

THE NORTHWESTERN BANKER

TWENTIETH YEAR

DES MOINES, IOWA, NOVEMBER, 1915

TOTAL NUMBER 339

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

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

Established 1851

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



The National City Bank OF CHICAGO

U. S. Depository

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

OFFICERS

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

Solicits Your Business

U. S. DEPOSITORY

Citizens National Bank

DES MOINES, IOWA

J. G. ROUNDS President
S. A. MERRILL Vice-President
GEO. E. PEARSALL Cashier
W. W. MAISH Asst. Cashier

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

ACCOUNTS SOLICITED



IN THE UNITED STATES

New Business Invited
on the basis of
SATISFACTORY SERVICE

Resources Over \$3,000,000.00

FIRST NATIONAL BANK DAVENPORT, IOWA

L. J. YAGGY, Cashier

A. F. DAWSON, President

ESTABLISHED 1870

FIRST NATIONAL BANK

SIoux CITY, IOWA

Capital \$600,000.00
Surplus \$120,000.00

Our Facilities for Handling Bank Accounts
Are, We Believe, Unexcelled. We Solicit
Your Business.

JOHN McHUGH, President
JOHN J. LARGE, Vice-President
F. A. McCORNACK, Vice-President
H. A. GOOCH, Vice-President
I. H. HENRY, Vice-President
J. L. MITCHELL, Vice-President
O. D. PETTIT, Cashier
FRITZ FRITZSON, 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 Herm Eschen
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

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

A. M. PLACE, Vice-President
JAS. BLACK, Vice-President
C. A. LARSON, Cashier

DIRECTORS.

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

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.*



F. W. THOMPSON

President Farm Mortgage Bankers Association of America

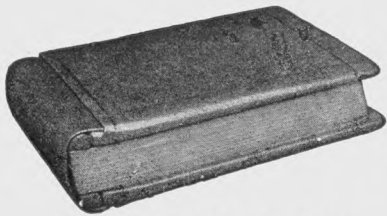
The farm mortgage business of this country has assumed vast proportions, and is steadily increasing. F. W. Thompson has been actively interested in this line of banking for a number of years, and because of his experience and knowledge of the subject has twice been honored with the presidency of the Farm Mortgage Bankers Association of America. Mr. Thompson was born in Decorah, Iowa, forty-six years ago. His education was limited to the local high school at Decorah, Iowa. At the age of twenty-three he formed a private banking co-partnership and operated a private bank at Thompson, Iowa, and continued in this relation until the year 1896, when he helped organize the First National Bank of Thompson, Iowa. He continued as cashier of this bank until 1902; was then made a state bank examiner for the state of Iowa, keeping this position until 1905. He then made a connection with the Merchants Loan and Trust Company of Chicago and has been with them up to the present time. During his connection with the Merchants Loan and Trust Company he has negotiated for it and its customers more than \$25,000,000 of farm mortgages, and this concern has at the present time about \$17,000,000 in force. In 1913 he was elected as president of the Farm Mortgage Bankers Association of America and was recently honored with the re-election at St. Louis.



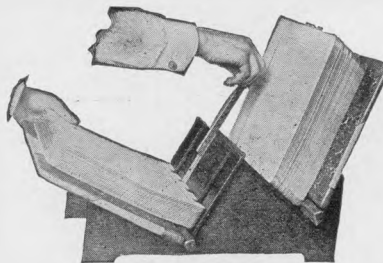
MAXIMUM RESULTS

In the Accounting Department of Your Bank
Will Be Assured by Using *Kalamazoo* Devices

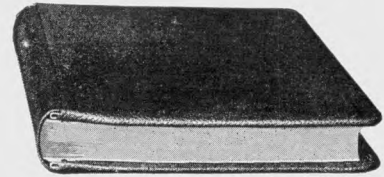
Kalamazoo Devices are endorsed by over thirty thousand business men as being the most efficient of all loose leaf devices. They earn their price at least once over every year. You can save one-third of your bookkeeper's time by installing these labor and time saving devices.



THE KALAMAZOO CURRENT
Binder
(Full Pigskin Binding)



KALAMAZOO
Style "C" Posting Outfit
(Showing Offset Block)



THE KALAMAZOO BINDER
For Light Record Work

A Complete Line of Loose Leaf Devices Built to Meet Specific Requirements

We have the most complete line of loose leaf devices on the market, a device for every possible accounting purpose. Where needs are peculiar or exceptional we make a specialty of constructing devices for particular accounting purposes. The many exclusive features found only in the Kalamazoo devices have made them the recognized standard loose leaf devices. Our long experience in the manufacture of accounting devices enables us to render excellent service to our clients through our Advisory Service Bureau.

Write Us Today for Detailed Information

SALES OFFICES EVERYWHERE

Kalamazoo Loose Leaf Binder Co.
KALAMAZOO EXECUTIVE OFFICES MICHIGAN

The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, NOVEMBER, 1915

20 Cents Per Copy

Cooperative Bank Advertising

Competition may be the life of trade, but it can also be the death of it. This is just as true of banking as of any other business.

The biggest word in business today is not competition, but co-operation.

The banks of Mahaska county, Iowa, demonstrated last month the excellent results to be obtained by co-operation and community advertising.

I believe that what the bankers of Mahaska county have done can be successfully imitated by every other county in the country. If not by the county, at least by the various towns and cities.

As a rule, in the same community, no one bank has anything special to advertise over that of its competitors, assuming of course that the rate of interest paid by them is the same. It then resolves itself into the personal service that the bank has to offer its customers. The cashier of one of the banks in Oskaloosa said to me: "I think that community bank advertising is the only real way to go after new business, because the functions of each bank are practically the same, and if we all pool our advertising money and use this for educating the public to the value of a bank account and the real service that a financial institution can render them, I believe we will secure more and better results. Personally, I am willing to take a chance on securing the business of a customer after he comes into my bank, by showing him the kind of personal service I have to offer in connection with his banking business. If I can't secure it by this method I have no right to manage this institution."

It was C. S. Howard, assistant cashier of the Mahaska County State Bank of Oskaloosa, who first thought of the idea of having a banking exhibit at their fall festival this year. Mr. Howard is a young man of vision, and has already accomplished some excellent results in bank advertising.

The Fall Festival is held each year at Oskaloosa and is for the purpose of exhibiting farm products, includ-

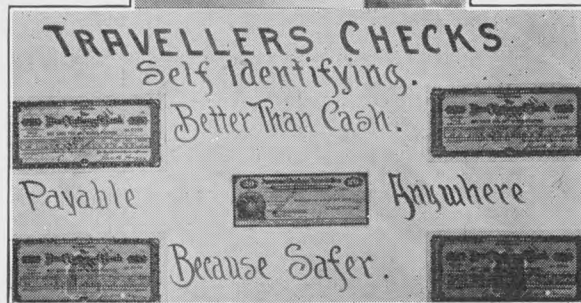
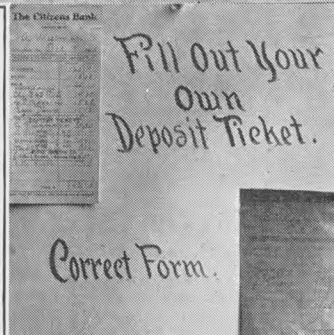
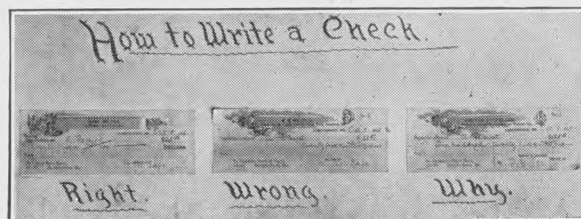
ing corn, cattle and live stock, as well as manufactured products. Mr. Howard believes that every bank is a "manufacturer of credit." He therefore went before the committee in charge of the festival and suggested that the banks of the county have a booth at which they could exhibit banking material and also answer any questions which the people might ask. The idea made an immediate hit with the committee, so Mr. Howard got busy and enlisted the support of the other seventeen banks in his county, with the result that the exhibit was such a success and the new business received thus far so gratifying that every banker who took part is in hearty favor of continuing the same plan each year.

In almost every town sometime during the year there is held a farmers' institute, county fair, fall festival, a county grange convention or some similar gathering, at which bankers could have an exhibit where they could show their "wares" and tell of the service they have to offer.

During the four days of the Fall Festival over 7,000 people visited the banking exhibit and approximately 4,700 pamphlets were given away containing "Banking Suggestions," which told about the functions of a bank and covered such interesting paragraphs as "How to Open An Account," "How to Make Out a Deposit Slip," "How to Write Your Checks," "What is Red Ink?" "Borrowing at the Bank," "The Collection Department," "Forgery," "Endorsements," "The Use of

Travelers' Checks," "Lost Checks," and "Dishonored Paper."

To give you an idea of how these subjects are discussed, I quote the following under the heading, "How to Write Your Checks:—" "Do you write your checks by commencing to write the amount (both figures and written amount) as far to the left as possible, so that nothing can be inserted before it? If not, you should. Fill up the space remaining with a heavy line so that nothing can be added after the amount. Write all fig-



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.

ures plainly and see that the written amount corresponds to the figures. A check written with a common lead pencil is legal, but also dangerous, as it renders the check easily susceptible to alterations. The Supreme Court of the United States says: "The maker of a check is obliged to use due diligence in protecting it; the omission to use the most effectual protection against alteration is evidence of neglect, which renders him responsible for the fraudulent amount, the bank being responsible only for the genuineness of the signature and ordinary care in paying the check."

Then, under "Borrowing at the Bank," is this: "Lending money is the one important function of the bank. One definition of a bank is 'an institution that manufactures credit.' But in the manufacturing of credit it must exercise great care, for it is strictly accountable to its depositors for their balances, and any lack of care in making loans would be likely to put the bank into an unsound condition. One of the first and most necessary rules of the bank is that the loans must be made upon security that is considered sound; so do not feel that your integrity is being questioned if you are asked to meet certain conditions in order to obtain credit. Every borrower should help in maintaining public confidence in banking institutions.

Nothing impairs public confidence like the knowledge of unsound loans being held. Your banker is entitled to know your financial condition just the same as the physician the health of his patient. In all cases remember the customer has precedence when applying for loans. If unable to meet an obligation at maturity, your credit will be held in higher esteem if you call and explain the situation at the bank."

There were 7,500 of these booklets published, and after the exhibit was over those remaining were divided among the banks for additional distribution to their customers.

The entire cost of the display was \$71.50; \$53.50 for circulars, \$7.00 for banners and signs and \$11.00 for incidentals covering the express on show cases and other articles used at the booth.

The display itself included old coins, Panama coins, all kinds of currency now in circulation, home savings banks, a small nest of safety deposit boxes, adding machines, coin changers and all banking forms and pass books which are in every-day use. Representatives of the different banks were at the booth all the time, working in shifts.

I was anxious to know what direct results had been secured, if any, although it had only been two weeks

The Liberty National Bank of New York

Broadway and Cedar Street Equitable Building

On and after October the fourth, The Liberty National Bank of New York will occupy its new quarters at the corner of Broadway and Cedar Street, Equitable Building.



Capital \$1,000,000.00 Surplus & Profits \$3,000,000.00 Deposits \$55,000,000.00

since the festival. After calling on the five banks in Oskaloosa, I found that the results had been very gratifying and that in every case new accounts had been opened since the exhibit. One banker told me that they had opened one new savings account of \$200, had rented four safety deposit boxes and sold two of their little dime savings banks. Another banker told me that they had rented three safety deposit boxes and opened two savings accounts. Another one said they had sold \$250 worth of travelers' checks, rented two safety deposit boxes, opened two new savings accounts and issued one letter of credit.

The benefits from this exhibit will of course go on during the entire year and it is almost impossible for any one to judge accurately of the exact amount of new business which it has stimulated.

When it is considered that each bank only invested \$10.88, it is very probable they will secure enough new business before the year is up to more than "cash in" on this amount.

Comments were made on all sides by people who visited the exhibit, that it was a fine idea. They seemed to be much interested because the banks had made an exhibit of their "wares" and were explaining their service, the same as any other concern.

To show the educational advantages which such a display affords, it is only necessary to quote what one cashier told me about a customer who came into the bank several days after the festival was over: "I did not know," he said, "that I could purchase 'checks' from you which I could cash in any other town in the country without first being identified." The customer, of course, re-

ferred to travelers' checks.

The bankers of Oskaloosa had an announcement made in all the schools about the exhibit and the superintendent urged all the students to attend. In fact, he went one step further than this, in order to test their powers of observation, and asked them to write an article on what they saw.

(Continued on page 55.)

Better Service to Our Depositors

KEY		TO ACCOUNT WITH	
SEP 1 - Total Cash	SEP 1 - Total Cash	SEP 1 - Total Cash	SEP 1 - Total Cash
SEP 2 - Cash	SEP 2 - Cash	SEP 2 - Cash	SEP 2 - Cash
SEP 3 - Cash	SEP 3 - Cash	SEP 3 - Cash	SEP 3 - Cash
SEP 4 - Cash	SEP 4 - Cash	SEP 4 - Cash	SEP 4 - Cash
SEP 5 - Cash	SEP 5 - Cash	SEP 5 - Cash	SEP 5 - Cash
SEP 6 - Cash	SEP 6 - Cash	SEP 6 - Cash	SEP 6 - Cash
SEP 7 - Cash	SEP 7 - Cash	SEP 7 - Cash	SEP 7 - Cash
SEP 8 - Cash	SEP 8 - Cash	SEP 8 - Cash	SEP 8 - Cash
SEP 9 - Cash	SEP 9 - Cash	SEP 9 - Cash	SEP 9 - Cash
SEP 10 - Cash	SEP 10 - Cash	SEP 10 - Cash	SEP 10 - Cash
SEP 11 - Cash	SEP 11 - Cash	SEP 11 - Cash	SEP 11 - Cash
SEP 12 - Cash	SEP 12 - Cash	SEP 12 - Cash	SEP 12 - Cash
SEP 13 - Cash	SEP 13 - Cash	SEP 13 - Cash	SEP 13 - Cash
SEP 14 - Cash	SEP 14 - Cash	SEP 14 - Cash	SEP 14 - Cash
SEP 15 - Cash	SEP 15 - Cash	SEP 15 - Cash	SEP 15 - Cash
SEP 16 - Cash	SEP 16 - Cash	SEP 16 - Cash	SEP 16 - Cash
SEP 17 - Cash	SEP 17 - Cash	SEP 17 - Cash	SEP 17 - Cash
SEP 18 - Cash	SEP 18 - Cash	SEP 18 - Cash	SEP 18 - Cash
SEP 19 - Cash	SEP 19 - Cash	SEP 19 - Cash	SEP 19 - Cash
SEP 20 - Cash	SEP 20 - Cash	SEP 20 - Cash	SEP 20 - Cash
SEP 21 - Cash	SEP 21 - Cash	SEP 21 - Cash	SEP 21 - Cash
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SEP 23 - Cash	SEP 23 - Cash	SEP 23 - Cash	SEP 23 - Cash
SEP 24 - Cash	SEP 24 - Cash	SEP 24 - Cash	SEP 24 - Cash
SEP 25 - Cash	SEP 25 - Cash	SEP 25 - Cash	SEP 25 - Cash
SEP 26 - Cash	SEP 26 - Cash	SEP 26 - Cash	SEP 26 - Cash
SEP 27 - Cash	SEP 27 - Cash	SEP 27 - Cash	SEP 27 - Cash
SEP 28 - Cash	SEP 28 - Cash	SEP 28 - Cash	SEP 28 - Cash
SEP 29 - Cash	SEP 29 - Cash	SEP 29 - Cash	SEP 29 - Cash
SEP 30 - Cash	SEP 30 - Cash	SEP 30 - Cash	SEP 30 - Cash
BALANCE AT CLOSE OF BUSINESS ON		SEP 30	9467.15

This neatly printed Burroughs-made statement is the modern way of showing you the condition of your account. It saves you the inconvenience of turning in your pass-book each month.



THE BANK IN YOUR CITY

THAT USES BURROUGHS LEDGER POSTING AND STATEMENT MACHINES

P. S.—Come in and see how we keep our customers' accounts by machine. Our methods may suggest how you can render similar service to your customers. Giving service pays.

This bank has always tried to give you good service.

It has safeguarded your funds. It has collected the cash represented by the checks you have deposited. It has delivered the cash ordered paid by the checks you have issued—even furnished you the check blanks. It has returned your cancelled checks as receipts. It has kept a record of your transactions, accurate to a cent, proved every day.

Now we give you an extra-tangible service.

Instead of leaving your pass-book (your only receipt for deposits) to be balanced, and calling for it later, you find your statement of account with cancelled checks prepared ready for you on the morning of the first. Or you can have them any day in the month that you wish, at a moment's notice. The statement is printed, neat, accurate—made by machine.

Banking Based on the Community

By Jesse C. McNish

The Nebraska Bankers Association was organized in 1890 with a membership of 232. During this year we have added forty-two banks to its membership, now making a grand total of 968 members out of 1,010 banks in the state, which makes us one of the most powerful forces in business, as well as financial, life in the state. Joining the association helps to keep a fellow out of a rut, and Billy Sunday says, "A grave is just a little deeper than a rut."

Your officers point with pride to the increase in interest, members and efficiency of service. Our financial condition and treasurer's statement will show the strongest in the association's history. It has been the aim of your officers to keep the membership promptly and fully informed on every subject that has affected our common interests, and to give force and effect to what we believed to be the desire and wishes of the majority.

Out of the six groups comprising this association, groups two, three and six attained a 100 per cent membership this year. This showing is unusual, and should be a strong incentive for other groups to recruit their membership to the limit. It was my pleasure to be able to attend four of these group meetings, and I was highly gratified to witness the effective work done by them.

Effects of the War in Europe.

The past year has been pregnant with terrible European ca-

In a strong address before the Nebraska Bankers Association, at Omaha, Pres. Jesse C. McNish spoke of the need of constructive legislation in banking and also the true community of interests, which must exist between the banker and his customers if the largest success of both is to be assured. "The bankers as custodians of the wealth of the country," said Mr. McNish, "have long been misunderstood. No one but a demagogue or an editor of a yellow journal pretends to think that the average banker makes money off the misfortunes of his fellow citizens. When the farmer and business men lose money, the banker loses money, and when the community in which the banker lives is not prosperous, that banker is not prosperous."



