or fifteen years. Make a sort of life insurance of it. Many men would appreciate such a plan and even though they get careless at times they would 'come across' and feel good about it if they were reminded of it."

## WOULD USE HOUSEHOLD EXPENSE BOOKS TO GET BUSINESS.

"If I ran a savings bank instead of giving out calendars, etc., I would have household expense books printed with columns for meat, groceries, clothes, coal, pleasure, etc., and have it ruled the other way for thirty-one days. I would advertise the books free to anyone asking for them. I would explain in the front of the book how to keep track of the expenses; urge the housewife to compare the items from month to month, suggest that comparison will show how savings can be made and I would also suggest that I will be glad to take care of the savings and pay four per cent interest on them. Hundreds of women would keep and appreciate the books."

## SOUVENIRS VS. SERVICE IN BANK ADVERTISING.

By J. M. Dinwiddie.

"The longer I live the more uncertain I am as to just what kind of publicity banks ought to use," is the statement of J. M. Dinwiddie, cashier Cedar Rapids Savings Bank, Cedar Rapids, Iowa, in writing to the Northwestern Banker on "How to Advertise." "Some banks seem inclined to buy business by giving a little bit of everything to customers; some want to pay large sums for inefficient canvassers. It is wonderful how interested some men are in your business and in building it, when all in the world they want out of you is to sell you a little iron box at a pretty good price, put some cheap canvasser in the field to increase your business by the thousands, and I believe your paper would do the banks in this country a service if you would get some of the real fair minded men who have

This department contains ideas from different bankers telling of methods they have employed in advertising to secure new depositors and to increase their business. Use the ideas and plans that appeal to you and also write and tell us what you have been doing along this line.

used this kind of advertising to analyze it and show through you the results. Then some come along and talk very learnedly about education. They are so very desirous of building up your business for you that they will sell you pictures of this, that and the other, with descriptions, some of the descriptions highly colored, as well as the pictures. They do not cost very much, only so much a thousand. Then you must buy the same number of thousand for the next six, eight, ten or twelve months, that you may get the benefit, and incidentally the profits. Of course they tell you how to distribute the educational stuff.

"It seems to me that if we wait for our business to come from educating the people, that it will come mighty slow, and if we are going to get business by giving away presents, we must remember that the other banks are doing the same thing, and if we get business by actual, downright service, and give as much of it and far more than any other bank will, we have got to compete against the desire of humanity to divide up, and we frequently find that those whose business we think we have, are taking our service, giving us the part of their business that will require service, and the quiet part, on which there is money to be made, is too

often given to the bank that gives but little service. That bank may not grow as large, but its profits are usually as good, and after all there is an advantage in a small, conservative business. It ought to be the profits to be thought of as much as largeness. I presume the man that gets the best business these days is the one who goes after it and keeps after it until he gets it, and if he is capable of keeping after a man until he gets his business and in the meantime avoids annoying him, then he is a business getter, and will

succeed. Sometimes we go after these people with hammer and tongs and fail, and wonder why it is that we do not get their business. But I did not start out to write a letter on business getting; I started to tell you why it was hard to answer your question, 'How to advertise a bank.'

## HOW I INCREASED OUR DEPOSITS 55% in 12 MONTHS WITH AN AUTOMOBILE AND A KODAK.

By J. C. Peters.

In writing to the Northwestern Banker telling how they increased their deposits during the past months, J. C. Peters, cashier of the Mohall State Bank, Mohall, N. D., said:

"We believe we got the best results from personal visits, and through personal letters. The writer makes it a point during the summer months to go out in an automobile (by the way, with a Ford) and make personal visits, but refrain as much from talking shop as possible. I also take photographs of the farms which I visit and give each farmer about three pictures. This

"In my opinion, advertising in local newspapers, which is carefully and thoughtfully gotten up, and which conveys to the people in the locality a personal desire to instruct and enlighten, is the most telling form of advertising, but more essentially is it necessary that the employes of a bank should be carefully instructed along the lines of courtesy and fairness. It does no good to attract customers and then give them poor service, and I candidly think that the treatment accorded customers in the bank is the most telling and lasting form of advertising, and, of course, one decided thing in its favor is that it costs nothing but a little thought and care."—E. F. Lusch, Cashier Iowa Trust & Savings Bank, Dubuque.

gives me an excuse for going out to see him, and come back again, and incidentally of course I drop a few thoughts that may get me his account a little later. By the way, we increased our deposits about 55% during the past twelve months, and I can point to a great many new depositors who had never come into this bank before, and who I know, came because I went out to see them and invited them through my personal letters. The writer taking charge of this bank as a stranger in the community in January, 1914, I think the increase in deposits is sufficient to repay me for all the expenditure made. After you once have a customer, the main thing then, is to hold him and make him a booster for the bank. In order to have him do this it is necessary to treat him well and not charge him for every little thing. I have made it a point not to charge our customers anything for writing drafts, acknowledging papers for them, etc. I have also started an employment agency and furnish farm help to the farmers and have found this also to be a very good business getter.

"Always remember if you want new business you have to work for it. Competition is so keen nowadays that the time when you could sit and fold your arms and let them come to you is past and it is now up to us cashiers to go after the business and treat the trade so that it will make them pleased to come and see us.

"If these few lines should help any brother banker in his struggles, I wish to thank the Northwestern Banker for publishing them."

**HEART TO HEART TALKS PLUS ADVERTISING IS WHAT GETS THE BUSINESS.**

By M. A. Cox.

"'Eternal vigilance is the price of victory,' and to this we attribute very largely our success in the banking business," is the statement of M. A. Cox, cashier of the Lynn County National Bank, Rock Rapids, Iowa.

"We have always been liberal spenders for advertising and to place before our patrons everything coming to our knowledge that will benefit them; to treat them liberally and honestly in all their transactions with us, so that every customer is in a measure a walking advertisement for our bank.

"While we spend hundreds of dollars for advertising, the real way to get business is to go after it; to assist others by sound advice as to adoption of better methods that mean success in their particular vocation, and in general to be a friend to the butcher, the baker and the candlestick-maker, as well as a confidential adviser, The real secret is in knowing your customers, and making a careful study of their need for bettering their condition, and making this fact known to them. It is the personal contact, and heart to heart talks that convince

Careful Men  
conduct our  
National  
Bank



**MEMBER FEDERAL RESERVE SYSTEM OF BANKS**

Our National Bank is a member of the "Federal Reserve" system of banks.

This means that our bank is one of a "vast army" of banks which stand together to protect each other and their depositors.

We can take valid securities to our district "Federal Reserve" bank whenever we want to and "Get Money."

Your money is safe in our bank and you can get it when you want it. Come in and "Talk Business" with us.

**BANK WITH US**

We pay ----- per cent interest -----

**BANK'S NAME HERE**

**You See This Don't You? Others Will See Yours If They Are Like It, Won't They?**

Don't you want us to tell you how we can make the money you have in your bank, STICK in YOUR bank; and how to get others to put more money into YOUR bank?

WRITE US: We will do it cheerfully.

**THE OUTCAULT ADVERTISING CO.**

1135 Caxton Building

Chicago, Ill.

(Please mention this paper when writing)

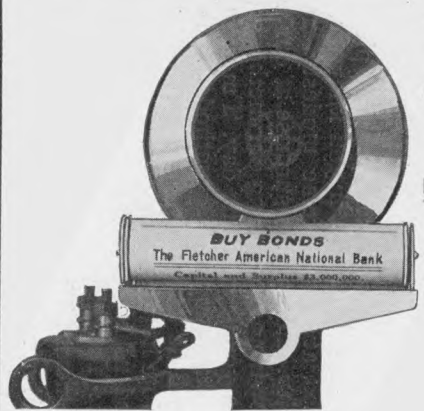
the skeptical that the average banker is a human being, and it is the banker's fault when the impression to the contrary prevails.

"The following squib from a newspaper is pleasing, and perhaps applicable, although if you knew us, you would be surprised at our extreme modesty, and I might say simplicity, and express surprise at our making use of the following as indicating our methods:

"'Father,' said a young man one day, 'I'm worried; so many companies are copying our methods.' The old man smiled. 'It will be time to worry when they stop copying them.' Note how he paraphrased it.

