

# THE NORTHWESTERN BANKER

TWENTIETH YEAR

DES MOINES, IOWA, JULY, 1915

TOTAL NUMBER 335

## 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. CABBELL.....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 Man-  
ager 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  
C. A. LARSON, Cashier

F. P. HURST, Assistant Cashier  
V. J. RECHTFERTIG, Ass't Cashier  
H. H. CORDES, Assistant Cashier

F. J. Fowler  
C. F. Fowler  
J. O. Trumbauer  
Jas. Black

### DIRECTORS.

J. W. Rath  
A. M. Place  
F. J. Eighmey

H. W. Grout  
W. W. Marsh  
J. T. Sullivan  
T. W. Place

## CENTRAL TRUST COMPANY OF ILLINOIS CHICAGO

Capital, Surplus and Profits, \$ 5,000,000  
Deposits - - - - 35,000,000

Accounts of banks and bankers received upon favorable terms

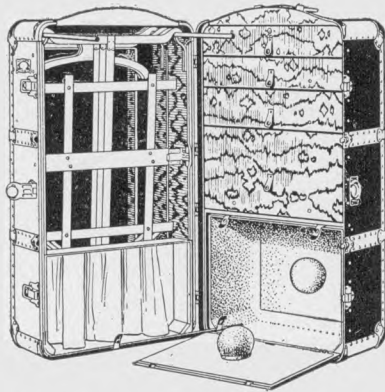
Thoroughly equipped to handle all business pertaining to banking, and invites the ac-  
counts of banks, corporations, firms and individuals.



N. E. FRANKLIN

President First National Bank, Deadwood, S. D.

Among the many men who have helped in the development and growth of South Dakota, the name of N. E. Franklin stands out prominently. Born at Burlington, Iowa, December 15, 1870, he received his early education from the Deadwood High School, graduating later from the University of Notre Dame. Before engaging in banking Mr. Franklin was in the drug business. His first banking connection was as cashier of the American National Bank of Deadwood, later becoming president of the First National of the same place, with which institution he has been identified for many years. Courtesy and the ability to say no, without causing offense are the two elements which Mr. Franklin believes have contributed most to his success. He also believes that young men starting in the banking business today do not have as good opportunities to succeed as he did, because it is a much harder business than when he entered it. In addition to being president of the First National, Mr. Franklin is also mayor of Deadwood, president of the South Dakota Bankers Association and president of the Bear Butte Valley Bank, Sturgis, N. D.



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If you are a man who wants the very best in traveling equipment, then you must select an INDESTRUCTO trunk—an INDESTRUCTO bag or suitcase.

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Write today—we'll send you our beautiful 4-color booklet the day we get your letter.

**National Veneer Products Co.**  
MISHAWAKA, INDIANA

**ATTENTION!**

We have on our filing a man 39 years old, high school and college graduate, well experienced in bookkeeping—very neat penman. Wants bank position; salary no object to start, but wishes to invest \$2,000.00 to \$4,000.00 in stock. Best of reference. Write us confidentially.

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Banking Department  
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**S. Bartlett Jones & Co.**

**Chartered Accountants  
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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



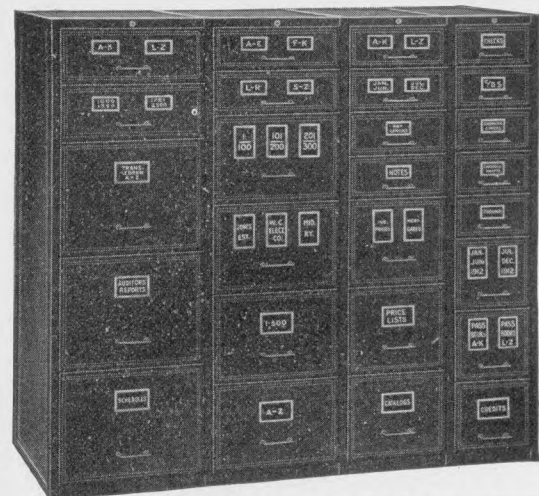
1857

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, JULY, 1915

20 Cents Per Copy

## Qualifications of an Ideal Banker

By Grant McPherrin

I have often been asked as to what qualifications I considered necessary to fit a man for an ideal banker.

When I think of the subject there are so many phases to consider that I hardly know what answer to give. At first thought one would say that it depends largely upon where the banker is located, whether he is operating in a country town or in a city, but having had considerable experience in the country and a little in a city, I am convinced that location makes but little difference. The principle is the same.

I believe were I to name one trait of character more essential than another to qualify a man for a good banker, that I should name honesty first, which really implies safety first.

### Honesty.

When I speak of honesty, I not only mean one who can be trusted to handle money left in his care to be accounted for to the cent, but I would speak of honesty in a broader sense. I would consider a man as to his honesty as an adviser; honesty in treating that which is given in confidence as strictly confidential, and I would speak of an honest banker as one who is frank enough to refuse a loan on its merits because the collateral is inadequate and because in his judgment he will be doing the customer a kindness rather than to refuse a loan by making numerous excuses, all of which are so transparent that anyone can readily see that the banker is either a fool or untruthful. I realize that it is often a temptation to resort to deceit in refusing a loan, but I feel sure that the customer will have far more respect for the banker who is frank and honest enough to politely refuse the loan, giving the honest reason for so doing.

### Courtesy.

Next I would regard courtesy as a very necessary qualification. My experience in a country store years ago under the training of a very successful merchant taught me the value of courtesy and that nothing gives the returns for the effort as does courteous treatment. It costs nothing to give a hearty handshake and a happy smile, and how well it pays to go just a little out of one's way to perform some act of kindness and show a little courtesy to everyone with whom you come in contact, and nothing pleases a customer so much as to let him feel that you are really interested in him. It makes no difference whether the customer is a poor laboring man or how shabbily dressed he may be, or whether he is a man of means. The act of kindness will please and the principle is the same.

I continuously caution our tellers of the necessity of

The necessary elements to make a real success as a banker are explained in this very helpful and suggestive article by Grant McPherrin, cashier of the Central State Bank, Des Moines.

courteous treatment and tell them to treat every customer so nicely that they will leave the bank

declaring that our bank has the most accommodating clerks of any bank with which they have ever dealt. Good manners and courteous treatment often prove a fortune to a young man.

It was said of a young man who had just opened a store in an Eastern city that on the first day after he had closed the store, on his way home he met a little girl who wanted a spool of thread. He went back several blocks, opened the store and got the thread. The little incident was talked about all over the neighborhood and it brought him hundreds of customers. He became very wealthy, largely because of his courteous manner.

A fine illustration of the business value of courtesy is found in the Bon Marche, an enormous institution in Paris, where thousands of clerks are employed. I am informed that one of the distinguishing characteristics of the house is extreme courtesy. Mere politeness is not enough. The employees must try in every possible

way to please and make the customers feel at home. By this course the business has been developed until it is said to be the largest of its kind in the world.

It has been said of some men that they had such a charming manner that they could not buy an apple of the woman conducting a fruit stand without making her feel that she was the most gracious of her sex. Many men are as courteous and agreeable

to the man or woman scrubbing the office floor as they would be to a duke or duchess.

There are young men who are constantly having positions thrust upon them, while others who have been blessed with wealthy and influential parents and have had the advantage of the best education that money could buy are always out of a job. Why? Because the first-named young men have the faculty of making everyone with whom they come in contact feel that they are interested in them, while the others are sour, ill-natured and selfish, always looking out for themselves first and naturally all try to shun them. They lack tact and common sense. There is no substitute for magnetic manners and a kind and thoughtful disposition, and such qualifications are priceless. The secret of success, whether you are a banker or whatever your vocation may be, is to make everyone with whom you come in contact feel that you are interested in them. This can easily be done if you are honest and have the welfare of others at heart.

Take two bankers possessing equal chances in every

"It costs nothing to give a hearty handshake and a happy smile, and how well it pays to go just a little out of one's way to perform some act of kindness and show a little courtesy to everyone with whom you come in contact, and nothing pleases a customer so much as to let him feel that you are really interested in him. It makes no difference whether the customer is a poor laboring man or how shabbily dressed he may be, or whether he is a man of means. The act of kindness will please and the principle is the same."

# 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.

# Merchants National Bank

BURLINGTON, IOWA

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

**OFFICERS**

J. L. EDWARDS                      W. E. BLAKE  
President                              Vice-President  
JAMES MOIR                              ALEX. MOIR  
Vice-President                              Vice-President  
H. J. HUNGERFORD  
Cashier  
F. L. HOUKE                              C. L. FULTON  
Ass't Cashier                              Ass't Cashier

**DIRECTORS**

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

**Your Southeastern Iowa Business Invited**

**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.**

**G. H. RAGSDALE, President**

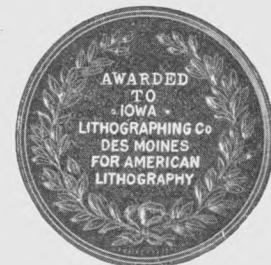
**EDWIN G. RAGSDALE, Secretary**

**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.

other respect, but let one be gentlemanly, kind, obliging, and the other harsh, rude, sour, morose and insolent, and the former will succeed while the latter will fail.

Some people think it is deception to be courteous, but that is a very erroneous idea. It is very easy to become interested in people if you will only try. There is something interesting in everyone you meet, if you will only interest yourself in them enough to bring

it out.

Another thing I have learned from the president of our institution is that in order to succeed as a banker, it is very necessary that you are slow in making promises, but when you make a promise, live up to the promise at any cost.

Therefore, I would say the four most essential characteristics of a good banker should be Honesty, Courtesy, Tact and Ambition.

## IOWA BANKERS CONVENTION.

The twenty-ninth annual convention of the Iowa

meetings which the association has ever held.

The following officers were elected: Harry T. Black-



HARRY T. BLACKBURN  
 of Des Moines  
 President Iowa Bankers Association



W. A. DEXTER  
 of Toledo  
 Vice-President Iowa Bankers Association

Bankers Association, which was held at Davenport was one of the most interesting, successful and enjoyable

burn, Des Moines, president; W. A. Dexter, Toledo, vice-president; C. J. Wohlenberg, Holstein, treasurer;

Organized 1829	Nationalized 1865	
<b>Merchants Exchange National Bank</b>		
New York		
Capital Stock.....	\$1,000,000.00	
Surplus Fund.....	600,000.00	
OFFICERS		
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 MATTOX, 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		

Percy W. Hall, Des Moines, secretary; J. M. Dinwiddie, Cedar Rapids, long-term member of executive council; B. B. Clark, Red Oak, short-term member of executive council of the American Bankers Association succeeding John McHugh, of Sioux City, who has resigned to go to New York; A. C. Smith, of Clinton, was chosen vice-president of the American Bankers Association for Iowa. Simon Casady, of Des Moines, was elected to serve on the general nominating committee of the American Bankers Association and Chas. Sinclair, of Marshalltown, was elected an alternate member of the same committee.

The total registration showed that 1,349 were in attendance.

Waterloo was selected for the convention city for 1916, after J. O. Trumbauer had extended a very strong and urgent invitation in behalf of the bankers of Waterloo asking the association to be their guest next year.

Every banker present was strong in his praise for the manner in which the bankers of Davenport had pro-

vided for their comfort and entertainment. The boat ride on the Mississippi, the automobile trip to Iowa Farms and the smoker on Tuesday night, were all special features which helped to drive away the cares of business and to prove that Davenport is a city of live ones.

In presenting his annual report, P. W. Hall, secretary, said:

"The association is not intended to be a money-making institution. It contemplates, however, that its income from membership due and commission from the Insurance Department will be sufficient for all ordinary needs, and it has been the desire of the officers and council of administration that the finances of the association be conservatively handled and yet used liberally when deemed advisable for the best interests of our members.

"Vouchers for all expenses were duly approved by the council of administration.

"It is interesting to note, however, that the following recapitulation shows the association to be in excellent financial condition:

"Balance on hand, General Fund .....	\$4,093.49
Balance on hand, Protective Fund.....	3,145.07
Balance on hand, Insurance Fund.....	1,231.88
Balance on hand, Time-Lock Fund ...	930.00

Total on hand .....\$9,400.44"

**THE FIRST TRUST & SAVINGS BANK SUCCEEDS THE CITIZENS EXCHANGE BANK OF OXFORD JUNCTION, IOWA.**

The First Trust & Savings Bank, Oxford Junction, Iowa, opened its doors to the public recently, replacing and taking over the business of the Citizens Exchange Bank. Since 1889, this bank, first known as the Exchange Bank, and then later as the Citizens Exchange Bank, has been known also as "The Zeller Bank." The senior Mr. Zeller and his son L. F. Zeller have been the real factors in the bank's growth and prosperity and it is perhaps due as much to the business foresight of the former, as to the untiring efforts of the latter that the business has grown as it has. The present officers are: L. Zeller, president; H. J. Ingwersen, vice-president; John Benischek, vice-president; L. F. Zeller, cashier, and H. L. Havlik, assistant cashier.





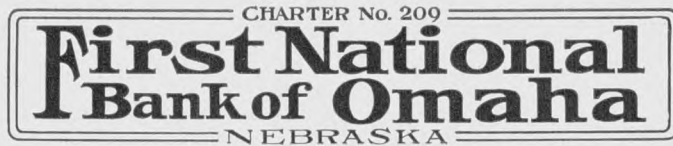
**OFFICERS**

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**

**IOWA BANKERS ASSOCIATION CO-OPERATING IN A MOVEMENT BY WHICH MOVING PICTURES OF PROPER METHODS OF DOING FARM WORK WILL BE SHOWN IN EVERY TOWN IN IOWA.**

The Iowa Bankers Association is co-operating in a movement by which it is hoped to have shown in every town in Iowa moving pictures of proper methods of doing farm work. P. W. Hall, secretary, has written to the Chicago firm that proposes the new movie service, promising aid of the bankers in creating a demand for the pictures in this state. The action of the Bankers Association is in line with its efforts of this year, to make the county corn growing contest fathered by the

Iowa State College a success. One of the films will show the proper methods of growing wheat, from the seed bed to threshing; another will deal in the same way with oats, a third with alfalfa, a fourth with the hay crop, and a fifth with potatoes. "There is great educational value in the movie," said Mr. Hall in discussing the Chicago firm's proposal. "There is no better way to present facts so that they will stick in the mind than by moving pictures. It is just another method of doing agricultural extension work, and it seems to me a good one."

Mr. Gilbert Knudson, of Jewell, Iowa, recently became the owner of the entire block of 180 shares in the State Bank of Ellsworth, Iowa.

**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

Published Monthly by  
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DES MOINES :: IOWA

Clifford De Puy  
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JULY, 1915

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NEW YORK  
225 Fifth Avenue

\$2.00 per year, 20c a copy. Entered as second-class matter at the Des Moines post office to conform to the postal laws; everything else pertaining to the journal being strictly FIRST class

## CONSTRUCTIVE BANKERS

¶ I have heard it said by many bankers that one of the biggest elements of success was to be able to say "no" to a customer who had asked for a loan without having him take offense. I realize that this ability does enter into the character of a successful banker, and I also realize that there are many times when a loan should not be granted, but is there any reason why you, as a banker, should not analyze the business or the problem which has been presented to you so that you will be able to make suggestions as to how the business should be conducted, in order to make it a good risk for the bank at some future date. In other words, is there not a big opportunity for you to place yourself on the other side of the deal and figure out some plan or some method which will help to improve your customers' business interests, instead of simply telling him that he is not entitled to the line of credit which he may desire. Many businesses which are great now were helped at the beginning, when small, by bankers who have assisted not only by sound financing but also by suggesting good and substantial methods to follow in the conduct of that business. The world will perhaps never know how many other great enterprises—just as good as those which we now count among the great successes—have taken sick, been killed and buried across the cashier's counter or over the directors' table. I am not pleading that you, as a banker, should extend a loan to every man who asks for it, but I am pleading that in cases where it is possible that you study the merchant's or the farmer's proposition and tell him as best you can what you would do to make that business a success. Be a constructive not a destructive banker; help to build your community, not to tear it down; and, remember, that imagination in business plus common sense and proper financing has been and will always be one of the greatest contributing factors in the growth, development and expansion of your town, city or state.

## MORE PIGS

¶ Of the many interesting plans which have been devised whereby the banker could help the farmer, along better agricultural lines, one of the most recent as well as one of the most interesting schemes has been inaugurated by southern banks. This plan has encouraged the organization of Pig Clubs. The members of these Clubs are boys to whom the banks loan as much as ten dollars each with which to purchase a pig. There are certain rules and regulations in these Clubs which must be followed, which not only promote the interest of these boys in live stock, but also help to materially increase the production of pigs. One bank in Georgia has set aside \$500.00 to loan to boys who wish to purchase pure-bred pigs. The development of thrift and the business education which the boys are receiving is well brought out in the story of one well-to-do farmer who came into a southern bank and endorsed his son's note for \$10.00. The cashier asked him why he did it when the boy had a substantial checking account of his own in the bank. "Oh, I just wanted to see how the boy handles this obligation. If he does not pay it, I will, but it will be worth \$10.00 to me to know what

kind of a boy I have," replied the farmer. This is but another example of community co-operation and the more plans you think of and put into operation whether it be Pig Clubs, Corn Contests or whatever it may be, the better results you will obtain, not only in a financial way, but also in helping to increase the community assets by assisting to develop young men to be keener and better students along business lines. After all the greatest investment we can make is in helping to create and develop a better and truer character in our young men. There is no better investment.

## ACHIEVEMENT

As Americans, we are accustomed to great achievements. The rapid development and the marvelous part which science and invention have played in transforming this into the greatest country in the world is sometimes given but little thought by us in our hurry for increased wealth. During the past fifty years the banking methods and the banking laws of the country have undergone many changes, but there is probably no one department of commercial or scientific endeavor that has made any more rapid progress or achieved any greater success than has the use and extension of the telephone business. It is worth more than a passing thought to consider that less than 40 years ago the first telephone was invented by Alexander Graham Bell, and that the first message over the only telephone line in the world was sent a distance of less than 100 feet. On January 25th of this year, this same Dr. Bell sat in New York and talked to San Francisco over the first transcontinental line in this country reaching a distance of 3000 miles. This great achievement has happened under our very eyes and we have given it but little thought. We have marveled at the completion of the Panama Canal, which has made a shorter water route between the Atlantic and Pacific seaboard, and we are celebrating this event with a great Exposition, but almost as great an achievement are these long lines of copper wire which join with closer unity the east and the west. From the standpoint of dollars and cents this has also been a great achievement and a comparison with the Panama Canal on this same basis is very interesting. "Since the Canal was begun nine years ago," as one writer has said; "it has cost \$310,000,000, and in that same space of time the Bell Company has spent twice that amount or \$620,000,000 in its engineering construction work alone. Another marvelous achievement in connection with the transcontinental line is that the voice crosses the continent in a fifteenth of a second, while if it were possible for sound to carry that far, it would take a "Hello" uttered in New York and traveling through the air, without the aid of wires or electricity, four hours to reach San Francisco." The completion of this great achievement is but another example of what has been accomplished in the lifetime of one man, and will forever stand as another monument to American genius, intelligence and unceasing energy.