JESSE C. McNISH
President First National Bank, Wisner, Neb.,
and retiring president Nebraska Bankers Association.

tastrophes. "Events have transpired which have roused national ambition, kindled national resentment, drawn forth national sympathies," and for a time threatened to disturb the tranquility of the fireside of every American home. In Europe, the sound of the hammer has died away in the workshop; harvests have ripened and wasted in the fields; want, fear and sorrow have entered into almost every home. In nearby Canada, I personally witnessed thousands of idle men daily seeking employment, but being refused in the hope that refusal would force them into the army without resort to conscription.

The Political Demagogue.

When the hour arrives for these warring nations to turn to our country for arbitration of their differences, we bankers should not let it be said that we were too deeply engrossed in business to give attention to the election to federal office of men of sterling character and ability. We must assist in keeping the demagogue and the professional politician out of office. Their attacks upon successful men and organized business have worked immeasurable damage. Political agitators are gradually becoming less a factor, and are now considered a national liability rather than an asset. This result is due to the activity and co-operation of business men and farmers; hence the country naturally is getting more bills of

(Continued on page 50.)

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

The Artist's Tone is the EDISON Tone

There is no such thing as an "Edison Tone." There is; in the New Edison, a Bonci Tone, a Spalding Tone, a Destinn Tone, an Anna Case Tone—each separate and distinct; each faithful to the distinctive character of the artist. But the New Edison has no tone of its own. It is merely a *perfect vehicle* for the reproduction of the artist's work. There is no foreign sound, no "talking machine" tone. Mr. Edison has eliminated all these.

The music of the New Edison is nothing but the pure, unaltered, life-like tone of the original artist. Come in and hear your favorite record today on the New Edison. We will be glad to play it for you without obligation, or any dealer will be glad to give you a demonstration. Write for catalog and name of your agent.



ELEONORA
De CISNEROS
as CARMEN

Harger & Blish, Inc.

Established 1887

811 WALNUT ST.

DES MOINES, IOWA

NORTHWESTERN BANKER

THE OLDEST FINANCIAL JOURNAL WEST OF THE MISSISSIPPI RIVER AND THE ONLY ONE IN THE UNITED STATES
WHICH IS A MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

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NOVEMBER, 1915

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225 Fifth Avenue

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ARE YOU THANKFUL?

¶ As a rule you are not very thankful for the blessings you receive, but you will make the biggest fuss in the world if anything goes wrong and when asked, why?—you simply attribute it to human nature and expect that answer to cover up your short comings. I am glad that we have one day once a year that we call Thanksgiving, for it at least causes us to take an invoice of ourselves and the blessings we have received. Your trouble and mine is that we always look on the debit side of the ledger and not on the credit side. As a nation we have a thousand reasons for which we should give thanks. We are not at war. We are surrounded by peace and prosperity. Our lands have produced abundant crops, coining for us over nine billion dollars in new wealth. Our savings banks alone have one hundred and fifty-four million dollars more than a year ago. We have a billion dollar trade balance in favor of the United States, and a fourteen million dollar increase in the net earnings of the railroads for eleven months. These are only a few of the reasons why we should be thankful as a nation. But these same facts should make us also thankful and happy as individuals. Did you ever stop and just be thankful that you were alive; that you could eat three meals a day; that you could work and think and plan? Some men cannot even do that, because of physical disabilities. You are well and strong, and therefore should be happy and thankful. "Gloom restricts the view," says one writer, "worry and anger dull the vision, while cheerfulness expands the forces of life and love gives glimpses of heaven." Everything worth while takes effort, but be thankful that you have the effort to concentrate on your problems as they present themselves to you day by day. For you know, as well as every other man who has succeeded, that "Success is not luck, but the longest, hardest job, you ever tackled." I am asking you to think of your blessings and not to put all of your thought and energy on your troubles. If they look big, work hard to overcome them, rather than to put in your time enumerating how many troubles you have. When the Germans first invaded Belgium and that little nation was putting up such a plucky fight, a Belgian officer ordered one of his lieutenants to take a certain hill which the Germans were occupying. After sending out his scouts the lieutenant rode up to his superior officer and said, "Sir, our men are outnumbered ten to one by the German soldiers." The commanding officer wheeled on his horse and said, "Don't count 'em, fight 'em." So, I believe if all of us would put in more time trying to overcome our difficulties and less time in counting how many we have, we would realize how thankful we should be.

CREDIT

¶ Not long ago a bank sent to all of its depositors a blank form with the request that they fill it in and answer the questions as outlined in order that the directors might use this as a basis for credit. To my mind this is an excellent idea for any bank to follow. The questions in this particular blank were so worded that not only the bank, but also the individual, would have an intelligent idea of what his exact resources were and his correct financial standing. Loans are sometimes based on personal friendship, and this is never good banking. I believe that if you would urge your farmers, merchants, and business men to keep more careful records of their transactions, of their stocks and the amount of goods they buy and sell each year, that you would not only assist them to be better business men, but you would also be enabled, as their banker, to know exactly what line of credit they should receive. Edward M. Hurley, vice-chairman of the Federal Trade Commission and a man of excellent business experience, believes that some plan should be worked out for establishing a standard system of bookkeeping and cost accounting for the smaller business concerns of the country. The following is quoted from an article on this subject "Frequently a business man with a credit of a few hundred dollars at his bank, based wholly on personal grounds, might if he could produce a reliable balance, readily obtain several thousand dollars which would enable him to expand his business along sound lines. The Commission hopes to reach the desired end by putting at the service of the merchants and manufacturers who have not had the experience or advantages that larger firms possess, the accountants, bookkeepers, and experts in cost accounting who are employed by the Commission, and in that way help to strengthen American industries where they are weak." The service, as above outlined, will only be rendered to such merchants and manufacturers as may request it, and I believe that every progressive business man will be anxious to avail himself of such an opportunity. If the bank has not been extending a man the amount of credit he deserves, a correct cost accounting system would show that he is entitled to borrow more money. On the other hand, if the bank has been extending more money to him than he deserves they will be correctly informed concerning the situation. Every wide-awake banker is anxious to see the farmers and merchants of his community succeed. Upon their success depends the welfare of his bank. Anything that the banker can do to benefit the business of his customers and help them reap larger profits, means also increased dividends for the banker. But the loans extended and the business transacted must be based on more than personal friendship. It must be upon facts which intelligently interpret the customer's business.

¶ "The highly efficient man is he who has body, mind and soul, not only trained, but disciplined. He is the man who has learned to control his will and passions, who has learned to put his mind on the one thing, no matter how tedious; he is the man who does not ask, 'Is this a pleasant thing to do?' but 'Is this my duty?' the man who will put his soul into all that he does; the man who sees in every job the opportunity for service; he is the man who never shirks his work, but who will do it thoroughly and smile in the face of difficulties; he is the man who is at his work fifteen minutes before the bell rings, and has the tool or pen in his hand when the six o'clock whistle blows."

"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.



Personal Paragraphs

Mechanics & Metals National Bank's Stockholders have reached an agreement to purchase a controlling interest in the stock of the New York Produce Exchange Bank, with its several branches. It is understood that while the personnel of the board of directors may be changed, as Mr. Parker, the president, desires to retire on account of his long service of thirty-two years as president, no further change in the official staff of the bank or its branches is contemplated. The New York Produce Exchange Bank and its branches will continue as an organization as heretofore and will have the added facilities afforded by an affiliation with the Mechanics & Metals National Bank. It is within the possibilities that a merger may be ultimately effected, in which event the business of the New York Produce Exchange Bank and its branches would be conducted under the name of the Mechanics & Metals National Bank. It is interesting to note that Mr. Gates W. McGarrath, the president of the Mechanics & Metals National Bank, was connected with the New York Produce Exchange Bank from the time of the organization of the latter until the year 1898.

\$ — \$ — \$

Federal Reserve Board has announced that for the present it would not favor establishment of joint agencies of federal reserve banks in South and Central American countries, with the possibility that reserve bank money would be locked up in long-time loans subject to wide fluctuations of foreign exchange. Pioneer work in the Latin-American countries, the board decided, should be done by member banks of the federal reserve system, and with this end in view it promised support to an amendment which would enable the members to co-operate in owning and operating foreign banks.

\$ — \$ — \$

A. M. Price, president of the First National Bank and Farmers & Citizens Savings Bank of De Witt, Iowa, has returned after a two months' vacation on the Pacific coast, having attended the A. B. A. meeting at Seattle and also enjoying a motor trip from there to Los Angeles and San Diego. Mr. Price (bet-

ter known to his friends as "Dad") is one of the "live wires" of eastern Iowa, being identified with all progressive movements in his community, and has built up a bank with a million-dollar line of deposits to its credit.

\$ — \$ — \$

Guaranty Trust Company of New York has deposits as reported to the state superintendent of banks of \$323,000,000. These are the largest figures ever reported by this institution and represent a gain of \$121,000,000 over the deposits reported by this company one year ago, when the total was \$202,000,000. In the same time the total resources of the Guaranty Trust Company have increased from \$262,000,000 to \$391,000,000, or a gain of \$129,000,000 in twelve months.

\$ — \$ — \$

"The Practical Work of a Bank" is the title of a new book just issued by the Bankers Publishing Company of New York and written by W. K. Kniffin, Jr. It is a very readable and practical book on this important subject. It has been the aim of the writer to show what the bank does, why it does it and how it is done, avoiding as much as possible the mere description of forms. Particular attention is given to the subject of "Bank Credit."

\$ — \$ — \$

Geo. T. McCandless, cashier of the Reno State Bank of Hutchinson, Kan., shows a growth in his bank, during the past two years, which is indeed very gratifying. In September, 1913, the deposits were \$103,207.57 and in September this year the deposits had grown to \$280,507.87. Perhaps it is a case of saying, "Let George do it," and he did.

\$ — \$ — \$

John T. Baxter, president of the Northwestern National Life Insurance Company of Minneapolis, shows a most excellent growth for his company. In a recent article he says: "On December 31, 1914, our insurance in force was, in round numbers, \$31,850,000, or an increase of two million during the year 1914, which was the best year in the history of the company up to that time. But now look at 1915. On September 30, 1915, our insurance in force was \$34,105,810, or an increase of \$2,255,810 during the first nine months

Fort Dearborn National Bank

CHICAGO, ILLINOIS

CAPITAL \$2,000,000

SURPLUS AND PROFITS \$1,000,000

DEPOSITS \$32,000,000

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
June 23, 1915.....	31,743,862.89
September 2, 1915.....	32,852,199.66

WM. A. TILDEN, PRESIDENT

NELSON N. LAMPERT, VICE-PRES.	CHAS. FERNALD, ASS'T CASHIER
J. FLETCHER FARRELL, VICE-PRES.	WM. W. LE GROS, ASS'T CASHIER
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JOHN FLETCHER, VICE-PRES.	WM. L. MCKEE, ASS'T CASHIER
MARCUS JACOBOWSKY, VICE-PRES.	R. J. MCKAY, ASS'T CASHIER
GEORGE H. WILSON, CASHIER	H. LAWTON, MGR. FOREIGN. DEPT.



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.

of the year. If our new business for the remaining quarter of the year comes up to our reasonable expectations, we shall close the year with more than \$35,000,000 of insurance in force, or a gain of over \$3,000,000 for the year. The assets of the company are invested for the most part in real estate mortgages, aggregating considerably more than \$2,500,000. Those mortgages are paying us an average interest rate of better than 6 per cent. But what is more important and more significant is this: Out of that volume of business, over two and a half million in mortgages, we have not one single foreclosure pending, and at this writing we have not one single case of delinquent interest. That tells the whole story as to the character of our investments."

\$———\$———\$

Charles Shade, president of the First National Bank of Rock Rapids, Iowa, attended the Farm Mortgage Bankers Convention at St. Louis. "One of the important questions discussed," according to Mr. Shade, "was that of dower rights for women in all states. In some states women are denied this right. The association feels that there is no reason why women should not have a dower interest. The association is also trying to standardize the mortgage business and put it on a plane where it will have a national reputation with investors."

\$———\$———\$

The Liberty National Bank of New York is inviting all of its friends to visit their new offices in the Equitable Building at Broadway and Cedar streets. Since the Liberty National Bank commenced business, its growth has been continuous and steady. The deposits are now over \$40,000,000, and this growth has been reached without consolidation of any kind. In a very interesting little booklet issued by the bank, it says: "It is the hope of the officers that the same home-like feeling will prevail in the new quarters that was so apparent in the old and that the customers and friends of the bank will feel with them that the move is important, timely and progressive."

\$———\$———\$

The Fidelity Life Insurance Company of Sioux City, Iowa, has moved into its fine new quarters in the Trimble Block. A large portion of the second floor will be occupied by the offices of the company, which is capitalized at \$200,000. It is declared that this amount is double the capital of any Iowa insurance company at the time of organization. There are more than 500 stockholders in the Fidelity company, 100 of whom are bankers of Sioux City and the northwest territory. The officers include Ralph H. Rice, president; H. D. Brown, vice-president; A. R. McConnell, treasurer, and E. E. Brown, secretary.

\$———\$———\$

President Wilson, who is about to "take unto himself a wife," was not long ago, according to a recent article, reckoned "poor" in world's goods. "As late as 1910, when a candidate for governor of New Jersey, he applied to the Carnegie Institution for a teacher's pension. Now Mr. Wilson has a salary of \$75,000 a year and an allowance of \$25,000 for traveling expenses. He has spent only a fraction of the amount paid out by his immediate predecessors in official and unofficial entertaining. It is estimated that the president is enabled to save at least \$50,000 of his salary each year. At the close of his term of office in 1917 the former poor college professor will be rated as the

Guaranty Service

XIV

Bond Business for Banks

Our Bond Department is equipped to expeditiously handle the investment accounts of banks and trust companies throughout the United States.

This department publishes a weekly quotation list for circulation among banks and trust companies, and issues periodical investment literature descriptive of various bond offerings. These, together with the analytical service of the department, enable banks and trust companies to keep in close touch with the investment situation.

Should you desire our investment literature as issued, we shall be pleased, upon request, to 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

MR. BANKER---

Would you feel safe in accepting a mortgage for a loan where buildings were a part of the improvements and not have those buildings covered with Fire Insurance?

The business of Life Insurance in no way differs from Fire Insurance in protection value and necessity. Further than this, it creates for every man an estate payable in cash in case of death or at some specified time while living.

In choosing a Life Insurance Company there is practically no difference in the matter of security, providing it is a Legal Reserve Company.

However, there are particular features of some allowing the Policyholder advantages over others. The Western Life stands among Iowa's most progressive Life Companies and there are several especially good features attached to a Western Life Policy, making it a most valuable one.

Our business through Iowa Banks is given the most careful and satisfactory attention. Wherever such connections have been made it has been of mutual benefit.

During the next 60 days we have a plan to present to Iowa Bankers that is of special interest at this time.

JAS. H. JAMISON
President

A. D. STRUTHERS
Sec'y & Treas.

Western Life
Insurance Company
OF DES MOINES, IOWA.

CORN EXCHANGE NATIONAL BANK OF CHICAGO

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



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Foreign Exchange Letters of Credit Cable Transfers

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

possessor of at least \$200,000. Mrs. Galt, to whom he soon will be married, has a fortune estimated at \$300,000. If the president should be re-elected he and his wife would retire from official life in 1921 with combined means aggregating not far from \$1,000,000."

\$—\$—\$

Frank B. Yetter, cashier of the Iowa National Bank of Davenport, celebrated his forty-first birthday recently by passing around the cigars and incidentally being the recipient of many good wishes from his numerous friends.

\$—\$—\$

R. F. Kitterman, cashier First National Bank, Hay Springs, Neb., said in a recent communication: "Northwest Nebraska has harvested a big crop of small grain this year, corn has matured in very good shape and cattlemen and farmers have an abundance of feed, with a natural result of a slow movement of stock cattle; this means a little falling off of deposits for this season of the year."

\$—\$—\$

John A. Cavanagh, vice-president of the Des Moines National Bank, is becoming widely known as a real banker-farmer. In a recent issue of one of the leading farm papers, an interesting story was told of how he had taken worn-out and swampy lands and increased their cash rental from \$1.87 to \$12.00 an acre in six years. "To raise sixty-five bushels of corn to the acre," says the article, "on a reclaimed duck pond, on which but a few years ago the lily pads floated undisturbed, and to increase the corn yield of worn-out lands fifteen bushels to the acre at an expense but one-third the amount of the annual increase in income is considerable of a feat for a young man whose farming knowledge was not inherited, but was acquired in the sometimes costly school of experience."

\$—\$—\$

The Continental National Bank of Sioux City, Iowa, under the able management of T. F. Harrington, president, and W. G. Dunkle, cashier, has made a most excellent growth during the past year. On October 31, 1914, the deposits were \$138,000 and this has been more than doubled during the year, as their statement at the close of business September 2, 1915, shows deposits of \$306,473.02.

\$—\$—\$

The Northwestern National Bank of Minneapolis recently passed \$40,000,000 in deposits, for the first time in its history. The average daily deposits for 1914 were \$30,500,000 and for 1874, two years after the bank was organized, there were \$161,000.

\$—\$—\$

The First National Bank of St. Paul is making rapid growth in its deposits, which are now close to \$47,000,000. Since May the First National has gained \$10,000,000 in deposits. E. H. Bailey, president of the bank, said: "The growth of deposits are far greater than we anticipated, although conditions at the present time are a little abnormal."

The Guaranty Securities Company, which was organized two years ago at Lincoln, Neb., will open offices in Des Moines about the first of the year. The company has been incorporated in Iowa and will carry on a mortgage investment business. Willard V. Mathews is vice-president and manager and J. L. Bowling is in charge of the investment department. The incorporators are: W. V. Mathews, S. B. Fuller and Charles H. Rogers, all of Nebraska.

Advising With Your Customers

As a banker you are a business counselor to the people of your community.

Should a merchant customer of yours come to you wanting to know what he could do to raise a lot of ready cash quick to meet some obligation, what would you suggest to him?

We recommend that you suggest the Brenard Trade Extension Campaign to him.

In one day Geo. Gaber's cash receipts were \$3,308.49.

J. A. Halberg took in \$2,347.82 cash in one day.

A. M. Foster's cash receipts were \$2,021.00 in one day.

The Farmers' Co-operative Store took in \$2,002.00 cash in one day.

Now we are explaining this system to you that you may be in a position to intelligently suggest to some of your merchant customers a way to raise ready cash when circumstances demand it.