"And they asked us how we did it, and we quoted the scripture text: You keep your light so shining a little ahead of the next. They copied all of our methods, but they couldn't copy our minds, and we left them sweating and fuming, a mile and a half behind."

# The World's Most Effective In-door Sign The Handy Telephone List



STOUGHTON A FLETCHER PRESIDENT

EVANS WOOLLEN VICE PRESIDENT AND COUNSEL  
CHARLES LATYAN VICE PRESIDENT  
THEODORE STEMPFEL VICE PRESIDENT  
GUSTAV H MUELLER VICE PRESIDENT  
WALTER F C GOLT VICE PRESIDENT

**THE FLETCHER AMERICAN NATIONAL BANK OF INDIANAPOLIS**

CAPITAL AND SURPLUS THREE MILLION DOLLARS

September 22, 1914.

P. L. QUINNAN President  
W. L. HOLBROOK Vice President

WILFRIED P. JONES Vice Pres.  
W. H. HOYT, Cashier

S. C. CATCHING, Asst. Cashier  
C. OSTERING, Asst. Cashier

**Merchants National Bank**

CAPITAL \$ 500,000 ESTABLISHED 1886

**Portland, Oregon.**

September 16, 1914

C. E. Erickson & Co.,  
Des Moines, Ia.

Gentlemen:

We take pleasure in informing you that we consider the Handy Telephone List, purchased from you some time ago, to have been the best novelty put out by us up to date. They were much sought after and we believe as an advertising medium they would be hard to beat.

Yours very truly,  
*George Hoyt*  
Cashier

GEM/G

Occupies the most conspicuous and valuable space money can buy and at a cost of less than one cent per month.

**List holds 35 names and numbers you call most frequently.**

Most appreciated of advertising mediums; produces results when other advertising mediums have failed.



**Central National Bank**

Capital & Surplus \$1,500,000.00

**Oakland, California.**

UNITED STATES RESERVE BANK

September 21, 1914

C. E. Erickson & Co.,  
Des Moines, Iowa.

Gentlemen:-

Referring to your favor of the 16th, beg to say that the Handy Telephone Lists purchased by us proved quite satisfactory. In fact the demand was greater than our supply.

Yours very truly,  
*[Signature]*  
Cashier

**Salesmen!**  
We have a good proposition for you. Write today.

**Investigate Today Write for Prices Sample 25c**  
**C. E. ERICKSON & CO.**  
DES MOINES, IOWA  
"Makers of the Result-producing Quality Line"  
Also "Quality Guaranteed Pencils"



# MERCHANTS NATIONAL BANK

CEDAR RAPIDS, IOWA.

We are confident that you will be so well pleased with the attention and service that you will receive at this old established bank, that you will be glad to be one of our regular customers.

A strong directorate and an able executive staff assure wise management and prompt service.

**Resources over \$8,000,000.00**

**A FINAL REPORT OF BILLS CONCERNING BANKING LEGISLATION IN IOWA.**

**By Taylor**—Placing private banks under state control and requiring examination at stated intervals. Killed.

**By Griffin**—Giving state banks, savings banks and trust companies on vote of 51 per cent of stock to become members of federal reserve system. Passed.

**By Bruce**—Fixing reserve fund for savings banks on time deposits at eight per cent. Passed.

**By Cochrane**—Creating banking board. Requiring banks to incorporate. To regulate capital according to population, limit deposits according to capital and require guarantee fund. Killed.

**By Rayburn**—Giving state auditor right to withhold savings bank charter where he deems it essential to public interest. Killed.

**By Anderson**, of Montgomery—Providing state regulation of private banks. Killed.

**By Smith**—To provide for incorporation, establishment, regulation and control of mortgage banks. Killed.

**By Miller**—Making uttering of fraudulent checks or draft a misdemeanor. Killed.

**\*By Doran**—Bank guarantee bill. Indefinitely postponed by committee and placed on calendar by senate. Killed.

**\*By Christ**—To prevent bank officials from borrowing bank's funds. Killed.

**By Jones**—For state regulation of private banks. Same as Anderson bill in house. Killed.

**By Voorhees**—For the establishment of farm mortgage banks. Same as Smith bill in house. Killed.

**By Thomas**—For inspection of stocks and bonds offered for sale. "Blue Sky" law. Passed.

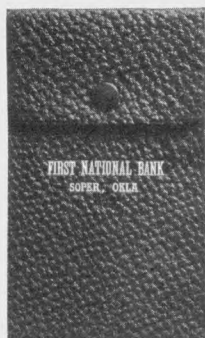
**By Kimball**—Making uttering of fraudulent checks or drafts a misdemeanor. Same as Miller bill in house. Killed.

## Minneapolis Bank Fixture Company

215 Fifth Street N. E.  
MINNEAPOLIS MINN.

SPECIALIST MANUFACTURERS OF  
Bank, Office and Store Fixtures. All Classes of High-Grade Cabinet Work and Interior Finish. Designs and Estimates Submitted on Wood, Marble and Tile Work.

## Bankers, Attention!!!



We manufacture and specialize in

- Check Covers
- Pass Books
- Coin Purses
- Pouches
- Bill Folds
- Wallets, Etc.

Write for Samples and Quotations

**PARAMOUNT LEATHER GOODS COMPANY**  
Manufacturers of  
**LEATHER SPECIALTIES**  
467 Broome St. New York City



OPPORTUNITY: District Agency Open in Prosperous Section of Central West.  
**BANKERS LIFE CO.,**  
DES MOINES, IOWA

## WE BOND

more people than any other company in the world

### NATIONAL SURETY COMPANY New York

**FIDELITY AND SURETY BONDS and BURGLARY INSURANCE POLICIES**

Iowa Bankers Association recommends the National Surety Company for the business of the banks

Assets over \$7,000,000

America's Leading Surety Company

Place all of your Burglary Insurance and Bonds through the

## IOWA BANKERS ASSOCIATION

P. W. HALL, Secretary  
DES MOINES

\*By Doran—To repeal the law which provided for 5-mill tax on moneys and credits. Killed.

By Swain—Authorizing auditor to appoint 3 additional bank examiners. Passed.

By Gilbert—Permitting state and savings banks to loan to one person, firm or corporation to an amount not exceeding 20 per cent of the capital and surplus of the bank. (Formerly limited to 20 per cent of capital.) Passed.

By Foster—Permitting national banks to act as trustee, executor, guardian, etc., the same as state and savings banks and trust companies (the Federal Reserve act grants this authority where not in contravention with state laws). Passed.

Those marked (\*) the state association worked hard to kill.

## IOWA

At a recent meeting of the board of directors of the First National Bank of Cambridge, Iowa, it was voted to increase the capital stock from \$25,000 to \$50,000. The additional stock was immediately taken up by local parties.

The new Security National Bank of Cherokee, Iowa, has opened its doors for business. The institution is capitalized at \$50,000.

The stockholders of the Farmers State Bank, Lyle, Iowa, held a meeting recently and elected Avery S. Brush, Jr., of Osage, as assistant cashier of the new institution. B. F. Muldown, is president and Chas. Volstad, cashier.

The State Savings Bank of Missouri Valley, Iowa, recently installed a new safe for better protection of their funds. This safe is a Diebold Tisco Manganese Safe and weighs some 5,000 pounds.

The Geiger Construction Co. of Sheldon, Iowa, was awarded the contract for the building of the brick addition to the First National Bank of Hull, Iowa. Work will cost \$5,000.

J. W. Russell, sixty-four, resident of the First National Bank of Adel, Iowa, head of the Russell Loan and Title Company, of Adel, and one of Iowa's pioneer citizens, died recently at the Iowa Sanitarium at Nevada, Iowa, after an illness extending over the last three months.

The Emmetsburg National Bank, Emmetsburg, Iowa, will remodel their bank building in the very near future.

## 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 thirty-four years in catering to such needs has provided a broad understanding of the requirements in this field. We cordially invite a share of your business.