**"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



CHICAGO, ILLINOIS

CAPITAL \$2,000,000 SURPLUS AND PROFITS \$1,000,000 DEPOSITS \$31,000,000

**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
March 4, 1915.....	29,844,165.94
May 1, 1915.....	31,803,027.83

WM. A. TILDEN, PRESIDENT  
 GEORGE H. WILSON, CASHIER  
 CHARLES FERNALD, ASSISTANT CASHIER  
 WM. W. LE GROS, ASSISTANT CASHIER  
 CHARLES L. BOYE, ASSISTANT CASHIER  
 WM. L. MCKEE, ASSISTANT CASHIER  
 HARRY LAWTON, MANAGER FOREIGN DEPARTMENT

NELSON N. LAMPERT, VICE-PRESIDENT  
 J. FLETCHER FARRELL, VICE-PRESIDENT  
 HENRY R. KENT, VICE-PRESIDENT  
 JOHN FLETCHER, VICE-PRESIDENT  
 MARCUS JACOBOWSKY, VICE-PRESIDENT

United States Depository

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

**Harry Blackburn**, cashier of the Iowa National Bank, Des Moines, who was unanimously elected president of the Iowa Bankers Association, presents an excellent example of a man who has by hard work and taking advantage of his opportunities climbed high towards the top of the ladder of success. He started many years ago as a newsboy in Des Moines and received his first banking position when he was chosen as a messenger and at that time he was helping to support his widowed mother with his earnings. Such an example is an inspiration to any young man to work harder and climb higher.

\$——\$——\$

**Robert H. Cox**, who for the past three years has been manager of the bond department of the Guaranty Trust Company of New York, will hereafter be associated with the banking department and will act as assistant to the president, with the title of assistant secretary. Mr. Cox is a graduate of Harvard, class of 1905. Since graduation he has been engaged in the investment banking business. He has been with the Guaranty Trust Company of New York since 1909. He was appointed chief clerk in 1910 and in February, 1912, took

up his duties as head of the bond department. Mr. Cox is a young man, having not yet reached his thirty-third birthday.

\$——\$——\$

**John G. Lonsdale**, at a recent meeting of the board of directors of the National Bank of Commerce, St. Louis, was elected president of that institution and Tom Randolph was elected chairman of the board. For the past ten years Mr. Lonsdale has been a resident of New York City, but the banking fraternity will remember him as a native of the Southwest, who for fourteen years was an active and aggressive factor in the business life of that section. Mr. Lonsdale was born in Memphis, Tenn., in 1872 and is therefore only 42 years of age. At the present time the National Bank of Commerce has a capital and surplus of \$12,000,000 and deposits of \$44,000,000.

\$——\$——\$

**W. G. Edens**, assistant secretary of the Central Trust Company of Illinois, who attended most of the state conventions this year, reported a very large attendance at the North Dakota meeting, there being over 400 registrations, the biggest they have ever known. The prospects for splendid crops this year causes everyone in that state to feel happy and well satisfied.

\$——\$——\$

**James B. Lambertson**, cashier Sioux Falls Savings Bank, Sioux Falls, S. Dak., is again in the "Honor Roll" class. This time it was an eight-pound boy, born June 14th and named George W., and "James B." says, "We hope that he will remain with us for some time. Mother and baby are fine, and send you best regards."

\$——\$——\$

**J. M. Dinwiddie**, cashier of the Cedar Rapids Savings Bank, Cedar Rapids, Iowa, should be happy for the next three years as he carried off the long term "plum" on the Executive Council of the American Bankers Association from Iowa at the Davenport convention. Two ballots were necessary to elect, as the first one showed that Leo Stevens had 78 votes, J. M. Dinwiddie 77, and B. B. Clark of Red Oak 22, making a total of 177 votes cast, while it was necessary to have 89 to elect. Mr. Clark withdrew and on the second ballot Mr. Din-

### 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  
 60 Wall Street

Commercial Paper  
 New York

widdie received 77 votes and Leo. Stevens 69. This showed a total of 146 votes cast or 31 less than on the first ballot.

\$——\$——\$

**B. B. Clark**, of Red Oak, was unanimously elected to fill John McHugh's place on the A. B. A. council after Leo. Stevens, of Des Moines, had declined to have his name voted on before the convention.

\$——\$——\$

**Frank B. Yetter**, cashier of the Iowa National Bank, Davenport, handed out one of the most unique cards at the Iowa Bankers Convention. It was a season ticket to Locker No. 39 at the Davenport Commercial Club, where the weary worn pilgrims from all parts of the Sahara Desert could find refuge and refreshments. See page 29.

\$——\$——\$

**Geo. M. Reynolds**, when in Des Moines recently, said, "Conditions are sound. Liquidation has been going on since 1907 and we have gotten pretty well down to a solid basis. We're piling up wealth that can be used later on. If things turn out well after the war we shall be prepared for rapid expansion of business and I look to see eight or ten years of the greatest prosperity we have ever known. This is a time for us to say very little about politics. With the president faced by trying international problems, we ought to stand by him even if we don't just agree with him on other matters. But there are discouraging features in the situation. We're paying a war tax when we're not at war and still the government is running behind in its expenses. War is responsible for this in part, but I think the tariff system is also responsible for a much greater share of the deficiency than it has been given credit for."

\$——\$——\$

**Governor Hammond**, of Minnesota, in a recent address said, "Never before in the history of banking have the bankers of this country had a greater opportunity to identify themselves with the country's development. We have now come to a time when our commercial policy must change. It is our duty to enter the markets of the world and maintain our hold on them against the manufacturers of other countries. But our manufacturers and merchants who go to other countries with their goods will need to have banking facilities back of them, and that is where the banker will be called on to help in the trade development."

\$——\$——\$

**Frank A. Vanderlip**, president of the National City

## Guaranty Service

X

### Our Literature

It is our established policy to prepare and publish in convenient form for the benefit of our customers and the general public, reliable information concerning subjects of timely and vital interest.

As part of this program of constructive service, the following are a few of the publications recently issued by us:

1. Concise Digest of Federal Reserve Act.
2. Federal Income Tax Law with Synopsis of Rulings.
3. Synopsis of War Tax Law of 1914.
4. Bank Acceptances.
5. Railway Equipment Obligations (1914 edition).
6. Amortization.
7. Income Tax Record Book.
8. Secured Debts Tax Law of State of New York.
9. Transfer Tax Law of State of New York.

Upon application we shall be glad to furnish copies of any of the above; and if you should desire our literature as issued from time to time we shall, upon request, place your name on our mailing list for that purpose.

## Guaranty Trust Company of New York

Capital and Surplus - \$ 30,000,000  
Resources, over - - 300,000,000

Bank of New York, in addressing the Pan-American delegates while they were in New York, gave his definition of the real greatness of a nation when he said: "The true greatness of a nation is not measured by its extent, its population, its wealth, its trade; it is measured by the clearness of its vision in seeing the principles of right and justice; by the breadth of its appreciation of the great verities of humanity; by its strength in safeguarding the achievements of civilization; by the sacrifice it is willing to make in guarding its honor and in defending what is right."

\$——\$——\$

**E. W. Decker**, president of the Northwestern National Bank, Minneapolis, in speaking of the purchases made by European countries from the United States for war supplies made the statement that: "So far there

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

Foreign Exchange Letters of Credit Cable Transfers

Our facilities for handling the accounts of North-western Bankers are unexcelled.

has been little payment for the sales abroad, and practically no payment in gold. We do not want the European gold and Europe does not want to send it over. I found the greatest question of the hour in New York City to be: How is Europe going to pay for these great purchases? There is estimated to be six billions of United States stocks and bonds held abroad. The foreign holders might sell these and so liquidate the debt that they are now creating, but this is not likely to happen. It is more probable the governments of Europe will make new issues of their securities and offer them for sale in the United States. Minneapolis meanwhile is the center of a territory that must be favorably affected. It is difficult to see how the price range of food products can fail to be on a level profitable for the producer."

\$—\$—\$

W. R. Jameson, investment banker, of Waterloo, Iowa, in a recent letter said: "The Northwestern Banker just received is certainly a jewel. It is a credit to you, and a credit to the bankers of the Middle West who are your customers and friends. I trust that your publication may continue to grow in favor with your many friends and that the value may become known to the bankers in general. No banker living in the Middle West can afford to be without a "Northwestern Banker."

\$—\$—\$

The Pan-American delegates who visited the United States recently, visited the Burroughs Plant at Detroit, which covers ten acres of floor space and employs more than 2,000 people. Throughout the world nearly 200,000 Burroughs machines are in use; 125 machines are being manufactured daily and the annual sales total nearly \$10,000,000. The Burroughs Company is capitalized at \$5,500,000.

\$—\$—\$

Chas. B. Mills, vice-president of the Scandinavian-American National Bank, Minneapolis, was elected president, and J. K. Deming, president of the Second National Bank of Dubuque, was elected secretary of the Ex-Presidents Club of the Iowa Bankers Association, which was entertained at Davenport this year, by John McHugh, of Sioux City. This organization is proving to be a very popular one.

\$—\$—\$

O. Howard Wolfe, who for the last three and one-half years has been secretary of the clearing house section of the American Bankers Association, has been made assistant cashier of the Philadelphia National Bank. Mr. Wolfe has been prominent in the work of the American Institute of Banking and has been instrumental in having many constructive measures passed which would benefit the clearing house section, the membership of which has increased from 122 to 164, since he was secretary.

\$—\$—\$

The Merchants National Bank of St. Paul, is now occupying its new quarters at Fourth and Robert streets and cordially invites its friends and patrons to call and inspect their new banking rooms.

\$—\$—\$

Will A. Lane, cashier of the First National Bank of Indianola, Iowa, has already announced his candidacy for secretary of Group Six, which will meet at Ames, Iowa, next year. "W. A." is one of the liveliest of the live ones and would make an excellent secretary.

# 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.

A toast to the banker, which has been used by a bank building concern, is as follows: "Here's to the man who holds the cash, without whose aid we'd go to smash, the man who writes us just to say, 'Your note is due, please call and pay,' and if on him you write a check, be sure you've money by the peck; but here's to him, with right good will, with all his faults we love him still."

\$ — \$ — \$

Candidates for 1916 for offices in the Iowa Bankers Association are as follows: President, Geo. S. Parker, of Sioux City; treasurer, F. D. Ball, of Creston; for member of the executive council of the American Bankers Association, Frank Yetter, of Davenport, and

Homer Miller, of Des Moines. These are all that we have heard from up to date. If there are any others, we shall be glad to have them write or wire us at once.

\$ — \$ — \$

W. A. Dexter, cashier of the First National Bank, Toledo, Iowa, and vice-president of the Iowa Bankers Association, has been pushing his institution right along, until they now have a capital stock of \$85,000, surplus and profits of \$50,860 and deposits of \$839,295. Mr. Dexter has always been very active in the association affairs and it is expected that he and Harry Blackburn will make a very strong team in handling this year's work.

ESTABLISHED

1868



**Banks Located in Live Stock Producing  
Territory Should Avail Themselves of the  
Special Facilities on Such Business**

Offered by

**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 J. B. McDOUGAL, Ass't Cashier  
 GRANT McPHERRIN, Cashier FRANK C. ASH, Ass't Cashier

**REMEMBER OUR FOUR CARDINAL PRINCIPLES**

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

E. L. Mattson, vice-president of the Scandinavian-American National Bank of Minneapolis, originally intended to be a candidate before the Minnesota Bankers convention for the office of vice-president, but withdrew in favor of H. Von der Weyer, of the Merchants National Bank of St. Paul. Mr. Mattson, however, was unanimously elected for the three-year term on the executive council of the American Bankers Association. Under the present arrangement everybody seems to be happy, which otherwise might not have been the case, if there had been a contest for the vice-presidency.

\$———\$———\$

The Merchants National Bank of St. Paul was beautifully decorated with flowers during the Minnesota convention, which celebrated the opening of their magnificent new banking rooms and it kept all of the officers busy until late at night showing the people through their various departments.

Henry B. House, assistant cashier of the First National Bank, St. Paul, was one of the busiest men at the Minnesota convention and did his share to uphold the reputation of St. Paul bankers as a crowd of royal entertainers.

\$———\$———\$

J. L. Price, of the Merchants Exchange National Bank of New York, attended the Minnesota Bankers convention and stated that the deposits of their institution since the Kountze interests had taken it over about a year ago had increased from about \$6,000,000 to \$10,000,000, which is indeed a most excellent growth. Mr. Price also stated that after July 12th the bank would change its name to the Atlantic National, because of a conflict in the similarity of names with one or two other New York financial institutions, such as the American Exchange National Bank and the Merchants National Bank.

## Continental and Commercial National Bank OF CHICAGO

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

**OFFICERS**

GEORGE M. REYNOLDS.....President  
 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**

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

One billion dollars is the profit to the United States during the past twelve months on account of the large amount of exports which have been sold to the European countries. This exceeds by nearly \$400,000,000 the best previous record.

### AMERICAN TRUST AND SAVINGS BANK, DES MOINES. IOWA, OPENS.

Des Moines' newest financial institution, the American Trust and Savings Bank has just recently opened its doors for business.

The bank is located in the corner room on the first floor of the Central Life Building.

The bank room proper is particularly well situated for its purposes, being almost entirely surrounded with glass. The only entrances are through the corridors of the building, the entire north wall being given over to windows which will allow the light to enter over the shoulders of the clerks and tellers. Artificial light is furnished by large indirect lighting fixtures which throw their reflections against the white ceiling.

The bank starts on a firm financial foundation with a capital of \$50,000 and a surplus of \$10,000.

John P. O'Malley, president of the Peoples Savings Bank, Perry, is president; William Moran, vice-president; J. J. O'Malley, cashier.

The American Trust and Savings Bank will carry on a realty loan business in connection with its savings bank, time deposit and checking account business.

### THE FIRST NATIONAL BANK, PRAIRIE CITY, IOWA, ELECTS OFFICERS AND DIRECTORS.

At the June meeting of the directors of the First National Bank of Prairie City, Iowa, John H. McKlveen was appointed a director to take the place of J. G. Olmsted. Mr. Olmsted and the J. D. Whisenand estate sold their stock in the bank a short time ago to B. E. Moore, Hugh G. Little and John H. McKlveen. The officers and directors in this prosperous institution are now all home people and are as follows: B. E. Moore, president; J. H. Little, vice-president; Hugh G. Little, cashier; F. C. Turner, assistant cashier; A. A. Arnold and John H. McKlveen, directors. The deposits of this bank are \$326,008.46, which is certainly an excellent showing.

### E. G. LARSON HEADS THE NEW TRUST AND SAVINGS BANK ORGANIZED AT FORT DODGE, IOWA.

A new Trust and Savings Bank was organized at Fort Dodge, Iowa, recently with a paid up capital stock of \$100,000. Fort Dodge, has never had a trust company and the organization of this new bank is the result of an insistant demand by the business interests of that community for the organization of a Trust and Savings Bank. E. G. Larson, president of the Fort Dodge Savings Bank, was the chief promoter and will probably head the new institution. The quarters for the new bank have not yet been selected.

The Wellston Savings Bank, Wellston, Iowa, has been incorporated.

## No. 51

The Lytle Construction Company has been engaged to design, erect and furnish all equipment for a new building for The Home State Bank, Royal, Iowa. This is our 51st bank contract.

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. 2.

By S. L. Frazier

Chapter No. 1 of this series commenced with the May issue of *The Northwestern Banker* and while each chapter will be complete in itself, it will pay you to refer to the previous month's issue in order to see how our "Ideal" young banker received his start in life.

The successful cashier should be familiar with the values of all kinds of securities on which the country banker is required to pass. It is important that he acquaint himself with the financial condition of his customers, whether they are borrowers or not, and not only his "customers," but, as nearly as may be, of all men in his territory, and thus be prepared to act, quickly and intelligently, on any business proposition that may present itself.

He should know every man in his territory and investigate, at once and thoroughly, every **new man**, so there will be no "hum-hawing," nor "haggling," nor uncertainty, nor "marking time," nor side-stepping, nor "come in again, please," when the man shows up for business. To our mind **one** of the **very strongest** points in favor of a cashier, is his "anticipating" questions, liable to arise in the course of his daily routine, and therefore being prepared, at all times, for, practically, every situation and problem that may offer itself for solution. "Looking ahead" is "looking up," if you are making headway. "Looking backward" is "looking down." Look ahead.

To be an ideal cashier, one must be an expert on loans and an "adept" on settlements—a good rate getter and a dividend earner.

In order to do this, he must have diplomacy and courage. Diplomacy, that he may turn a man down without antagonizing him, and the courage to say NO when required. The real "good" cashier has brains, heart and soul, but we think it essential that brains predominate, as they must in all business undertakings. Why man, you can't run a church without plenty of brains!

"Brains" is the "main idea" in any undertaking. Sympathy, feeling, love, are all right as "condiments," but the porridge itself is "brains."

If a bank cashier hath all else and hath not "brain," he isn't worth the price of a "jitney." A "brainless" youth is a weak "sister" for any kind of business.

The sane and sensible cashier—the "ideal," the real fellow, will not make "friendship" loans. They are a mighty poor asset as a rule, and are made without the exercise of "judgment," and contrary to the safe and sane rules of the "game." The "ideal" cashier will not undertake to do business under the "golden rule" (as people construe it), for that means "failure," and the

poor "simp" who tries that sort of thing is a "molly-coddle," an "easy" mark, a "soft" snap, and when his golden-rule (?) friends

have separated him from his money, they will give the fellow the "horse-laugh," good and plenty. The trouble with this "golden-rule" thing, as applied to business, is, that people are "unfair" and unreasonable about the "intent" and "meaning" of the doctrine. The golden rule means, if it means anything at all, that we are to do the "square" thing. In other words it means being "fair" one with another. We miss the "intent" when we ask **too** much.

The "ideal cashier" is even-tempered, the same yesterday, today and forever, and has a **fixed** purpose.

He is a man of lofty "ideals" and strives, continually, for greater efficiency. He is a better man each succeeding day, realizing there is always something new to learn. The cashier who "knows it all" has reached the limit of his power, the acme of his usefulness, the end of his rope. The ideal cashier has confidence in himself and in his fellow-man. The man, in business, who mistrusts everybody will never get very far. He must be Cautious, to be sure, but with it all, he must be Bold. Venturesome, but not Reckless. Conservative, but Progressive. Generous, but no Spendthrift.

He must be Solid—Sane—Stable—Dependable—Durable and Undauntable, an "insurgent" or a "stand-patter," as the occasion demands.

(To be continued.)

## H. G. VAN ORSDER HAS BEEN ELECTED CASHIER OF THE PEOPLES SAVINGS BANK OF NEVADA, IOWA.

H. G. Van Orsdel, who has been cashier of the Central State Bank of State Center, Iowa, the past two years, has resigned his position in order to become cashier of the Peoples Savings Bank of Nevada, Iowa, succeeding D. R. Spieter, who has been cashier for many years. C. W. Bachman, who has been assistant cashier of the Central State Bank, has been elected to the place vacated by Mr. Van Orsdel.

Warren D. Leaverich has disposed of his stock in the Farmers Savings Bank, at North Liberty, Iowa, and resigned his position as cashier of that institution.

JOSEPH WAYNE, Jr., President  
EVAN RANDOLPH, Vice-President

T. E. WIEDERSHEIM, Vice-President  
CHARLES M. ASHTON, Cashier

A. W. PICKFORD, Assistant Cashier  
ALFRED BARRATT, Ass't Cashier

FRANCIS B. REEVES, Chairman of the Board

# The Girard National Bank

PHILADELPHIA, PA.

Capital, \$2,000,000

Surplus and Profits, \$4,500,000

Deposits, \$46,500,000

ACCOUNTS OF BANKS AND BANKERS SOLICITED

"To Satisfactorily Handle Your Business, You Need a Philadelphia Account"

# WHAT THEY SAY

The letters of appreciation have been so numerous since publishing our June issue that we take the liberty of reproducing a few of them on this page.

Whatever success has been attained in giving you a financial publication worth while has been due in part to the many letters of constructive criticism which we have received.

CAPITAL \$1,000,000.  
SURPLUS & PROFITS, \$2,500,000.