Here is What the Brenard Plan will Do for a Merchant

- it will get him new customers.
- it will hold his old customers.
- it will overcome catalogue house competition.
- it will overcome soap clubs.
- it will overcome department store competition.
- it will overcome a competitor's cut-price sale.
- it will get full retail price for his odds and ends and slow sellers.
- it will sell everything for cash.
- it will make dull Wednesday a bigger day than busy Saturday.
- it will collect his old accounts and retain the customer's good will.
- it will get people to deposit hundreds of dollars with him to be traded out later.
- it will get a score of people to go out among their friends and neighbors and solicit business for him, bringing him the money, and do this without one cent of cost to him other than the original price of the plan.
- it will keep these solicitors working like Trojans for him for six solid months or more.

These solicitors will get business that the merchant has been losing to his competitors.

They will get business that he has been losing to catalogue houses.

They will get business that he has been losing to soap clubs.

They will get business that he has been losing to department stores in nearby cities.

They will get him a lot of new and desirable customers.

Now, there is nothing strange or miraculous about the Brenard Trade Extension Campaign—nothing strange or miraculous about the way it gets business for merchants situated as are the merchants in your town.

There is nothing marvelous in the way it brings new customers to the merchant's store—nothing marvelous in the way it gets people to deposit money with the merchant to be traded out at some future time.

The Brenard Plan is built upon the soundest of sound business-getting methods. It is a plan that has been perfected detail by detail during the years we have been in business. Every great principle in it has been proven time and time again. Thousands of merchants over the United States have

secured big increases in their businesses by using it—have raised a lot of ready cash quick.

As soon as a merchant installs our plan we immediately start to putting our own energy, our own time, our own experience behind it so that he will be assured of a big increase in his business. And we work with him and for him all during the time he is using our plan.

After we get the people of his community organized into a great selling organization, we instruct them how to get more business from his present customers—we instruct them how to get business from his competitor's customers—we instruct them how to get business from chronic catalogue house customers—we instruct them how to get business from people who are in the habit of trading at department stores in nearby cities—we instruct them how to get business from soap club patrons—we instruct them how to get people to deposit money with the merchant to be traded out later.

Read These Letters

A. M. FOSTER & SONS
General Merchants
Storm Lake, Iowa

Mr. A. T. Presson.

Dear Sir:—In response to your inquiry about how we were satisfied with the Brenard Plan, will say we are well pleased. On the last day our sales were over \$2,021.00, and our sales the month AFTER we closed with the plan were 18% better than corresponding month last year.

Respectfully,
A. M. Foster & Sons.

THE FARMERS' CO-OPERATIVE STORE
Correctionville, Iowa

Brenard Mfg. Co., Iowa City, Iowa.

Gentlemen:—The campaign ended with great success. It did for me as represented. It is certainly a business getter and made collections good. Our total receipts on the closing day were \$2,002.00. That does not leave a bad taste in a merchant's mouth.

Respectfully,
The Farmers' Co-operative Store.

J. A. HALBERG
General Merchandise
Anthon, Iowa

Brenard Mfg. Co., Iowa City, Iowa.

Gentlemen:—On the closing day my cash receipts were \$2,347.82. Probably one-third of this was on book accounts. So far the campaign turned out exactly as represented by your Mr. Presson.

Yours truly,
J. A. Halberg.

GEO. GABER
General Merchandise
Aurelia, Iowa

Brenard Mfg. Co., Iowa City, Iowa.

Gentlemen:—Replying to yours of the 6th, will say that I closed with the campaign last Saturday, and it was a complete success in every way. My cash receipts for the day were \$3,308.49, the biggest day's business in my mercantile experience. I collected in on account the last day, \$1,468.13.

I must say that your plan is the best business getter that ever came to my notice.

Yours truly,
Geo. Gaber.

As a banker advising with merchants from time to time we feel that it is not amiss for you to know about the Brenard Trade Extension Campaign. Many a time they need to raise a lot of ready cash quick to meet their obligations and in such a case you could suggest to them that they investigate the plan.

There is one feature of this plan that will get you new depositors.

If you care to have detailed information about this plan write us and we will be glad to comply with your request.

BRENARD MFG. CO., Iowa City, Iowa.

ATLANTIC NATIONAL BANK

OF THE CITY OF NEW YORK

ORGANIZED 1829

Merchants Exchange National Bank

Capital Stock.....\$1,000,000.00

Surplus and Undivided Profits..... 750,000.00

OFFICERS

HERMAN D. KOUNTZE,
Vice-President
GILBERT H. JOHNSON,
Vice-President

PHINEAS C. LOUNSBURY,
President
EDWARD K. CHERRILL,
Vice-President
EDWARD V. GAMBIER,
Vice-President
FRANK E. ANDRUSS,
Cashier

KIMBALL C. ATWOOD,
Vice-President
WILLIAM F. FITZSIMMONS,
Assistant Cashier

We Solicit Deposit Accounts from Banks, Bankers, Trust Companies, Corporations, Firms and Individuals

Alex. D. Cambell, assistant cashier of the Hanover National Bank of New York, who was well known by hundreds of bankers throughout the country, died recently. Mr. Cambell made a host of friends through the sincere good fellowship which he always exhibited to those with whom he came in contact.

\$——\$——\$

Bert McKee, cashier of the Home Savings Bank, was elected president of the Des Moines Bankers Club, together with the following officers, who will serve for the ensuing year: A. J. Zwart, vice-president; C. F. Frazier, secretary and treasurer. The executive committee is composed of E. A. Slinger and C. H. Stephenson. The club is planning many interesting meetings this winter and are already endeavoring to secure several speakers of national prominence.

\$——\$——\$

W. B. Hughes, secretary of the Nebraska Bankers Association, brought new honors to himself by pulling off one of the finest state conventions that Nebraska has ever had. Not only did the program contain some of the most able speakers in the country,

but the entertainment provided was such that everybody changed their middle name to "Happy."

\$——\$——\$

Speaking of Endorsements—"Sure, Oi'll write me name on the back o' your note, guaranteein' ye'll pay ut," said Pat, smiling pleasantly as he endorsed Bil-lup's note, "but Oi know dommed well ye won't pay ut. We'll have a laugh at th' ixpinse of the bank."

\$——\$——\$

Henry D. Estabrook, well-known republican leader and one of the prominent speakers before the American Bankers Convention at Seattle and also the state convention of Nebraska bankers, left the Omaha High School at the age of nineteen before he had graduated in order to marry. He is neither a college or university graduate, although today he is considered one of the most eloquent orators of the country. His education was gained from the school of experience and hard work, from which he has taken a post-graduate course.

\$——\$——\$

Farmers of Iowa, according to a recent report, have invested so far this year \$36,000,000 in automobiles

The greatest bank area in the United States.
Covered by the Northwestern Banker.

Preferred by
Business Men

The only hotel in Chicago with direct transportation at its door to all parts of the city. Just across from the Board of Trade, two blocks from the Chicago Postoffice. Opposite La Salle Street Station, La Salle Street at Van Buren.

Fort Dearborn Hotel
CHICAGO

Every room an outside room with private bath or toilet.
\$1.50, \$2.00, \$2.50 per day—no higher

HOTEL SHERMAN COMPANY CHICAGO

<p style="text-align: center;">OFFICERS</p> <p>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</p> <p>Organized in 1857 as KOUNTZE BROTHERS</p>	<p>Capital \$500,000.00 Surplus, Earned, \$1,000,000.00</p> <p>First National Bank of Omaha</p> <p>THE DIRECT SERVICE BANK</p>
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and \$4,500,000 in threshing machines, engines and separators. This same report says that in spite of the fact that there will be some soft corn, the financial condition of the farmers of the state is much better than in 1914.

During September importations of gold amounted to \$42,042,648 and the exportations were \$2,033,990.

GREAT AMOUNT OF GOLD IN UNITED STATES.

So great has been the tide of gold poured into New York to pay the war bills of the belligerent nations that the task of melting it up to be turned into United States coin has almost overwhelmed the employes of the United States assay office in New York. They are working longer than they ever did before, but the piles of coin in bullion deposited by bankers grows instead of diminishing.

Ordinarily about \$100,000,000 in gold passes through the assay office in a year. Since July 1st the office has received and melted more than \$82,000,000 worth. Nearly a year's work has been done in less than four months.

The gold arrives generally in the form of bullion, English sovereigns, French Napoleons and Japanese yen.

UNITED STATES EXPORTS SET RECORD.

New high records in American export trade were made during September. The September exports totaled \$297,766,705, showing an increase of \$141,714,417 over 1914. A favorable trade balance of \$146,343,919 for the month as against a balance of \$16,341,722 for 1914.



54 BANKS
**Designed and Erected
 to Date**

**Our experience will be of
 value to you**

**SIoux CITY
 IOWA**

C. A. MAST
Certified Public Accountant
DAVENPORT, IOWA
**Commercial, County, City
 and Bank Examinations**

Cattle Loans for Investment

Knorpp Cattle Loan Co.

Live Stock Exchange Bldg.
Kansas City, Mo.

Certified Public Accountants

Financial Investigations
Audits
Cost and Accounting
Systems

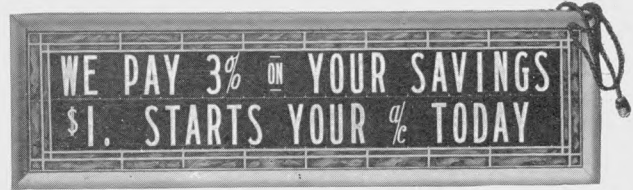
WM. GUTHRIE & CO.

234-235 Davidson Bldg.

SIoux CITY IOWA

and characters are furnished, and as the letters are interchangeable there is practically no limit to the different announcements and advertisements that can be set up on the signs. The signs are used very extensively by banks, real estate concerns and kindred lines throughout the West.

The dimensions of the signs are fifty-two inches in length, fifteen inches in height by six inches deep. They are provided with four twenty-five-watt tungsten lamps, flasher and attachment cord, all ready for connecting. The letters are in translucent milk-white glass on an opaque black background with a border surrounding the lettered space on the sign in a pleasing combination of translucent opalescent art glass in



amber, brown and ruby tones, which give the sign a very attractive and artistic appearance when illuminated. Colored inserts are furnished with the letters which make it possible to set up any or all of the lettering in one or more colors, certain words in colors, the initial letter of each word in color and similar combinations.

The manufacturers will send these signs on approval to any bank with the privilege of their returning the signs at the manufacturer's expense if not

AN ART-ELECTRIC WINDOW SIGN.

The accompanying illustration is representative of an art-electric window sign for banks as manufactured by the Rawson & Evans Co. of Chicago.

These signs are made for use in any interior position desired, but are more commonly used in the windows of banks. The signs have forty-eight letter spaces in connection with which 150 letters, figures

ESTABLISHED

1868



Returns of sales on the Chicago live stock market
made thru

The Live Stock Exchange National Bank
OF CHICAGO

are prompt and accurate. Direct your "Yards"
Business to Us.

found entirely satisfactory. If interested in the signs write the Rawson & Evans Co. for the booklet referred to, which contains all information respecting the signs and the terms on which they are furnished.

BRAZIL A SPLENDID FIELD FOR AMERICAN BANKS.

"With the regular rate of interest fixed at 12 per cent in the northern part of Brazil, and at 10 per cent in the southern part, and with interest rates correspondingly high in all parts of South America, it is remarkable that American bankers have not gone into the South American field before this," said John H. Warner, general secretary of the Y. M. C. A. at Pernambuco, Brazil.

"We had no American banks in South America at all before the war and have but three now. Two weeks after the war began an American bank was opened in Buenos Ayres, and there is another which has been operating in Rio de Janiero for six months. The third has just been opened, and at Pernambuco, a city of 200,000 population, we have no American banks at all.

"The banks which have been opened by bankers from this country are experiencing excellent business already and the field is a favorable one for much greater development."

NEW BANK STARTED AT DOWS CITY, IOWA.

C. L. Isbell, who has been cashier of the State Savings Bank, Logan, Iowa, for the past eleven years, has severed his connection with that institution. Mr. Isbell, with Mr. L. K. Moore, president of the Dunlap State Bank, Herman Lazarus, and a few other men have started a new bank at Dows City to be known as the Farmers State Bank.

The officers will be: Herman Lazarus, president; L. K. Moore, vice-president, and C. L. Isbell, cashier. A new bank building has already been erected.

CITIZENS TRUST AND SAVINGS BANK AND THE SECURITY SAVINGS BANK OF PERRY, IOWA, CONSOLIDATE.

The consolidation of the Citizens Trust and Savings Bank and the Security Savings Bank of Perry, Iowa, under the name of the Security Savings Bank, makes that bank the second largest in Perry with a capital of \$50,000 and deposits of \$500,000. The entire deal was handled by the Rhodes-Overstreet Company of Omaha, Neb.

S. S. Dilenbeck and B. C. Dilenbeck, who owned the controlling stock in the Citizens Trust and Savings Bank, disposed of their stock to J. E. Davis, and it was by this change that the consolidation was made possible.

Mr. Davis will be the president and active manager, John Hambright will be one of the vice-presidents and F. B. Wood will act as cashier.

Plans will be made for the immediate remodeling of the Citizens building into a commodious banking home.

BANKS OF PALO ALTO COUNTY, IOWA, SHOW STEADY INCREASE.

The First National Bank of Ruthven, Iowa, has recently issued a folder showing the condition of the banks of Palo Alto county, Iowa.

The total deposits of the fifteen banks in Novem-

"Checks are money"



Why 90 per cent?

Why are 90 per cent of the total payments in the United States made by check?

More Convenient. The banks have taught the public, and the public has been a good pupil.

Safe--when proper precaution is used.

What is proper precaution?

It is making sure that a check will be paid as originally drawn as to amount, payee, date or endorsement.

That means National Safety Paper, the logical check-paper for all banks.

Ask your stationer, printer or lithographer--or write us for samples.

George La Monte & Son

Founded 1871

35 Nassau Street

New York

Capital and Surplus \$10,000,000



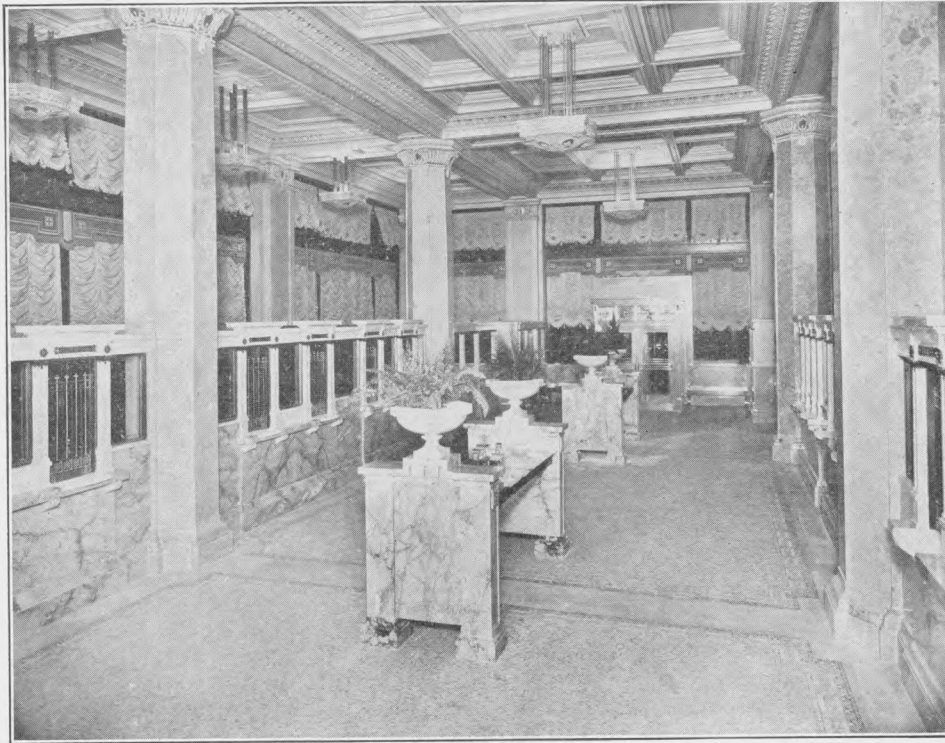
1857

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, President Sprague, Warner & Co.
 MOSES J. WENTWORTH, Capitalist.

ALL BRANCHES OF BANKING



THE SAN DIEGO SAVINGS BANK

WEARY AND ALFORD COMPANY

1907 Michigan Boulevard, Chicago

BANK BUILDINGS AND EQUIPMENT



WHY

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

The Park Laundry Co. With this effective in-door sign on the Telephone of your customers and prospective customers, WILL NOT YOU HAVE A TRENDS ADVANTAGE OVER YOUR COMPETITORS?

HE

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



IT SPELLS RESULTS—
INCREASED BUSINESS



SMILES

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

SAMPLE 25c
Write for Quantity Prices.

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

ber, 1908, were \$1,808,203.99, and in June, 1914, were \$3,056,317.30; the surplus and profits in 1908 were \$88,697.94 and in 1914 were \$209,554.52, and the capital has increased from \$371,000 to \$381,000 in the same length of time.

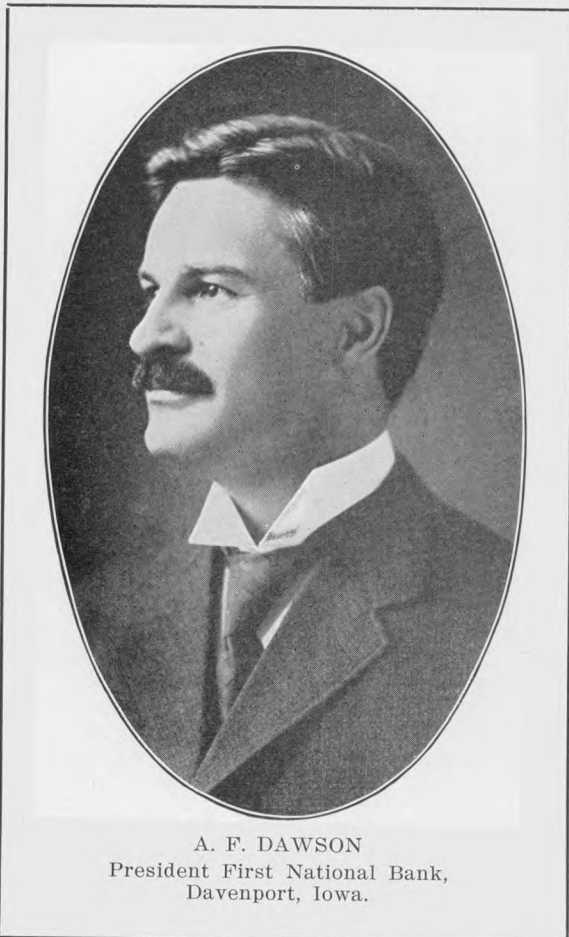
SUCCESS OF MID-WEST CONFERENCE ON PREPAREDNESS DUE LARGELY TO A. F. DAWSON OF DAVENPORT.