**Capital and Surplus \$ 900,000**  
**Resources over - 8,000,000**

Arthur Reynolds, President  
John H. Blair, First Vice-President  
John A. Cavanagh, Vice-President

C. A. Barr, Cashier  
John H. Hogan, Assistant Cashier  
A. J. Zwart, Assistant Cashier

# The Seaboard National Bank

*of the City of New York*

**Capital \$1,000,000 - - - Surplus and Profits (earned) \$2,500,000**

S. G. NELSON, Vice-President  
 S. G. BAYNE, President  
 C. C. THOMPSON, Vice-President  
 B. L. GILL, Vice-President  
 L. N. DeVAUSNEY, Asst. Cashier  
 W. K. CLEVERLEY, Cashier  
 J. C. EMORY, Asst. Cashier  
 O. M. JEFFERDS, Asst. Cashier

**Accounts of Banks and Bankers from the Middle West Especially Solicited on most Favorable Terms**

The directors of the Citizens Savings Bank, Cedar Rapids, Iowa, held a meeting recently and elected S. B. Chamberlain director to succeed W. J. Denny resigned.

Ed. T. Kearney, resident of the Mid-West Bank, Sioux City, Iowa, has announced that the institution will award a prize of \$50 for the best acre of corn raised by any boy from ten to nineteen years old residing in Woodbury or Plymouth county, Iowa; Dakota or Dixon county, Neb.; or Union county, S. D.

J. T. Cheney and F. A. Grosenbaugh, of Fort Dodge, Iowa and C. D. Parsons, of Vincent, also J. T. Johnson, of Eagle Grove, are the incorporators of a state bank, which will soon be established for business at Vincent, Iowa, under the name of the Vincent Farmers Bank. The capital stock of the institution will be \$15,000. C. D. Parsons is president, J. T. Johnson, vice-president and Thomas P. Swasand, cashier. The new bank is the successor of the Farmers Security Bank, a private institution.

The new electric sign in the front window of the Farmers National Bank, Aurelia, Iowa, is attracting considerable attention. The sign is equipped with a series of letters so that any wording desired may be used, and the light flashing intermittently has an added tendency to attract attention, more so on account of the combination of colors. Upwards of 200 changes can be made in the wording of the sign.

Ruth Martinson has resigned her position as book-keeper at the First National Bank, Ellsworth, Iowa.

The Wapello State Savings, Bank, Wapello, Iowa, let the contract to H. O. Pease for the repairing of their

building. The repairs will cost in the neighborhood of \$4,500.

The First National Bank of Waterville, Iowa, will erect a new bank building 24x40 feet, two stories high in the near future.

The First National Bank, Pocahontas, Iowa, recently installed the latest in the way of safety deposit boxes.

Robert Brogmus, who has been cashier of a bank at Sumner, Iowa, for sometime has gone to Alta, Iowa, and become cashier of the State Bank of Alta.

## Peoples Savings Bank DES MOINES, IOWA

ESTABLISHED 1890

CAPITAL (Paid in) \$50,000.00  
 CAPITAL (Earned) 50,000.00 \$ 100,000.00  
 SURPLUS and PROFITS (Earned) 160,000.00  
 DEPOSITS . . . over 2,700,000.00

C. H. MARTIN, President  
 FRANK P. FLYNN Vice-President  
 E. A. SLININGER Cashier  
 GEO. V. HARRITT Ass't Cashier  
 CARL W. MESMER Ass't Cashier

**Accounts of Banks and Bankers Solicited**

# Davenport Savings Bank

DAVENPORT, IOWA

**OFFICERS**

JOHN F. DOW, President  
 AUG. E. STEFFEN, Vice-President  
 OTTO HILL, Cashier  
 S. BLACKMAN, Ass't Cashier

Capital	\$ 300,000.00
Undivided Profits	420,000.00
Deposits	4,200,000.00

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

**DIRECTORS**

J. H. RUHL M. D. PETERSEN A. E. STEFFEN THEO. KRABbenhOEFT J. F. DOW  
 W. H. GEHRMANN W. H. WILSON OTTO HILL JNO. W. GILCHRIST

<p><b>OFFICERS</b></p> <p>CHAS. SHULER, President</p> <p>W. H. GEHRMANN, Vice-President</p> <p>P. T. WALSH, Vice-President</p> <p>FRANK B. YETTER Cashier</p> <p>LOUIS G. BEIN, Assistant Cashier</p>		<p>Capital Stock    \$150,000.00</p> <p>Surplus            150,000.00</p> <p>Undivided Profits 100,000.00</p>
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**We invite the business of banks, bankers and merchants desiring prompt, efficient and satisfactory service.**

## I O W A

An electric light plant has been installed in the basement of the Citizens Savings Bank, Casey, Iowa.

It is planned to open the new institution at Traer, Iowa, known as the Farmers Savings Bank about June 1st. The remodeling of the building purchased will begin soon.

A new bank known as the Farmers Savings Bank of Atkins, Iowa, will open for business soon.



**MADE TO ORDER**  
**\$25, \$30, \$35 and up**

**M**ELLOW Spring days will be here before you know it.

For months we've been anticipating the time when you'd be wanting smart new Spring garments.

On our tables you will find an array of all the creations for this season's wearing.

You'll find them modestly priced—consistent with satisfactory tailoring.

*We'd like to have you look over that \$25 line. It's the best yet.*

**NICOLL The Tailor**  
**• W<sup>th</sup> Jerrems' Sons •**  
**22 Years at 502 Walnut**  
**DES MOINES, IOWA**

The board of directors of the Security Trust & Savings Bank, Charles City, Iowa, met recently and elected Grover Cleveland Blunt assistant cashier and appointed E. L. Wallaser teller of the bank.

A. F. Dean has purchased the J. F. Hutchinson interest in the Savings Bank at Rockwell City, Iowa, and has become president of the institution.

Dr. M. Brink, of Boyden, and his son C. W. Brink, of Matlock, recently became the owners of the Bank of Granville, Iowa, owned and operated by H. Ricker. C. W. Brink will be in charge of the bank. He has had eighteen years' experience at Boyden and Matlock and is known as a successful conservative banker.

Glenwood, Iowa, will probably have a new bank in the near future.

The new Leon Savings Bank, Leon, Iowa, opened up for business recently.

John Ledgerwood, for many years a prominent citizen of Leon, Iowa, who for the past year has been cashier of the Osceola National Bank, at Osceola, Iowa, disposed of his stock in the bank to Roy A. Downs, of Cedaredge, Colo., and Mr. Ledgerwood will retire from the bank.

Lawrence Spencer has resigned his position as teller in the First National Bank, Mapleton, Iowa, and has sold his interests to Peter Lamp.

The county board of supervisors recently passed a resolution calculated to save Woodbury county about \$7,000 this year by ordering County Treasurer C. N. Martin to inform the four local banks named as county depositories that 3 per cent instead of 2 per cent must be paid on 90 per cent of the daily balance on the county funds.

Alphons Schmitz has severed his connection as assistant cashier of the German Savings Bank, Odebolt, Iowa.

Philo C. Kenyon, formerly of Des Moines, Iowa, has been elected as a director of the Home Savings Bank, Los Angeles, Cal.

The Security Savings Bank of Ireton, Iowa, has opened its doors for business.

The First National Bank of Malvern, Iowa, is now forty years old.

At the annual stockholders meeting of the First State Bank, Holstein, Iowa, the same officers were re-elected.

# The Commercial National Bank

WATERLOO, IOWA

**Capital and Surplus, \$500,000**

**OFFICERS**

**W. W. MILLER, President**  
**F. C. PLATT, Vice-President**

**E. W. MILLER, Vice-President**  
**GEO. E. LICHTY, Vice-President**

**H. C. SCHULTZ, Cashier**  
**H. W. WENTE, Ass't Cashier**

recently suffered a slight stroke of apoplexy, but is rallying well from the effects.

Hon. B. Rex Vale, president of the Farmers & Traders State Bank, Bonaparte, Iowa, died recently.

Fred Frebel, of Cotau, N. D., has accepted a position in the First National Bank, Buffalo Center, Iowa.

One of the biggest meetings in the history of the Iowa Bankers Association is looked forward to when the organization gathers in Davenport, Iowa, next June. About 1,500 are expected, according to figures offered by the local committee.

F. B. Davis, was recently appointed director of the Farmers Savings Bank, Manson, Iowa, to fill the vacancy caused by the death of B. E. Sebern.

On April 1st, the new Adams building for the First National Bank, Odebolt, Iowa, was started.

Griffith Wodtke has resigned his position at the Security Trust & Savings Bank, Charles City, Iowa.

The Farmers State Bank of Alton, Iowa, will erect a new building this summer.