## THE SEABOARD NATIONAL BANK

NO. 18 BROADWAY

S. S. BAYNE, President  
E. S. NELSON, Vice-President  
C. C. THOMPSON, Vice-President  
W. H. CLEVERLEY, Cashier  
L. N. DEVAURNEY, Asst. Cashier  
J. C. ENOBY, Asst. Cashier  
O. H. JEFFERDE, Asst. Cashier

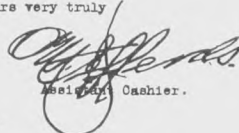
NEW YORK, June 25, 1915.

Dear Mr. De Puy:

I want to congratulate you upon the splendid convention number of the issue in connection with your Association's meeting. You presented a journal jammed full of news; in addition to that, the typographical work is excellent.

With kindest regards, I remain,

Yours very truly



Assistant Cashier.

Clifford De Puy, Esq., Publisher,  
The North Western Banker,  
Des Moines, Iowa.

SP

J. H. JAMISON, President

A. S. STRUTHERS, Secretary & Treasurer

H. D. ST. JOHN, Asst. Secy

H. S. TURNER, Member, Director



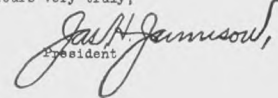
June 12, 1915

Mr. Clifford DePuy,  
o/o Northwestern Banker,  
Des Moines, Iowa.

My dear Mr. De Puy:

We have just received our copy of the Convention number of the Northwestern Banker. Allow me to congratulate you on this issue, and as a work of art it cannot be surpassed. The volume reflects great credit upon you. It is certainly a gem.

Yours very truly,



President

JHJ/EH



D. H. MUSSER, President  
W. F. BLIVEN, Vice-President  
E. C. STOCKER, Manager Savings Dept.  
B. S. ALMOTT, Cashier  
W. J. PAUL, Asst. Cashier

## Muscatine State Bank

FORMERLY COOR, MUSSER & CO STATE BANK  
Established 1870  
Capital \$250,000

Muscatine, Iowa

June  
Sixteenth  
1915

Clifford De Puy, Publisher,

Des Moines, Ia.

Dear Sir:-

While all issues of the Northwestern Banker are good, may I extend my congratulations on the excellence of this particular edition. Aside from its interesting contents it is a pleasure from a mechanical and typographical standpoint, and surely merits the universal commendation it will receive.

With best wishes,

Yours truly,

*E. C. Stocker*  
Assistant Cashier.

BCS-8

No. 1811. Organized 1871

## The First National Bank of Indianola, Iowa

Committed

The Lane Mortgage Company

Bank Officers  
J. H. HARLAN, President  
EDGAR C. LANE, Vice-President  
A. F. SCHUMELBERG, Vice-President  
WILL A. LANE, Cashier  
H. H. WOODRUM, Assistant Cashier

Real Estate and Surplus  
\$93,000.00

Officers The Lane Mortgage Co.  
EDGAR C. LANE, President  
WILL A. LANE, Vice-President  
RAY LANE, Cashier

Indianola, Iowa, June 17, 1915

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

My dear De Puy:-

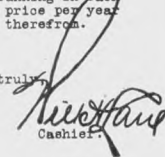
Some one has said that "Appreciation smooths more wrinkles than does money" and I want to congratulate you on the Convention number of the Northwestern Banker.

The Iowa Bankers Association is doing a great work for the bankers of Iowa and in my mind it would be a credit to the Association if they would make the Northwestern Banker the "official" organ of the Association and with the request that every member of the Association subscribe if not already doing so.

Any one of the departments you are running in each issue has enough information in itself to make the price per year as nothing when compared with the benefits derived therefrom.

With best wishes, I am

Yours very truly,



Cashier

WAL/EN

# Farm Mortgage Department

By F. W. Thompson.

A great many persons argue that a piece of property is worth all it will bring, according to F. W. Thompson, manager farm loan department, Merchants Loan & Trust Co., Chicago. Viewed from a superficial standpoint this is correct insofar as it affects the individuals trading, but with the higher prices comes the complex problem of sustaining the sale value by the methods used in producing an income.

The income value of a given piece of property is the surest guide to its value, but not the only factor because of the difference in the grade of intelligence used in deriving the income. What I mean by income value is the value produced by the man of average intelligence, health, wealth and disposition. Other factors of an economic character which enter into the value of an average piece of property are its location with respect to market and school facilities, and the character of the neighborhood in which the property is located; but by far the most important factor is the income produced under average conditions.

I think that one of the principal duties of the country banker, aside from his function of distributing credit in its short-term form, is to endeavor to create as a basis of credit represented by farm equities within his jurisdiction, a condition which could not contribute to the evils of inflation. Farming is a business. Raw, unproductive land is not an asset until the hand of man touches it, subdues it and thereby gives it value.

It seems to be a paradox upon logic to have farmers complain of insufficient labor and inadequate returns from their own labor to have them continue to increase their difficulties by purchasing more land at ever-increasing prices when rental returns will not nearly approximate the interest-earning value of the amount required to make the purchase.

The banker who encourages this practice by assisting in the financing of such purchases by loaning 50 per cent to 60 per cent of the purchase price contributes very largely to the decrease of rural population, by the ever-narrowing number of persons who are able to make such purchases, thereby driving the young men and the family who sell to cheaper sections of the country. It is exceedingly difficult to large lenders of

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.

farm loan funds to counteract the influence of local bankers in permitting their judgment to be swayed by what is ordinarily a safe rule in loaning money when income and land values are con-

sistent in its application to conditions where these facts do not obtain.

By Myron T. Herrick.

Something very serious is the matter with farm mortgaging, was the opinion expressed by Myron T. Herrick in addressing the Missouri Bankers Convention. Capital is scarce and interest and charges are excessive in all places not in close touch with financial centers. The three- and five-year terms, absurdly too short for agriculture, cause frequent costly renewals and defaults. It does not suffice to say that conditions are satisfactory in one's own locality. The facilities available should be so general that farm mortgages or securities from anywhere should have a decent chance in the open market.

The reorganization of land credit in the United States is not an easy problem. This is why, perhaps, the enthusiasts have taken a short cut through state aid. A serious difficulty arises owing to the duality of our government. Congress cannot legislate in respect to land in a state, nor on liens against such land. The states, on the other hand, seem to be unable to agree on a definite line of action. Their laws relating to conveying titles and recovering claims are dissimilar. Some are good, while others are very bad; and the entire mortgage business suffers from this lack of uniformity. So no matter how excellently might be organized the superstructure upon this faulty statutory base, mortgagors in states where foreclosures are troublesome and redemptions slow, would continue to pay extra interest as premiums for the risk of losses, delay and expense incurred by investors.

This obstacle confronts every plan for betterment. It could be reduced through the Torrens system, and the use of certain kinds of deeds of trust as now prevail in some states. If this were done, the rest would be simplified.

According to examinations reported to me, there is not one good law in the United States on bond-and-

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

T. F. HARRINGTON, President

W. G. DUNKLE, Cashier  
R. NASH, Ass't Cashier

## CONTINENTAL NATIONAL BANK

SIoux CITY, IOWA

Capital \$100,000.00

Surplus \$10,000.00

**We know that our experience, knowledge, ability, system organization, modern methods and energy would work greatly to your benefit if you give us the opportunity to serve you.**

### DIRECTORS

T. F. HARRINGTON  
J. P. MULHALL  
JAMES P. MARTIN

M. KASS  
F. E. GILL  
A. J. MORE

M. F. McDOWELL  
C. F. GREEN  
W. G. DUNKLE

## FARM LOANS WANTED

We have a large amount of money to lend on Iowa farms on advantageous terms and at lowest rates. We want regular connections in many Iowa counties, with a view to securing a steady volume of good loans.

Write us for terms and tell us what you have.

### The Leavitt & Johnson Trust Company WATERLOO, IOWA

Emmons Johnson, Pres.	Carleton Sias, Vice-Pres.	Geo. W. Williams, Ass't Sec'y.
E. L. Johnson, Vice-Pres.	C. R. Davis, Sec'y.	W. C. Logan, Treas.

**Capital - - - \$150,000.00**  
**Surplus and Profits - 200,000.00**

mortgage companies, although these so-called land-credit banks were numerous 25 years ago for farm mortgaging, and many still exist for city business. This lack is as unaccountable as it is dangerous, because there are only two simple, master clauses in proper land-credit legislation. The first is, that capital stock and surplus must be maintained at a safe ratio to bonds; the second is, that bonds in circulation must represent first liens on lands of adequate value, and never exceed outstanding loans either in amount or interest rate.

In Europe experience has shown that \$1 to \$20 is a sufficient ratio to protect bondholders of a company against defaults of its borrowers, if a fair portion of capital stock and surplus be kept in liquid assets. It also has been found that the best way to conduct business is to have the bonds and mortgages correspond in dates of interest payment, as near as may be. Whatever be the maturities, bonds are always subject to recall by the company; and semi-annually it must withdraw and redeem bonds up to the total amounts not only paid in but also defaulted on loans during the half-year preceding the last six months. If not so used, the payments on loans must be reinvested in new loans without delay. This prevents funds from being misapplied or lying idle, eliminates bad mortgages from among the securities, and preserves equilibrium between bonds and loans.

#### A. M. PRICE ELECTED PRESIDENT OF THE FIRST NATIONAL BANK AND THE FARMERS AND CITIZENS SAV- INGS BANK, DE WITT, IOWA.

At a meeting of the directors of the First National Bank and Farmers and Citizens Savings Bank of De Witt, Iowa, held recently A. M. Price was elected president of both institutions. At the same meeting L. N. Williams was elected cashier of both banks and also as a member of the board of directors; Paul Siegmund succeeding Mr. Williams as assistant cashier. All of the new officers have been associated with the bank for a long time, A. M. Price for more than thirty years, L. N. Williams for twenty-four years and Paul Siegmund for twelve years and the promotions as made are graceful acknowledgments on the part of the directors of their accomplishments.

The two banks have a combined capital of \$75,000; surplus and undivided profits of \$115,000 and deposits of \$1,000,000, all of which evidences their stability and prominence in banking circles of eastern Iowa.

#### LEE COUNTY SAVINGS BANK, FORT MADI- SON, IOWA, IN FINE CONDITION.

The last statement of the Lee County Savings Bank, Fort Madison, Iowa, shows that they are flourishing splendidly under the following efficient officers: Wm. H. Atlee, president; W. N. Blackinton, vice-president; George W. Hanchett, cashier. The cash capital is \$50,000, surplus and undivided profits \$15,048 and total deposits including check, time and savings and postal savings \$726,958.16.

The Farmers Savings Bank, at Atlantic, Iowa, recently purchased the building occupied by them from the Thody Brothers, of Sioux City, the consideration being \$18,000.00.

## SECURITY SAVINGS BANK

**CEDAR RAPIDS, IOWA**

Founded 1889

**Capital \$200,000.00**

**Surplus and Profits \$75,000.00**

**Deposits \$2,000,000.00**

President

**E. M. SCOTT**

Vice-Presidents

**C. D. VAN VECHTEN**

**F. C. FISHER**

Cashier

**FRANK FILIP**

Auditor

**MAUD W. CARPENTER**

**IOWA FARM LOANS OUR SPECIALTY**

# Legal Opinions and Decisions

## Negotiability.

As we have often before stated the distinguishing characteristic of negotiable instruments is the freedom from the liability of the original maker which accrues to the innocent holder in due course before maturity and for value. As this is a special privilege it frequently becomes a vital question whether or not a certain contract or instrument is or is not technically speaking negotiable within the meaning of the rule.

Most of the states, including Iowa, Nebraska and the Dakotas, have practically uniform laws on "negotiable instruments" or "bills and notes" or "commercial paper," as this subject is named by various authors.

A recent case in Nebraska has decided that the addition of the following provision made to the ordinary promissory note, "A discount of six per cent will be allowed if paid in full within 15 days from date," does not affect its negotiability or change the rule. (152 N. W. 390.)

## Parties Liable.

Both maker and endorsers are liable to holders for value in due course before maturity and in Iowa and most states they can all be joined in one action and if the amount involved is less than \$100.00 sued in justice court.

The services of an attorney are not necessary. A petition about as follows should be presented to the justice: "For cause of action plaintiff states he is the holder of a certain negotiable instrument (describe it, who signed by, who endorsed by, etc.), that he acquired the same in good faith and for value before maturity and that he has made demands on the parties defendant and they have refused to pay same. Wherefore, plaintiff prays judgment with interest from the date of transaction and costs of this action." This petition should be sworn to and on day of trial the holder should appear, request to be sworn, tell his story, introduce the instrument in question in evidence and rest.

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.

He has a prima facie case and unless fraud or notice of non-negotiability can be shown by the defense "the gates of hell cannot prevail against it." For the law see Iowa Code, Section 3465, 11 Iowa 371, 12 Iowa 351, 15 Iowa 380, 30 Iowa 414.

## Agent's Liability.

Bankers are often called on to act as agents in various capacities and especially in real estate and while as a general rule an agent for the sale of land has no implied authority to receive the purchase price, where the principal by want of ordinary care allows the purchaser to believe that the agent has such authority, then payment by purchase to agent is good. First National Bank of Coos Bay, N. D., 152 N. W. 668.

## Accommodation Makers.

A person signing a note on its face as accommodation maker is primarily liable to the payee as a joint maker even though payee knew at the time of accommodation character of the transaction. Nat. Bank vs. McCluskey, North Dakota, 152 N. W. 657.

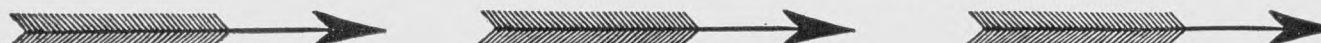
## Innocent Holders.

They must be **without notice** for value, before maturity. The burden is on the party claiming to be an innocent holder to prove himself one. Barnard vs. Tidrick, South Dakota, 152 N. W. 690, and in the same case it was held that a statement by the maker of a note in the presence of one to whom it was subsequently endorsed held sufficient to put indorsee of inquiry and to charge him with notice of infirmity in inception of note.

## Questions and Answers.

Among the many questions presented to the legal department of The Northwestern Banker for an answer, the following ones may prove interesting:

Query: We recently acquired a five-dollar check on another bank in this town and payment of which has been stopped by the maker. We cashed the check, as an accommodation merely, for a party who was not originally a party to the check. Neither the maker nor the endorser is disposed to take up the check and we



## BLACK HAWK

## NATIONAL BANK

CAPITAL AND SURPLUS  
\$250,000.00


DR. F. W. POWERS, President  
CHAS. W. KNOOP, Cashier  
H. E. RUGG, Asst. Cashier

"The Bank of Stability and Progress"

*Waterloo, Iowa*

**3 PER CENT ON BALANCES** for reserve of banks is paid by this bank, which it is enabled to safely pay by reason of its location in a thriving industrial center

Our organization and equipment embraces the latest and best methods of transacting all branches of the banking business. Correspondence or a personal interview with bankers solicited.



contemplate suing both parties in our justice of the peace court. The amount is so small that we do not feel like employing an attorney if it is not necessary, but at the same time as a matter of principle we feel that we should enforce collection. Will you please advise us if it would be practical to sue both the maker and the endorser of the check in the same action? Will you cite us the law or necessary decisions that we could easily have access to that would be necessary to present in the justice's court?

Answer: In regard to the \$5.00 check matter, we desire to say that both the maker and endorser are liable thereon, and may be sued in the same action in the justice court. See Code Sec. 3465. Also the 11th Iowa, page 371, 15 Iowa, 380, and 30 Iowa, 414.

You should file a petition with the justice setting forth your cause of action and especially showing that demand for the money has been made on the parties defendant, and the same has been refused. Also that the check was received and held by you in good faith and for value in the ordinary course of business.

On the statement of facts given, you should have no difficulty in making your recovery.

Query: One of our depositors living in a neighboring town frequently issues checks on us which are cashed by a bank in his own town, who before paying same, telephones us inquiring whether check for a stated amount is good. If our books show such to be case, we invariably make reply O. K., or "it is." We understand that this cannot be considered a certification of the check and hence make no entry on our books to that effect. What would be our position in event of the depositor coming in and withdrawing his

balance or of some other check being presented before the check O. K.'d by telephone is presented for payment, if the amount withdrawn would leave a smaller balance than would pay the check O. K.'d by telephone?

We are arguing with our neighboring bank that we would be legally forced to pay the check first presented, as the telephonic conversation could not be considered as acceptance. They argue that we would be legally protected to consider the amount of the telephoned check as funds legally set aside.

As we may at any time be set in the same position by the same depositor, as the neighboring bank is, we are anxious to know if we would be legally justified in

(Continued on page 25.)

## Rock Island Lines

Afford Best Service to and from

**Chicago** **Kansas City**  
**St. Paul** **Minneapolis**  
**Colorado and California**

All-Steel Trains—Block Signals—Dining Cars

For information about a journey anywhere  
 address

HAL. S. RAY 401 Central Life Bldg. DES MOINES, IOWA

# NORTHWESTERN NATIONAL BANK

MINNEAPOLIS, MINN.



**EDWARD W. DECKER, President**  
**JOSEPH CHAPMAN, Vice-President**  
**JAMES A. LATTI, Vice-President**  
**ALEX. V. OSTROM, Vice-President**  
**WM. E. BRIGGS, Vice-President**  
**ROBERT E. MACGREGOR, Cashier**  
**S. H. PLUMMER, Assistant Cashier**  
**H. P. NEWCOMB, Assistant Cashier**  
**W. M. KOON, Assistant Cashier**  
**HENRY J. RILEY, Assistant Cashier**

**Total Resources \$39,700,000**

# 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.

**BANK FIXTURES**—Fine condition. Offering at a bargain. Also neat second-hand safety deposit boxes.

\$1,000. The best of references furnished. Address 1926, Northwestern Banker.

**SAFETY DEPOSITS BOXES**, one section of 46 boxes and one of 29. Good condition. Bargain. First National Bank, Rockwell City, Iowa.

**VAULT DOORS**, safety deposit boxes, steel filing devices. Specializing on vault equipments. My \$2.60 safety deposit box can't be beaten. Chas. Stayman, Fort Dodge, Iowa. General Agent, Herring-Hall-Marvin Safe Co.

**FOR SALE**—Second hand vault door and solid Cherry fixtures. First National Bank, Glidden, Iowa.

**WANTED**—Cashier with \$6,000 to \$10,000 for Florida. Two cashiers with \$7,000 to \$10,000 for California. The right man with \$125,000 can secure control of high-grade bank with over \$1,000,000 deposits, located in large western city. H. W. Long, 1005 Haas Bldg., Los Angeles, Cal.

**POSITION WANTED**—By a young man just finishing Cedar Rapids Business College, who desires to enter country bank and learn the business. Address 1930, Northwestern Banker.

**CASHIERSHIP WANTED**—In country bank. Can invest, age 28, speak German. Seven years' experience. Address 1934, Northwestern Banker.

**CASHIERSHIP WANTED**—By young man experienced in country bank. Will buy interest if desired. At present I am cashier of National Bank in Iowa. Can furnish excellent references. Address 1935, Northwestern Banker.