A. F. Dawson, president of the First National Bank of Davenport, is receiving the congratulations of his colleagues all over the middle West for the part he played in making the Mid-West Conference on Preparedness, which was held in Davenport, Ia., Thursday and Friday, October 14th and 15th, such a large success. Mr. Dawson served as president of the conference, chairman of the committee of fifteen, representing the cities of Davenport, Rock Island, Moline, East Moline and Bettendorf, which co-operated in the work, and acted as toastmaster at the three banquets that marked the progress of the gathering.

Mr. Dawson served as a member of congress from the second district of Iowa for six years, declining to be a candidate for re-election in 1910 in order to take the presidency of the Davenport institution, which, by the way, was the first national bank actually in operation in the United States. It was largely as a result of the friendships he made in congress and the standing he had in that body as a member of the appropriations committee and the committee on naval affairs, that enabled him, by personal communication, to induce twenty-six members of the house of representatives and two United States senators, in addition to a host of state officials and prominent business men

from nine states, to make the journey to Davenport and participate in the deliberations of the conference for two days.

Mr. Dawson is a former president of the Greater Davenport Committee, a former treasurer of the Davenport Commercial Club and is now president of the Scott County Farm Improvement League, an organization which, according to reports from the Federal Department of Agriculture and the State College at



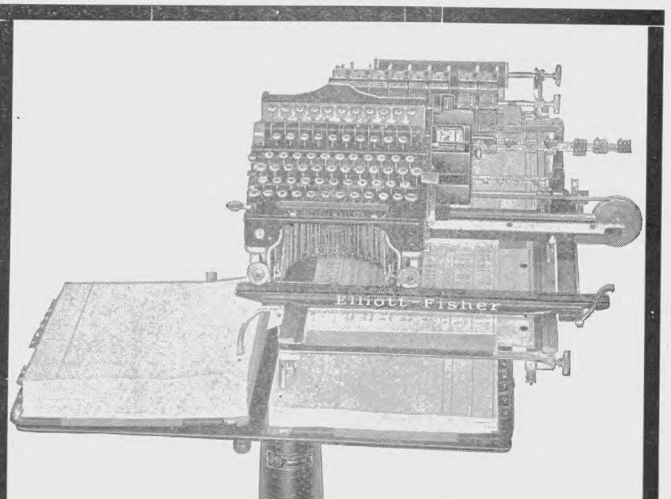
A. F. DAWSON
President First National Bank,
Davenport, Iowa.

Ames, has done more to effect actual economies in farm operation and actual money saving to members than any similar organization of its kind in the country. In addition to these activities, Mr. Dawson is closely identified with the Davenport Rotary Club and, in fact, with every other promotive activity which is undertaken for the benefit of the community.

The flood of letters he has received from bankers all over the middle West, as well as from the distinguished men who attended the conference, tell, better than by any other means, how much his most recent activities for the common good have been appreciated.

Earl Recknor, who has been connected with the Security Bank, Storm Lake, Iowa, for the past three years, has resigned his position there. Mr. Recknor has been a popular young man in Storm Lake and will be missed by the patrons of the bank and his friends.

The Farmers Savings Bank of Ottosen, Iowa, increased its capital stock from \$10,000 to \$20,000.



The Service it Renders

Depositors confidence is built upon service.

Elliott-Fisher Bank Bookkeeping Machine is built to render service to your depositors and your Bank.

There are many factors that combine to make this service.

Service Factor No. 1

Ledger and Auditor's Journal of Checks and Deposits posted and made at one operation. Depositor's statement also made if desired.

Positive control and security result from this factor which embodies a service that inspires confidence.

A request from you on your bank stationery will bring a detailed report on Service Factor No. 1 and "Accounting Control for Banks."

ELLIOTT-FISHER COMPANY

1125 Cameron Street

HARRISBURG, PA., U. S. A.

Offices in all principal cities

A History of the Ideal Cashier

Chapter No. 7.
By S. L. Frazier

Roosevelt, for various reasons, would prove a dismal failure as a country bank cashier.

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 issues in order to see how our "ideal" young banker received his start in life.

ling" little star on your home ball team beats warming the bench for the Boston Braves. Shine, young man, shine some-

The kaiser, and the czar, and the king of England would all make a "mess" of country banking, no doubt.

where. Shed a little light all your own. Don't be a dead old moon, a reflector, simply, of borrowed greatness.

These men "shine" in their respective ways, but put them in the banking game and the chances are they would never reach first base, they would never get in the "king row," they would fall down on the turns, or flounder hopelessly at the head of the stretch, with the good horses home, and be classed with the "also ran."

If you are going to be the cashier of a country bank, be an ideal one. Mirrors and reflectors are poor substitutes when it comes to banking. Borrowed light is dead light. Reflected sunshine is "lifeless." There is no warmth, nor vitalizing power, nor healing qualities in mere reflections. Be genuine and real and self-reliant. Make of your opportunities and master and solve your own problems and your light will shine.

Everybody can "shine" somewhere, and it is a mistaken notion to be overambitious or try to fly too high. Just be a "twinkling little star;" there are millions of these, but a very few "suns." See?

If you are aiming to become a cashier, resolve to be an "ideal cashier," and do not be satisfied with anything short of that.

It is all right to "aim high," but folly to waste your ammunition shooting at the clouds, for there isn't any "game" up there.

You will meet with discouragements and trying situations aplenty. Easy sailing, however, never made a "sailor." The wind and the waves, the storms and the typhoons, the things that put a man's soul to the test, that try his courage and prove his "worth," are the things that count. To be a successful cashier one must be as "bold" as he is "cautious." WORK UP A REPUTATION, and you can only do that by constant, well-directed effort, by keeping everlastingly at it, by going the distance, by having courage, by delivering the goods. Make a reputation and the rest is easy. It is told of a well-known "automobile" that it traveled twenty-five miles without an engine. It made that distance on its "REPUTATION." How many of our would-be cashiers can get that far on theirs?
(To be continued.)

Building "castles" in the air is mighty poor business. Houses are on the ground, with their foundations on the solid rock. Build a house. I would a thousand times rather be the successful head of a little country bank than a mere clerk in a million-dollar institution. It is infinitely better to be a five-pound bass in East Battle Lake than a minnow in the Pacific ocean. It is far preferable to be a big frog in a small puddle than a small toad in a big pond. Find your place and then proceed to fill it. Shine somewhere.

- If a school teacher, be the best there is.
- If a student, move up to the head of the class and stay there.
- If a bookkeeper, be the neatest and most up-to-date one in the town.
- If a barber, be the best little "shaver" that ever handled a razor.
- If a carpenter, be a finished one. Make yourself talked about.
- If a blacksmith, nail a "horseshoe" over the door and "hammer" your way to the front.
- If a janitor at the school building, make for yourself a "name" as the best ever.
- SHINE somewhere. You can do it.
- Why, I wouldn't give fifteen cents to be a "dub" in the biggest game that was ever staged. A twink-

VAULTS BUILT BY THE AMERICAN BANK PROTECTION COMPANY OF MINNEAPOLIS ABSOLUTELY BURGLAR PROOF.

The American Bank Protection Company of Minneapolis, Minn., for sixteen years has protected thousands of banks without a robbery or loss of a dollar.

The improved oxy-acetylene cutter-burner torch (primarily for mechanical purposes) will flux the thickest and hardest steel or concrete without noise or publicity, and in the hands of yeggmen has proven to be the most rapid and destructive tool devised. It is a well-known fact "that bank robbers were capable of

FARM LOAN 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

entering any vault or safe that they could work at, unobserved." Hence, vault engineers are now applying electric protection and its resulting public alarm to thwart any attempt to enter the vault by the use of the cutter-burner torch.

The American Bank Protection Company, of which W. H. Ritchie is president and treasurer; A. A. McRae, vice-president; F. Whitmarch, secretary, and W. E. Vilmann, cashier, will furnish on application estimates and full information regarding their electric alarms and daylight hold-up system for your vaults.

THE DUBUQUE NATIONAL BANK, DUBUQUE, IOWA, REORGANIZES.

The Dubuque National Bank of Dubuque, Iowa, is undergoing a complete reorganization in its official and clerical departments. State Sen. N. J. Schrup and George W. Myers, both prominent in Dubuque business circles, have acquired substantial blocks of the stock and have been elected to the board of directors. These new directors will add to the prestige of the bank.

The capital of the bank is \$100,000 and the surplus and profits are \$30,000.

HENRY D. ESTABROOK URGES BIGGER NAVY AND BUILDING OF MERCHANT MARINE.

Henry D. Estabrook, republican leader, gave his "dishwater" address on self-defense before the University Club of Omaha recently. "We boast our strength to repel attack when we know we are weaker than dishwater."

He said in part:

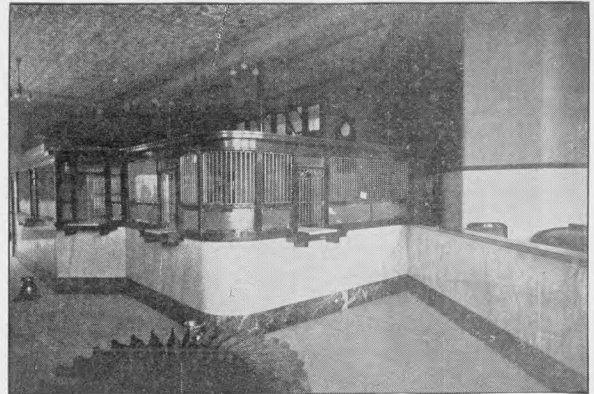
"This bloody, beastly war raging in Europe—the outcome of a family feud among royal kinsmen—is of no immediate concern to this country except as some of the belligerents have trampled our rights as neutrals. As for these aggressions, we have entered our protest and recorded our resentment. It is hardly probable that the situation at the worst will involve us in armed conflict, though it may lead to reprisals and demands for reparation. Both reprisals and reparation we could forego, at whatever cost of prestige and national honor, rather than challenge combat with our superiors in strength.

Weaker Than Dishwater.

"No nation threatens us in so many words; but who is oblivious to hints and intimations that speak loud-

Attractive Fixtures are a BANK'S Best ASSET

Then Why Not Get "Ehrlich" Fixtures and Increase Your Business?



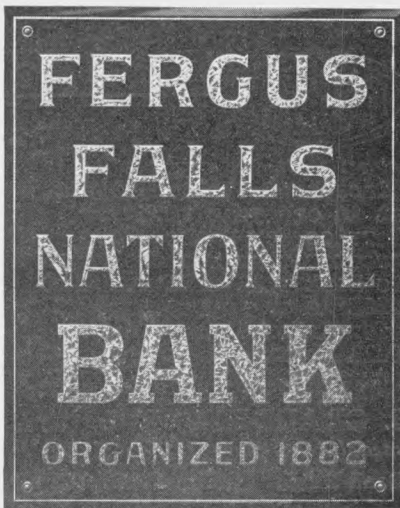
If You so Desire We Will Help You Design Them. Write Us Today.

H. EHRlich & SONS MFG. CO.

ST. JOSEPH, MO.

er than words? We boast our strength to repel attack when we know we are weaker than dishwater. While every other nation has been preparing for aggression, we have not made ready even for defense. Is this state of imbecility to endure? Shall we continue to listen to a wandering voice as imbecile as our condition? When this voice was recently removed from the counsels of our government we thought, good easy souls, we had gotten rid of it. Has Mr. Bryan proven himself so good a prophet in the past that we can afford to trust him for the future? You recall what direful things were sure to happen, according to Mr. Bryan, if this country failed to repudi-

(Continued on page 25.)



Chipped Gold BANK SIGN TABLETS

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 farther 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



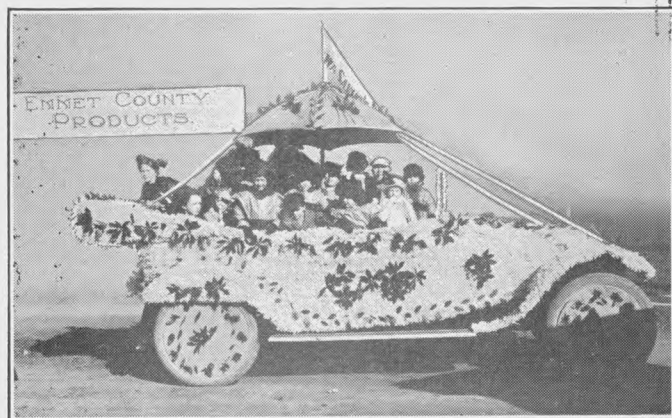
How Bankers Are Advertising

Novel Idea Used by a Bank to Attract Attention of the Little Folks.

At the fall fair held in Estherville, Iowa, one of the features was an auto parade and prizes were offered for the best decorated machine. W. W. Walker, cashier of the Iowa Savings Bank, won second prize and also secured for his bank some very favorable publicity.

As noted in the accompanying illustration, he filled his auto with children, which are indeed "Emmet county products" of the highest quality.

Mr. Walker's car was decorated with yellow tissue paper for a background and this was covered with poinsettias and leaves. The idea of the umbrella was



to represent protection and security which the Iowa Savings Bank furnishes its patrons, and also the fact of the protection against the storms of life which come to little folks who have learned to save their pennies and have a bank account.

This enterprising bank caters to the small savings accounts and has just recently placed about 200 little automatic recording savings banks with the little folks. The bank has also secured 150 new savings accounts of \$25 or more and with each of these accounts

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.

has given a handsome 4x6 flag. According to Cashier Walker, this has proved to be one of the most beneficial ideas that they have ever tried.

The bank is gaining steadily, as is shown from the fact that on April 19, 1915, the cash on hand and due from banks was \$35,328.35; surplus and profits, \$33,609.41, and deposits, \$443,769.34, while at the present time the cash on hand and due from banks is \$85,427.71; surplus and profits, \$39,714.96, and deposits are \$491,570.72.

The bank officers are: Mack J. Groves, president; A. D. Root, vice-president; W. W. Walker, cashier; L. E. Stockdale and F. G. Parsons, assistant cashiers.

"This is an Age of Publicity."

In a very able address on the subject of "Publicity as Affecting the Investment Banker," Geo. B. Caldwell, ex-president of the Investment Bankers Association of America, gave expression to the following ideas on publicity: "This is an age of publicity—there is a world of sense in the saying, 'Sell your hammer and buy a horn,' if for no other reason than because publicity establishes stable business conditions and begets confidence, and this makes a market. Publicity is of many sorts. There are those who think that the display of words and pictures in newspapers is good publicity. It is only good for a certain time and for a certain purpose. Many small cities fight fire by ringing a bell, but alarms don't prevent fire. It is advertising, however, and while all advertising may be publicity, all publicity is not—in the general acceptance of the term—advertising.

"Advertising is systemized selling. Publicity has for its aim the accomplishments of a definite purpose, by moulding the minds of groups of people to one common way of thinking. Editorials are not advertising, but the highest type of publicity. In this organization our advertising is left to the individual member, as are also our other selling forces like our salesmen and our circulars, etc., but the field of publicity is certainly the field of operation for this association.

I am told there are today 22,500 publications in the

DISTINCTIVE

DOUBLE PURPOSE SCREEN FOR BANK WINDOWS

SAFETY DEPOSIT BOXES

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



IN IOWA BANK increased its deposits forty per cent in one year with my Advertising Service for Banks. The cost was no greater than for the year previous. This Bank will tell you that CRADDICK SERVICE is an investment. If you will ask for information I will gladly send full details with an estimate for your consideration.

H. B. CRADDICK

Financial Advertising

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

United States of all kinds—58,000 street cars and millions of square feet of billboards and dead walls, and a large consumption of electric energy for signs, and \$100,000,000 given away as premiums, which in total is a tax laid upon business of over \$700,000,000. These are all employed by different lines of business in their publicity advertising and salesmanship.”

Bank Offers to Take Photograph Free of Every Person Who Opens a Savings Account of \$5.00 or More.

To everyone opening an account with the Central State Bank of Des Moines in their savings department for \$5.00 or more, they present a coupon which will entitle the holder to one photograph of themselves or any member of their family of the \$12 per dozen value, which is taken by a prominent local photographer. Only one photograph is given to a family. This is a new idea in premium bank advertising and one which has such a strong personal appeal that it is proving exceedingly successful. The coupon used by the bank is as follows:

FREE

CENTRAL STATE BANK PHOTOGRAPHER'S COUPON

Good for one photograph at C— Studio. Sitting by appointment only. This coupon authorizes C— Studio to furnish you with one photo of the \$12.00 per dozen value, absolutely free, without obligation to take more photographs than the coupon calls for.

C— Studio agrees to furnish you their very best work and to redeem one coupon for one picture of each person. (Only one free picture for each family.) Children under 16 years of age must be accompanied by their parents. The value of this coupon expires June 1, 1916, unless an extension of time is given by the Studio.

CENTRAL STATE BANK,

By

Grant McPherrin, cashier, reports new accounts being opened every day ranging from \$5 to \$500.

Gives Eastman Camera Free to Every Person Starting a Savings Account.

The Sioux Falls National Bank of Sioux Falls, S. D., is securing new savings accounts by offering an Eastman camera free to every person who opens a savings account this month and shows a balance of at least \$25 on December 24th, on which date the cameras will be presented to such customers.

HENRY D. ESTABROOK FAVORS BIGGER NAVY.

(Continued from page 23.)

ate a moiety of its honest debts by giving to fifty cents' worth of silver the magic name of dollar. Personally, I have never believed in Mr. Bryan's wisdom, and I grant him sincerity only because the point is not worth arguing.

The Best Thanksgiving is where there is a Bank Book



The Careful Man has his home protected with a Bank account

A Thanksgiving turkey becomes a big fat turkey by being fed a little from day to day. A Thanksgiving bank account becomes a fat one by the small deposits that you make from time to time.