M. E. Toothacre has been secured for assistant cashier of the Fairfield National Bank, Fairfield, Iowa.

A new bank known as the Morse Savings Bank, Morse, Iowa, has been organized with a capital of \$10,000. The directors for the bank are: Emil Benesh, Oscar Casey, Leo Casey and Clarence Casey.

The Merchants National Bank of Cedar Rapids, Iowa, has been approved as a reserve agent for the First National Bank of Galva, Iowa.

A new electric sign has been placed in the window of the Farmers State Bank, Paullina, Iowa.

The First National Bank, Webster City, Iowa, just recently added a Burroughs Adding Machine, to their equipment.

A new Farmers State Bank has been organized at Garnavillo, Iowa. The officers are: J. W. Hudek, president; A. H. Stickford, vice-president, and H. H. Kuhlman, cashier.

Eddie Freerks, of George, Iowa, has accepted a position as bookkeeper in the German-American State Bank, at Balfour, N. D.

The Randall Bank, of Randall, Iowa, has been incorporated as a State Savings Bank.

The Drovers National Bank, Chicago, has been approved as reserve agent for the First National Bank, Dexter, Iowa.

Geo. Lorimer has accepted a position at the Gruver Savings Bank, Gruver, Iowa. Ernest Dowden, who has been assistant cashier resigned his position and accepted a position with the First National Bank.

**C. H. EIGHMEY, President**    **B. F. BLOCKLINGER, Cashier**  
**C. J. COLLIER, Vice-President**    **H. A. KOESTER, Ass't Cashier**

**Capital, - - - \$200,000**  
**Surplus & Profits, \$161,000**

**First National Bank**  
**DUBUQUE, IOWA**

Accounts of Bankers Solicited.

Write Us for Terms

**SECURITY**

**NATIONAL BANK**

**SIOUX CITY, IOWA**

**Capital and Surplus \$500,000**

**W. P. MANLEY, President**    **T. A. BLACK Vice-President**  
**C. W. BRITTON, Cashier**    **C. G. CUMMINS, Ass't Cashier**

# IOWA NATIONAL BANK

FLEMING BUILDING, DES MOINES, IOWA

## STATEMENT MARCH 4, 1915

LIABILITIES.	
Capital stock .....	\$ 1,000,000.00
Surplus and profits .....	503,597.12
Circulation .....	219,500.00
Dividends unpaid .....	26,290.00
Deposits .....	10,951,851.91
	\$12,701,239.03
RESOURCES.	
Loans .....	\$ 6,570,240.17
United States bonds .....	300,000.00
Fixtures .....	5,000.00
Overdrafts .....	3,615.17
Cash and exchange .....	5,822,383.69
	\$12,701,239.03

**Largest National Bank  
in Iowa. Makes a special-  
ty of farm loans for its  
correspondents. Write  
for rates. Best service.**

### Officers

**HOMER A. MILLER, Pres.**  
**R. L. CHASE, JR., Asst. Cashier**

**H. S. BUTLER, Vice-Pres.**  
**C. H. STEPHENSON, Asst. Cashier**

**H. T. BLACKBURN, Cashier**  
**JAMES F. HART, Asst. Cashier**

## IOWA

The Live Stock National Bank, Sioux City, Iowa, has been approved as reserve agent for the First National Bank, Mapleton, Iowa.

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

Mr. L. E. Fowler, formerly cashier of the Peoples State Savings Bank, Baxter, Iowa, has resigned his position and disposed of all his interest in the bank. The stock that was sold was taken up by the remaining stockholders and W. F. Siemers, who has been the bookkeeper was elected as cashier, for the present.

The Atkins Savings Bank, Atkins, Iowa, has increased its capital stock from \$30,000 to \$40,000. The following are the officers of the bank: President, George Rinderknecht; vice-president, N. G. Armstrong; cashier, W. A. Fawcett. It is a strong financial institution.



**T**WO HUNDRED BANKS in thirty-four States are using my advertising plans, methods and materials. Each client is assured my personal attention. References in your territory furnished on request. Full information with outline of work and complete cost estimate sent to any bank interested in making its advertising produce definite results.

**H. B. CRADDICK**  
*Financial Advertising*

1003-1006 First Nat'l Bank Bldg., Minneapolis, Minn.

The stock for the Denmark Bank, Denmark, Iowa, has all been taken and the bank is assured.

The First National Bank of Dayton, Iowa, will erect a new bank building in the very near future. The bank has always been a prosperous one. It was started in 1881, and organized into a national bank in 1900. The present cashier, E. E. Cling, became connected with the bank as a bookkeeper just before it was organized into a national bank fifteen years ago and has been associated with its growth during the busy years that have followed.

J. A. Heng, a well-known Spencer, Iowa, young man, is to be cashier of the new bank at Royal, which is being financed by local capitalists.

A group of Cedar Rapids and Central City, Iowa, bankers and business men have organized the Farmers Savings Bank of Vanclve, Iowa, with a capital of \$10,000.

E. S. Kierman, of Osmond, Neb., has accepted a permanent position as bookkeeper at the First National Bank of Cherokee, Iowa, made vacant by the resignation of Ray Howell.

### HOW SHE PROVED HER IDENTIFICATION.

"But I don't know you, madam," protested the paying teller to a woman who had presented a check. The woman, instead of replying haughtily, "I do

## C. A. Mast,

### Public Accountant and Auditor

*Banks and Corporations Audited*

REFERENCES:  
BANKS IN DAVENPORT

**Davenport, Iowa.**

# 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 - - - 500,000.00  
 Undivided Profits - 338,000.00  
 Deposits Over - 11,000,000.00

## Commercial Accounts

### OFFICERS

CHAS. N. VOSS, Pres.  
 H. O. SEIFFERT, Vice-Pres.  
 ED. KAUFMANN, Cashier

## Savings Deposits

### OFFICERS

F. C. KROEGER, Ass't Cashier  
 OTTO RIECHE, Ass't Cashier

not wish your acquaintance, sir," merely gave him a glassy smile and said:

"Oh, yes, you do, I don't need anyone to identify me. I'm the 'red-headed hen' next door to you whose 'imps of boys' are always running across your garden. When you started for town this morning, your wife said: 'Now, Henry, if you want a dinner fit to eat this evening, you'll have to leave me a little money. I can't keep this house on Christian Science. You have to go in the back way when the porch has been scrubbed—'"

"Here is your money," interrupted the teller faintly. He gazed timidly after her until she vanished from view, then noticed that he had put his indelible pencil in his mouth.

## STATEMENT OF THE BURR OAK SAVINGS BANK, IOWA.

At the close of business March 31, 1915, the Burr Oak Savings Bank, Iowa, had: capital, \$10,000; deposits, \$80,837; undivided profits, \$1,345.82. Their resources are: bills receivable, \$69,840; overdraft, \$1,630; real estate, \$2,152.27; personal property, \$1,854.10; cash and exchange, \$16,706.87.

The officers are: W. H. Emmons, president; Wm. Hilleman, vice-president; E. Kippe, cashier.

"The fact that we continue to take The Northwestern Banker from year to year, is the best proof that we find it a splendid banking journal."—A. N. Mathers, president Gering National Bank, Gering, Neb.

# The Cedar Rapids National Bank

Cedar Rapids, Iowa

United States Depository

## Statement of Condition, Close of Business, March 4, 1915 Comptroller's Call

RESOURCES.		LIABILITIES.	
Loans and discounts.....	\$5,262,858.17	Capital .....	\$ 300,000.00
Overdrafts .....	1,804.86	Surplus .....	100,000.00
United States 3% and 4% bonds, at par.....	320,000.00	Undivided profits, net.....	52,033.71
Other bonds .....	472,761.56	Circulating notes .....	300,000.00
Stock Federal Reserve Bank.....	8,000.00	Deposits .....	8,335,577.26
Real estate (bank building).....	160,000.00		
Cash and due from banks.....	2,862,186.38		
	<u>\$9,087,610.97</u>		<u>\$9,087,610.97</u>

The Cedar Rapids National Bank, located in the grain and live stock center of Iowa, offers to banks, bankers, corporations and individuals the services of a thoroughly equipped institution.