GEORGE S. PARKER, President

F. L. EATON, Vice-President

C. D. VAN DYKE, Cashier

A. W. SMITH, Asst. Cashier

## LIVE STOCK NATIONAL BANK

Capital  
\$100,000.00

Sioux City, Iowa  
LOCATED AT THE STOCK YARDS

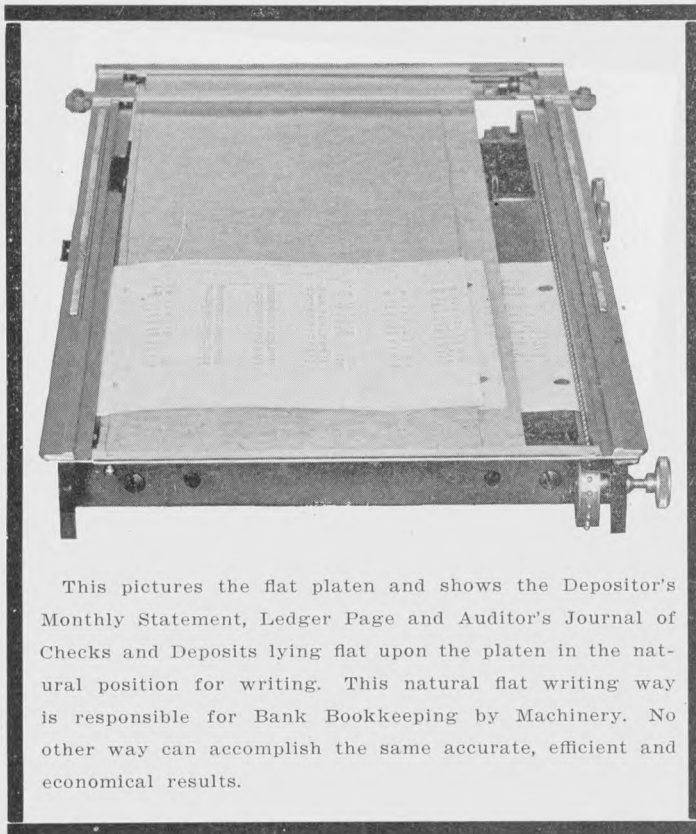
Surplus  
\$100,000.00

Deposits \$2,500,000.00

The GREAT NORTHWEST being the feeding ground of the Live Stock Industry, by virtue of our location at the MARKET PLACE of this territory, we can offer unsurpassed RESERVE facilities for Country Bankers.



# Elliott-Fisher Bank Bookkeeping Machine



This picture shows the flat platen and shows the Depositor's Monthly Statement, Ledger Page and Auditor's Journal of Checks and Deposits lying flat upon the platen in the natural position for writing. This natural flat writing way is responsible for Bank Bookkeeping by Machinery. No other way can accomplish the same accurate, efficient and economical results.

**is built on the natural principle of flat writing. That is why it does Bank Bookkeeping the way Bankers want Bank Bookkeeping done.**

Elliott-Fisher is the only machine with the flat platen.

And Elliott-Fisher is the only machine that can do all of the following: Post the ledger and make Auditor's Journal of Checks and Deposits at the one operation, also Depositor's Monthly Statement at the same operation if desired; furnish totals for the run or day of all debits, all credits and old and new balances; mechanically balance each account at time of posting, combine all of this work into one operation without calling or checking; safeguard against posting to wrong account, transposition and other clerical mistakes common to bank bookkeeping.

Elliott-Fisher Bank Bookkeeping Machine records are better and neater, more rapidly made, furnish greater security and the work is done with much less effort.

*Accounting Control for Banks is the title of a handsome folder that will be mailed to you upon request. Ask for it.*

## Elliott-Fisher Company

725 Cameron Street

HARRISBURG, PA., U. S. A.

**BANK POSITION WANTED**—By young man 23 years of age. Over four years' banking experience. Good references. Am at present employed, but wish something with better prospect for advancement. Address 1932, Northwestern Banker.

**WANTED**—I am looking for a country bank proposition; can invest; speak German; fifteen years' banking experience; best of reference. Prefer an Iowa location. Address 1933, Northwestern Banker.

**WANTED**—Controlling interest in small western bank (or good location), county seat preferred. Send statement, full particulars and reason for selling. Address 1936, Northwestern Banker.

### LEGAL OPINIONS AND DECISIONS.

(Continued from page 23.)

refusing a check on presentation for which there is sufficient funds but would lower the balance so that the telephonic O. K.'d check would overdraw the account.

Answer: You are entirely correct in your contention that a certification, such as you described, by telephone, does not amount to a setting aside of the sum inquired of for the benefit of the inquirer.

The same would be true if the inquiry were made by letter, the only responsibility that you would be under would be that of telling the truth concerning the account. If another check is presented and there are

**R. ALGYER, Vice-President**  
**A. C. WHALEN, Asst. Cashier**

**C. J. WEISER, President**

**E. W. D. HOLWAY, Vice-President**  
**A. ANFINSON, Cashier**

**THIS BANK WAS NOT BUILT IN A DAY**

# Winneshiek County State Bank

Oldest Bank in Iowa

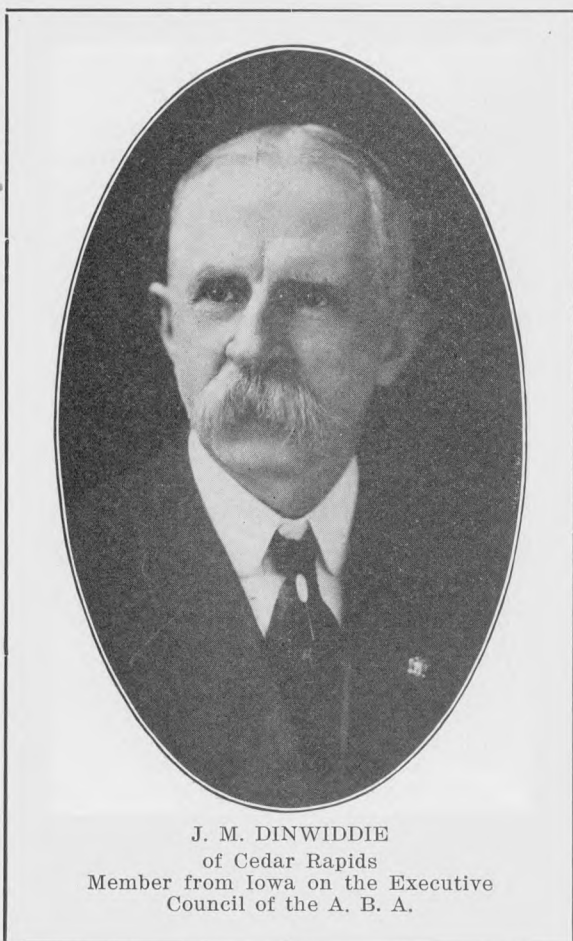
**Capital, Surplus and Undivided Profits \$225,000.00**

Send us all your Northeastern Iowa and Southeastern Minnesota business, as we have special facilities for handling the same

Established 1855

Organized 1902

**DECORAH, IOWA**



sufficient funds on hand with which to meet the same, it will be your duty to cash such a check, but I should advise that in case any such contingency arises, after you have advised the party that there are sufficient funds on hand, at the time of the inquiry, to meet his check, that you note carefully on your book the hour or time of payment of the check coming in afterward, so that you may be prepared to meet any claim of bad faith that might arise.

You can readily see why a mere statement that a check is good at one time would not bond for a subsequent period. If this were so, all that would be necessary to tie up any man's account would be to phone his depository bank and ask if his check for a certain amount is good.

This, however, is true, that if the bank in the other town calls you up and asks you by phone to set aside this money to their credit, stating that they have the check and have endorsed same, and you agree to do so, this contract is perfectly legitimate and if the telephone conversation can be proved, it can be enforced, as it is simply an advance to the other bank on the strength of their statement.

#### THE SUCCESSFUL COUNTRY BANKER MUST KNOW MEN.

By S. T. Kiddoo.

In delivering his annual address before the South Dakota Bankers' Association, of which he was president last year, S. T. Kiddoo, cashier of the Sioux Falls National Bank, said in part:

"It has been said that 'The basis of banking is pub-

lic confidence.' I believe that banking methods of today are such that the people have confidence in the banks that are attempting in every way to serve them wisely and well, and that we, as bankers, should give banking practice as much publicity as possible, for, through a better understanding of banking and bank service, will we foster that confidence so necessary to the best banking ideals.

"If Diogenes were to return to the world today, with his lantern and tub, this time in search of the man who knows most about his fellows, would he spend his time on the city street corners? Would he find the man who knows men and human affairs best in State street, or Wall street, or Fifth Avenue, or University Avenue?

"The bigness of his surroundings has been the city man's undoing. Complexity means departments and departments specialists. The ribbon clerk knows literally everything about ribbons, one vice-president of a metropolitan bank everything about foreign exchange, and the humble president of a railroad knows all about hard-hearted bankers.

"The city man does not meet men. He learns the name of his first neighbor above by reading of his suicide or divorce in his newspaper. Henry Grady cut short a New York career and packed up for rural Georgia because no one in his flat was able to tell him about the little girl the undertakers had called for. No one in the block knew more than that she was a little girl.

"The country doctor, the country parson, the country lawyer perhaps lead those who know their fellow men, but a place must be made also for the country banker.



**...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. JOHNSON, 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.

True, he does not see men and women in the tensest moments of domestic life. That is reserved for the country doctor, and, in a lesser degree, the minister. Like the lawyer, too, he is limited to men for the most part in his dealings. Women seldom borrow and only infrequently require the services of a lawyer.

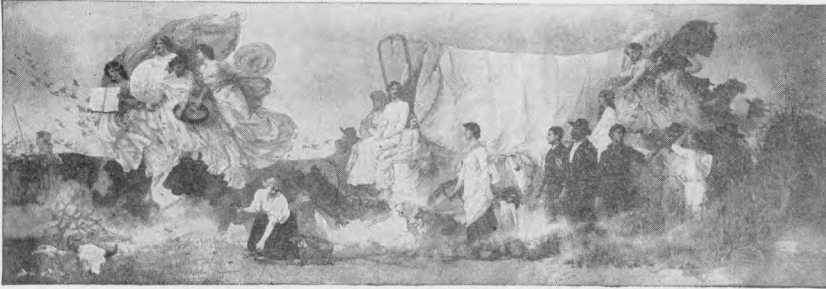
"But modern economics have armed the lender with questions and the entire business life of the community passes in review before him. Business is done on borrowings and the man as well as the transaction passes under the inquisitive eye of the lender in the country bank. If the farmer wants new machinery, the banker learns the cost of farm machinery, the different grades, the different manufacturers, the uses, the savings as compared with the less modern methods. The astute lender also discovers how much wheat the borrower has, what the production is per acre, what other assets the borrower has, and why it is that he is out of ready cash. In time the grocer, the lawyer, the doctor,

the smith, and the station agent will knock at his door with the story of their lies and ambitions.

**E. V. TROUT IS PRESIDENT OF THE NEW WEST SIDE SAVINGS BANK, SIOUX CITY, IOWA.**

The organization of the West Side Savings Bank, Sioux City, Iowa, has been completed and the opening of the bank is now assured. It is the intention of the officers to be ready for business in the early fall, with a paid up capital of \$50,000. E. V. Trout will be president of the new institution; F. J. Sulzbach, first vice-president; E. J. Oliver, second vice-president, and William Rembe, cashier. West side business men are very enthusiastic over the fact that they are to be favored with a substantial institution and have passed many favorable compliments upon the work of J. F. McMurray, who has been of great assistance in organizing this institution.

**JAS. H. JAMISON**  
PRESIDENT



"Westward the Star of Empire Takes Its Way."

**A. D. STRUTHERS**  
SECRETARY

An Iowa Company for Iowa People. Keep Iowa Money at Home.

*Western Life*

Insurance Company

OF DES MOINES, IOWA.

Among our best Agencies are some of Iowa's best Banks.

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.

#### JAMES M. DONALD RESIGNS AS CHAIRMAN OF THE BOARD OF THE HANOVER NATIONAL BANK, NEW YORK.

At a regular meeting of the board of the Hanover National Bank held recently, Mr. James M. Donald presented his resignation as chairman of the board.

For quite a long time Mr. Donald has felt his many years of labor were telling on his health, and that it would be better to withdraw from all part in the active management of the bank. While offering this resignation, he still retains his interest in the bank, and remains as one of the directors.

The resignation was accepted with regret and so it relieves Mr. Donald from many duties after over forty-two years of continuous service.

After graduating from college in 1872, he was em-

ployed for several months with a very large mercantile concern, but joined the bank as junior clerk on February 23, 1873, rose to be assistant cashier in 1880, cashier in 1882, vice-president in 1891, and after the death of the late James T. Woodward, its president for a great many years, became in 1910 chairman of the board of directors.

During his many years of service he has seen the bank grow from a moderate deposit line in those days of one million two hundred thousand dollars to upwards of considerably over one hundred millions, has made himself felt in both banking and commercial worlds, making always for the growth and popularity of the Hanover National Bank.

He retires with the hearty goodwill and friendship of the directors and his associates, in order to take life less strenuously.



## 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**



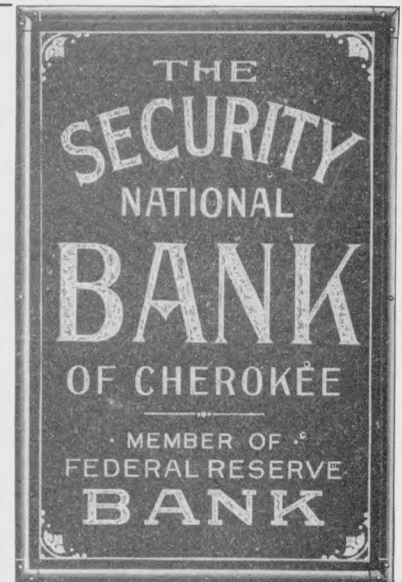
**CHIPPED GOLD**  
Beveled Plate Glass  
**BANK SIGNS**

Will identify your bank in a pleasing, dignified and impressive manner. They are always bright, do not tarnish, need no polishing and can be read further than any other signs.

Send us cut, photo or pencil sketch of your bank, indicating where you would like signs, giving sizes and lettering, and we will submit prices and sketches without obligating you.

Our catalog, "BANK SIGNS," free.

**RAWSON & EVANS CO.**  
711-713 Washington Blvd.  
**CHICAGO**



**NEW BANK ORGANIZED AT HADLEY, MINN.**

A new bank has been organized at Hadley, Minn., and the following are the officers for the new institution: C. E. Dinehart, president; F. D. Weck, cashier; B. H. Larson, vice-president, and C. E. Reed, assistant cashier. A new bank building will be erected at once.

**CARL L. OLESON SELLS PART OF HIS STOCK IN NATIONAL BANK OF COMMERCE, MANKATO, MINN.**

Carl L. Oleson has disposed of the greater part of his holdings in the National Bank of Commerce, Mankato, Minn., to S. B. Wilson, Geo. W. Scherer and W. G. Hoerr.

Mr. Oleson will remain on the board of directors and continue as president until a successor is named, but feels that he must give up his duties on account of his health.

The National Bank of Commerce was organized in 1902 by Messrs. A. O. and C. L. Oleson, the former being its first president and the latter its first cashier. Upon the removal from the city of A. O. Oleson, in 1906, C. L. Oleson succeeded him as president, which office he still holds. He has worked unceasingly and at all times not only for the welfare and upbuilding of the bank's business, but has always taken a decided interest in advancing the general prosperity of the city.

**NASHWAUK STATE BANK, MINN., BECOMES A NATIONAL BANK.**

The Nashwauk State Bank of Nashwauk, Minn., with a capital of \$10,000, has been changed to the First National Bank, with a capital of \$25,000.

The Nashwauk State Bank has done business for the past twelve years. The officers of the First National Bank of Nashwauk are: S. R. Kirby, president; John A. Redfern, vice-president; John T. Ring, cashier.

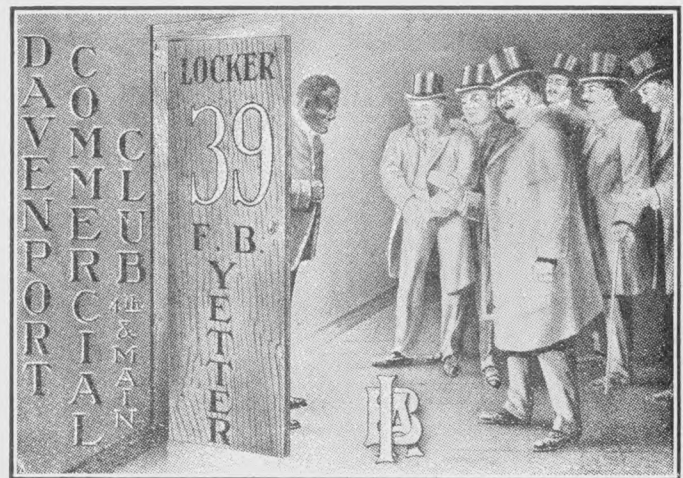
**FARMERS STATE BANK OF ROTHSAY INCORPORATED AT ROTHSAY, MINN.**

The Farmers State Bank of Rothsay has been incorporated at Rothsay, Minn., for \$15,000. The incorporators are J. S. Ulland, Henry G. Dahl, Fred C. Hodgson, I. O. Swenson and J. F. Shay. A brick build-

ing is to be started immediately and the bank will be ready for business by fall.

**BANK GUARANTY COMMISSION FIXES FIVE PER CENT INTEREST RATE IN SOUTH DAKOTA.**

The new South Dakota bank guaranty commission, which had its initial meeting recently at Pierre, fixed the rate of interest for entire state of South Dakota on deposits in state banks at five per cent, and the commission decided not to take advantage of granting concession of five and one-half per cent. It has authority to do this where there is competition between a state bank and a national bank, the latter paying six per



A reproduction of Frank Yetter's official passport to happiness and grape juice at the Iowa Bankers convention at Davenport.

cent. The commission stated they were "of the opinion that general conditions do not warrant the payment of six per cent, either in state or national banks, but that with the assistance of the provision of the guaranty law, state banks paying five per cent would be on an equal basis from a viewpoint of competition with national banks paying six per cent."

# Scandinavian American National Bank

MINNEAPOLIS

Capital \$1,000,000.00

Surplus \$200,000.00

**Officers**

A. UELAND, Vice-President  
EDGAR L. MATTSON, Vice-President  
GEO. F. ORDE, Vice-President  
CHAS. B. MILLS, Vice-President

H. R. LYON, President

E. V. BLOOMQUIST, Cashier  
A. E. LINDHJEM, Asst. Cashier  
TRYGVE OAS, Asst. Cashier  
W. R. MURRAY, Asst. Cashier

**We have exceptional facilities for handling the accounts and business of banks. Our list of correspondents is growing daily. We would like to see your name on our books.**

## MINNESOTA

### MINNESOTA BANKERS CONVENTION.

Minnesota Bankers Convention was a success from every standpoint and over 1,200 bankers registered during the two days' session. O. W. Lundsten, of Hutchinson was elected president; H. Von der Weyer, of St. Paul, vice-president; J. J. Ponsford, of Watertown, treasurer, and G. H. Richards, of Minneapolis, secretary. R. E. Macgregor, of Minneapolis; George A. Hanscom, of St. Cloud; O. W. Nelson, of St. Paul, and E. W. Sherwin, of Minneapolis, were chosen as members of the executive board of the state association. E. L. Mattson, of the Scandinavian-American Bank of Minneapolis, was chosen a member of the executive council to succeed J. W. Wheeler, of St. Paul; M. J. Dowling, president of the state Bank of Olivia, was elected vice-president for Minnesota; A. A. Crane, vice-president of the First and Security National Bank of Minneapolis, was made a member of the general nominating committee and H. A. Baldwin, president of the First National Bank of Redwood Falls, is his alternate.

### \$1,000,000 BANKING HOUSE ORGANIZED IN ST. PAUL.

The Merchants Trust and Savings Bank, with a capital of \$1,000,000, has been organized and opened for business July 1st in St. Paul in quarters on the ground floor of the Merchants Bank building, Fourth and Robert streets. The new institution will do a general banking business and make a specialty of savings accounts.

This will be the fourth savings bank in St. Paul.