You are just as welcome in our bank with a small deposit as with a big one. Lots of small deposits make the big fortune. Start a bank account now---you will be thankful next year.

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)

“And yet I would heartily advocate Mr. Bryan's policy of non-resistance rather than any policy of half-preparedness. I had rather scrap every gun and warship we own if we are not to add to them. For if we were without strength to oppose invasion we could at least claim the privilege of the weak and surrender without loss of life, with a moral claim even to the pity of the invaders; whereas a fight inadequately armed and with a certainty of losing would be nothing short of murder, for which you and I and every taxpayer in the United States would be measurably responsible.

“To say that we are too big or too proud to fight in self-defense is, with all respect to the estimable but mistaken gentleman who said it, absurd and guerile. To say that a mob of a million or so untrained citizenry would leap to arms and put to flight the bullet-tested soldiery of Asia or of Europe is worse than puerile—it is murderous stupidity.

Legal Opinions and Decisions

Effect of Want of Consideration.

The law of Iowa provides that want or failure of consideration for a note or bill is a sufficient defense if it is in the hands of the original purchaser or one who took it with full knowledge of the circumstances, but not otherwise. A defense may be set up against everybody but an innocent holder. An innocent holder is one who has purchased negotiable paper for value before maturity and he is charged not only with the actual knowledge which he possessed in the matter, but with all the knowledge which an ordinarily prudent man, acting under like circumstances, should possess. Officers of a bank are charged with knowledge of the affairs of the bank. Notice to one officer has been held to be sufficient notice to bind the bank; that is, notice to the president, for instance, that the paper of a certain party or a certain note has been secured by fraud would be notice to the cashier in law, even though as a matter of fact he actually knew nothing about it when he bought the paper.

However, the purchaser of a note procured by fraud, although he has purchased for value before maturity, and without notice, is not allowed to recover a greater sum than that paid for the note, with interest and costs, and it is proper, therefore, to show the amount paid in such cases and the question can properly be submitted to the jury in order that they may determine.

Richardson v. Monroe, 85 Iowa, 359.

An illiterate maker of a note or mortgage for \$1,000 testified that he signed them supposing he was signing a lease and note for \$100. He is held not liable on the note even when in the hands of an innocent purchaser, unless he was guilty of negligence in making it, since he never was a party to the contract.

Greene v. Wilkey, 98 Iowa, 77.

The rights of bona fide holders have been materially strengthened by the adoption of the uniform negotiable instruments act, which provides, section 3660-a-124, that where a negotiable instrument is materially altered without consent of all parties liable thereon, it is void, except as against the party who has himself made, authorized or assented to the alteration, but where an instrument has been materially altered and is in the hands of a holder in due course, not a party to the alteration, he may enforce payment thereof according to its original tenor.

This clause will overcome the doctrine of Briggs v. Ewart, 51 Mo., 245, where a man signed a note when he supposed that it was an order for a patented article, and that he was accepting the agency for the sale of the thing, although his signature may be put to the writing and may be even written by himself, yet if he did not know what he was signing, but acted under the belief that he was signing some other paper, he will still be bound.

Of course, in order to defend on the ground of fraud it must be shown that the party making the note was

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.

not guilty of negligence, and it has been generally held that, if being able to read, the maker signed the note without reading it, he will not be permitted to defend against a bona fide purchaser.

29 Minn., 298; 51 Minn., 480.

In such case the burden of proof rests on the one claiming under the instrument to show the negligence.

Scofield v. Ford, 56 Iowa, 370.

Notice or Knowledge Apparent from the Paper Itself.

Where an instrument itself contains matters sufficient to necessitate inquiry on the part of the taker, his failure to make such inquiry will prevent him from claiming the rights and protection of a bona fide holder.

No. Ave. Svgs. Bank vs. Hayes, 188 Mass., 135; 72 N. E., 311.

Mere suspicious circumstances or carelessness are insufficient to necessitate inquiry and prevent a person from being a bona fide holder, nor is mere suspicion evidence of negligence which will defeat a right to recover by a bona fide holder.

Lehman v. Press, 106 Iowa, 389.

Marginal figures placed above and outside the body of a note are not part of a note itself, so that their alteration will not deprive a purchaser of his character as a bona fide holder.

Merritt v. Boyden, 191 Ill., 136.

What Circumstances are Sufficient to Put a Purchaser of Negotiable Paper Upon Inquiry in Order to Secure the Rights of a Bona Fide Holder.

A purchase from a comparative stranger residing out of the state, of a note endorsed without recourse, which has been procured from the maker by fraud at another town than the place where sold, in which town there were several banks, is a circumstance which would arouse suspicion in the mind of a prudent person, so his purchase without inquiry would destroy his good faith and prevent his enforcing the note against the maker.

(So. Dak.) Mee v. Carlson, 117 N. W., 1033.

Erasures on a Note.

Marks or words on a note that do not affect the rights of a holder or do not indicate that the paper is the property of a third party, or is to be used for a particular purpose, do not put the purchaser on inquiry, but bank marks showing that the paper has been rejected or words in a note showing that someone else has an interest in the same will be held to put the purchaser on inquiry.

Effect of Detachment of Paper Attached to a Bill or Note and Modifying the Terms Thereof.

Prior to the adoption of the negotiable instruments law, which permits a bona fide holder, not a party to an alteration of an instrument, to recover according to its original tenor, it seems that the detachment of a paper originally attached to a bill or note and modifying the terms thereof, has the effect to render the instrument void in the hands of a subsequent bona

fide holder and prevent any recovery thereon, or to entitle such a holder to recover without reference to the condition in the paper detached; in other words, the courts hold that there could be no recovery at all for the reason that the detachment of the paper constituted a material alteration voiding the bill or note even in the hands of a bona fide holder. However, the above has been superseded by the adoption of the negotiable instruments act.

The inquiry has been made whether a bank can properly lend its credit by any form or endorsement or guarantee for the principal benefit of another. The rule is broad, applying to all corporations organized for this purpose. A simple act of becoming surety or guarantor for the contract or debts of any person or corporation is not within the implied powers of a corporation. The reason for this rule is that such a contract risks the capital and funds of a corporation in the enterprise not contemplated by the stockholders in purchasing or subscribing for the stock, prejudices the rights of its creditors and exceeds the authority conferred by its charter.

See *Philmamy v. Iowa Paper Bag Co.*, 108 Iowa, 333.

Where a statute of a state provides that not more than a certain per cent of the bank's capital should be loaned to anyone, a loan in excess of such statutory limitation is not void, although it may subject the bank to a penalty. The prohibition is intended as a rule for the government of the bank and may not be used as a defense against payment of an honest debt.

Benton County Svgs. Bk. v. Bodicker, 105 Iowa, 548.

Liability of a Bank for its Officers' Wrongdoing.

The law confers no authority on corporations to do wrong. Every reasonable act is, therefore, technically beyond the power of a corporation; nevertheless, the banks are liable for the acts of their officers to the same extent as individual principals are liable for the acts of their agents. A bank may, therefore, be responsible for malicious prosecution.

Dower Cattle Co. v. Des Moines Natl. Bank, 98 N. W., 918.

A bank, however, is not liable for the wrongful act of an officer outside the scope of his authority; if he should go beyond the reigns of his duties and of his own will do an unlawful thing, he would be personally liable, but not the bank. Although we must add, if a bank is benefited by the wrongful act and sanctions it or accepts the benefit, the bank is liable as well as the wrongdoer himself.

FIRST NATIONAL BANK, ROCK RAPIDS, IOWA, SHOWS STEADY GAIN.

The First National Bank of Rock Rapids, Iowa, has been undergoing remodeling for the past few months and at the present time presents a very splendid appearance.

The capital of the Bank of Rock Rapids was originally \$25,000. When it was organized as a national bank the capital was increased to \$50,000. In 1914 it was increased to \$100,000 and at the present time the capital is \$150,000.

The growth of the bank has increased in deposits in the last fourteen years three and one-half times.

The present officers of the bank are: Chas. Shade, president; G. A. Manwaring, vice-president, and E. L. Partch, cashier.

Four Feet of Storage Filing Space

For Cancelled Checks, Drafts, Deposit Tickets and Others in This Baker-Vawter Two-Drawer Steel Storage Unit.



THE storage File that fits YOUR records and YOUR bank, combines space-economy, strength, durability and lightness with the attractive appearance of baked-on Olive-Green Enamel. The two-drawer check and deposit-ticket Unit is only one of the

Seven Sizes of Baker-Vawter Steel Storage Units.

In one rigid stack you can place one-drawer letter size units, two-drawer units, and four-drawer card units, one on top of the other, and they interlock automatically and securely. They are roomy and strong and they look good in stacks. You know that Baker-Vawter supplies are dependable.

The seven sizes--one to fit every record economically--insure uniformity in your storage file, and give protection to the records you can't insure but should protect in a convenient place as long as useful.

Get ahead of transfer time--order your storage units by the stack--six letter units \$15 or \$2.50 each, f. o. b. either factory. Order today.

BAKER-VAWTER COMPANY

Bank Loose Leaf and Steel Filing Supplies
Benton Harbor, Mich. Holyoke, Mass.

Ask for Storage Unit Circular No. NB 1510

Farm Mortgage Department

Farm Mortgage Bankers' Association has Interesting Convention.

At the second annual convention of the Farm Mortgage Bankers Association of America, many interesting addresses were given. Pres. F. W. Thompson's discussion of the rural credits bill caused considerable discussion. He said, in part: "The proposition of limiting the federal reserve board, to the effect that farm loans, to the district in which it was located and placing a limit of 5 per cent, above which no bonds could be issued, would make subscription to the capital stock of the federal land banks doubtful.

Rural credit prospers only upon the same fundamentals as all credit. A farmer because he is such is not entitled to any more consideration than the merchant or manufacturer. We should urge upon the national congress to refrain from attempting to build a wall around districts in which loans can be considered, and to give the borrowers of remote sections a chance of submitting their security to the various districts in which great accumulations of capital are lodged."

The officers elected for the ensuing year resulted in the re-election of President Thompson and Sec'y H. M. Hanson of Chicago. The vice-presidents chosen are: O. M. Corwin of Minneapolis, J. E. Maxwell, Kansas City, and K. N. Robins, Rochester, N. Y.

Bankers Loan and Mortgage Company of Billings, Mont., Making Excellent Growth.

The old school geography gave one the impression that, outside of her mining industries, Montana was fit for nothing but stock grazing. It was not then realized that she had 30,000,000 acres of farming lands, whose per acre production, according to U. S. Agricultural Year Books, now exceeds those of the better known central states. It is difficult for us who have apathetically accepted the old geography's statements on Montana as truth to reconcile them with the fact that at the San Francisco fair she captured more prizes for agricultural exhibits than any other state.

With some knowledge of the agricultural possibilities of Montana, and with a desire to serve as a middle man between the thousands of incoming farmers and the eastern investors in farm mortgages, the Bank-

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.

ers Loan and Mortgage Company of Billings, Mont., a large farm mortgage banking establishment, including among its stockholders, bankers and ranchmen in all parts of the state, was organized in 1912. For the active management of its affairs the new company brought in, from St. Paul, Mr. Frank O'Meara, vice-president, who had then had more than twenty-five years of experience in banking, real estate and farm loan lines in Illinois and Minnesota. Its president, Mr. T. A. Snidow, is a Montana ranchman and stockman, who is also extensively connected with banking interests in the state. Mr. Lee N. Goodwin, secretary, was for years the cashier of the old Second National Bank at Aurora, Ill., and later for several years was identified with the banking business in Montana, where he lived for some eight years prior to his connection with the Bankers Loan and Mortgage Company. Further carrying out its idea of including on its official roster both the farmer and the banker, Mr. Herman J. Witt, a retired ranchman, was elected treasurer of the company. The assistant treasurer and title examiner, Mr. Clyde McLemore, is an attorney and has had two years of commercial banking experience.

With two salaried inspectors and an adequate quota of office help, with a capital stock of a half million, of which \$350,000 has been paid in, and with capable and experienced officers, the company is well equipped to take care of its rapidly growing business.

Rural Credits.

The following interesting address was given by H. S. Van Alstyne, president of the Gilmore Exchange Bank, Gilmore City, Iowa, before the Farm Mortgage Bankers Convention at St. Louis:

"The question of rural credits is broad and of vital interest to all. Land is the fundamental basis of value, and all life and all wealth came from it. No argument is necessary to show the importance of an adequate system of credit adapted to the economic conditions and social requirements of the actual farmer.

Rural credits may be properly divided into two parts—land credit and personal credit—and are per-

This is to remind you that the

Leavitt & Johnson National Bank

and

Farmers Loan and Trust Company

of Waterloo, Iowa, are now well established in their new home and are better prepared than ever to do a general banking business and to make and sell first mortgage loans and other high grade investments.

We solicit your business.

Wanted---Farm Mortgages

We invite bankers to correspond with us relative to the making or purchase of first mortgage loans in desirable farming districts of Minnesota, North and South Dakota.

Applications considered, accepted and closed with our own funds, at current rates, without delay.

The Minnesota Loan and Trust Company

405 Marquette Avenue, MINNEAPOLIS

Affiliated with the NORTHWESTERN NATIONAL BANK

haps equally essential to the welfare of the farmer. The chief source of land credit money is from foreign trust funds, while personal credit is usually furnished locally. My remarks will chiefly concern land credits.

In approaching this subject from the standpoint of the local middle man, there are some salient points which should be kept in mind.

We often see the farmer referred to as a class. This would not be broadly correct in America, although perhaps true in many countries, or locally in some parts of this country.

In America this class would be so broad as to be almost cosmopolitan. We find the descendant of the man with the hoe, who has come to this land of promise, with his heritage of industry and economy, as his chief asset, the land owner of independent fortune, and the college graduate, working side by side, and perhaps with equal success, in the final accounting.

Napoleon said, "America is a fortunate country—she grows by the follies of the European nations." In the past this has been largely true, for since the landing of the Pilgrims, when the independent-minded, progressive foreigner found his condition intolerable, either from temporal or spiritual oppression, has been making his way to this land of opportunity, and has given us a sturdy cosmopolitan citizenship, which cannot be fairly compared with any other.

America has been aptly called the melting pot of the nations. The evolution of the American people has given us the most virile, active ordinary citizen that it is the good fortune of any nation to possess. We can show a greater per cent of what might be called middle-class people, who have a larger measure of energy, initiative, and broad intelligence, than any other people on earth.

America has given the world the first successful popular government, and has evolved business methods which have been reasonably well adapted to the people and the conditions.

In a commercial community credit reaches and affects its very existence. For many years our commercial banking system has been regarded as archaic and cumbersome—and to meet this we have now established the federal banks.

It is contended by some that our land credit system is prejudicial to the best interests of the farmer. If this be true, it is serious and should be corrected as speedily as possible.

It is doubtful if any revolutionary system could be successfully thrust upon our people by legislative fiat,

as was done when the German Landshafthen was established.

Our government had its foundation in the desire for personal liberty, and this ideal has been a potent factor in shaping the character of our people.

Nearly all the suggested rural credit plans are adaptations of the European credit associations, and their feasibility is of most doubtful value at this time. These rural banks or associations involve a larger degree of co-operation than is compatible with our ideals. There would be a general prejudice based on the idea that no good prosperous farmer would join, and a credit association composed of only poor farmers would insure its own failure.

Moreover, we find that even in Germany, the cradle
(Continued on page 43.)

FOR SALE

Western Farm Mortgages

representing not to exceed 50% of the actual cash value of improved farms in the best agricultural districts of Montana and Wyoming. Every loan offered is a completed loan, in which we have invested our own funds after an inspection by our own salaried inspector.

Correspondence solicited

Bankers Loan and Mortgage Company
Billings, Montana

CAPITAL \$500,000.00

Incorporated under the laws of Montana

OFFICERS:

T. A. SNIDOW, President LEE N. GOODWIN, Secretary
FRANK O'MEARA, Vice-President HERMAN J. WITT, Treasurer
CLYDE McLEMORE, Asst. Treasurer

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. In answering classified advertisements which have key numbers please enclose a two-cent stamp. This is used to forward your letter.



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.

ATTENTION! Cashiers

We have listed with us several banks in Iowa and Neb. Capital \$10,000, \$15,000, and \$20,000. Some of them entire stock for sale, and some controlling interest. If you are anxious to get a good cashier's position, and wish to invest in good bank stock, and get well located, write us confidentially.

ROGERS REFERENCE COMPANY

Banking Department

540 Paxton Bldg.

OMAHA, NEBRASKA

BANK CASHIER WANTED

We have an excellent opening in a town of about 4000 in Minnesota for a thoroughly capable man. Prefer German who can take 30 shares held by present cashier. Salary \$125 to \$150.

BUSINESS SERVICE COMPANY

Banking Department

McKnight Bldg.

MINNEAPOLIS

FOR SALE—One nest of 25 Safety Deposit Boxes 5x5, battleship gray, double nose lock, Harveyized steel door. For sale cheap. Address 1952 Northwestern Banker.

MODERN BANK COUNTER AND FIXTURES FOR SALE—On account of remodeling, we have to sell complete bank counter, grille work, coupon rooms, etc. Address Fort Madison Savings Bank, Fort Madison, Iowa.

EXPERIENCED BANKER with strong financial connections desires to purchase controlling interest in good bank, with investment up to \$20,000. Address 1944, The 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.

WANTED—The right men to take over control of a western bank doing a Savings, Title & Trust business. Excellent location and patronage, good deposits, valuable charter. Will require around \$200,000. Have other openings in various states, for bankers of large or small means. Write me if personally interested. H. W. Long, 1005 Haas Bldg., Los Angeles, Cal.

WANTED—Position in country bank by young man who can invest \$1,000 or \$2,000. I am 23 years of age, in good health, protestant, business college graduate. Best references. Address 1957, Northwestern Banker.

KNOW A GOOD MAN available for cashier; splendid record; experienced banker. Address 1958, Northwestern Banker.

WANTED—Position as cashier in country bank by keen, aggressive young man, 30 years old, married; 12 years' experience in city and country. A-1 references. Can invest \$5,000. Iowa or Illinois preferred. Address 1959, Northwestern Banker.

SPECIALIZING ON VAULT EQUIPMENTS, vault doors, safe deposit boxes, steel filing devices in standard units and built to order. Safe deposit boxes, \$1.90 a box. Chas. Stayman, Agt., Ft. Dodge, Iowa.