### ESTABLISHED

As a Private Bank 1877

As a National Bank 1887

38 YEARS

Of Continuous, Conservative and Successful Banking

### OFFICERS

RALPH VAN VECHTEN, President  
 GEO. B. DOUGLAS, Vice-President  
 ED H. SMITH, Vice-President  
 GLENN M. AVERILL, Vice-President

KENT C. FERMAN, Cashier  
 HOMER PITNER, Asst. Cashier  
 MARTIN NEWCOMER, Asst. Cashier  
 ANNA R. SMOUSE, Auditor

CHAS. C. KUNING, Chief Clerk

RESERVE AGENT FOR NATIONAL BANKS

# The Packers National Bank

Union Stock Yards

Capital \$200,000.00 **South Omaha** Established 1891

**Proceeds of Live Stock Shipments  
Collected and Remitted**

JOHN F. COAD, President      H. C. NICHOLSON, Cashier  
WM. J. COAD, Vice-President      CHAS. SCHAAB, Asst. Cashier

## NEBRASKA

The new building of the Bank of Taylor, Neb., opened its doors for business recently. It is indeed a fine building, both inside and out.

The Citizens State Bank, University Place, Neb., has put in another large section of safety deposit boxes.

Claude Lamoreaux has resigned his position in the First National Bank, Valentine, Neb.

Hundreds of persons called at the German-American

### EDITION FOR THE "MILLION" THE REAL ESTATE EDUCATOR



Containing inside information not generally known, "Don'ts" in Real Estate. "Pointers," *Specific Legal Forms, for Sale, Exchange, Building and Suretyship Contracts, Bonds, Mortgages, Powers of Attorney, Leases, Landlord's Agreements, Notice to Quit, Deeds, Chattel Mortgage, etc.* It gives in the most condensed form, the essential knowledge of the Real Estate Business. WORKMEN'S COMPENSATION ACT, INCOME TAX LAW, EMPLOYER'S LIABILITY ACT, STATUTE OF FRAUDS, HOW TO SELL REAL ESTATE, HOW TO BECOME A NOTARY PUBLIC, OR COMMISSIONER OF DEEDS, AND OTHER USEFUL INFORMATION. This book is an inspiration to the indifferent and a stimulus to the ambitious. Apart from the agent, operator or contractor, there is much to be found in its contents that will prove of great value to all who wish to be posted on Valuation, Contracts, Mortgages, Leases, Evictions, etc. The cost might be saved five hundred times over in one transaction. 256 pages, cloth, \$1.00 postpaid.

**AN EDUCATOR THAT EDUCATES**

Address  
**THE NORTHWESTERN BANKER**  
DES MOINES, IOWA

Bank, York, Neb., which opened for business in its new building recently. It is the finest building in the city and would be a credit to any city in Nebraska, of any size.

A new bank will be erected in the near future for the Farmers State Bank, Loomis, Neb.

Joseph Pigman has disposed of his banking interest in the McGrew Bank, McGrew, Neb. The purchaser is Wm. Lefferdink, a young man who comes from Carlton, Neb.

A savings department is to be established by the German-American Bank of York, Neb., in its new location.

C. E. Staley has sold his interests in the Citizens State Bank at University Place, Neb. to E. M. Bair.

Charles E. Ford, president of the First National Bank of Alliance, Neb., has purchased the controlling interest in the Kendelwood Trust & Savings Bank of Chicago, and will become the president of that institution. Eugene Ford, his son, will become assistant cashier of the Chicago institution.

The annual meeting of the stockholders of the Duncan State Bank, Duncan, Neb., was held recently. The stockholders voted to pass \$1,000 to the surplus. The institution did a good business last year, and Cashier A. J. Lindley is to be congratulated on the success of his management.

The new Farmers State Bank, Louisville, Neb., opened its doors for business April 1st. H. L. Arends is president; John Group, vice-president; C. E. Wood, cashier. A new building will be erected for the bank, in the very near future.

E. E. Jackman, who has been cashier in the Commercial Bank of Grant, Neb., for the past seven years, will sever his connection with that institution, in the near future.

William Sothmann has secured the contract for the erection of the First National Bank building at Chappel.

A. M. Strunk, of Beatrice, has been appointed cashier of the Humboldt National Bank, Humboldt, Neb.

Basil Atkisson has accepted the position of bookkeeper at the Exchange Bank, Gibbon, Neb.

Cecil Wilson has accepted a position in the Bank of Bromfield, Giltner, Neb.

Lewis J. Barron has accepted a position in the State Bank of Minatare, Neb.

Thomas J. Brownfield, of the First National Bank, Cozad, Neb., was married recently to Miss Leila Kinnan.

Emil Winter has accepted the cashiership of the Battle Creek Valley Bank, Battle Creek, Neb.

John Stewart, president of the First National Bank, Gering, Neb., and also of a National Bank at Aurora, Ill., died recently. He was ninety years old.

Installation of the lighting fixtures in the new United States National Bank, Omaha, Neb., has been completed. This is said to be one of the largest single installations ever made in the state, with the use of indirect or reflected system of lighting.

C. A. Dunham has been engaged as assistant cashier of the Live Stock National Bank of South Omaha, Neb.

Zack Hornberger, who has been employed for the past sixteen months in the Madison National Bank, Madison, Neb., has resigned to accept a position with the United States National Bank of Omaha, Neb.



# The Omaha National Bank

## Omaha, Nebraska

Established in 1866

**Capital \$1,000,000.00**

**Surplus and Profits \$800,000.00**

**Iowa Bank Accounts Invited**

### OFFICERS

<b>J. H. MILLARD, President</b>	<b>WM. WALLACE, Vice-President</b>	<b>W. H. BUCHOLZ, Vice-President</b>
<b>WARD M. BURGESS, Vice-President</b>	<b>J. DeF. RICHARDS, Cashier</b>	
<b>FRANK BOYD, Assistant Cashier</b>	<b>B. A. WILCOX, Assistant Cashier</b>	<b>EZRA MILLARD, Assistant Cashier</b>

The Live Stock Exchange National Bank, Chicago, Ill., has been approved as reserve agent for the Live Stock Bank, South Omaha.

J. N. Wyatt, of Harrisburg, Neb., recently purchased the controlling interest in the State Bank of Elkhorn, Neb.

L. E. Southwick, of Friend, Neb., recently purchased the interests of G. N. Pringle and wife in the Bank of Benkelman, Neb. The following officers were elected for the coming year: L. E. Southwick, president; J. A. McDonald, vice-president; J. G. Riley, cashier and J. W. Murphy, assistant cashier. Thos. H. Ashton was added to the list of directors. The addition of Mr. Southwick to this business and the retaining of the old stockholders of the county makes the Bank of Benkelman one of the best equipped and strongest financial institutions in the state.

Fred A. Wright, who was formerly connected with the Union State Bank of Beatrice, Neb., and later engaged in the banking business at Spring Ranch, Neb., has purchased the controlling interest in the Bank of Cortland, of Frank A. Burling, for twenty years cashier of the institution. Mr. Wright has assumed the position of cashier of the bank and Frank Miltenberger is assistant cashier.

C. H. Hall, formerly president of the Farmers & Merchants Bank, Benson, Neb., died recently.

Herbert McCullough has relinquished the position of assistant at the Farmers State Bank, Central City, Neb.

The Farmers State Bank, Craig, Neb., will erect a new building, in the very near future.

W. S. Ashby, president of the Franklin County Bank of Hildreth, Neb., has sold his interest in that bank.

The Farmers Bank of Kearney, Neb., celebrated its twenty-fifth anniversary recently.

The Enola State Bank, has been incorporated at Enola, Neb., and the following officers will have charge of the institution. W. R. Martin, president; H. A. Varner, vice-president, and L. T. Berucha, cashier. Contracts have been let for the erection of a building and the bank expects to be ready for business by July 1st.

### YELLOWSTONE PARK AN IDEAL PLACE.

(Continued from page 37.)

Canyon of the Gardiner, with its beautiful, secluded

fall. In the irregular gap between the two mountains a distant view of the mountain ridge lying between the Grand Canyon and Mammoth Hot Springs is unfolded. Terrace Mountain ridge with the painted terraces forms the western boundary of the basin, while to the north and northeast a glorious view of ragged and high, timbered peaks across the Yellowstone River and beyond Gardiner, affords a noble picture always refreshing and invigorating.