### TWENTY-SIXTH STREET STATE BANK OPENS FOR BUSINESS AT MINNEAPOLIS.

The Twenty-sixth Street State Bank is the name of a new financial institution which has just begun business in Minneapolis. The capital will be \$25,000 and surplus \$5,000. Thomas K. Kelly, president of the T. K. Kelly Investment Company, will be president; G. R. Morrissey, president Farnum Printing & Stationery Company, will be vice-president; H. C. Hemp, cashier, and R. B. Price, assistant cashier. Mr. Kemp formerly was identified with the Oliva State Bank, Oliva, Minn., and Germania Bank, Minneapolis. Mr. Price formerly was with the Market State Bank, Min-

neapolis. Directors of the new bank, other than the officers named are: A. B. Clark, Dr. L. O. Dodge, H. J. Hage, T. M. Kenyon, T. A. Loveland, James McDonald, Kirby T. Snyder and T. J. Stevenson.

### DULUTH HAS A NEW BANK.

Duluth's new bank will be a state institution, and will be known as the Mercantile Bank of Duluth. Its capital stock will be \$300,000 with a surplus of \$90,000, and it will open for business between August 1 and September 1.

F. S. Graham, of Mandan, N. D., who will be the president of the new bank, has already moved his home to Duluth. He is president of the Mandan bank and controls six other banks in small North Dakota towns. He was formerly state bank examiner of North Dakota.

H. C. Niblock, of Minneapolis, a member of the organization committee, will be the cashier.

Work was commenced recently on the new home for the First National Bank of Baudette, Minn.

The Hanover National Bank, New York, N. Y., has been approved as reserve agent for the National Bank of Commerce, St. Paul, Minn.

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

The Fort Dearborn National Bank, Chicago, Ill., has been approved as reserve agent for the Farmers National Bank, Hendricks, Minn.

The Live Stock National Bank, Sioux City, Iowa, has been approved as reserve agent for the Farmers National Bank, Luverne, Minn.

The Merchants National Bank, Cedar Rapids, Iowa, has been approved as reserve agent for the First National Bank, Stewartville, Minn.

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

### METROPOLITAN NATIONAL BANK, MINNEAPOLIS, TO ERECT A TEN-STORY BUILDING.

The Metropolitan National Bank of Minneapolis expects to erect a ten-story office building with their bank offices on the main floor. Plans are now being drafted and it is probable that five or six stories will be ready for occupancy by July 1, 1916.

## Oldest Bank in Minnesota

# The First National Bank of St. Paul

Statement at Close of Business, May 1, 1915

Resources.		Liabilities.	
Loans and Discounts.....	\$24,329,061.42	Capital Stock .....	\$ 3,000,000.00
U. S. Bonds .....	600,000.00	Surplus .....	2,000,000.00
Other Bonds .....	4,327,441.16	Profit .....	406,764.41
Bank Building, Site and New Construction .....	568,814.08	Reserved for Unearned Interest.....	175,000.00
Stock in Federal Reserve Bank.....	100,000.00	Reserved for Taxes .....	107,666.18
Due from Banks and U. S. Treasurer.....	6,980,710.06	Circulation .....	50,000.00
Cash .....	4,099,385.72	Deposits .....	35,265,981.85
	\$41,005,412.44		\$41,005,412.44

**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.

Desire of the bank officials to get on corner ground floor was the motive prompting the Metropolitan Bank to move into that territory. The office building will be modern in every way and the floor occupied by the bank will be modern in every detail. It is expected that the Minneapolis Savings and Loan Association will take quarters in the new building.

The Metropolitan National Bank and the Minneapolis Savings and Loan Association have occupied quarters on the second floor of the Metropolitan Life Building for several years.

### NINTH DISTRICT GROUP OF MINNESOTA BANKERS MET AT DETROIT.

The twelfth annual convention of the Ninth District Group of the Minnesota State Bankers Association was held at Detroit, Minn. Over one hundred bankers were present and addresses were given by Curtis L. Moshere, of the Federal Reserve Bank of Chicago, and

Prof. H. R. Smith, livestock expert of the First National Bank of St. Paul.

Secretary G. H. Richards, of the Minneapolis State Bankers Association, and Secretary W. C. McFadden, of the North Dakota State Bankers Association, were present and both gave interesting talks relative to the work of the state associations.

The result of the election of officers for the coming year is as follows: President, H. S. Erickson, Security State Bank of Detroit; vice-president, G. J. Johnson, State Bank of Donaldson; secretary-treasurer, J. H. Braddish, First National Bank of Hallock; executive committee, H. E. Roberts, Moorhead National Bank, Moorhead; S. J. Evans, Fergus Falls National Bank, Fergus Falls.

A. F. Meyer, who has been cashier of the First National Bank of Belle Plaine, Minn., the past seven years, has tendered his resignation.



### Pan-American Delegates in front of Burroughs Administration Offices, Detroit

Identities by number: (1) Porfirio Franca, director National Bank of Cuba; (2) Vicente Gonzales, trade expert, Ecuador; (3) Joseph Boyer, president Burroughs Company; (4) Ramon Arias F. Jr., vice-president Bank of the Canal Zone, Panama; (5) Franco Peyando, former minister Dominican Republic to U. S.; (6) Pedro Rafael Cuadro, former secretary of finance, Nicaragua; (7) Edwin A. Walton, advertising manager Burroughs Company; (8) Juan E. Arjona, assistant secretary Panama delegation; (9) Byres H. Gitchell, secretary Detroit Board of Commerce; (10) F. H. Dodge, salesmanager Burroughs Co.; (11) C. W. Gooch, vice-president Burroughs Co.; (12) A. J. Lauver, general manager Burroughs Co.; (13) Juan S. Lara, secretary Nicaraguan delegation; (14) Aristides Arjona, secretary Panama treasury; (15) Admiral Cordeira de Graca, Brazilian navy; (16) Aristides Arjona, Jr., secretary Panama delegation; (17) William A. Reid, Pan-American Union representative; Juan S. Lara, banker, Guatamala.

# Great Western Accident Insurance Company

DES MOINES, IOWA

Iowa's Largest and Strongest Health and Accident Company

RESOURCES.	LIABILITIES.
Approved Securities Deposited, with Insurance	Reserve for Re-Insurance.....\$ 93,601.06
Departments.....\$207,555.05	Reserve for Losses.....21,853.52
Cash on Deposit and in Office.....29,486.21	Reserve for Sundries.....8,972.77
Interest Accrued.....4,987.80	Surplus to Policyholders
Premiums in Course of Collection.....20,418.97	(Including Capital Stock \$100,000.00).....138,210.90
Holding Account.....190.22	Total.....\$262,638.25
Total Admitted Assets.....\$262,638.25	

**NO CLAIMS DUE AND UNPAID**

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

## NEBRASKA

**CHAS. P. NELSON, PRESIDENT OF GROUP SIX, NEBRASKA BANKERS, GIVES ANNUAL ADDRESS.**

Group Six, Nebraska Bankers, held their annual meeting at Hastings and every bank in the group is a member of the association.

Chas. P. Nelson, cashier of the Commercial Bank, Long Pine, Nebraska, and president of Group Six, gave the annual address. He said in part:

"Sixteen years ago Group Six of the Nebraska Bankers' Association was organized at Long Pine with a membership of five, the territory then being one-third larger than at the present time, but only a few could be interested and it seemed useless to organize. However, this membership has steadily grown until the present time reveals to us that there are now 54 banks in our Group, and all are members of our association. I announce with just pride a membership of 100 per cent for Group Six. I do not wish to take full credit for the loyalty shown by the banks within our jurisdiction, but due credit is also given to our secretary and vice-president, as well as to our congenial secretary of the State Association, William B. Hughes, who does not spare the pen in trying to advise the uninformed of the benefits derived by being one among us.

"Group Six has long been known as being in the

'short grass' country. I wish to erase this from your minds, because it has a tendency to mislead a prospective visitor to this part of the state, leading him to believe all we have here is 'short grass.' This name is erroneous. Here we are not limited to a few products, but have a great variety, viz., corn, wheat, rye, oats, potatoes, cattle, horses, sheep, hogs, hay and alfalfa. Did I say alfalfa? Yes. While we are not as far advanced in the number of acres, it has been fully demonstrated that this grass will grow here in western Nebraska and even at this time many carloads of alfalfa are being shipped to the market. Owing to the choice of all these crops we have not had a complete failure in many years."

### GUARANTY STATE BANK TO BE STARTED IN LINCOLN, NEBRASKA.

The preliminary organization of a new state bank with capital of \$100,000 has been effected by the stockholders of the Guaranty Securities Company, Lincoln, Nebraska, and other prominent business men of the city and state.

The name of the new institution will be the Guaranty State Bank, and will be located at 118 North Thirteenth Street in the same rooms with the Securities Company.

In order to better facilitate the handling of its increasing business, the stockholders of the company, after due and careful consideration, deemed it advisable to add commercial banking facilities to its business of mortgage and bond banking.

## 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



D. D. Myers, Pres.

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

#### DAN MORRIS ELECTED PRESIDENT OF GROUP FIVE, NEBRASKA BANKERS.

Dan Morris, City National Bank of Kearney, was elected president of Group Five of the Nebraska Bankers, which recently met at Grand Island. The other officers are: E. M. Williams, First National Bank of Ord, vice-president, and Frank Cleary, Grand Island National, secretary-treasurer. Grand Island was again selected as the place of the meeting for next year. About two hundred and fifty bankers were in attendance. A feature of the state association dwelt upon largely was the federal reserve bank and the gradually completing co-operation of Nebraska banks with the reserve bank of the district.

#### S. M. PATTERSON, OF ALMA, NEBRASKA, ELECTED BANK EXAMINER.

S. M. Patterson, of Alma, Nebraska, a member of the last legislature, has been appointed by Governor Morehead as state bank examiner. For the past five or six months only eight examiners have been used by the banking board, where the law allows nine. There has been a vacancy ever since E. H. Mullowney resigned his position.

#### NEWMAN GROVE STATE BANK, NEBRASKA, FORMALLY OPENS NEW BUILDING.

The Newman Grove State Bank, Newman Grove, Nebraska, held open house recently, celebrating the completion of their new building. The ladies received carnations, children were given appropriate souvenirs, and the men were treated to cigars.

The new bank building is located in the middle of the main business block. It has a north front of beautiful design and construction. The interior is finished in imported marble and mahogany and the furniture is solid mahogany.

George H. Gutru, president, E. W. Johnson, cashier, and O. H. Olson, assistant cashier, have all contributed to the success of this splendid bank.

#### DR. J. S. TAYLOR, OF STEELE CITY, NEB., PURCHASES STOCK IN EXCHANGE BANK.

A change has been made in the management of the Exchange Bank of Steele City, Nebraska, whereby Dr. J. S. Taylor has purchased the controlling stock and become president. Luther Bonham is the vice-president. R. S. Wilfrey, of Marysville, Kansas, is the cashier.

The Exchange Bank was organized twelve years ago with D. B. Cropsey, of Fairbury, president and H. E. Clapp, of Steele City, cashier. For the present Mr. Clapp will remain in Steele City.

The capital and surplus of the bank will be increased from \$5,000 to \$12,000, and a new building is to be started immediately on a desirable corner which the bank will occupy upon its completion.

Franklin county banks showed a total of over \$2,000,000 when the last quarterly statement was made. This is \$200 for every man, woman and child in the county, or \$1,000 for the average sized family.

## WHY

One Glance Shows the Usefulness and Convenience of  
The Handy Telephone List.

With this effective in-door sign on the Telephone of your customers and prospective customers, WOULDN'T YOU HAVE A TREMENDOUS ADVANTAGE OVER YOUR COMPETITORS?

## HE

It is an acknowledged fact that the Handy Telephone List compels the most valuable and conspicuous space that money can buy, and therefore, leading advertisers claim and have endorsed it as being the most effective in-door sign in the world.

IT SPELLS RESULTS—  
INCREASED BUSINESS

## SMILES

It is appreciated for its usefulness and convenience and given a place in the Street Homes and Offices—space that money could not buy in any other way. It is a publicity and business producing medium—your own personal collector directing business to you.

**SAMPLE 25c**  
Write for Quantity Prices.

**C. E. ERICKSON & CO. Des Moines, Iowa**

"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



G. J. JOHNSON,  
who was recently appointed state bank examiner of North Dakota.

### NORTH DAKOTA BANKERS CONVENTION.

The North Dakota Bankers Association held their thirteenth annual convention in Bismarck June 16th and 17th. Governor Hanna gave the address of welcome. Among the interesting speeches given were the following: "A New Era in the Detection of Crime," William J. Burns, chief of the Burns' International Detective Agency; "The American Institution of Banking," H. J. Dreher, of the Marshall-Isley Bank of

Milwaukee; "Burglary Insurance and Bonds," B. A. Rufin, of Richmond, Va., secretary of burglary insurance committee of the American Bankers Association; "Bank Advertising Illustrated," E. B. Wilson, of the Bankers Trust Co. of New York; J. J. Arnold, vice-president and manager of farm exchange department of the First National Bank of Chicago.

The entertainment features consisted of dances, theater parties, automobile rides, steamer trip on the Missouri river and luncheons and reunion of the past presidents of the North Dakota Bankers Association.

The banking institutions of the state at the present time are: National banks, 151; state banks, 623; trust companies, 4.

Membership in the association is as follows: National banks, 137; state banks, 565; trust companies, 4. The total membership in the association at this time is 706, as compared with 710 one year ago.

### C. W. GRINNELL AND L. A. SAYER PURCHASE THE FIRST INTERNATIONAL BANK, COLUMBUS, N. D.

C. W. Grinnell, formerly of the First State Bank of Claremont, S. D., and L. A. Sayer, of the Marshall County Bank of Britton, S. D., recently purchased the interests of A. N. Beiseker and his associates in the First International Bank of Columbus, N. D. The bank is now under the management of L. A. Sayer, who is president of the bank, and C. W. Grinnell, cashier.

### HEBRON STATE BANK, HEBRON, N. D., RE-ORGANIZED AS A NATIONAL BANK.

The Hebron State Bank, Hebron, N. D., has been reorganized as a national bank and it is now doing business as the First National Bank of Hebron. The capital of the bank is \$25,000 and the surplus \$8,000. H. R. Lyon is president; L. A. Tavis, vice-president; J. H. Watts, cashier, and F. J. Thul, assistant cashier. The Hebron State Bank has been one of the most successful of the small banks in western North Dakota and its change to a national bank with a larger capital is to give it an opportunity to in a large measure supply the banking needs of the thriving city of Hebron.

### FIVE NEW NORTH DAKOTA STATE BANKS RECEIVE CHARTERS.

Charters were issued to five new North Dakota state banks recently by Secretary of State Thomas



# DAKOTA TRUST <sup>a</sup><sub>d</sub> SAVINGS BANK

SIoux FALLS, SO. DAK.

Capital \$100,000.00

Accounts of Banks, Bankers and Individuals solicited on reasonable terms. Correspondence and interviews invited.

*Mortgages Bought and Sold*

**OFFICERS**

N. O. MONSERUD, Cashier  
 E. E. OLSTAD, Asst. Cashier  
 W. C. HOLLISTER, President  
 TORE TEIGEN, Vice-President  
 O. A. HAYWARD, Vice-President

Hall. Two banks have been located at Sincoe, N. D., both with capital stock of \$10,000, being known as the Farmers State Bank and the First State Bank. The Citizens State Bank of Antler, N. D., and the Security Bank, at Temple, both have capital stocks of \$10,000. The Guelph State Bank, Guelph, N. D., has been organized with Thomas F. Marshall and McCartney, of Oakes, as the incorporators. The capital stock is \$10,000.

June 25th and 26th. The address of welcome was made by N. E. Franklin, mayor of Deadwood and president of the First National Bank of Deadwood. The response was given by Hon. Jas. S. Lawson, of Aberdeen. S. T. Kiddoo, president of the South Dakota Bankers Association and cashier of the Sioux Falls National Bank, gave the annual address. Among others on the program were: Theodore Wold, governor Federal Reserve Bank, Minneapolis; Dean McCusick, Law Department of South Dakota University; W. I. Nolan, Minneapolis; Frank Sanford, Rogers, N. Dak., and J. L. Wingfield, public examiner.

The following officers have been elected to handle the affairs of the South Dakota Bankers Association during the coming year. N. E. Franklin, of Deadwood, president; James B. Lambertson, of Sioux Falls, vice-president; R. O. Cone, of Huron, treasurer, and J. E. Platt, of Clark, secretary.

In his annual report, J. E. Platt, secretary, showed an increase in membership of 16, and a gain in the past ten years from 82 to 560, the highest yet attained.

The balance on hand in the treasury is \$1,198.20.

In referring to legislative matters, Mr. Platt said: "At the last convention the entire executive council was designated a legislative committee. However, the distasteful duty seemed to fall largely upon the secretary.

"We are pleased to report that no legislation was enacted detrimental to the banking business except it should be construed that the guaranty of bank deposits bill might have been defeated.



**JAMES B. LAMBERTSON**  
 Cashier Sioux Falls Savings Bank and Vice-President of the South Dakota Bankers Association

**SOUTH DAKOTA BANKERS ASSOCIATION MEETS AT DEADWOOD.**

The twenty-fourth annual convention of the South Dakota Bankers Association was held at Deadwood on

**DISTINCTIVE**

DOUBLE PURPOSE SCREEN FOR BANK WINDOWS



437

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

**WESTERN DISPLAY CO., Saint Paul**

SEND FOR CATALOG

## SOUTH DAKOTA

"We presume that the members are familiar with this measure. The passage of the bill in its present form was concurred in by most of the banker members of the legislature and it seemed to be a case of shaping the measure rather than trying to defeat it. A bill had been initiated by petition which was thought to be drastic and bad and it was believed that a vote of the people would make it a law. The legislature was bound to submit it to a vote. We were in a dilemma and in consequence appointed a committee, which drafted a bill that seemed more just and equitable and this bill was not only passed by the legislature practically intact, but has also been initiated by petition and submitted along with the other measure to be voted upon at the 1916 fall election. It was necessary to submit the law, so called ours, for vote in order to avoid the complex situation of having the undesirable law voted in and thus eliminate our measure passed by the legislature.

"The law as now enacted will be what the state banks and the watchful eye of our public examiner's department coupled with the bank guaranty commission, make it. They seem to have a most serious problem thrust upon them and we believe they have the stamina and ability to see their duty and do it."

Over eight per cent gain was shown recently in the

bank clearings in South Dakota for one week in comparison with the corresponding week of last year.

### DAKOTA TRUST & SAVINGS BANK, SIOUX FALLS, S. D.

The Dakota Trust & Savings Bank of Sioux Falls, S. D., was organized two and one-half years ago, under the South Dakota trust company laws.

This is one of Sioux Falls' interests that fills a long-felt want, as not until the organization of this company did it have a full-fledged trust company that could act as administrator of estates, executors under wills, also trusteeship under wills; act as guardian of minors and incompetents, escrow agents, trusteeships in corporate bond issues and other trust duties.

In addition to the trust company service rendered by this institution, it transacts a banking business in all lines, acts as depository for country banks, has a mortgage and bond department, as well as a commercial and savings department.

This institution, although but about two and one-half years old, has already exceeded the half million line in total resources.

The officers of this institution are as follows: W. C. Hollister, president; Tore Teigen, vice-president; O. A. Hayward, vice-president; N. O. Monserud, cashier; E. E. Olstad, assistant-cashier.

G. W. HART, OF WATERTOWN, S. D., HAS DISPOSED OF THE MERCHANTS BANK OF BRYANT, S. D., TO H. E. HEMINGWAY AND ASSOCIATES.

G. W. Hart, president of the G. W. Hart Farm

# THE SIOUX FALLS SAVINGS BANK

OF

## SIOUX FALLS, S. D.

FOR

### Service, Security and Satisfaction

## Capital \$ 200,000.00

## Deposits over \$2,250,000.00

### South Dakota's "Livest Bank"

#### OFFICERS

WM. ONTJES, President  
JAS. B. LAMBERTSON, Cashier

C. C. BRATRUD, Vice-President

C. H. ROSS, Vice-President  
K. B. CRESSEY, Assistant Cashier

**We invite accounts of Banks and Bankers**

**Send us your Farm Loans**

# 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.

J. D. Fleckenstein, A. C.

S. T. Kiddoo, Cash.



N. O. MONSERUD

Cashier Dakota Trust & Savings Bank, Sioux Falls, S. D.