FOR SALE—Controlling interest in a \$10,000 bank in a small town in western Iowa. Only bank in town. Must be German and married to comply with wishes of the minority stockholders. \$10,000 to \$15,000 will handle it, including cashier's residence. Paper all good and deposits \$75,000. Address 1960, Northwestern Banker.

FOR SALE—Remington-Wahl adding and subtracting typewriter, regular width. One seven-wheel totalizer. Outfit never used. Cost \$250, will sell at \$150. George C. Maither, Mgr., Whitehead & Hoag Co., 822 Hubbell Bldg., Des Moines, Iowa.

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



Fulton Bank, Fulton, Illinois
Planned, Built and Equipped Under One Contract

BUILD Without Friction

WHEN a bank assigns the construction of its building to MOORMAN; the entire responsibility for its successful completion is placed upon a capable, efficient organization, developed through experience and specializing on this one thing.

The plans and specifications are clear and concise.

The work progresses swiftly and accurately.

Materials are ready when needed.

The whole work is carried out by skilled workmen who understand the plans and know the peculiarities of bank work.

The building is turned over to the banker a complete structure in every respect, ready to begin business.

We have prepared an interesting book of bank buildings that will be sent free to bankers upon request.

A. Moorman & Company
Saint Paul, Minnesota

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

I O W A

WAVERLY SAVINGS BANK, WAVERLY, IA., HAS ELEGANT NEW HOME.

The Waverly Savings Bank of Waverly, Iowa, recently held a formal opening, at which time many friends viewed the beautiful new home of the bank. There was orchestra music throughout the day and unique souvenirs in the form of combination pen and pencil put up to represent army cartridges, together with flowers and rare bulbs were given out during the day.

The new building is modern in every respect and contains the most up-to-date equipment.

The present officers of the bank are: A. J. Wile, president; F. C. Meyers, vice-president; W. H. Babcock, cashier. The directors are: Wm. Shanewise, F. C. Meyers, A. J. Wile, E. M. Reeves, John Oltrogge, H. G. Nichols and Henry Cretzmeyer.

DR. J. H. NOYES ELECTED PRESIDENT OF THE OGDEN STATE BANK, OGDEN, IOWA.

At a recent meeting of the stockholders of the Ogden State Bank, Ogden, Iowa, a complete reorganization was undergone.

The officers elected were: Dr. J. H. Noyes, president; H. R. Eaton, vice-president; William Jones, cashier, and Arnold Boehm, assistant cashier.

Dr. Noyes has long been connected with this institution, first as a stockholder, then later director, vice-president and for the past several years has been its active president.

The bank has made great progress and at the present time is in a very flourishing condition.

HARRY T. BLACKBURN, PRESIDENT OF THE IOWA BANKERS ASSOCIATION, NAMES DELEGATES TO INTERNATIONAL TRADE CONFERENCE.

Pres. Harry Blackburn of the Iowa Bankers Association has appointed a committee of bankers and business men of Iowa to represent the association at the International Trade Conference of the National Association of Manufacturers of the United States to be held soon in New York City.

The committee consists of J. H. Cownie, Phil Schmitt of Des Moines, A. F. Balch, president of the Marshalltown State Bank, and E. L. Siverly, cashier of the Union National Bank of Ames, Iowa.

Methods of meeting changed trade conditions because of the war will be discussed, and suggestions advanced as to how to meet the new changes after the war.

...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. BOHNSON, 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.

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

THE SECURITY TRUST AND SAVINGS BANK OPENS AT FORT DODGE, IOWA.

The Security Trust and Savings Bank, with a paid-up capital of \$75,000, has recently opened its doors for business at Fort Dodge, Iowa.

E. G. Larson, who has been in Fort Dodge since 1868 and has been identified with many interests there, is president of the new institution. Dr. W. F. Carver is vice-president and G. P. Allard, for twelve years paying teller for the First National Bank, is the cashier. Ben P. Larson is the assistant cashier. The bank has purchased a three-story brick building.

BRANDON STATE SAVINGS BANK, BRANDON, IOWA, ERECTS NEW BUILDING.

The Brandon State Savings Bank of Brandon, Iowa, is planning to erect a new home, which will be of brick, 42x60 feet, two stories and a basement. The bank portion of the building will be entirely fire proof. The first floor will include the counting room, patrons' corridor, currency and safety deposit vaults, directors' room and president's room.

The officers of the bank are: R. F. Clarke, president; Theodore Peck, vice-president; W. W. Bain, cashier; J. D. Nabholz, F. A. Albert, R. H. Jamieson and R. A. Cook, directors.

CITIZENS SAVINGS BANK, SIGOURNEY, IA., TO REMODEL THEIR BUILDING.

The Citizens Savings Bank of Sigourney, Iowa, are

making arrangements to remodel their building, which they hope will be completed by January 15, 1916.


The front of the building will be of ivory color terra cotta. The entrance will be made into a vestibule, which will lead back about seventeen feet, and the staircase to the rooms above will commence at that place. The front plate glass now in the building will be swung around to the west side. The vestibule will be entered through a grilled door and will lead into the main body of the bank building, where the counters and the lobby will be arranged. The furnishings will be of mahogany and Italian marble.

MAYNARD SAVINGS BANK, MAYNARD, IOWA, HOLDS ANNUAL STOCKHOLDERS' MEETING.

The annual meeting of the stockholders of the Maynard Savings Bank of Maynard, Iowa, was recently held in the new building of the bank. The following officers were elected: A. H. Miede, president; R. H. Creamer, vice-president; E. F. Warnke, cashier, and Walter Bueneke, assistant cashier.

The board of directors elected are the following: A. H. Miede, R. H. Creamer, A. L. Evans, John Meyer, John Miede, L. D. Rowley and F. H. Schmitt.

The cashier's report showed that the bank is in a flourishing condition. Capital, \$25,000; undivided earnings, \$19,000, and deposits, \$170,000, making a splendid gain of \$20,000 since a year ago.



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”

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.



Waterloo, Iowa

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.

SEC'Y P. W. HALL URGES FARMERS NOT TO FEED SOFT CORN TO THEIR STOCK.

A warning to Iowa farmers against attempting to fatten cattle on soft corn has been issued by Sec'y P. W. Hall of the Iowa Bankers Association. Instead, farmers are advised to buy young or growing stock or thin stock, which, Mr. Hall says, can be carried through the winter profitably on soft corn.

"About ten years ago," says Mr. Hall, "much of the corn in Iowa was soft, and northwestern Iowa had practically no corn that matured. I was in the banking business in Sheldon at that time, so that what I know about soft corn was learned in the school of experience. A large number of our farmer customers bought heavy cattle, expecting to fatten them on the soft corn and thus get value out of their crop, but while the cattle seemed to do very well for about thirty days, it was found that after that length of time they put on no more fat than they would had they been fed on soup. The result was that the farmers who tried this experiment with heavy cattle lost their time and their corn crop.

"I am suggesting to bankers that they advise their farmer customers not to buy heavy cattle with the thought in view of fattening them on immature corn alone, as after about thirty days' feeding on soft corn, ripe or mature corn must be used to finish the cattle,

and I believe that feeders have had the same experience with hogs that they have had with cattle.

Explains Soft Corn.

"Experienced feeders know the difference in the food value of soft and hard corn. The Iowa Agricultural College, from its experiments in feeding, makes the following statement:

"The term 'soft corn' is very confusing and misleading. In some sections of the country corn containing little if any more than the usual amount of moisture was, in 1902, termed 'soft' corn. 'Soft' corn in other sections early in the season contained as high as 50 or 60 per cent moisture. This being the case, it is not hard to appreciate the many difficulties in conducting a test which will be applicable to all sections of the country."

"Even under the most favorable conditions many men fail who have not had previous experience in feeding fat cattle, and unusual precaution must be taken by such persons this year. Not for a moment do I want to give the impression that I underestimate the value of the soft corn this year, but I do think that a little warning should be given to farmers who have had no experience in trying to put fat on heavy cattle or hogs by feeding them only corn which has not matured, as we do not want them to have the bitter experience which hundreds and probably thousands of Iowa farmers had about twelve years ago."

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.

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

IOWA NEWS AND NOTES.

Will Dunlap has taken up the work of assistant cashier at the Farmers and Merchants National Bank, Jefferson, Iowa.

Ralph Jordan, banker of Sutherland, Iowa, died recently in a Chicago hospital. Mr. Jordan was a man most highly esteemed.

The Peoples Savings Bank, Vinton, Iowa, have just completed the installation of a very fine set of safety deposit boxes in their vault for the use of their customers.

The First National Bank building of Emmetsburg, Iowa, which has been remodeled, is now being occupied, and it is not only a credit to its owners, but to the city. It is beautiful and complete in every detail. The furnishings are high class and it is a most inviting place in which to do business.

The interior of the Terril Savings Bank, Terril, Iowa, is now putting on a metropolitan appearance, all on account of the installation of new fixtures throughout the entire building.

C. W. Ennis recently received the contract for the new Citizens Savings Bank at Sigourney, Iowa.

The election of bank directors for the Ainsworth

Savings Bank, Ainsworth, Iowa, was held recently. W. A. Walker handed in his resignation as the president of the bank, feeling that the responsibility was too much for him in his declining years. Mr. Walker has served his twenty-fifth year as a member on the official board and the rest of the members regretted to have him depart. A. E. Sands was elected to take his place. The election of Mr. Sands was a wise one, as Mr. Sands will fill the place with honor to himself and the bank.

The Dallas County Savings Bank, Minburn, Iowa, held their annual meeting recently. A dividend of 5 per cent was declared, which was a most satisfactory showing for the first year of the organization. The total of the deposits during this time has reached \$92,000 and the total assets of the bank are \$111,000. The bank enjoys the distinction of having the largest number of stockholders of any institution of its kind in the county; they number fifty-two. The officers chosen are as follows: E. D. Carter, president; D. J. Storm, vice-president, and N. P. Black, cashier.

A new bank has been organized at Quimby, Iowa, by Fred M. Buel, formerly of Randolph, Neb. The institution will have a paid-up capital of \$25,000.

A new bank is being organized at Amber, Iowa.

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) \$2,850,000

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

I O W A

C. A. Knudson has sold his interest in the Dallas Bank, Dallas, Iowa, to J. B. Nelson of Chetopa, Kan.

At a meeting of the stockholders of the Ogden State Bank, Ogden, Iowa, held recently, a complete reorganization was made. The directors elected at the meeting were: Dr. J. H. Noyes, Dr. E. H. Melott, Claus Jones, Rev. A. J. Boehm, Hans J. Hagge and H. R. Eaton. The directors in turn elected the following officers for the ensuing year: Dr. J. H. Noyes, president; H. R. Eaton, vice-president; William Jones, cashier, and Arnold Boehm, assistant cashier. A report was submitted by the management of the bank, which was thoroughly gone over and commented upon as being satisfactory in every respect.

A new bank has been organized at Rowan, Iowa.

The contract for the new bank building to be erected by the Citizens State Bank, Clarion, Iowa, has been let to C. E. Atkinson of Webster City, Iowa.

The First National Bank, Le Mars, Iowa, is having a large electrically lighted clock with chimes erected on the Main street side of their building.

The Farmers Savings Bank, Havelock, Iowa, opened its doors for business recently. The officers are: S. H. Gill, president; G. A. Speer, vice-president, and Benj. Leitch, cashier.

At the end of their first week of business in Fort Dodge, Iowa, the new Webster County Trust and Savings Bank showed a total deposit of \$48,551.83 and loans at \$22,623.

E. A. Corfe has accepted the assistant cashiership of the Union Savings Bank, Union, Iowa.

William J. Siever, cashier of the Commercial Exchange Bank, Mason City, Iowa, has commenced the erection of a residence at 333 West Twelfth St.

John Leavitt, son of Roger Leavitt, recently came from Napavine, Wash., where he has been cashier of the State Bank for two years, to accept a position in the Cedar Falls National Bank, Cedar Falls, Iowa.

WHEN YOU NEED A

BOOKKEEPER, STENOGRAPHER,

or office assistant trained in the fundamentals of banking and business management, write the

Cedar Rapids Business College

CEDAR RAPIDS, IOWA

Iowa's foremost business educational institution. Established 1879. Enrolls students from all parts of the central west.

Employment service capably managed, and recommendations made with careful discrimination. No charge to anyone. A part of our service.

Complete catalog mailed upon request

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

Several parties interested have taken steps to establish a state bank at Strahan, Iowa. Among those interested are Mr. Pickard of Benson, Neb.; T. M. Brazzleton, Charles Gipe, Zeno Bass, Jr., and F. G. Hiller, of Strahan, and C. E. Harden of Glenwood.

The Continental and Commercial National Bank, Chicago, Ill., has been approved as reserve agent for the First National Bank, Stanton, Iowa.

The Marble Rock Bank, Marble Rock, Iowa, has installed the Baker-Vawter ledger system and the Burroughs posting machine.

The three banks of Odebolt, Iowa, have aggregate deposits of over \$1,000,000.

The semi-annual meeting of the State Bank of Waverly, Iowa, was held recently and the business affairs were found to be in excellent shape. There has been a great improvement in the business since the last meeting and a semi-annual dividend of 4 per cent was declared.

At a recent meeting of the directors of the First National Bank, La Porte City, Iowa, C. A. Brust was appointed a director to fill the vacancy caused by the removal from the city and the resignation of J. H. Lunemann. Mr. Brust has been a stockholder in the bank for some time.

The Farmers and Mechanics Savings Bank was among the list of Davenport banks participating recently in the payment of the largest dividend in the city's history. The bank paid a 5 per cent semi-annual dividend on a capitalization of \$100,000, or a return of \$5,000 to the stockholders. The dividend of the Farmers and Mechanics boosts the total dividend of the nine banks to \$74,000.

Henry J. Howe, president of the Fidelity Savings Bank, Marshalltown, Iowa, is now recuperating after his recent operation.

Harry Helscher has been elected assistant cashier of the Keokuk County State Bank at Sigourney, Iowa.

J. H. Brogmus, who has been employed in the Citizens Bank at St. Ansgar, Iowa, for four years, has taken charge of the Farmers and Merchants Bank of Grafton, Iowa.

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

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 SEPT. 2, 1915

LIABILITIES.

Capital Stock	\$1,000,000.00
Surplus and Profits.....	544,437.07
Circulation	228,900.00
Dividends Unpaid	14,990.00
Deposits	7,543,842.49
	\$9,332,169.56

RESOURCES.

Loans	\$6,428,595.31
United States Bonds.....	300,000.00
Federal Reserve Bank Stock.....	39,000.00
Furniture and Fixtures.....	5,000.00
Overdrafts	11,139.14
Cash and Exchange.....	2,548,435.11
	\$9,332,169.56

Largest National Bank in Iowa. Makes a specialty 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



Certain Kinds

—of workmanship will always be a drug on the market, but the time will never come when good workmanship will not be at a premium.

We profess to be master-craftsmen in our line.

You can make us prove it by selecting your fall suit now. 2,000 styles await your inspection.

NICOLL The Tailor
• Wth Jerrems' Sons •
22 Years at 502 Walnut
DES MOINES, IOWA



A District Agency Open in one of the Most Prosperous Sections of the United States. Will Consider Applications From First-class Men Only.

BANKERS LIFE CO.
DES MOINES, IOWA

C. H. EIGHMEY, President
C. J. COLLIER, Vice-President

B. F. BLOCKLINGER, Vice-Pres.
H. A. KOESTER, Asst. Cashier

Capital, - - - - \$200,000
Surplus & Profits, \$180,000

First National Bank

DUBUQUE, IOWA

Accounts of Bankers Solicited.

Write Us for Terms

IOWA

The First National Bank of Forest City, Iowa, has taken over the Farmers Bank.

E. Blake Faust, assistant cashier of the Decatur State Savings Bank, Decatur, Iowa, was married recently to Miss Minnie Mitchell.

Ronald Monroe of Leon, Iowa, has accepted a responsible position in the Central State Bank, Des Moines.

The Farmers and Merchants Bank of Greenville, Iowa, will remodel their building. The new improvement will cost \$1,000.

An imposing new structure has been completed to house the Farmers State Bank of Larrabee, Iowa.

John Niland, prominent banker, merchant and one of the leading citizens of Colo, Iowa, died during the noon hour while seated at the dinner table with his wife and children. Mr. Niland had been in his usual health apparently and death was due to heart failure.

Miss Hermone Heckema resigned her position with the Sully State Bank, Sully, Iowa.

Fred Schmidt has accepted a position as head bookkeeper and teller of the State Savings Bank of Hornick, Iowa.

H. J. Fichter has been selected as bookkeeper at the First National Bank, Randolph, Iowa, to succeed Paul Armstrong.

The First National Bank, Rock Rapids, Iowa, has completed the remodeling of its bank building. The entire building has been remodeled and finished in marble, with tile floors. The improvement made cost approximately \$10,000 and were made under the direction of Charles Shade, president of the institution.

The last statements of the banks of Sac county reveal the fact that there are four and one-half millions of dollars on deposit in the different banks of the county.

All the old directors and officers were re-elected at the annual meeting of the Iowa Savings Bank, Marshalltown, Iowa, held recently.

C. L. Isbell is cashier of the new bank which opened at Dows City, Iowa.

C. A. Frazier has resigned his position in the State Savings Bank of Carson, Iowa.

The new Farmers Savings Bank, which it was proposed to establish at Rake, Iowa, will not materialize and the matter has been dropped after everything was in readiness. Instead, some of the stockholders, representing the Farmers Trust and Savings Bank of Buffalo Center, have taken stock in the State Savings Bank of Rake, which is now being reorganized. A. Christopherson of Albert Lea has purchased A. A. Rake's interests and T. A. Rake will be the manager.

A new bank is to be organized at Knoke, Iowa, in the near future, and Don Harris of Jolley will be the cashier of the institution.

William P. Starr, employed in the First National Bank of Fairfield, Iowa, was married recently to Miss Ola E. Hart.

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

C. W. Jensen has sold his interests in the Crystal Lake Savings Bank, Crystal Lake, Iowa, to Mr. Gabrielson, who has assumed his work as vice-president.

George P. Christianson, former sole owner of the Randall Savings Bank, Randall, Iowa, and still a heavy stockholder in the institution, resigned his position as a member of the board of directors and as cashier. Jonas K. Johnson has been elected as a director to succeed Mr. Christianson on the board and Mr. Arthur E. Kalseim, who has been connected with the bank for nearly five years as assistant cashier, was elected cashier.