Beyond Golden Gate, across Swan Lake Valley, the Gallatin range, the highest in Montana, projects some of its finest peaks skyward. Electric Peak and Sepulcher Mountain, first seen from near Gardiner and lying to the north of Mammoth Hot Springs, are the two most conspicuous and picturesque peaks. Mt. Holmes and the Quadrant peaks are others. The tourist who remains at "the Springs" a few days will enjoy a horseback ride and exploration among the foothills of the Gallatin range, even though his ambition may not extend to mountain climbing.

The mountain scenery of the park is seen to great advantage at Yellowstone Lake. On the eastern shore, diagonally across the water from the hotel, Mts. Doane, Langford and Stevenson, of the Absaroka range, almost wholly bare and denuded of verdure, rise high over all as if conscious that they were specially formed to perpetuate the deeds and memories of the three original and noted park explorers for whom they were named. They would attract attention anywhere and easily dominate the immediate landscape. As it sweeps both to the north and south the Absaroka range become a disjointed, broken, irregular one of measurably high altitude, and of continuous and fascinating interest to the ordinary sightseer. That it is a formidable one too and taxes the endurance and energies of the mountaineer, is amply evidenced by the reports and chronicles of the early day explorers. It is, in its depths, a wild, tangled canyoned range, the home of bears and other wild game.

On the southwestern shore, Flat Mountain, Red Mountain and Mt. Sheridan, dim, distant and dark with the heavy forestry of the region, make a fine foil for the opposing Absarokas and break in upon the skyline, or horizon, in a manner to soften and beautify the landscape. The imagination can easily picture the charming effect of the gleaming inland sea found here set down in the bosom of the grim, stalwart mountains like a shining jewel.

(To be continued in June issue.)

# 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	-	-	-	\$500,000
Undivided Profits	-	-	-	\$193,351.03
Deposits	-	-	-	\$7,163,320.09

## MINNESOTA

Louis L. Larson has sold his interest in the Security State Bank of Borup, Minn., to Messrs. Foskett, Northrop and Kittleson. The annual meeting of the First National was held recently and the following officers were elected: President, L. D. Foskett; vice-president, J. A. Northrop, and cashier, Gilbertson Kittleson. The latter until recently was connected with the First State Bank of Ada, Minn.

The Anoka National Bank, Anoka, Minn., is being re-modeled. The bank expects to move into their new quarters very soon.

The First National Bank, Blooming Prairie, Minn., expect to erect a \$20,000 brick building this summer. A. C. Thomas, of St. Paul, has taken the contract.

W. J. Regan, state bank examiner, has been appointed examiner for the St. Paul and Minneapolis Clearing House Association.

Work has begun on the new Vertin-German Bank building, Little Falls, Minn., to be erected on Broadway.

C. R. Welsh, of Minneapolis, has been appointed a state bank examiner, to succeed W. J. Regan, of St. Paul, who was elected Twin City Bank examiner recently.

At a meeting of the board of directors of the First National Bank, Canby, Minn., C. C. Nordmeyer, the popular assistant cashier of the Bank of Canby, was elected cashier of the First National, succeeding B. C. Schram, who was elected to the vice-presidency of the bank.

The Farmers State Bank, at Green Valley, Minn., was opened for business recently. The new bank has a capital stock and surplus of \$12,000. Its officers are: H. J. Tillemans, president; A. J. Kile, vice-president; C. E. Erickson, cashier.

The Scandinavian-American Bank, Minneapolis, leased the ground floor of the Security Bank building, formerly occupied by the Security National and will be located in the new quarters by June 1st.

The First National Bank, Thief River Falls, Minn., has increased its capital stock from \$25,000 to \$50,000.

Charles J. Grogan, age twenty-six, paying teller of the Northern National Bank, Duluth, shot himself to death

in the washroom under the bank recently. J. W. Lyder, cashier states his books are accurate and they are at a loss to find a motive for Mr. Grogan's suicide.

Guy Smith, assistant cashier of the First National Bank of Cloquet, Minn., has resigned and will go to Carlton to become cashier of the First National there succeeding John F. Hynes. This makes necessary some changes in the personnel of the local bank. Wm. Knuttila will become assistant cashier and J. C. Grim, of Lambert, Minn., will take Mr. Knuttila's former position as book-keeper.

S. A. Coss, who has held the position of cashier of the Farmers National Bank, Luverne, Minn., has been elected vice-president and A. A. Anderson, formerly cashier of the First National Bank of Hills, has been elected cashier of the Farmers National.

During the past year, the deposits of the state banks of Minnesota increased more than \$11,000,000. That means something.

The Merchants National, First National and Capital National Banks, St. Paul, recently paid out dividends aggregating more than \$147,000. The banks pay on a quarterly basis while other institutions pay semi-annually.

The new bank at Jordan, Minn., opened up for business recently.

Adolph G. Sam, assistant examiner of the St. Paul and Minneapolis Clearing House Associations, has been named cashier of the Stockyards National Bank, at South St. Paul.

The new Citizens State Bank building, of Thief River Falls, Minn., is completed at a cost of about \$80,000. This building is made of reinforced concrete and the first floor will be occupied by the bank.

The Scandinavian-American Bank, Minneapolis, Minn., has been approved as reserve agent for the First National Bank, Waseca, Minn.

W. A. Miller, president National Bank of Commerce, St. Paul, recently celebrated his forty-fourth anniversary as a banker. He started in the business at fourteen years of age as messenger boy at the First National Bank. In point of service Mr. Miller is the oldest banker in St. Paul and probably in Minnesota. Deposits at this bank recently passed the \$2,000,000 mark.

The First National Bank, Minneapolis, Minn., has

## MINNEAPOLIS

### First and Security National Bank

**T**HIS bank maintains a thoroughly organized department under the active supervision of the officers, for the handling of bank accounts. Your account is appreciated and we assure you that all business entrusted to us will receive prompt, accurate and intelligent service.

### First and Security National Bank

## MINNEAPOLIS

Resources \$60,000,000.00

been approved as reserve agent for the first National Bank, Eyota, Minn.

#### MINNEHAHA COUNTY BANK, VALLEY SPRINGS, S. D., BECOMES A STATE BANK.

The Minnehaha County Bank of Valley Springs, S. D., has changed to a state bank, but will retain the same name. L. S. Hetlund, who organized the bank in 1898, still remains as president of the institution. The other officers are: E. J. Hetlund, cashier; C. O. Johnson, assistant cashier.

Mr. Hetlund started with practically no capital aside from his reputation and character and has built up a bank with a capital and surplus of almost \$25,000, with deposits of \$175,000, until now this institution

stands among the foremost of the banks of this county. While the bank was operated for eighteen years as a private bank, it has had an eventful career and has enjoyed a steady and constant growth.

#### STATEMENT OF THE FARMERS SAVINGS BANK, TABOR, S. D.

The last statement issued by the Farmers Savings Bank of Tabor, S. D., shows them to have a capital stock of \$10,000, deposits \$36,847.54, cash and due from banks, \$9,340.26. The deposits increased \$6,000 in one month. The officers are: Wm. Ontjes, president; A. J. Abbott, vice-president; R. A. Goodwin, cashier; Robert Vauk, assistant cashier.

# The Great Musical Instrument

The Edison makes its strongest appeal to those who already appreciate fine music and want to become still more familiar with the very best work of the greatest artists and composers.

## Don't Buy 'Til You Hear It

Whatever your likes or dislikes may be in music, the Edison Diamond Disc will please you, and whether or not you contemplate purchasing we want you to hear it.

## Harger & Blish

811 Walnut St.  
Des Moines, Iowa



## SOUTH DAKOTA

A new Burroughs adding machine has been installed by the First National Bank, Salem, S. D.

The First National Bank will succeed the Farmers State Bank at Lake Norden, S. D. The new bank will have a capital of \$25,000.

The banks of Winfred, S. D., have aggregate deposits of about \$150,000.

Fritz Knodt, who has been the able assistant cashier in the Farmers Bank, Humboldt, S. D., for a period of four years, has resigned his position.

W. A. Mackay, of the banking house of Mackay Bros., Madison, S. D., has sold his interest in the bank to C. E. Olstad and C. A. Stensland. D. F. Mackay still retains his interest in the bank.

H. J. Schipke has again taken his position with the First State Bank of Roscoe, S. D.

The First National Bank, Mitchell, S. D., has made announcement that it will again offer this year a prize of \$100 in gold for the best corn raised by any lad in Hanson or Davison county.