### FIRST NATIONAL BANK, RAPID CITY, S. D., SOON TO OCCUPY NEW BUILDING.

The new building for the First National Bank of Rapid City, S. D., is rapidly nearing completion. It is simple and dignified in its architecture. Hoggson Brothers, of Chicago and New York, furnished plans, erected and equipped the new bank under their building method.

It was in 1884 that Lake & Halley, bankers, organized under the national bank system and became the First National Bank of Rapid City. Richard C. Lake was the president, William Hecht vice-president, and James Halley, now president, was the cashier.



J. E. PLATT

of Clark  
Secretary South Dakota Bankers Association

Mortgage Company, Watertown, S. D., disposed of the Merchants Bank of Bryant, S. D., recently to H. E. Hemingway and associates. Mr. Hemingway, formerly of Weyburn, Sask., is in charge of the bank as active vice-president, and Mr. W. D. Morris and Mr. J. O. Melham, president and vice-president, respectively of the Citizens National Bank of Watertown, taking interest with him.

Mr. Hart retains 25 shares and continues as president, although inactive, and acting in advisory capacity only. Arrangements are being made to convert the Merchants Bank into a First National Bank as soon as possible.



W. E. STEVENS  
President Security National Bank  
Sioux Falls, S. D.

quarter of a century with the progress and upbuilding of the state and the city of Sioux Falls. Though its business is nation wide in scope, it is primarily a South Dakota institution and among its stockholders and directors are to be found some of the most prominent and successful business men of the state. The directors are, Mr. W. Z. Sharp, grain and lumber merchant; Mr. Chas. Fantle, of Fantle Bros. department store; Mr. W. K. Van Brunt, president of the Van Brunt Overland Company; Mr. John Mundt, Sioux Falls city commissioner; Mr. Joe Kirby, attorney and president of the Western Surety Co.; Mr. F. H. Hollister, of Hollister Bros. Loan & Insurance agency; Mr. M. R. Drennen, capitalist; Mr. R. G. Stevens, vice-president; Mrs. G. C. Holmberg, vice-president; Mr. John Barton, cashier, and Mr. W. E. Stevens, president.

The officers of the institution are, Mr. Walter E. Stevens, president; Mr. W. K. Van Brunt, vice-president; Mr. Geo. C. Holmberg, vice-president; Mr. Ray G. Stevens, vice-president; Mr. John Barton, cashier; Mr. Delmar C. Lowe, assistant cashier; Mr. Cleveland R. Bond, assistant cashier. It is a noteworthy fact that four of these gentlemen, Mr. W. E. Stevens, Mr. R. G. Stevens, Mr. Barton and Mr. Lowe, were born and raised in Minnehaha county, South Dakota.

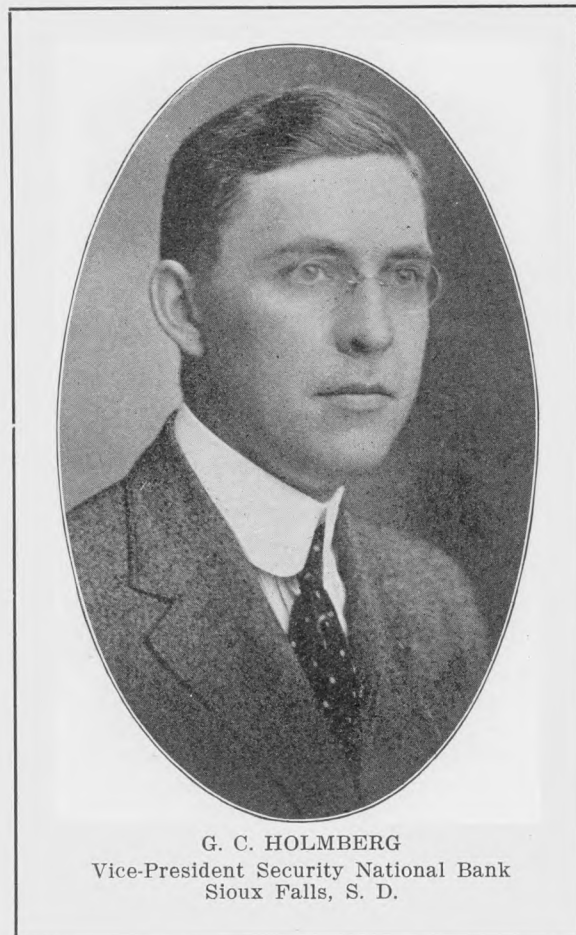
This institution with its capital, surplus and undivided profits of \$275,000.00 and deposits of \$2,500,000.00, shows resources amounting to \$3,000,000.00 and does an annual volume of business amounting to \$165,000,000.00, which requires the services of six active officers

(Continued on page 40.)

The bank has continued to grow and prosper and is now under the able management of James Halley, president; J. J. McNamara, vice-president; A. K. Thomas, cashier, and A. S. Halley, assistant cashier.

**SECURITY NATIONAL BANK, SIOUX FALLS, SOUTH DAKOTA.**

The Security National Bank of Sioux Falls, founded July, 1890, as a state bank, is now South Dakota's largest financial institution. It was operated as a state bank under the title State Banking & Trust Co. until it entered the National Banking and Federal Reserve systems on August 1, 1914. Probably no South Dakota bank has been more closely identified during the past



G. C. HOLMBERG  
Vice-President Security National Bank  
Sioux Falls, S. D.

**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**

# How Bankers Are Advertising

Community or Group Advertising.

By E. B. Wilson.

This interesting article by E. B. Wilson, advertising manager of the Bankers Trust Co., New York, presents a new view of bank publicity.

Consider for a moment: What is a bank? What is a trust company? What has one good bank to offer that another good bank cannot offer? What services can one good trust company render that differ greatly from the services of another good trust company?

Assuming that all the banks and trust companies in the community are sound, conservative and efficient, are not their functions largely common? Are not their services similar? Are not their interests mutual? Assuming also the truth of the first broad principle mentioned, that it is the duty of banks and trust companies to make known their usefulness, it then follows that concerted publicity action by banking institutions is desirable.

I hold with many thoughtful bankers and bank advertising men, who have the strong conviction that the best advertising of banks and trust companies has not yet been done, that the separate competitive efforts at advertising by banks and trust companies is superficial and not fundamental. Many of us believe that what is needed in bank and trust company advertising, more than anything else, is co-operation by suitable groups of banking institutions in a campaign of publicity, designed thoroughly to inform all classes and conditions of people of the usefulness of banking institutions, and of the duty which the people owe to the business world, of bringing their surplus moneys into the storehouse of capital for the common good.

Various plans have been suggested for bringing this about, and discussions have been held in the councils of banking associations, both state and national. Some of the plans are entirely impracticable, but they all have the laudable intention of getting the bankers together to do something for the common good, as well as for their individual interests. One of the plans which seemed to me quite impracticable was for the trust companies of the country to appropriate a large amount of money for carrying on a campaign of information through the general magazines of national circulation. As there are only about 1,200 towns and cities in the United States where trust companies are situated, while the national magazines are distributed quite evenly throughout all the cities, towns and hamlets of the country, the enormous waste of such a plan is apparent.

It seems to me that anyone who will thoughtfully and carefully consider the subject of group advertising for banking institutions, must inevitably arrive at the conclusion that the proper way to carry on such a campaign is for the bankers of any given community to combine and use local advertising mediums. The ties that bind banks of any particular town or city, ought to be stronger than the ties between the banks of distant towns and cities or of distant states. If the banks of any community are not carrying on their business in a spirit of helpful co-operation there is something radically wrong, something which needs to be righted.

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.

If the bankers cannot get together on a common basis with the common good as the object, how can they expect the full and complete confidence

and co-operation of the community at large?

It seems very unfortunate that the fear of some bankers that "the other banker" might gain some slight advantage, has prevented concerted publicity action in some communities where efforts have been made to bring about such action. Contrast this attitude on the part of some bankers in certain communities with the attitude of business men in almost any other line, and you will wonder how it can be. Take a lesson from the manufacturers. How quickly they will rally around the standard of their common interests, either for defense or offense. Look at the real estate men of the average community,—how they stand together to maintain and boost the price of real estate! Then look back at the absurd situation of bankers declining to subscribe to a well-ordered and intelligent plan for boosting their common interests, because some brother banker might obtain a few thousand dollars more than his due proportion of the increase in deposits!

Permit me to register my firm conviction that a thorough, intelligent, and prolonged campaign of publicity in almost any community, carried on by the banks acting jointly, would result in increased business for all the banks, the greater proportionate share of such increase going to the banks who did the most intelligent work for new business during the period of such advertising. I cannot agree with those who contend that in such a campaign the advantage would be with the biggest and strongest institutions; on the contrary, I believe that the advantage would be, and justly so, with those institutions deserving of confidence which did the fairest and most intelligent hustling for new business. Moreover, a campaign of community advertising ought not to be substituted for the individual advertising and other business getting efforts, the background which would make individual advertising all the more effective.

Let the banks of any given community subscribe to a common advertising appropriation of proper size; have strong, appealing copy written in plain understandable language, and publish it regularly as obvious advertisements (not "reading matter") over a long period, in the local newspapers; let them substitute this newspaper advertising with pamphlets, carefully prepared, which will explain in simplest language the purposes, practices, and services of banking institutions, the same pamphlets being distributed by all of the banks to their customers and prospective customers. Let them use, if local conditions seem to warrant it, advertising space in the local street cars and on the screens of the motion picture theaters. Such a campaign would arouse an interest in the banking institutions of any community that would be of lasting benefit, not only to these institutions but to the community at large.

The similarity of services and mutuality of interests of banking institutions indicate that they could with advantage unite by communities to advertise their common functions. The efficient carrying out of a

well ordered plan of community advertising by the banking institutions of any town or city should accomplish the following results:

**First:** Create a greater respect for, and confidence in banking institutions on the part of the general public. For example, I do not believe that such senseless runs as we have witnessed in New York City on mutual savings banks could have happened if the people had understood how thoroughly safe and sound such institutions are under the laws of New York State.

**Second:** Educate the public to the economic usefulness of banking institutions. Too many people look upon a bank as merely "a place to put your money," losing sight entirely of the important part which the bank plays in maintaining the prosperity of the business community.

**Third:** Increase the stream of small contributions of capital into channels of legitimate business, and diminish the stream which flows into illegitimate channels where the money is finally lost in the "slough of despond." The people ought to be taught that banks of deposit are like reservoirs which collect capital from many small sources for use when and where most needed for carrying on the business life of the community.

**Fourth:** Educate the people to a higher standard of thrift, and thus actually increase the working capital of the community. America has a long way to go before it can approach the record of France for widespread thrift, and consequent widespread ability to invest in high-class securities.

**Fifth:** Stabilize the finances of any given community, and, if carried on by many towns and cities throughout the country, exercise a stabilizing influence on the finances of the nation and in turn the finances of the world.

**Sixth:** Increase the effectiveness of the individual advertising and other new business efforts of all the participating banks. It is a well recognized law of advertising that the more business created for one advertiser the more there will be for all advertisers in the same line. We have it on good authority that the first year's advertising of American Bankers Association travelers' checks resulted in a large increase of sales of other kinds of travelers' checks, as well as in large sales of "A. B. A." checks.

Don't begin to advertise unless you intend to keep it up; advertising does not like a "quitter." That is a good motto of a big Eastern advertising agency which reads, "Keeping everlastingly at it brings success." Unlike many mottoes, this one tells the truth.

Make up your mind to **invest** (please notice, I said **invest not spend**), make up your mind to invest a reasonable sum in advertising each year, and invest that appropriation this year and next year, and the next,

The Careful man makes his Declaration of Independence when he

opens a Bank account

See the men with their chests out and their heads erect, with independent walk and confident air. They are independent because they have bank accounts. While other men wasted their time and money they were putting some into the bank. Make yourself independent before it is too late. Bank some money now.

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)

without regard to the returns obtained last year, and the year previous and the year before that. It is consistent, persistent, intelligent, year-after-year and week-after-week-during-the-year advertising that permanently counts, that builds a safe and sure foundation in public confidence.

**SECURITY NATIONAL BANK, SIOUX FALLS, S. D.**

(Continued from page 38.)

and a clerical force numbering eighteen, which is further augmented by a completed equipment of the most modern time and labor saving devices now in use by banks.

Since its foundation the bank has occupied quarters in its own building, located at No. 120 West Ninth street, which have from time to time been remodeled to meet the needs of its rapidly growing business. These quarters have now become inadequate and arrange-



# 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**

ments have been made to lease the entire ground floor of a bank and office building to be known as the Security Bank Building, which is now being erected at the southwest corner of Ninth street and Main avenue by a company recently organized by members of the bank's board of directors, which will give them one of the finest and most up-to-date banking rooms in this section of the country, and one which is commensurate with the character and volume of their business.

its organization thirty years ago, severed his connection with the bank recently. The management has been taken over by H. N. Donhowe, of Story City.

The State Bank of Allison, Iowa, is being remodelled. When completed it will be a very commodious and modern banking room.

J. J. O'Malley recently sold his interest in the Bayard Savings Bank, Bayard, Iowa, to M. J. Hallihan.

The Ottumwa National Bank, Ottumwa, Iowa, now presents a new appearance, as the result of redecoration just completed by C. W. Langdale.

### I O W A

Articles of incorporation were filed recently for a new banking institution for Des Moines, Iowa, which will be known as the Iowa Trust & Mortgage Co. The company has authorized capital of \$100,000. Quarters have been opened up on the second floor of the S. & L. building and the new institution is ready for business. George G. Hunter will act as president, H. R. Howell, vice-president, and Ed. B. Hunter as secretary.

The contract for the erection of the Farmers State Bank building, Kanawha, Iowa, has been let to B. L. Straton, of Mason City.

The Whittemore State Bank, Whittemore, Iowa, recently installed a new electric clock.

The First National Bank of Story City, Iowa, will build an addition for the accommodation of their new savings department.

J. H. Highberger resigned as president of the Farmers Savings Bank, Dallas, Iowa.

A. M. Price has been elected president of both the First National Bank and the Farmers & Citizens Bank of De Witt, Iowa. He succeeds the late W. H. Talbott. Mr. Price has for some years been cashier of both institutions. L. N. Williams succeeds to the cashiership made vacant by Mr. Price's election to the presidency and Paul Siegmund is assistant cashier. Mr. Williams has also been made a director in both institutions.

Geo. P. Christianson, president and sole owner of the Randall State Savings Bank, Randall, Iowa, and who has been connected actively with that institution since

### 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.



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**

## IOWA

D. R. Spieker and his brother Claude disposed of their stock in the People Savings Bank of Nevada, Iowa. The former resigned as cashier of the bank. The purchaser of the stock and the prospective cashier is Henry Van Orsdell, of State Center.

The merging of the Exchange Bank of Oxford Junction, Iowa, conducted as a private bank by L. and L. F. Zeller, into the new First Trust & Savings Bank of that place, removes next to the last of the private banks in Jones county.

Howard Patterson, a Cedar Falls, Iowa, boy who went to Minneapolis three years ago, has won his way to the head of the grain draft department of the Northwestern National Bank there. He also bears the distinction of being the youngest man in that department.

Because of poor health, Robert F. Wilson, cashier of the First National Bank, Fairfield, Iowa, has resigned that position. The assistant cashier, Frank S. Boies, has been named as cashier.

J. F. Maley recently accepted the position as assistant cashier in the Elkader State Bank, Elkader, Iowa.

F. W. Willis, who has been cashier of the Rhodes Savings Bank, Rhodes, Iowa, has sold his stock in the bank and resigned. Miss Florence Hix, who has been assistant cashier, has assumed the duties of the cashier.

Lester King has accepted a position in the Peoples Savings Bank at Redfield, Iowa.

Mrs. Ihno Gerdes, wife of the cashier of the First National Bank of Wesley, Iowa, died recently.

The Pioneer Valley Savings Bank of Sergeant Bluff, Iowa, filed an amendment to its articles or incorporation increasing the capital stock from \$10,000 to \$25,000.

The Iowa State Bank, Osceola, Iowa, will remodel their building in the near future. The Iowa State Bank occupies one of the most conspicuous corners in the business district and the contemplated improvements when done will add greatly to the appearance of Main street.

The First National Bank of Rock Rapids, Iowa, is making preparations for extensive improvements to the interior of its banking house.

## 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**

Rome, Iowa, is to have a new bank building this fall.

Articles of incorporation have been filed for the Zwingle Savings Bank, Zwingle, Iowa. The following have been chosen officers: R. J. Kennedy, president; vice-president, Jerry Coakley, and cashier, E. R. Wheeler.

A meeting of the stockholders of the Farmers & Merchants Bank, Washington, Iowa, was held recently for the purpose of electing officers. The present directors were all re-elected. A. J. Dawson was made president to succeed S. A. White, and Samuel Thomson vice-president. The Farmers & Merchants Bank is an institution to be proud of, the affairs never were in better shape and the business is constantly increasing.

Preparations are now being made by the Citizens State Bank, at Goldfield, Iowa, to soon commence the building of an addition to their institution.

The First Trust & Savings Bank, Oxford Junction, Iowa, has installed the Baker-Vawter system of book-keeping, accounting and savings system. This is considered among the best in existence.

Andrew R. Smith died recently at his home in Cooperstown, N. Y., at the age of 78 years. Mr. Smith was the president of Canajoharie, N. Y., National Bank at the time of his death and a director of the Citizens National Bank, Spencer, Citizens Savings Bank of Royal, Iowa, Citizens National Bank, Webb, and Citizens National Bank of Fostoria, Iowa.

William Adams has accepted the position of assist-

ant cashier of the Bank of Waucoma, Iowa, so capably filled the past four years by Miss F. Grace Dodd.

The First Savings Bank of Sutherland, Iowa, one of the most prosperous and progressive institutions of its kind in O'Brien county and one having as fine a banking home as can be found in the four northwest Iowa counties, has added a mammoth chime clock to its already fine equipment.

C. E. Woodfill, 71 years old, president of the Farmers and Merchants Bank of Gravity, Iowa, dropped dead recently at his residence.

## 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)	190,000.00
DEPOSITS	- - over 2,700,000.00

C. H. MARTIN, President	
FRANK P. FLYNN	E. A. SLININGER
Vice-President	Cashier
CARL W. MESMER	
Assistant 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	

**OFFICERS**

CHAS. SHULER,  
President

W. H. GEHRMANN,  
Vice-President

P. T. WALSH,  
Vice-President

FRANK B. YETTER  
Cashier

LOUIS G. BEIN,  
Assistant Cashier



Capital Stock \$150,000.00  
Surplus 150,000.00  
Undivided Profits 100,000.00

We invite the business of banks, bankers and merchants desiring prompt, efficient and satisfactory service.

**I O W A**

Frank Rahn has accepted a position with the Fort Dodge Savings Bank, Fort Dodge, Iowa.

J. L. Hartley has been elected as assistant cashier in the bank at Mingo, Iowa.

John Rompotl was recently elected cashier of the Swisher Savings Bank, Swisher, Iowa. He will succeed Stephen Pudil, who was compelled to resign because of ill health.



**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>m</sup> Jerrems' Sons •**  
**22 Years at 502 Walnut**  
**DES MOINES, IOWA**

A Fort Dodge Trust & Savings Bank has been organized at Fort Dodge, Iowa, by local men, with a capital stock of \$50,000 to be headed by E. G. Larson.