The Merchants National Bank, Omaha, Neb., and the Stock Yards National Bank, South Omaha, Neb.,

have been approved as reserve agents for the Harlan National Bank, Harlan, Iowa.

The remodeling of the Wooden Savings Bank has been started and it promises to make that building one of the finest in Centerville, Iowa.

John J. Allen, for the past six years cashier of the First National Bank of Burwell, Neb., is at his home on a farm near Carroll, Iowa, taking a much needed rest.

The Mechanics and Metals National Bank, New York, N. Y., has been approved as reserve agent for the First National Bank, Primghar, Iowa, and the Northwestern National Bank, Sioux City, Iowa.

The Cedar Rapids National Bank

Cedar Rapids, Iowa

United States Depository

Statement of Condition, Close of Business, Sept. 2, 1915 Comptroller's Call

RESOURCES.		LIABILITIES.	
Loans and discounts	\$4,813,845.38	Capital	\$ 300,000.00
Overdrafts	124.22	Surplus and undivided profits, net ..	138,888.23
United States 3% and 4% bonds, at par..	320,000.00	Circulating notes	300,000.00
Other bonds	393,341.55	Deposits	6,902,248.04
Stock Federal Reserve Bank	12,000.00		
Real estate (bank building)	160,000.00		
Cash and due from banks	1,941,825.12		
	<u>\$7,641,136.27</u>		<u>\$7,641,136.27</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

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

THE FARMERS AND MERCHANTS BANK, VERNDALE, MINN., HAS NEW QUARTERS.

The Farmers and Merchants Bank, Verndale, Minn., has recently opened its new home to the public. The interior woodwork of the building is finished in mahogany to match the furniture and fixtures. The lower part of the counters and the baseboards in the lobby are of marble.

Back of the directors' room is the safe deposit vault, which contains fifty deposit boxes. The vault proper contains a triple time lock Diebold safe of the latest pattern and it is guaranteed to be burglar proof. The building is built of brick, 30x40 feet in size, with a full basement.

The officers are: Chas. Swanson, president; E. W. Dickinson, vice-president, and Robert Brink, cashier.

DR. P. A. HILBERT BUYS CONTROLLING INTEREST IN SECURITY STATE BANK, MELROSE, MINN.

Dr. P. A. Hilbert has purchased from John Borgerding the controlling interest in the Security State Bank of Melrose, Minn. There will be no changes in the policies of the bank.

The officers of the reorganized bank are: P. A. Hilbert, president; J. Borgerding, vice-president; N. Borgerding, cashier; H. C. Stalboerger, assistant cashier. The board of directors is composed of P. A. Hilbert, John Borgerding, A. Stalboerger, J. Tiedeman, M. Kleber and H. C. Stalboerger.

ST. PAUL AND MINNEAPOLIS BANKERS ENTERTAIN GOVERNORS OF TWELVE RESERVE BANKS.

Bankers of St. Paul and Minneapolis recently entertained the governors of the twelve federal reserve banks at a banquet at the Minnesota Club in St. Paul. The governors met to discuss the general policy of the operation of the reserve banks and the condition of the ninth regional reserve bank in Minneapolis.

Governor Stronge of the Federal Reserve Bank of New York was one of the principal speakers.

W. L. CARY AND L. F. CARY OPEN BANK AT WELCH, MINN.

W. Leigh Cary and brother, L. F. Cary, have opened a bank at Welch, Minn., known as the Farmers State Bank. L. F. Cary has been cashier of the First National Bank at Walker and has also been connected with the financial institution at Little Falls. A new building is to be erected, in which the bank will be located.

MINNEAPOLIS LEADS NATION IN SCHOOL SAVINGS.

According to N. F. Hawley of the Farmers and Mechanics Bank of Minneapolis, and who has been elected president of the savings department of the American Bankers Association, Minneapolis leads all other cities of the country in the number of depositors and amounts on deposit in school savings accounts. The banks show an increase of approximately \$5,000,000 over last year.

One of the principal reforms started by the savings bank department of the American Bankers Association is an effort to segregate the savings account to protect depositors from loss in case of a bank failure. A law patterned after the Texas statute will be presented to all legislatures within the next two years.

FARMERS AND MERCHANTS STATE BANK, AITKIN, MINN., BECOMES NATIONAL BANK.

The Farmers and Merchants State Bank of Aitkin, Minn., has been converted into a national bank with the name Farmers National Bank of Aitkin and the national banking department has authorized its membership in the federal reserve banking system.

This is the second national bank in the county. The affairs are in a growing and substantial condition and the same competent officers will remain in charge.

The officers are: F. P. McQuillen, president; C. H. Warner, first vice-president; D. A. Foley, second vice-president; W. T. Mount, cashier, and Henry D. McNeil, assistant cashier.

EAST END STATE BANK, DULUTH, MINN., OPENS.

The East End State Bank of Duluth, Minn., has recently opened for business with a capital of \$25,000 and a surplus of \$5,000. The officers are: F. S. Graham, president; John Gonska, vice-president; George M. McCanna, cashier; P. M. Pearce, assistant cashier.

The bank is modern in every respect, being finished

The First National Bank of Saint Paul

Oldest Bank in Minnesota

Capital and Surplus \$5,000,000
Deposits over \$45,000,000
Resources over \$50,000,000

in mahogany, and contains the latest kind of steel safety deposit vaults.

STATE BANK OF COSMOS, MINN., PROSPERS.

The State Bank of Cosmos, Minn., which was established over a year ago in anticipation of the coming of the Luce line, is being well patronized. The president is C. E. Melbye and the cashier is R. J. Neunsinger.

The capital stock is \$10,000, the surplus fund is \$2,000 and the deposits are \$12,996.29.

FARMERS STATE BANK, MURDOCK, MINN., MOVES INTO NEW HOME.

The Farmers State Bank of Murdock, Minn., has moved into its new home.

The interior of the bank is divided into different rooms, embracing the lobby, the banking apartments, the customers' rooms, the directors' rooms, the cashier's office and the vault.

The lobby is furnished in mahogany lined with Italian Carrara marble of English vein, having mahogany

settee and check desk covered with plate glass. The floor is tessellated tile and the walls are artistically decorated.

The growth of the bank has been splendid and the resources are now \$85,000.

DEPOSITS IN MINNEAPOLIS BANKS REACH HIGH WATER MARK.

The deposits in the Minneapolis banks recently exceeded by \$12,000,000 the amount of money that has ever been deposited there before.

The savings banks show an increase of more than \$25,000 a day since the last call and nearly every state bank in the city has an increase of from 10 to 40 per cent.

Ready money for crop movement is attributed as the cause for a large part of the growth.

A deal has just been closed for the sale of the First State Bank, New York Mills, Minn., to a company of farmers of that locality. The bank was owned by the Merickels of Wadena and was doing a thriving business.

Continental and Commercial National Bank OF CHICAGO

Capital, Surplus and Undivided Profits, \$33,000,000

OFFICERS

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

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

Continental and Commercial Trust and Savings Bank

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

Trust, Savings and Bond Departments

OFFICERS

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

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

MINNEAPOLIS

First and Security National Bank

Bankers who require the services of a thoroughly progressive yet sound and conservative institution will appreciate the service we render. Correspondence invited.

First and Security National Bank
MINNEAPOLIS
Resources \$60,000,000.00

MINNESOTA

MINNESOTA NEWS AND NOTES.

The First State Bank of Moorhead, Minn., has increased its capital stock from \$25,000 to \$60,000.

E. A. Boie, for three years state bank examiner, has accepted the assistant cashiership of the National Citizens Bank of Mankato, Minn.

Cyrus P. Brown, vice-president of the First National Bank, St. Paul, Minn., recently purchased the Gotzian residence on the southeast corner of Portland avenue and Mackubin street for \$35,000.

Deposits in the Northwestern National Bank, Minneapolis, recently passed the \$40,000,000 mark for the first time in the history of the bank.

Through the co-operation of a Rochester, Minn., bank a savings system has been started in the city schools of Rochester. One day each month a collector calls at the several schools for the savings of the pupils, which are credited to their account at the bank. The youthful depositors are given a card upon which stars are pasted showing the amount deposited each month.

The State Bank of Park Rapids, Minn., has added a large number of safety deposit boxes to its equipment.

Work has been started on the Cobden State Bank building, Cobden, Minn.

The Ada National Bank, Ada, Minn., moved into its new quarters recently.

The Farmers State Bank, Pine River, Minn., has installed a safe. They are perfecting plans for the erection of their new banking house, which they expect to start next spring. It will be modern in every respect.

The Farmers and Merchants Bank of Ada, Minn., have opened up for business with a capital stock of \$30,000. D. C. Jones is the president; Elmore Jenkins, vice-president; D. E. Fulton, cashier, and T. T. Morken is the assistant cashier.

James D. Armstrong was recently elected vice-president and trust officer of the Merchants Trust and Savings Company and a director of the Merchants Na-

tional Bank of St. Paul. At the same time Albert T. Hendrickson was elected assistant secretary and assistant treasurer of the trust company.

The new bank at Carlisle, Minn., has opened up for business with Theo. Fossen as cashier.

Comfortably housed in their new and well-equipped quarters, the officials of the new Citizens State Bank of Sauk Rapids, Minn., are looking forward to a most successful year.

L. F. Cary, formerly cashier of the First National Bank at Walker, Minn., will open the Farmers State Bank of Welch, Minn. A building is under construction and will also be the home of the Welch Mercantile Co., of which the Cary Brothers have control.

The Citizens State Bank of Osseo, Minn., has opened up for business with a capital of \$15,000.

The new Farmers State Bank of St. Hilaire, Minn., has opened its doors for business.

A controlling interest in the Security State Bank, Melrose, Minn., was purchased from John Borgerding by Dr. P. A. Hilbert. The transaction also involves control of the State Bank of Pleona, Mont.

Carl C. Leveranz of St. Paul has accepted a position with the First National Bank at Ada, Minn., taking the place of T. A. Olson, who will be the cashier of the new bank at Hendrum.

Minneapolis will have another new financial institution to be known as the Marquette Avenue State Bank, which will be located at 517 Marquette avenue, and is expected to be ready for business by January 1st. Marquette avenue will then have the distinction of having seven banks. Mark Wilson, principal factor in a chain of North Dakota banks, will be president of the new institution. H. E. Fairchild and I. A. Yarnell, officers of the State Institution for Savings, will be vice-presidents.

Martin T. Dunn, president of the Citizens State Bank, Brainerd, Minn., died recently. Mr. Dunn was fifty-three years old and had been a resident of Brainerd nine years.

W. F. Drews, cashier of the State Bank of Hopkins, Minn., died recently as the result of a gunshot wound over his heart which he suffered when he was in a boat with his wife on a lake near Emily, Minn. He is reported to have been taking a shotgun from another boat and had the muzzle pointed toward him. It was discharged accidentally.

Great Western Accident Insurance Company

DES MOINES, IOWA

Iowa's Largest and Strongest Health and Accident Company

RESOURCES.	
Approved Securities Deposited with Insurance	
Departments	\$207,555.05
Cash on Deposit and in Office	29,486.21
Interest Accrued	4,987.80
Premiums in Course of Collection	20,418.97
Holding Account	190.22
Total Admitted Assets	\$262,638.25

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

W. J. Browne of Hancock, Minn., has accepted the cashiership of the Merchants National Bank of Wadena, Minn.

The Gateway State Bank, Minneapolis, located in the Temple Court, opened its doors for business recently. The new bank is capitalized at \$50,000. Roy Quimby, president of a number of state banks in country towns, is the president.

Blakeley, Minn., is soon to have a new bank.

The second financial institution of Verndale, Minn., the Farmers and Merchants State Bank, has opened for business.

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

The First National Bank, St. Paul, Minn., has been approved as reserve agent for the First National Bank, Breckenridge, Minn.

RURAL CREDITS.

(Continued from page 29.)

of co-operative banking, the major part of the land loans are supplied by insurance companies as in the United States.

A study of the conditions in Germany indicate that a large percentage of the loans made by the co-operative credit banks are personal loans, approximately five-sixths of the total volume of business. This system necessitates an inquisitorial supervision of the individual affairs of the borrower, which would be repugnant to the average American. He prefers to get his loans independently, and is willing to pay the current rates.

The average American feels that we, the people of the United States, are the freest, happiest, most prosperous and independent on earth, and the farmer surely has his full share of these blessings. He is a pronounced individualist in thought and action.

Any material change in the laws governing economic conditions should be approached most cautiously and not forced.

A history of the development of the co-operative land banks of Europe would clearly indicate that they have been a great benefit to the agricultural interests. However, it does not necessarily follow that the same methods would meet with like success in the United States.

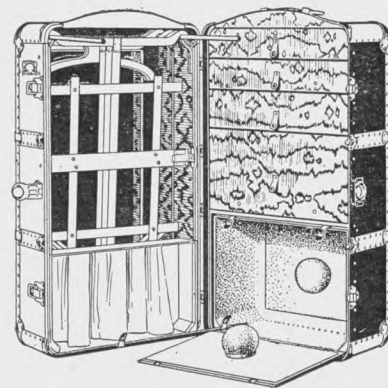
The European banks had their inception at a time of dire distress and abject poverty, and were estab-

lished to meet such conditions as have never obtained here, and might be foreign to our best interests.

While some parts of the United States, possibly the far east, or south, might find the European systems practicable at this time, yet it is very doubtful if any appreciable number of our middle west farmers would take kindly to the co-operative system as there in operation.

Our farmers are too independent. They feel that they have sufficient individual credit to care for their needs, and would as a rule prefer to pay the additional interest rate required on an individual note rather than join with their neighbors in establishing a co-operative credit for the possible saving in rate.

(To be continued.)



You Can Profitably Invest in Indestructo Luggage

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.

If you want strength—service—and good honest value, you cannot do better than to own INDESTRUCTO baggage.

You are probably the sort of a man who wants value and knows value when he sees it—let us send you our catalog—then give us your opinion of an INDESTRUCTO trunk from the standpoint of strength—price—service—or fair value.

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

National Veneer Products Co.
MISHAWAKA, INDIANA

SERVICE

The Immediate Collection of Stock Shipments is Indispensable to you.

PACKERS NATIONAL BANK

SOUTH OMAHA

JOHN F. COAD, President

H. C. NICHOLSON, Cashier

NEBRASKA

STATE BANK OF OMAHA BUYS THE CITY NATIONAL BANK.

An important business deal was consummated recently when the State Bank of Omaha took over the deposits, lease and fixtures of the City National Bank of Omaha. The State Bank will continue with the same officers and directors.

The deal gives the State Bank deposits of about \$3,500,000 and 25,000 depositors. It was established less than two years ago. A. L. Schantz is president; J. R. Cain, Jr., vice-president; F. N. High, cashier, and C. W. Smith, assistant cashier.

The City National was established about six years ago with J. F. Flack, president. It had about 200 stockholders. Control was purchased in March by the new German-American State Bank, of which Dr. F. R. Baker was president.

All the deposits are now protected by the depositors' guarantee fund of the state of Nebraska.

G. A. PESTAL ELECTED PRESIDENT OF MERCHANTS STATE BANK, WINSIDE, NEB.

G. A. Pestal, for several years connected with the First National Bank, Fremont, Neb., the last two years serving as assistant cashier, has gone to Winside, Neb., to take charge of the Merchants State Bank there.

Walter Christensen, assistant cashier of the Leshara State Bank, Leshara, Neb., will occupy the position of cashier in the bank at Winside.

J. H. PATTERSON BECOMES PRESIDENT OF THE FIRST NATIONAL BANK, HAVELock, NEB.

The stock in the First National Bank, Havelock, Neb., owned by H. K. Frantz, A. F. Ackerman, J. C. Deuser, F. P. Ackerman and E. Berlet has been sold to J. H. Patterson of Denison, Iowa; E. J. Andrews of St. Paul, Neb., and E. E. Andrews of Omaha.

Mr. Patterson succeeds Mr. A. F. Ackerman as president and Mr. E. J. Andrews will succeed Mr. Frantz as cashier on January 1st.

The capital of the First National Bank is \$25,000, the surplus and profits are \$5,000 and the deposits are \$110,000.

NEBRASKA BANKERS ASSOCIATION ELECTS NEW OFFICERS.

The Nebraska Bankers Association held their annual meeting at Omaha last month and elected the following officers for the ensuing year: Thomas Murray, Dunbar, was elected president; W. B. Hughes re-elected secretary, and T. L. Davis re-elected treasurer. The executive council is composed of W. B. Ryan, Lincoln; J. F. Coad, Omaha; E. R. Gurney, Fremont. Among some of the prominent speakers were the following: J. H. Treney, Pawnee City; John J. Arnold, vice-president of the First National Bank, Chicago; W. B. Harrison, secretary of the Oklahoma Bankers Association; Joseph French Johnson, dean of the New York University School of Commerce; Dr. P. L. Hall, and H. D. Estabrook. The meeting was considered a success from every standpoint and there were 850 bankers registered.

Walter H. Rhodes

John W. Overstreet

Rhodes-Overstreet Company

Consulting Bankers
Bank Stocks

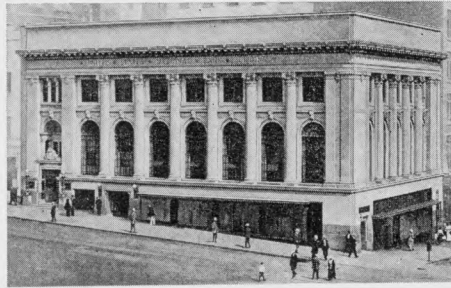
OMAHA
907 W. O. W. Bldg.

NEBRASKA
Phone Douglas 5546

UNITED STATES NATIONAL BANK OF OMAHA, NEBRASKA

Capital - - - - \$1,000,000.00
Surplus and Profits - - - - 784,000.00
Deposits - - - - \$11,400,000.00

**Your Business Cordially
Invited**



V. B. CALDWELL, President
 M. T. BARLOW, Vice-President and
 Chairman of the Board
 G. W. WATTLES, Vice-President
 W. E. RHOADES, Cashier
 G. E. HAVERSTICK, Asst. Cashier
 R. P. MORSMAN, Asst. Cashier
 J. C. McCLURE, Asst. Cashier
 G. H. YATES, Asst. Cashier
 C. F. BRINKMAN, Asst. Mgr. Credit Department

J. M. WRIGHT OF AUBURN, NEB., STARTS A NEW BANK AT STELLA, NEB.

J. M. Wright of Auburn, Neb., is at the head of a new bank organized at Stella. A number of prominent farmers in the vicinity of Stella are connected with Mr. Wright. The capital of the bank will be \$15,000.