Andrew J. Behrman has been elected cashier of the First National Bank of Lemmon, S. D. Mr. Behrman started with the bank as bookkeeper in 1909 and three years later was elected assistant cashier.

The new Faulk County Bank, Faulkton, S. D., has opened its doors for business.

Wayne W. Woodard resigned his position as cashier of the Security Savings Bank, Rapid City, S. D., and C. N. Laws succeeds him.

Howard Hansen has accepted a position in the Whitbeck & Smith Bank, Oacoma, S. D.

The new State Bank of Grenville, S. D., was opened recently with H. H. Fromelt, formerly cashier of the First State Savings Bank of Ortley in charge as cashier.

Statements just recently made by the two local banks show the people of Wessington, S. D., and vicinity have on deposit an aggregate of \$233,967.57.

Homer Leavitt has accepted the position as assistant cashier at the First International Bank, Sisseton, S. D.

Continental & Commercial National Bank, Chicago; Northwestern National Bank, Minneapolis, have been approved as reserve agents for the First National Bank, Lake Norden, S. D.

## NORTH DAKOTA

The Farmers State Bank of Havelock, N. D., will open for business about May 1st.

Senator J. A. Englund, of Kenmare, N. D., was recently appointed by Governor L. B. Hanna as state bank examiner of the western district of North Dakota.

Edgeley, N. D., is to have another bank in the near future, the incorporators being Michael Walters, W. E. Raveley and the Buseher brothers.

The Dunseith State Bank, Dunseith, N. D., has changed cashiership. P. M. Conoboy has taken Wolford Johnson's place, the latter having resigned.

William Briest, who has been assistant cashier of the First National Bank of Fessenden, N. D., has resigned his position and will go to Montana.

A new bank has been organized at Beulah, N. D., known as the German State Bank of Beulah and will have a capital stock of \$10,000. The incorporators are P. S. Chaffee, John Young, and J. G. Cowan.

A new bank has been organized at Zap, N. D., known as the First State Bank of Zap, and its incorporators are P. S. Chaffee, J. L. Bell and John Young.

The entire capital stock of the Lincoln Valley State Bank, Anamoose, N. D., was sold recently to B. S. Kinchi and W. R. Rogers of Carrington and their associates. The stock of the bank was owned by A. M. Hauser, A. J. Hoffer, J. J. Schmidt and Wm. Graybiel.

H. N. Dyste has accepted a position as cashier of the Stirum State Bank, Stirum, N. D.

Gordon Cox has accepted a position in the First National Bank of Fargo, N. D.

H. H. Kemper, former president of the Citizens Bank of Minot, N. D., for the second time has been completely exonerated of the charge of appropriating funds of that institution.

A new Farmers State Bank has been organized at Carson, N. D., and also at Odessa, N. D. The charters for the new concerns bear the names of Jos. P. Hess, L. A. Tavis and T. E. Hayward as incorporators.

Thos. F. Powers was awarded the contract to construct the new bank building to be erected at Wahpeton by the National Bank of Wahpeton.

John Engbretson, of Lignite, has purchased stock in the bank at Voltaire, N. D., and at a meeting held recently was elected vice-president of the institution.

Casper Denning, who has been employed in the Farmers and Merchants Bank, Hankinson, N. D., has gone to Rutland to accept a position with the Rutland State Bank.

The First National Bank of Sentinel Butte, N. D., is in operation. A charter was received from the government granting permission to change from a state bank.

The Scandinavian-American National Bank, Minneapolis, Minn., has been approved as reserve agent for the First National Bank, Dickinson, N. D.

The Live Stock Exchange National Bank, Chicago, Ill., has been approved as reserve agent for the First National Bank, Eyota, Minn.

### LETTERS THAT BROUGHT 300 ACCOUNTS.

(Continued from page 9.)

which people have received through the organization of this bank amounts to a great many dollars in actual money. Still we are doing business on a basis which brings us a fair profit.

In looking over our books, I find that we have not had the pleasure of taking care of any of your business for you. If you have been in the habit of doing your

business with another bank, we are not going to ask you to quit this bank and do business with our bank, but we would like, very much, to have you give us a part of your business. We are going to be satisfied with our share of the banking business of this community, and you must agree with us that this is no more than fair.

Why not start an account with us now? We want you on our list of "Satisfied Customers." You are sure to get the best of service at our bank and will not be charged for small favors as you have been heretofore. We are glad to help our customers in any way possible.

When you wish to borrow money—we have it to loan at 8% interest. When you wish to deposit money—we will pay you 4% interest. If your money is loaned to your neighbor you cannot always get it when you want to, but you can get your money at any time if it is deposited in our bank.

If you have some spare money—deposit it in our bank and draw checks against it. It cannot burn up here, neither can anyone steal it.

Come in and see us when you are in town and we will be very glad to talk the matter over with you. We can take checks on any bank without extra charge, or trouble to you. When you make your next deposit, come to the "FARMERS BANK."

Yours for good service,  
R. A. Goodwin,  
Cashier.

**Letter No. 5, August 1, 1914.**  
(To customers.)

Dear Sir: You have received several letters from this bank since we organized nearly a year ago, and we trust that you have noted with interest our steady growth, by reading the statements which have been sent you from time to time.

We are very grateful to you for your confidence in this institution and for the business which you have entrusted to our care. We are endeavoring to give our customers the very best service possible, and at the most reasonable rates possible without going beyond the "Fair Profit" line.

If you should become dissatisfied in some way at any time, or should be unable to understand some of our methods, come to us with your troubles and we will gladly adjust them for you. We do everything in our power to give our customers fair treatment in every way, and if they are not satisfied, there must be some misunderstanding.

It is our desire that this bank shall continue to be a benefit to every one in the community, and all we ask in return is our share of the banking business of

Tabor and vicinity. Isn't this a fair proposition?

Again thanking you for past favors, and asking you to come to our bank whenever you have any kind of business to transact, or whenever we can be of service to you, I am

Yours for good service,  
R. A. Goodwin,  
Cashier.

**Letter No. 6, December 22, 1914.**

Dear Sir: It being near unto Christmastide, I want to pause right here and stepping aside from the everyday rush which absorbs so much of our time and energy, convey to you my very best wishes for a Merry Christmas and a Happy and Prosperous New Year.

The old year "1914" has been an exceptionally successful one for our institution; we have made a fair profit, and have saved our customers a great many dollars by reducing the excessive rates and charges which prevailed at Tabor previous to the organization of our bank. We have made a larger growth than any of the banks in the state which were organized in 1913. For this we are thankful to the people of this community.

Has the FARMERS SAVINGS BANK been a help to you in any way? If so, "resolve" that you will return the favor by giving us at least a part of your business for the coming year.

We have purchased a beautiful art calendar for 1915, and trust that you will call at the bank and get one before Jan. 1st.

Again wishing you a Merry Christmas and a Happy New Year, and trusting that we will have the pleasure of seeing you in our bank many times during the year "1915," I am

Yours for the best of service,  
R. A. Goodwin,  
Cashier.

The trouble with many letters is that they are not alive with the human interest talk that grips the prospect's attention. The letters you have just read were successful because the interests of the customer are placed first and that of the bank second.

**STATEMENT OF THE OWNERSHIP, MANAGEMENT,**  
Required by the Act of August 24, 1912, of The Northwestern Banker, published monthly at Des Moines, Iowa, for April 1, 1915. The duties of Editor, Managing Editor, Business Manager and Publisher, are in charge of Clifford De Puy, Des Moines, Iowa. Owners, Mrs. Ida C. De Puy, Alice De Puy, and Clifford De Puy, Des Moines, Iowa. Known bondholders, mortgages, and other security holders, holding 1 per cent or more of total amount of bonds, mortgages, or other securities: None. Clifford De Puy, Publisher. Sworn to and subscribed before me this 31st day of March, 1915. Helen Dixon, Notary Public.

# Representative South Dakota Banks

These Banks Have Special Facilities for Handling Collections and any Other Business Entrusted to Them

**SUMMIT—Summit Bank.**

Capital, \$10,000. Surplus, \$2,000. Undivided Profits, \$1,000. Deposits, \$162,000.

O. P. Brustuen, Pres., C. P. Lien, Vice-Pres., C. H. Lien, Cash., G. C. Mogen, Asst. Cash.

**LEMMON—First National Bank.**

Capital, \$25,000. Surplus, \$7,500. Undivided Profits, \$1,000. Deposits, \$250,000.