A. J. Heller, who has been the assistant cashier in the Dedham State Savings Bank, Dedham, Iowa, for the past four years, has resigned his position to accept the cashiership of the new bank at Breda, Iowa, the Farmers State Bank.

John C. Cheney, 85, formerly cashier of the Fort Dodge National Bank, Fort Dodge, Iowa, and pioneer Iowan, who operated a stage line between Boone and Fort Dodge in the early days, died at Hinsdale sanitarium, Chicago, after two years' illness following a general breakdown.

Horace A. Barr has been named one of the state bank examiners for Iowa.

The Alta State Bank, Alta, Iowa, is to be remodeled.

The First National Bank building, Glidden, Iowa, is undergoing extensive repairs.

Ralph Tritz, of Merrill, has accepted a position at the Farmers and Merchants Bank, LeMars, Iowa.

Miss Emma Stolley has resigned her position as assistant cashier in the Merville State Bank, Merville, Iowa, and has been succeeded by Miss Louise Parke.

Financial men declare the growth of suburban banks in Sioux City, Iowa, is indicative of the fact that Sioux City is becoming a metropolitan city.

Henry St. John has resigned from his position as assistant cashier of the Traer State Bank, Traer, Iowa. Mr. Charles Wellik will take his place.

Mayor Alfred C. Mueller and Richard Haak were recently elected directors of the Iowa National Bank of Davenport, Iowa. Mayor Mueller succeeds the late Max D. Petersen and Mr. Haak was elected to fill the vacancy caused by the death of his father, Ferdinand Haak.

Bert McCullough, cashier of the Home State Bank of Humeston, Iowa, who has served fifteen or sixteen years in that capacity, has been granted a leave of absence for a few months in order that he may travel in the west and if possible regain his lost health.

The "honor banks" of Iowa now number 111, not including national banks.

# 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**

The First National Bank, Corydon, Iowa, is now nicely located in its luxurious new home, which is in many respects the finest banking house in southern Iowa.

About ten years ago the Peoples Savings Bank, Marengo, Iowa, was organized and started business in July, 1905. From a small beginning the Peoples bank has shown steady growth till now it is the largest bank in Iowa county. The present officers are: A. M. Vette, president; Thos. P. McGivern, vice-president; W. R. McGregor, cashier; Ole H. Olson, assistant cashier.

The German-American Bank, Fort Madison, Iowa, has attracted considerable attention throughout the district by the extensive building operations in progress at the bank. The new structure contracted for and which is in process of erection, will be unrivaled in southeastern Iowa for beauty, safety and convenience. The contract, it is thought, will take until October to complete.

The Farmers Savings Bank, at Garden City, Iowa, is being incorporated with a capital stock of \$15,000. The officers are A. N. Drake, president; R. B. Ballard, vice-president, and Ole A. Feedan, cashier.

The contract for the new First National Bank building, Boone, Iowa, was let recently to the Evans Construction Company, of Mexico, Mo. The new structure will be eight stories in height. The outlay will be approximately \$100,000.

The stockholders of the Monona State Bank, Monona, Iowa, held their annual meeting recently and the following officers were elected: F. M. Orr, president; Milvin Davis, vice-president, and H. T. Orr, cashier.

Arthur Neuman & Co., of Des Moines, were awarded the contract for the erection of one of the finest banking houses in central Iowa, which will be the home of the First National Bank of Eldora, Iowa.

George Bogart, who has been the president of the Shenandoah National Bank, Shenandoah, Iowa, for more than 33 years, has tendered his resignation.

The Bedford National Bank, Bedford, Iowa, was reorganized at a meeting of the stockholders held recently. Mr. W. E. Crum, who has been president of the institution since 1881, retires as president and W. E. Crum, Jr., was selected for the place. The former president is in failing health and wishes to retire from the active management. He remains as vice-president.

The Mount Ayr Bank, Mount Ayr, Iowa, will be reorganized under the Iowa banking laws and will become a state bank, with a capital stock of \$100,000 and a surplus of \$10,000. Among those interested in the reorganization are Hon. F. E. Sheldon, J. O. Fry, Hon. J. A. Stephenson and others.

A baby girl was born to Mr. and Mrs. A. C. Geiger June 9th. Mr. Geiger is assistant cashier of the Farmers Savings Bank of Ruthven, Iowa.

**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 MAY 1, 1915

LIABILITIES.	
Capital Stock .....	\$1,000,000.00
Surplus and Profits .....	522,896.50
Circulation .....	224,900.00
Dividends Unpaid .....	16,527.76
Deposits .....	8,139,934.80
	<hr/>
	\$9,904,259.06
RESOURCES.	
Loans .....	\$7,260,031.05
United States Bonds .....	300,000.00
Fixtures .....	5,000.00
Overdrafts .....	11,630.60
Cash and Exchange .....	2,327,597.41
	<hr/>
	\$9,904,259.06

**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

Mrs. Eliza Reynolds, 81 years old, the mother of Arthur and George Reynolds, of Chicago, formerly well-known Des Moines bankers, died recently in Los Angeles, Cal., where she had been spending the winter with her daughter, Mrs. Henry Pentecost.

The American Trust & Savings Bank is the new financial institution at Seventh and Grand avenue, Des

Moines, Iowa. The organizers of the new bank are well known in financial circles and the success of the new institution is assured from the start. The bank has a paid up capital of \$50,000 and \$10,000 of undivided profits and surplus. J. P. O'Malley is president and J. J. O'Malley cashier, both of whom have had successful experience in the banking business in other cities.

The new First National Bank building at Forest City, Iowa, opened to the public recently. The new building has cost \$43,200. The banking room is finished in Italian marble and mahogany. The officers of the bank are: B. A. Plummer, president; M. Jane Plummer, vice-president; R. C. Plummer, vice-president; John Olson, cashier, and W. C. Haugland, assistant cashier.

The following are the officers of the new Stanton State Bank, Stanton, Iowa: President, S. W. Swanson; vice-president, J. P. Anderson; cashier, V. J. Martin, and assistant cashier, Alfred Danbom.

The Merchants National Bank, Grinenll, Iowa, was 32 years old recently. Through all the thirty-two years of its life, with all the ups and downs which come to every financial institution, the Merchants National Bank has had the rare good fortune to have its active management in the hands of one man, the present president, Mr. George Hamlin.

## FOR SALE OR TRADE

320 acres of good prairie land east of Austin, Minn. This is unimproved, but in a progressive neighborhood, and is a fine investment for someone to hold.

The owner will take some good town property or merchandise. What have you? Good terms. Price only \$75 per acre.

I also have a large number of farms near Garner. For what you do not want, let me give you something that will make you money.

**DWIGHT T. SMITH**

**Garner, Iowa**



**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.

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*Financial Advertising*

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

## 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

The annual meeting of the stockholders of the Citizens Savings Bank, Anamosa, Iowa, was held recently. The old board of officers was unanimously re-elected as follows: President, Dr. A. G. Hejinian; vice-president, B. E. Rhinehart; cashier, W. F. Hellberg; assistant cashier, Alex Robertson. The cashier's report indicated a very satisfactory condition for the year's business. The usual dividend was declared.

H. R. Reynolds has resigned from the office of cashier of the Bedford National Bank, Bedford, Iowa.

Lloyd Sangwin, of Liberty township, has been elected president of the Cherokee County State Bank of Meriden, Iowa, succeeding H. H. Lamoreux, who recently resigned the place. In this capacity he has served for thirty years.

The First National Bank of Fairfield, Iowa, celebrated its 50th anniversary recently.

Cashier D. K. Harris of the Peoples Bank of Manson, Iowa, resigned his position and J. W. Pendleton, of Storm Lake, will succeed him.

The Monteith Savings Bank, Monteith, Iowa, held their annual meeting recently and elected the following officers for the ensuing year: President, Carl Foster, of Guthrie Center, Iowa; vice-president, W. L. Reed, of Monteith; cashier, H. H. Mercer. This bank was organized about a year ago, but already has a splendid line of business. The deposits amount to about \$60,000.

The National City Bank, New York, N. Y., has been approved as reserve agent for the Cedar Rapids National Bank, Cedar Rapids, Iowa.

# 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

CHAS. C. KUNING, Chief Clerk

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

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 First National Bank of Cozad, Neb., has changed to a state bank. The bank has a capital of \$50,000 and the officers are H. M. Brown, president; N. Brownfield, vice-president, H. W. Flint, cashier.

The First National Bank, Wymore, Neb., has installed a new Burroughs adding machine.

Frank Domingo has accepted a position in the City National Bank of Weeping Water, Neb.

R. S. Wilfley and G. L. Wilfley, of Maryville, Mo.; Dr. J. S. Taylor, of Steele City, and Luther Bonham, of Fairbury, recently purchased the entire stock of the Exchange Bank of Steele City, Neb. The new officers will be Dr. J. S. Taylor, president, and R. S. Wilfley, cashier, with Mr. Wilfley as the managing officer.

Sam Patterson was recently appointed by Governor Morehead to the force of state bank examiners.

J. L. Rienard, cashier of the First National Bank at Scribner, Neb., has resigned and Charles Arnot has accepted his position.

At the meeting of the Bankers Association of Group Six, held at Ainsworth, Neb., recently, S. J. Weekes, cashier of the O'Neill National Bank, O'Neill, was elected president of the Association for the ensuing year. The next meeting of the Group will be held at Valentine, Neb.

A new bank has been organized at Lewellen, Neb., known as the Farmers State Bank.

The Home State Bank of Kennard, Neb., has been incorporated. The incorporators are J. C. Neal, John Blaco, R. H. Denton, and others.

The Emerald State Bank, Emerald, Neb., has been incorporated with a capital stock of \$25,000. The incorporators are J. W. Daily, E. R. Lipps and others.

A new bank building will be erected for the Citizens State Bank of Kennard, Neb., in the very near future.

At the meeting of Group Four of the Nebraska Bankers Association, held in Hastings recently, Holdredge was chosen as the next convention city, without opposition. B. F. Hastings, of Grant, was elected president to succeed F. A. Dean. C. L. Lewis, of Fairfield, was chosen vice-president, and C. A. Phillips, of Cambridge, secretary and treasurer.

The Farmers State Bank, Emerson, Neb., held their annual meeting and all the old officers were re-elected.

The contract has been let for a new bank building of the Farmers State Bank, Elk Horn, Neb., to Herman Koch, of Millard.

The annual meeting of the stockholders of the Farmers State Bank, Fullerton, Neb., was held recently and the following officers were elected: President, J. W. Whitney; vice-president, Jas. A. Gleason; cashier, C. J. McClelland.

H. S. Kirkbride, cashier of the Franklin Exchange Bank, Franklin, Neb., resigned his position and will move to Lincoln, where he has a position as bookkeeper in the treasurer's office.

At a meeting of the stockholders of the newly organized bank at Avoca, Neb., the following officers were elected: A. Zimmerer, Sr., president; Louis Carsten, vice-president; J. C. Zimmerer, cashier. They will start business as soon as a charter is granted.

G. L. Stout, who has been connected with the Farmers State Bank of Big Springs, Neb., for the past six years, has resigned and accepted a position as cashier with the newly-organized bank at Lewellen.

The new bank at Brainard, Neb., opened up for business recently with a capital stock of \$20,000.

The Greeley State Bank, Greeley, Neb., recently purchased a new Burroughs adding-subtracting machine.

W. Lowman has retired as president of the Bank of Commerce, at Hastings, Neb., one of the prosperous banks of that city, and which has greatly prospered under his management. Mr. Lowman has sold a large interest in the bank to J. S. Marvell and in retiring Mr. Marvell becomes president of the bank and Emil Polenske, vice-president.

The capital stock of the Bank of Lincoln County, Hershey, Neb., has been increased to \$50,000.

Laurids Vedsted purchased the stock of Geo. Dobson in the German State Bank, Staplehurst, Neb.

The Jones National Bank, Seward, Neb., has installed a new Burroughs adding machine.

F. R. Spaulding has accepted a position with the Packers National Bank of South Omaha, Neb.

At a meeting of the stockholders of the Citizens State Bank of Bloomfield, Neb., G. H. Renard was made president, E. H. Mason cashier and Fred L. Woidneck, assistant cashier.

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A Single Contract and a guaranteed limit of cost for a complete building operation.

Write for Method Book

**HOGGSON BROTHERS**

7 East 44th St., New York  
 NEW YORK    BOSTON    NEW HAVEN  
 CHICAGO    ATLANTA



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

Harry J. Stutt, of Unadilla, has been elected cashier of the Bank of Avoca, Neb., to succeed Jos. C. Zimmerer, who resigned.

A deal was closed recently whereby the Marquette stockholders of the Farmers State Bank, Marquette, Neb., took over the entire holdings of the Marvels at Giltner, who were the only outside stockholders in the bank. R. C. Rasmussen was elected director to fill the vacancy caused by the withdrawal of J. S. Marvel. Henry Smith was elected president of the bank.

Nebraska is ahead of Kansas nearly \$27,000,000 in bank deposits.

M. R. Richardson, of Broken Bow, has accepted a position in the Thedford Bank, Thedford, Neb.

The Potter State Bank, of Potter, Neb., will erect a new brick bank building in the near future.

Lou McDill has purchased an interest in the Citizens Bank, of Johnstown, Neb., and will take the position of cashier of that institution.

The Drivers National Bank, Kansas City, Mo., has been approved as reserve agent for the City National Bank of Crete, Neb.

T. F. Miller has accepted a position in the Neligh Bank, at Neligh, Neb.

The Farmers & Merchants Bank of Benson, Neb., has increased its capital stock from \$15,000 to \$20,000.

Math Neubauer, has resigned his position in the German National Bank of Columbus, Neb.

Dan Morris, of the City National Bank of Kearney, Neb., was elected president of Group Five of the Nebraska Bankers Association at their annual meeting held at Grand Island, Neb., recently. E. M. Williams, First National Bank of Ord, was elected vice-president, and Frank Cleary, Grand Island National Bank, secretary-treasurer.

The German-American State Bank of Chalco, Neb., has been incorporated with a capital stock of \$10,000. The incorporators are William Blummer, Frank A. Schiele and Rudolph Blum.

Work on the new Lindsay State Bank, Lindsay, Neb., has commenced. The contract was let to a Lincoln firm. The building will be strictly modern and up-to-date in every way.

W. A. C. Johnson, of Omaha, Neb., has been made vice-president of the Live Stock National Bank of

South Omaha. Mr. Johnson needs no introduction to the bankers of Nebraska, as he has been directly connected with the business of the state for a good many years, having been located at St. Paul, Dannebrog and Farwell, Neb., for fifteen years, and also was at one time cashier of the Packers National Bank of South Omaha. He is exceptionally qualified and well adapted to his field at South Omaha.

O. H. Johnson, of Wilcox, Neb., has sold his banking and other business at Wilcox.

The contract has been let for the Enola Bank, Enola, Neb., which will be built at once.

## 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 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 out 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.**

# 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

The Bank of Murdock, Minn., of which J. F. Millard, of Carleton, is president, has commenced work on a solid brick structure which is to be used exclusively for the bank's business.

The Scandinavian-American National Bank, Minneapolis, Minn., moved to its new home recently in the Security Building. A gorgeous array of flowers, sent from officers of other banks, filled the large room in the Security Building. Officers of the bank also received congratulations from patrons and friends.

The Citizens State Bank, St. Paul, began business recently. E. D. Clark is president; F. W. Fooshe, vice-president; Louis Nash, vice-president; Paul F. Ocher, cashier.

The new Farmers & Merchants State Bank, Belgrade, Minn., has opened up for business. The incorporators are C. A. Cheney and W. E. McCullough, of Minneapolis, and F. J. McCullough, of Belgrade.

Deposits in the Peoples Bank of St. Paul, one year old June 17th, recently passed the \$1,000,000 mark.

The Citizens National Bank, Albert Lea, Minn., just recently added to its equipment a new Burroughs Adding-Subtracting Machine.

A stockholders meeting was held in the State Bank of Frost, Minn., at which time the capital stock was increased from \$15,000 to \$25,000. Carl Erdahl was elected assistant cashier to fill the vacancy caused by the resignation of E. H. Gullord.

The directors of the German-American Bank, Mankato, Minn., held a meeting recently and elected William Henline vice-president to succeed W. J. Morehore; F. W. Darsow cashier to succeed William Henline. Edward Langes is assistant cashier. Lawrence Henline retains the presidency.

The annual meeting of the Merchants State Bank, Red Lake Falls, Minn., was held recently and in the election of officers some changes were made. P. F. Pouliot, resigned as assistant cashier. W. S. Ericson, assistant cashier, was elected cashier, J. A. Duffy being chosen for the presidency.

A. J. Lee, assistant cashier in the City National Bank, Staples, Minn., has severed his connection with that institution and will go to Cannon Falls, where he and others are soon to establish another bank.

William A. Johnson, cashier of the Winton State Bank, Winton, Minn., while returning from Ely recently in his auto, was thrown from his machine when the steering gear broke and he lost control of the machine. The auto ran at full speed against a rock and was badly damaged. Johnson received slight injuries.

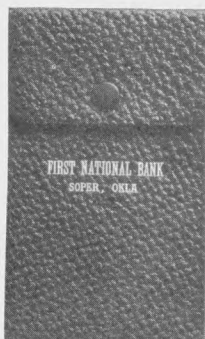
A new state bank will be opened in Duluth, Minn., August 1st. H. C. Niblock, of Minneapolis, will be the cashier, F. S. Graham, of Mandan, N. Dak., will be president of the new institution.

J. G. Tegner, cashier of the National Bank of Commerce of Mankato, Minn., has tendered his resignation. Mr. Tegner has been connected with the bank for the past six years.

The Dakota County Bank, at Lakeville, Minn., is now a national bank with officers and management the same. The capital has been increased to \$35,000 with a surplus of \$5,000.

The capital stock of the Mankato State Bank, Mankato, Minn., has been increased from \$50,000 to \$100,000.

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**Check Covers**  
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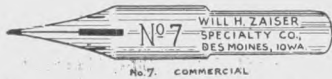
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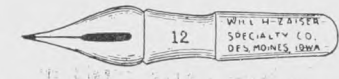
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Norman Evans, president of the Security State Bank, Owatonna, Minn., dropped dead recently on his way from his home to the bank. Heart failure is ascribed as the cause of death.

The second district group of Minnesota bankers closed their annual convention recently, which was held at Mankato, Minn., after electing the following officers: President, George W. Sugden; vice-president, M. S. Dossett; secretary-treasurer, F. H. Davis; executive committee, E. G. Hage, New Ulm, and W. J. Clark, Windom.

Kerrick, Minn., has a new financial institution which began business recently, under the name of the Kerrick State Bank, with a capital of \$10,000 and a surplus of \$2,000. Mat Bullis is president of the new bank; W. P. Hogan, vice-president, and C. A. Warren, cashier.

A fifth bank to be known as the Farmers & Merchants State Bank of Fergus Falls, Minn., opened up for business recently. The bank will have a capitalization of \$25,000. The directors are W. L. Winslow, T. M. Alexander, O. C. Boyum, M. Benson and C. D. Baker.

At the annual meeting of the stockholders of the First State Bank, Chatfield, Minn., held recently the board of directors was re-elected. At the directors meeting the officers of the bank were all re-elected.

A new bank known as the First State Bank has been organized at Verndale, Minn. G. R. Schlicht and E. W. Dickinson were elected on the board of directors.

The stockholders of the Barnesville National Bank, Barnesville, Minn., which went into the hands of a re-

ceiver some time ago, have been notified that each share of stock held by them has been assessed \$48 to make up a total amount of \$12,000, which is the amount the stockholders have to make up to be straight with the creditors of the bank.

The Citizens State Bank of St. Charles, Minn., celebrated its twentieth anniversary recently. The present officers are Geo. Pfefferkorn, president; David Goodrich, vice-president; John Reiland, cashier; M. J. McGrath, Jr., assistant cashier, and Jos. C. Kitt, bookkeeper.

The Lockhart State Bank is the name of a new bank just recently organized at Lockhart, Minn. Lambert Roesch and D. C. Jones are the organizers of the bank.

The Citizens State Bank of Sauk Rapids, Minn., will erect a new bank building in the near future.

It is probable that Fren Griffen and G. A. Schtick, of Lamberton, Minn., will start a new bank at Redwood Falls, Minn.

Rothsay, Minn., has a new bank owned by J. S. Ulland, of Fergus Falls, Minn.

The Merchants National Bank, Cedar Rapids, Iowa, has been approved as reserve agent for the National Bank of Dodge County, Kasson, Minn.

The First & Security National Bank, Minneapolis, Minn., has been approved as reserve agent for the First National Bank, Lakeville, Minn.

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

## 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

# 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

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Accounts of Banks and Bankers Solicited

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## SOUTH DAKOTA

### SOUTH DAKOTA NEWS AND NOTES.

J. M. St. John, a banker of Wewela, S. D., died recently from a stroke of paralysis.

A dividend of 25 per cent soon will be paid by the state banking department to the former depositors in the Security State Bank of Faulkton, S. D.; the Farmers and Citizens State Bank of Bryant and the Bank of Willow Lakes, all of which have been in the hands of the department for some time.

The Mobridge State Bank, Mobridge, S. D., will erect a new \$18,000 modern bank building in the very near future.

Jacob Boyd has resigned his position as cashier of the Security Bank of Roslyn, S. D., and J. M. Holter, deputy county treasurer of Day county for a number of years, will succeed Mr. Boyd.

H. F. Haroldson has resigned his position as cashier of the First National Bank of Brookings, S. D. He has been identified with the First National for over twenty years.

## NORTH DAKOTA

### NORTH DAKOTA NEWS AND NOTES.

A change of stockholders in the Farmers State Bank, Arnegard, N. Dak., took place recently, when M. E. Wilson, Fred Spofford and H. O. Stenehjem disposed of their stock to the Grandin Investment Company of Minneapolis.

W. J. Rusch, teller of the Northern Savings Bank, Fargo, N. Dak., has resigned and accepted a position as assistant cashier in the Forest River State Bank, Forest River, N. Dak.

The First National Bank at Langdon, N. Dak., is to be remodeled.

A new bank has been organized at Epping, N. Dak.

The New Leipzig State Bank and the Security State Bank, New Leipzig, N. Dak., were consolidated recently, the latter being absorbed by the former. J. P. Zuehl of the Security Bank is cashier of the new in-

The Eden State Bank, Eden, S. D., has announced its intention of putting up a large brick structure this summer, which will cost several thousand dollars.

The Merchants State Bank, Redfield, S. D., will erect a new home in the very near future. This, when completed, will be one of the most thoroughly modern and completely appointed bank buildings in the state.

The Farmers and Merchants Bank of Armour, S. D., has undergone a complete change in personnel during the past three months. B. W. LaShier disposed of his stock to Geo. Palmer, a stockholder, and Mr. Palmer recently purchased the stock of W. J. Barloon, cashier of the bank.

Amanda Iverson, of Hills, Minn., has accepted a position at the Trent State Bank, Trent, S. D.

Joe Whitmer has accepted a position in the Bi-Metallic Bank of Colome, S. D.

J. C. Green recently disposed of the Dempster State Bank, Dempster, S. D. Mr. Green has accepted the cashiership in a bank at York, Neb.

Roy Townsend has purchased an interest in the Bank of Bruce, S. D.

Earl Moles has accepted a position with the First National Bank of Wessington Springs, S. D.

stitution and A. H. Neiter, cashier of the old New Leipzig State Bank is president. P. J. Rausch will have charge of the real estate and loan department. The new bank has resources of \$100,000.

The Dunn County State Bank, formerly located at Manning, county seat of Dunn county, opened up for business at Dunn Center, N. Dak. The capital stock of the institution has been increased to \$25,000.

A new bank is to be established at Antler, N. Dak., to be known as the Citizens State Bank, with a capital of \$10,000. Chas. English, of Niagara, and John Boyum and M. A. Boyum, of Belfield, are the incorporators.

S. L. Kleve, who during the past four years has been cashier of the Flasher State Bank, Flasher, N. Dak., tendered his resignation as cashier. E. R. Shannon has been elected to fill the position.

R. E. Trousdale, of Mott, N. Dak., was elected president; Alfred White, of Dickinson, vice-president; Thomas Hayward, of Mandan, N. Dak., secretary, and C. J. Phelan, of Bowman, N. Dak., treasurer, of the Missouri Slope Bankers Association.

# Ask Us to Have Our Advertisers Send You More Information About Their Goods or Service

You will always find The Northwestern Banker advertising columns a reliable market place, from which you can select with confidence bank supplies and equipment; city correspondents, who will give you dependable service, and many other things, in which you as a banker are interested.

In order to assist you to get more information about the articles or bank service advertised in this issue, and to save you the trouble and postage of writing the various advertis-

ers yourself, we have listed each one with a number opposite. Simply fill in on the coupon the index number of the bank or company from which you would like to receive pamphlets, booklets or additional information, and mail it to The Northwestern Banker. We will be pleased to see that you get the material desired.

This is a service we are glad to render you as one of our subscribers.

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- B**
- Banks**
8. Merchants National Bank. Burlington, Ia.
  9. Cedar Rapids National Bank. Cedar Rapids, Ia.
  10. Merchants National Bank. Cedar Rapids, Ia.
  11. Security Savings Bank. Cedar Rapids, Ia.
  12. Continental & Commercial National Bank. Chicago, Ill.
  13. Corn Exchange National Bank. Chicago, Ill.
  14. Drovers National Bank. Chicago, Ill.
  15. First National Bank. Chicago, Ill.
  16. Fort Dearborn National Bank. Chicago, Ill.
  17. Live Stock Exchange National Bank. Chicago, Ill.
  18. National Bank of the Republic. Chicago, Ill.
  19. National City Bank. Chicago, Ill.
  20. City National Bank. Clinton, Ia.
  21. Peoples Trust & Savings Bank. Clinton, Ia.
  22. Davenport Savings Bank. Davenport, Ia.
  23. First National Bank. Davenport, Ia.
  24. German Savings Bank. Davenport, Ia.
  25. Iowa National Bank. Davenport, Ia.
  26. Winneshiek County State Bank. Decorah, Ia.
  27. Central State Bank. Des Moines, Ia.
  28. Century Savings Bank. Des Moines, Ia.
  29. Citizens National Bank. Des Moines, Ia.
  30. Des Moines National Bank. Des Moines, Ia.
  31. Iowa National Bank. Des Moines, Ia.
  32. Peoples Savings Bank. Des Moines, Ia.
  33. Valley National Bank. Des Moines, Ia.
  34. Dubuque National Bank. Dubuque, Ia.
  35. First National Bank. Dubuque, Ia.
  36. Second National Bank. Dubuque, Ia.
  37. First & Security National Bank. Minneapolis, Minn.
  38. Northwestern National Bank. Minneapolis, Minn.
  39. Scandinavian American National Bank. Minneapolis, Minn.
  40. Chase National Bank. New York, N. Y.
  41. Hanover National Bank. New York, N. Y.
  42. Merchants Exchange National Bank. New York, N. Y.
  43. Seaboard National Bank. New York, N. Y.
  44. First National Bank. Omaha, Neb.
  45. Merchants National Bank. Omaha, Neb.

46. Omaha National Bank. Omaha, Neb.
  47. Bank of North America. Philadelphia, Pa.
  48. Girard National Bank. Philadelphia, Pa.
  49. First National Bank. St. Paul, Minn.
  50. Continental National Bank. Sioux City, Ia.
  51. First National Bank. Sioux City, Ia.
  52. Live Stock National Bank. Sioux City, Ia.
  53. Security National Bank. Sioux City, Ia.
  54. Dakota Trust & Savings Bank. Sioux Falls, S. D.
  55. Security National Bank. Sioux Falls, S. D.
  56. Sioux Falls Savings Bank. Sioux Falls, S. D.
  57. Sioux Falls National Bank. Sioux Falls, S. D.
  58. Stock Yards National Bank. So. Omaha, Neb.
  59. Packers National Bank. So. Omaha, Neb.
  60. Black Hawk National Bank. Waterloo, Ia.
  61. Commercial National Bank. Waterloo, Ia.
  62. First National Bank. Waterloo, Ia.
- Bank Builders**
63. Hoggson Brothers. New York, N. Y.
  64. Lytle Construction Co. Sioux City, Ia.
- Bonds**
65. Iowa Bankers Association (National Surety Co.). Des Moines, Ia.
- C**
- Cattle Loans**
66. Knorpp Cattle Loan Co. Kansas City, Mo.
- Commercial Paper**
67. Wm. A. Lamson Co. New York, N. Y.
- E**
- Equipment**
68. Baker-Vawter Co. Benton Harbor, Mich.
  69. Acorn Brass Mfg. Co. Chicago, Ill.
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  71. Elliott-Fisher Co. Harrisburg, Pa.
- F**
- Fixtures**
72. Invincible Metal Furniture Co. Manitowoc, Wis.

73. American Bank Protection Co. Minneapolis, Minn.
  74. Minneapolis Bank Fixture Co. Minneapolis, Minn.
- I**
- Insurance Companies**
75. Bankers Life Insurance Co. Des Moines, Ia.
  76. Great Western Accident Insurance Co. Des Moines, Ia.
  77. Royal Union Mutual Life Insurance Co. Des Moines, Ia.
  78. Western Life Insurance Co. Des Moines, Ia.
  79. Northwestern National Life Insurance Co. Minneapolis, Minn.
- L**
- Lithographing**
80. Iowa Lithographing Co. Des Moines, Ia.
- P**
- Phonographs**
- Positions Secured**
81. Harger & Blish, Inc. Des Moines, Ia.
  82. Rogers Reference Co. Omaha, Neb.
- R**
- Railroads**
83. Rock Island Lines. Des Moines, Ia.
  84. Northern Pacific Railroad. St. Paul, Minn.
- Real Estate**
85. Dwight T. Smith. Garner, Ia.
- S**
- Signs**
86. Rawson & Evans Co. Chicago, Ill.
  87. Western Display Co. St. Paul, Minn.
- T**
- Tailors**
88. Nicoll The Tailor. Des Moines, Ia.
- Trunks**
89. National Veneer Products Co. Mishawaka, Ind.
- Trust Companies**
90. Central Trust Co. of Illinois. Chicago, Ill.
  91. Merchants Loan & Trust Co. Chicago, Ill.
  92. Guaranty Trust Co. New York, N. Y.
  93. Leavitt & Johnson Trust Co. Waterloo, Ia.

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**ALGONA—First National Bank.**  
Capital, \$50,000. Surplus and Undivided Profits, \$13,400. Deposits, \$525,000.  
Wm. K. Ferguson, Pres., E. V. Swetting, Vice-Pres., E. E. Connor, Cash.

**ADEL—Adel State Bank.**  
Capital, \$50,000. Undivided Profits, \$20,000. Deposits, \$430,000.  
S. M. Leach, Pres., Robt. Leach, Cash.

**CHEROKEE—First National Bank.**  
Capital, \$50,000. Surplus, \$50,000. Undivided Profits, \$50,000. Deposits, \$900,000.  
W. A. Sanford, Pres., C. Sullivan, Cash., R. G. Rodman, Ass't Cash.

**ELDORA—First National Bank.**  
Capital, \$50,000. Surplus and Profits, \$60,000. Deposits, \$500,000.  
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**GLADBROOK—First National Bank.**  
Capital, \$50,000. Surplus, \$25,000. Undivided Profits, \$20,000. Deposits, \$375,000.  
Martin Mee., Pres., M. H. Rehder, Vice-Pres., E. W. Brauch, Cash., Frank Kelley, Ass't Cash.

**HARTLEY—German Savings Bank.**  
Capital, \$20,000. Surplus and Undivided 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.

**KLEMME—State Savings Bank.**  
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.

**MARSHALLTOWN--Marshalltown State.**  
Capital, \$100,000. Surplus and Profits, \$155,000. 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.

**MONTICELLO—The Monticello St. Bk.**  
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.

**MARENGO—First Nat. Bank & The Iowa Co. L. & Sav. Bank.**  
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.

**NEVADA—First National Bank.**  
Capital, \$75,000. Surplus, \$50,000. Deposits, \$475,000.  
J. A. Fitzpatrick, Pres., Fred C. Mc-Call, Vice-Pres., E. A. Fawcett, Cash., G. A. Klove, Ass't Cash.

**NEWTON—Jasper County Savings Bk.**  
Capital, \$100,000. Surplus and Profits, \$50,000. Deposits, \$725,000.  
J. M. Woodrow, Pres., F. M. Woodrow, Vice-Pres., A. E. Hindorff, Cash.

**NEWTON—First National Bank.**  
Capital, Surplus and Profits, \$140,000. Combined Deposits, \$675,000.  
W. C. Bergman, Pres., H. B. Allfree, Vice-Pres., O. F. Ecklund, Cash., L. A. Russell, Ass't Cash.

**PANORA—Guthrie County Nat'l Bank.**  
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.

**ROCKFORD—Rockford State Bank.**  
Capital, \$50,000. Surplus, \$10,000. Un-divided Profits, \$85,000. Deposits, \$475,000. F. C. Johnson, Pres., Burton Car-rott, Vice-Pres., B. A. Wallace, Cash., A. Jenkinson, Ass't Cash., P. C. Yocum, Ass't Cash.

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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.

**TOLEDO—Toledo Savings Bank.**  
Capital, \$50,000. Surplus, \$25,000. De-posit, \$350,000.  
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**WASHINGTON—National Bank.**  
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.

**WAUKEE—Waukee Savings Bank.**  
W. G. Harvison, Pres., Robt. Steven-son, Vice-Pres., A. A. Leachy, Cash. Capital, \$10,000. Deposits, \$60,000.

**WEBSTER CITY—First National Bank.**  
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.

**WINTHROP—Winthrop State Bank.**  
Capital, \$25,000. Surplus and Undi-vided Profits, \$10,000.  
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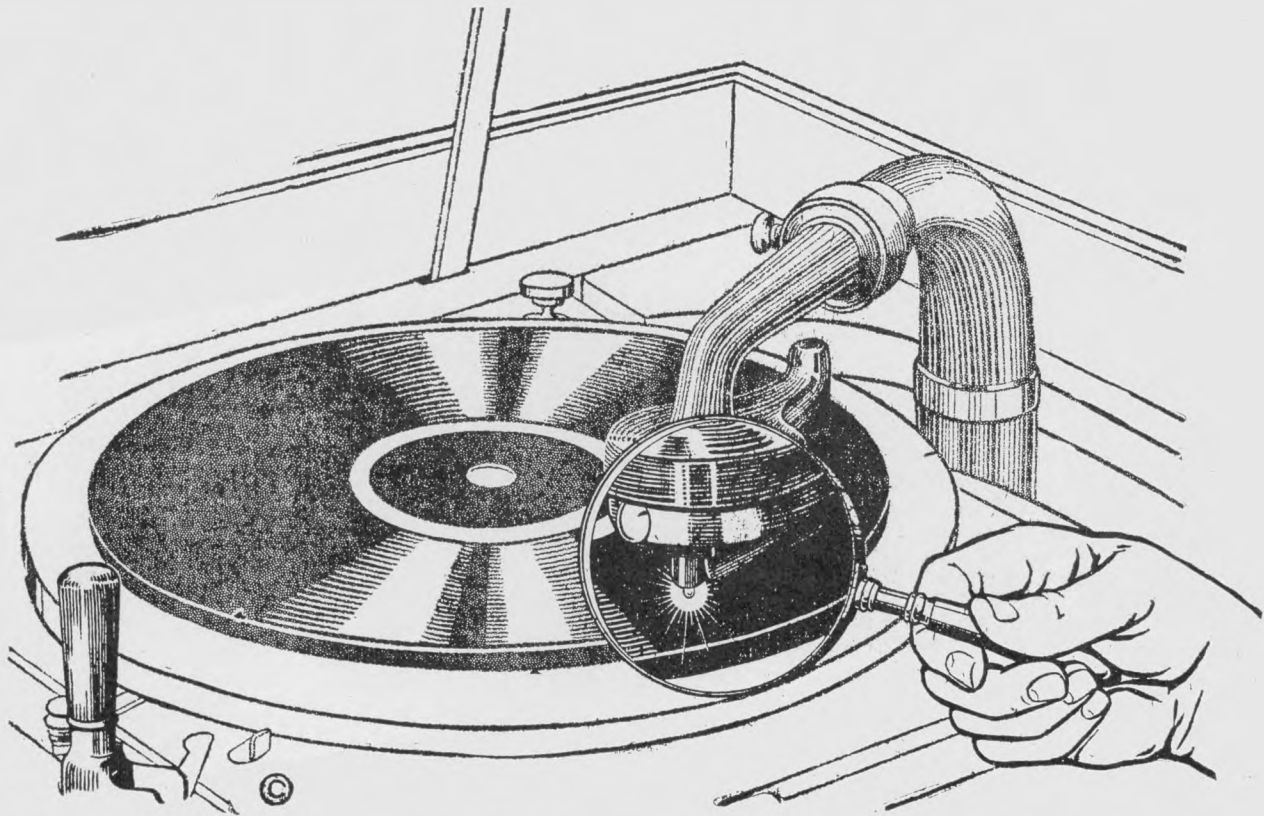
Town	Bank	Capital	Surplus & Profits	Our Special Service
Cherokee.....	FIRST NATIONAL ...	50,000	100,000.00	Send Cherokee items direct to this bank. Prompt returns—low rates.
Holstein.....	HOLSTEIN SAVINGS	60,000	60,000.00	The success of this bank is due to its continuous manage-ment by the sam* officers for twenty-six years on con-servative, obliging business principles.
Madrid.....	MADRID STATE .....	25,000	17,000.00	
Marshalltown.	STATE BANK .....	100,000	90,000.00	Send us your collections for prompt and careful attention.

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These Banks Have Special Facilities for Handling Collections and any Other Business Entrusted to Them

**SUMMIT—Summit Bank.**  
Capital, \$10,000. Surplus, \$2,000. Un-divided 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. Un-divided Profits, \$1,000. Deposits, \$250,000.  
C. D. Smith, Pres., T. C. Sherman, Vice-Pres., A. J. Behrmann, Asst. Cash.



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## The Chase National Bank

of the City of New York

57 Broadway

UNITED STATES DEPOSITORY

Capital	\$ 5,000,000
Surplus and Profits (Earned)	9,688,000
Deposits	150,890,000

### Officers

A. Barton Hepburn, Chairman

Albert H. Wiggin, President

Samuel H. Miller, Vice-Pres.	Edwin A. Lee, Ass't Cashier
Edw. R. Tinker, Jr., V-Pres.	William E. Purdy, Ass't Cash.
Henry M. Conkey, Cashier	A. C. Andrews, Ass't Cash.
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William P. Holly, Asst. Cashier	

### Directors

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JAMES J. HILL	GEORGE F. BAKER, JR.
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Banks, Bankers, Corporations, Firms or Individuals on favorable terms, and shall be pleased to meet or correspond with those who contemplate making changes or opening new accounts.

FOREIGN EXCHANGE DEPARTMENT

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of South Omaha

If you want the best possible service in connection with any business you have at the South Omaha Stock Yards, send it to us. Our location and facilities are unequalled.

Capital and Surplus \$1,125,000.00

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H. C. MILLER, Assistant Cashier

EPES CORY, Assistant Cashier

# Drovers National Bank

OF CHICAGO

Capital and Surplus, \$1,000,000

Has for thirty years rendered quick and efficient service to its correspondents

Resources, Eleven Million Dollars

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