C. D. Smith, Pres., T. C. Sherman, Vice-Pres., A. J. Behrmann, Asst. Cash.

# Representative Iowa Banks

These banks have special facilities for handling collections and any other business entrusted to them

<p><b>ALGONA—County Savings Bank.</b> Capital, \$50,000. Undivided Profits, \$21,000. Deposits, \$850,000. E. J. Murtagh, Pres., C. B. Hutchins, Vice-Pres., C. B. Murtagh, Cash., W. H. Bailey and W. K. Schoby, Ass't Cash.</p>	<p><b>KLEMME—State Savings Bank.</b> Capital, \$15,000. Surplus, \$15,000. Undivided Profits, \$5,000. Deposits, \$200,000. W. R. Bloom, Pres., D. D. Ross and Wm. Katter, Vice-Pres., P. M. Griese-mer, Cash., F. J. Wenck, Ass't Cash.</p>	<p><b>ROCKFORD—Rockford State Bank.</b> Capital, \$50,000. Surplus, \$10,000. Un- divided Profits, \$85,000. Deposits, \$475,- 000. F. C. Johnson, Pres., Burton Car- rott, Vice-Pres., E. A. Wallace, Cash., A. Jenkinson, Ass't Cash., P. C. Yocum, Ass't Cash.</p>
<p><b>ALGONA—First National Bank.</b> Capital, \$50,000. Surplus and Undi- vided Profits, \$13,400. Deposits, \$525,- 000. Wm. K. Ferguson, Pres., E. V. Swet- ting, Vice-Pres., E. E. Connor, Cash.</p>	<p><b>MARSHALLTOWN—Marshalltown State.</b> Capital, \$100,000. Surplus and Profits, \$100,000. Deposits, \$1,530,000. A. F. Balch, Pres., G. A. Turner, Vice- Pres., C. C. Trine, Cash., R. R. Brad- bury, Ass't Cash., Harry W. Jennings, Auditor.</p>	<p><b>SIOUX CITY—Live Stock National Bk.</b> Located at Sioux City Stock Yards. Capital, \$100,000. Surplus, \$100,000 Geo S. Parker, Pres., F. L. Eaton, Vice-Pres., C. D. Van Dyke, Cash., A. W. Smith, Ass't Cash.</p>
<p><b>ADEL—Adel State Bank.</b> Capital, \$50,000. Undivided Profits, \$20,000. Deposits, \$430,000. S. M. Leach, Pres., Robt. Leach, Cash.</p>	<p><b>MONTICELLO—The Monticello St. Bk.</b> Capital, \$200,000. Surplus and Profits, \$155,000. Deposits, \$1,600,000. H. M. Carpenter, Pres., Wm. Stuhler, Vice-Pres., H. S. Richardson, Cash., F. F. Becker, Ass't Cash.</p>	<p><b>TOLEDO—Toledo Savings Bank.</b> Capital, \$50,000. Surplus, \$25,000. De- posits, \$350,000. W. C. Walters, Pres., C. A. Blossom, Vice-Pres., M. J. Krezek, Cash., R. W. Adair, Ass't Cash.</p>
<p><b>CHEROKEE—First National Bank.</b> Capital, \$50,000. Surplus, \$50,000. Un- divided Profits, \$50,000. Deposits, \$900,- 000. W. A. Sanford, Pres., C. Sullivan, Cash., R. G. Rodman, Ass't Cash.</p>	<p><b>MARENGO—First Nat. Bank &amp; The Iowa Co. L. &amp; Sav. Bank.</b> Combined Capital and Surplus, \$100,- 000. Combined Deposits, \$630,000. Frank Cook, Pres., Thos. Stapleton, Vice-Pres., J. H. Lewis, Vice-Pres., C. C. Clements, Cash., F. W. Goldthwaite, Ass't Cash.</p>	<p><b>WASHINGTON—National Bank.</b> Capital, \$100,000. Surplus, \$100,000. Undivided Profits, \$15,000. Deposits, \$1,050,000. J. A. Young, Pres., Wm. A. Cook, Vice-Pres., W. F. Wilson, Cash., A. W. McCulley, Ass't Cash.</p>
<p><b>ELDORA—First National Bank.</b> Capital, \$50,000. Surplus and Profits, \$60,000. Deposits, \$500,000. W. J. Murray, Pres., W. E. Rathbone, Vice-Pres., A. W. Crossan, Cash., H. C. Marks, Ass't Cash. U. S. Depository.</p>	<p><b>NEVADA—First National Bank.</b> Capital, \$75,000. Surplus, \$50,000. Deposits, \$475,000. J. A. Fitchpatrick, Pres., Fred C. Mc- Call, Vice-Pres., E. A. Fawcett, Cash., G. A. Klove, Ass't Cash.</p>	<p><b>WAUKEE—Waukee Savings Bank.</b> W. G. Harvison, Pres., Robt. Steven- son, Vice-Pres., A. A. Leachy, Cash. Capital, \$10,000. Deposits, \$60,000.</p>
<p><b>GLADBROOK—First National Bank.</b> Capital, \$50,000. Surplus, \$25,000. Un- divided Profits, \$20,000. Deposits, \$375,- 000. Martin Mee, Pres., M. H. Rehder, Vice-Pres., E. W. Brauch, Cash., Frank Kelley, Ass't Cash.</p>	<p><b>NEWTON—Jasper County Savings Bk.</b> Capital, \$100,000. Surplus and Profits, \$50,000. Deposits, \$725,000. J. M. Woodrow, Pres., F. M. Woodrow, Vice-Pres., A. E. Hindorff, Cash.</p>	<p><b>WEBSTER CITY—First National Bank.</b> Capital, \$100,000. Surplus, \$60,000. W. J. Covil, Pres., E. F. King, Vice- Pres., W. C. Pyle, Cash., E. E. Mason, H. O. Cutler, Ass't Cashiers.</p>
<p><b>HARTLEY—German Savings Bank.</b> Capital, \$20,000. Surplus and Undi- vided Profits, \$15,666. Deposits, \$315,- 000. J. T. Conn., Pres., Wm. T. Voss, Vice- Pres., G. E. Knaack, Cash., H. P. Mousel, Ass't Cash.</p>	<p><b>PANORA—Guthrie County Nat'l Bank.</b> Capital, \$50,000. Surplus, \$10,000. Un- divided Profits, \$7,740. Deposits, \$395,- 000. M. M. Reynolds, Pres., H. L. Moore, Vice-Pres., Wade Spurgin, Cash., T. R. Swanson, Ass't Cash.</p>	<p><b>WINTHROP—Winthrop State Bank.</b> Capital, \$25,000. Surplus and Undi- vided Profits, \$10,000. W. B. Halleck, Pres., A. J. Dunlap, Vice-Pres., E. Brintnall, Cash., H. M. Bucher, Ass't Cash.</p>

## “Roll of Honor” Banks in Iowa

The banks listed under this heading have “SURPLUS AND PROFITS” accounts equal to, or exceeding 50 per cent of their capital stock. They have special facilities for making collections and may be relied upon to give prompt and careful attention to all business received. Correspondence invited.

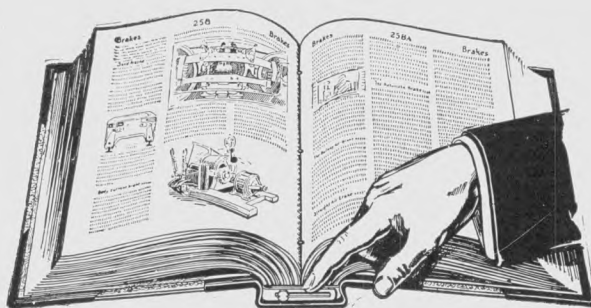
Town	Bank	Capital	Surplus & Profits	Our Special Service
Cherokee.....	FIRST NATIONAL ...	50,000	100,000.00	Send Cherokee items direct to this bank. Prompt returns—low rates.
Holstein.....	HOLSTEIN SAVINGS	60,000	60,000.00	The success of this bank is due to its continuous manage-ment by the same officers for twenty-six years on con-servative, obliging business principles.
Madrid.....	MADRID STATE .....	25,000	17,000.00	
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