There is already one bank at Stella, but as the town is in the center of a rich farming section it seems entirely justifiable that a second one should be organized.

Mr. Wright was for a long time cashier of the German American Bank at Auburn, but retired in order to give his time to looking after his private affairs.

PLATTE VALLEY STATE BANK ORGANIZED AT SCOTTSBLUFF, NEB.

A charter has been granted to the Platte Valley State Bank at Scottsbluff, Neb. L. B. Howey, L. J. Dunn and W. H. Ferguson of Lincoln, T. L. Green of Pawnee City and C. N. Wright of Scottsbluff are the incorporators. Mr. Wright will be the vice-president and Mr. Green will be the cashier. The capitalization of the bank is \$35,000.

OMAHA BANK CLEARINGS MAKE NEW RECORD.

All records in Omaha were recently broken when the bank clearings for one day reached \$5,300,580. Omaha bankers declare that the gain in the clearings is due to the general prosperity of Omaha and the

large runs on the live stock market. This was a gain over a year ago of practically \$1,000,000 in a single day.

ERECTION OF THE STEEL FOR THE FIRST NATIONAL BANK, OMAHA, NEB., TO BEGIN DECEMBER 1ST.

Erection of the steel for the fourteen-story structure for the First National Bank, Omaha, Neb., will commence on December 1st. Excavating and putting in the foundation is to be completed by the end of November. It is expected that the erection of the steel will be finished by March 1st.

NEW HOME FOR COMMERCIAL BANK, GRANT, NEB.

A new building is now under process of construction for the Commercial Bank, Grant, Neb.

The building will be eighty feet long, with a hot water heating system, oak bank fixtures and a large vault on the first floor. The structure will be fire proof and will be equipped with the modern conveniences.

The officers of the bank are: B. F. Hastings, president; A. E. Hastings, vice-president, and E. E. Jackman, cashier.

NEMAHA COUNTY BANK, AUBURN, NEB., ADDS \$5,000 TO UNDIVIDED PROFITS.

At the annual meeting of the stockholders of the Nemaha County Bank, Auburn, Neb., the usual busi-

The Merchants National Bank

of OMAHA, NEBRASKA

Luther Drake, President
 Frank T. Hamilton, Vice-President
 Fred P. Hamilton, Cashier

B. H. Melle, Asst. Cashier
 S. S. Kent, Asst. Cashier
 F. A. Cuscaden, Asst. Cashier

ACCOUNTS SOLICITED

U. S. DEPOSITORY

Capital - - - - \$500,000.00
Surplus - - - - \$500,000.00
Undivided Profits - \$364,222.71
Deposits - - - - \$7,527,955.88

L. M. LORD, President
W. A. C. JOHNSON, Vice-President

F. W. THOMAS, Cashier
C. A. DUNHAM, Asst. Cashier

Resources Over \$3,000,000.00

LIVE STOCK NATIONAL BANK of SOUTH OMAHA

"THE BANK OF SERVICE"

**WRITE US FOR Improved Live Stock Service
 Increased Interest Earnings
 Unequaled Facilities**

NEBRASKA

ness was transacted. All the old officers were re-elected, the annual dividend declared and the sum of \$5,000 added to undivided profits.

The officers are: A. M. Engles, president; Wm. Tynon, vice-president; G. E. Codington, cashier, and Elizabeth Tynon, assistant cashier.

The bank was organized in 1902 with a capital stock of \$20,000 and at the present time has a working capital of \$64,000, including capital, surplus and undivided profits.

J. R. PIERSON PURCHASES STATE BANK OF TABLE ROCK, NEB.

John R. Pierson has bought the State Bank of Table Rock, Neb., and has taken possession. This bank, with capital and surplus amounting to \$60,000, was recently purchased from the David K. Miller estate by Edward Royce, secretary of the state banking board, who sold it to Mr. Pierson. G. D. Miller, who was vice-president of the bank under Mr. Royce, has severed his connection with the institution, and W. A. Letton will continue as cashier.

NEBRASKA NEWS AND NOTES.

The Cheyenne County Bank has been organized at Lodge Pole, Neb., with a capital stock of \$15,000. Clarence G. Bliss is president, Fred Lehmkuhl, vice-president, and John Doherty, cashier.

The First Security Bank of Cedar Creek, Neb., has opened its doors to the public. William Schneider is president, William H. Lohnes, vice-president, and J. F. Foreman, cashier. The new bank is capitalized at \$10,000 and will be one of the live factors in the banking business of the county.

P. L. Kelly, who is cashier of the Cornlea State Bank at Cornlea, Neb., will be president of the Farmers Savings Bank at Humphrey, Neb., just recently organized.

The officers of the Farmers State Bank of Grant, Neb., which recently opened for business, are: M. D. Keller, president; H. E. Pankonin, vice-president; E. E. Jackman, cashier.

A new bank has been organized at Chadron, Neb., known as the Nebraska State Bank, with a capital of

\$35,000. The incorporators are H. A. Copsey, W. J. Root and F. W. Hargarten.

The Dalton State Bank, Dalton, Neb., has been incorporated with a capital stock of \$25,000. The incorporators are: F. A. Rowan, president; H. A. Fecht, vice-president, and J. L. Willis, cashier.

J. M. Wright of Auburn and some farmers residing in the neighborhood of Stella, Neb., have organized a new state bank at Stella with a capital of \$15,000.

L. M. Keene, a Fremont, Neb., banker, was married recently to Mrs. Jennie Tremaine of Cleveland, Ohio.

Walter S. McLucas, a former Fairbury, Neb., boy, son of Mr. and Mrs. J. C. McLucas, has been elected to a newly created vice-presidency in the Commerce Trust Company of Kansas City. Mr. McLucas was vice-president of the First National Bank in St. Joseph, Mo.

R. C. King of Hildreth has purchased an interest in the Elmwood State Bank, Elmwood, Neb. He will assume the duties of vice-president of the bank.

Harry Hanna, who has been employed in the State Bank of Superior for several years, has retired from that establishment and is succeeded by C. E. Stine.

Henry A. Butt, president of the Bank of Unadilla, Neb., was married recently to Miss Alta Dunn.

The Farmers State Bank of Loomis, Neb., have moved into their new building.

At a recent meeting of the stockholders of the Franklin County Bank, Hildreth, Neb., some changes were made in the officers. F. L. Landon was elected president, Geo. A. Carter, cashier, and Ed Van Steenberg re-elected vice-president.

G. E. French closed a deal recently whereby he disposed of his interests in the Merchants State Bank, Winside, Neb., to E. R. Gurney, G. A. Pestal of Fremont and Walter Christensen of Leshara. Mr. French has been director and president of this bank for the past twelve years and during that time it has become one of the sound banking houses in the state. Messrs. D. B. Carter and I. F. Gaebler will retain their positions under the new management. G. A. Pestal was elected president.

F. L. Vlach has given up his position as assistant cashier in the Leigh State Bank, Leigh, Neb., on account of failing health. His place has been filled by his brother, Will Vlach.

The Omaha National Bank

Omaha, Nebraska

Established in 1866

Capital \$1,000,000.00**Surplus and Profits \$950,000.00**

Exceptional collection facilities for Iowa business. Items routed direct.

OFFICERS

J. H. MILLARD, 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** **O. T. ALVISON, Assistant Cashier**

Otto K. Thoene, assistant cashier of the First National Bank, Utica, Neb., and Miss Gertrude Severin were married recently.

Edward Royce, who recently purchased the State Bank of Table Rock, Neb., from the D. K. Miller estate, disposed of his interests in that institution to John R. Pierson of Springfield, Neb., who, with his family, has moved to Table Rock and is now in charge of the bank.

"That the move of the State Bank of Omaha, Neb., buying the lease, furniture and fixtures of the City National Bank and taking over its deposits meets the approval of the public is absolutely shown," says President Schantz of the State Bank, "by the business. On one day we opened sixty-two commercial accounts and forty-two savings accounts and closed out two savings accounts, small ones of people leaving the city. Our increase of deposits that day was \$65,000."

A new state bank has been chartered at Scottsbluff, Neb., to be known as the Platte Valley State Bank with a capital of \$35,000, of which L. B. Howey of Lincoln is president and C. N. Wright of Scottsbluff is named as vice-president and cashier. T. L. Green of Pawnee City and W. H. Ferguson of Lincoln are also stockholders. It is not known how soon the new institution will open for business.

The bank clearings for the year ending September 30th of the four Fremont national banks, Fremont, Neb., made a gain of \$1,370,224.74 over the same period a year ago. The clearings for the current year were \$20,697,368.53. A year ago they were \$19,327,143.79.

Lulu Harris has been appointed bookkeeper in the City National Bank, David City, Neb., to take the place of Adolph Thege, who will go to Illinois to attend school.

The directors of the Farmers State Bank, Clarks, Neb., have bought the building they have been occupying for the past year from Mrs. E. M. Beardly. The Farmers State is only a little over a year old, but can well afford to own their own home.

Mr. V. A. Stockwell, cashier of the Commercial Bank of Bassett, Neb., was married recently to Miss Leona M. Bartlett.

The Farmers State Bank of Big Springs, Neb., increased its capital stock from \$10,000 to \$12,000.

The Bank of Lewellen, Neb., with a capital of \$25,000, is the first state bank in Nebraska to go under the federal reserve bank system.

The bank clearings for Omaha were over \$7,000,000 greater in September, 1915, than they were in September a year ago.

The state banks of Nebraska have doubled in the last fifteen years and the deposits have more than quadrupled, according to Secretary Royce of the state banking board.

J. R. Bucknell has resigned as assistant cashier of the Upland Banking Company, Upland, Neb.

Major Church Howe, president of the First National Bank of Auburn, Neb., died at his home in that city recently after an illness of nearly a year. He was seventy-seven years of age.

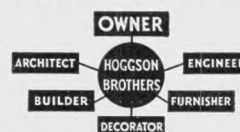
Work has commenced on the new \$50,000 business block that will be erected in Chadron, Neb. This building will be 50x100 feet and one-half of the ground floor will be occupied by the First National Bank of Chadron.

Earl Lyman Jenkins, assistant cashier of the German Bank, Tilden, Neb., was married recently to Miss Irene Nelson.

The Chapman State Bank, Chapman, Neb., moved into their new quarters recently. The bank extends a cordial invitation to its patrons to make use of its facilities.

The Mechanics and Metals National Bank, New York, has been approved as reserve agent for the First National Bank, Laurel, Neb.

THE HOGGSON BUILDING METHOD



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

Write for Method Book

HOGGSON BROTHERS
485 Fifth Ave., New York

NEW YORK BOSTON NEW HAVEN
CHICAGO ATLANTA

Sioux Falls Savings Bank

SIoux FALLS, S. D.

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

OFFICERS

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

WILLIAM ONTJES, President

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

A Live Commercial Bank

Accounts of Banks and Bankers Solicited

Send Us Your Farm Loan Applications

SOUTH DAKOTA

SOUTH DAKOTA BANKERS PROTEST 50 PER CENT RESERVE RULING.

The South Dakota bankers have entered into a legal combat with the state banking department over the attempt of the department to require country banks to deposit 50 per cent of their funds with the South Dakota state banks in depository cities named by the department. This action was decided upon at a recent meeting of nearly 100 bankers, which was held at Mitchell.

Bankers generally are opposed to the ruling because of the fact that it will disturb the present system of exchange among their institutions and will diminish the amount of funds said to be necessary in banks outside the state to honor their drafts.

HOWARD NATIONAL BANK OF HOWARD, S. D., APPOINTED ONE OF COUNTY DEPOSITORY BANKS.

At a recent meeting of the county board of commissioners, the Howard National Bank of Howard, S. D., was appointed as one of the county depository banks and its bond of \$13,000 was approved. Commissioners J. J. Cox and John Carlson attended the meeting of the county commissioners held at Mitchell.

L. ROY KLATT, CASHIER OF THE DAKOTA STATE BANK, TRIPP, S. D., UNDERGOES OPERATION.

L. Roy Klatt, cashier of the Dakota State Bank, Tripp, S. D., recently underwent a very serious operation for ulcer of the stomach and also had his appendix removed. The operation was performed by Dr. Chas. Mayo at the Mayo Hospital, Rochester, Minn. Dr. Mayo reported his patient progressing as well as could be expected.

SECURITY NATIONAL BANK, SIOUX FALLS, S. D., COMMENCE WORK ON SIX-STORY BUILDING.

The Security National Bank of Sioux Falls, S. D., have commenced to erect their six-story building, which will be entirely fire proof in construction and will cost approximately \$100,000. It is expected that

the building will be ready for occupancy by September 1, 1916.

The Winter Company of Sheboygan, Wis., has secured the contract for the interior furnishings. Imported marble bronze and genuine mahogany are to be used in the finishing of the interior and the fixtures.

BANKS OF TURNER COUNTY, SOUTH DAKOTA, MAKE STEADY GAIN.

A comparative record of the banks of Turner county, South Dakota, makes the following excellent showing:

The bank statements published September 2, 1915, show total deposits in the sixteen banks of the county to be \$3,404,815. Five years ago the total deposits were \$2,157,213 and ten years ago they were \$1,141,132. This is an increase of about 200 per cent in ten years, 20 per cent, or \$226,000, per year.

Ten years ago the cash reserve held by all the banks in the county was \$305,887, five years ago it was \$638,554 and on September 2d of this year the cash reserve is \$1,022,970.

SIOUX FALLS BANK CLEARINGS SHOW 30 PER CENT INCREASE.

For one of the weeks in October, Sioux Falls bank clearings show a gain of more than 30 per cent over those of the same week in October last year.

The total clearings for the week were \$1,274,644, or an increase of \$300,521 over the total for the same period last year of \$974,123.

SOUTH DAKOTA NEWS AND NOTES.

The new Howard National Bank, Howard, S. D., has received its charter and has been opened for business. The new bank has a capital of \$25,000. The officers are: President, Gesse Gass; vice-president, L. J. Hauge; cashier, C. A. Drexler; assistant cashier, F. J. Formanack.

Harold Nordness has accepted a position as bookkeeper in the Farmers Home Bank of Lily, S. D.

The First National Bank of Watertown, S. D., the city's oldest and wealthiest banking institution, will commence the erection of a building on its present site early next spring.

It is believed that with the immense harvest the South Dakota bank deposits this year will go over the \$7,000,000 mark.



DAKOTA TRUST^a and SAVINGS BANK^d

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

TORRE TEIGEN, Vice-President
O. A. HAYWARD, Vice-President

Clifton Walters has accepted a position in the Farmers State Bank, Bruce, S. D.

Claude Stockwell of De Smet has accepted a position in the new Peoples Savings Bank of Watertown, S. D.

The First National Bank of Flandreau, S. D., has installed a Burroughs adding machine.

Werner H. Rahn, cashier of the Farmers State Bank, Witten, S. D., was married recently to Miss Lena Osborne of Marshalltown, Iowa.

A deal was closed recently in which the three well-known Clarkson brothers, H. W., F. M. and J. A. of Buffalo, S. D., became stockholders in the State Bank of Bowman, S. D.

A new Burroughs bookkeeping machine has been added to the Security State Bank, Montrose, S. D.

For one week the Aberdeen, S. D., bank clearings amounted to \$1,141,635.62. For the corresponding week of last year the clearings totaled \$949,935.64.

The work of completing the front of the American State Bank, Beresford, S. D., is progressing nicely.

The Security National Bank, Sioux City, Iowa, has been approved as reserve agent for the Dakota National Bank of Aberdeen, S. D.

Elmer B. Blake, with the City National Bank of Huron, S. D., was married recently to Miss Dorothy Roberts.

The Live Stock National Bank, Sioux City, Iowa, has been approved as reserve agent for the First National Banks of Fairfax, S. D., and Wessington, S. D.

The Corn Exchange National Bank, Chicago, has been approved as reserve agent for the Howard National Bank, Howard, S. D.

The Continental and Commercial National Bank, Chicago; First and Security National Bank, Minneapolis, and the Live Stock National Bank, Sioux City, Iowa, have been approved as reserve agents for the First National Bank, Florence, S. D.

The Continental and Commercial National Bank, Chicago; First and Security National Bank, Minneapolis; Northwestern National Bank, Minneapolis, and the First National Bank, Sioux City, Iowa, have been approved as reserve agents for the First National Bank, Bryant, S. D.

The Mechanics and Metals National Bank, New

York, N. Y., has been approved as reserve agent for the Dakota National Bank, Yankton, S. D.

The First and Security National Bank, Minneapolis, and the Northwestern National Bank, Minneapolis, have been approved as reserve agents for the First National Bank, Lake Preston, S. D.

The First National Bank, Chicago, has been approved as reserve agent for the Farmers National Bank, Lake Preston, S. D.

The Banking House of Mackay Brothers of Madison, S. D., changed the name of their bank recently to the Security State Bank.

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 cut on time — no delays — no worry. A simple motor-driven machine — strong and always dependable. Three other models made.

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

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

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

SOUTH DAKOTA'S LEADING BANK

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.**

SOUTH DAKOTA

Mrs. J. C. Bassette, wife of Pres. J. C. Bassette of the Aberdeen National Bank, Aberdeen, S. D., and a director of the Minneapolis Federal Reserve Bank, dropped dead suddenly of heart trouble after being in apparently good health.

The Scandinavian-American National Bank, Minneapolis, has been approved as reserve agent for the Farmers National Bank, Brookings, S. D.

The Mechanics and Metals National Bank, New York, N. Y., has been approved as reserve agent for the American National Bank, Spearfish, S. D.

BANKING BASED ON THE COMMUNITY.

(Continued from page 8.)

lading and fewer bills of legislation. Public opinion now shows its tardy disapproval of unnecessary political antagonism to legitimate business.

Nebraska's Prosperity.

We are abundantly justified in the belief that our state has a most promising future. We have been highly favored with bumper crops and great increase in national wealth, and we, as bankers, can do the community in which we live a great deal of good by spreading optimistic sentiments. Nebraska is almost the center of production, as is evidenced by our general prosperity, and today people on the east coast, as well as west of us, realize that the nearer they approach the center of original production the better the times and more plentiful they find credit and money.

Figuratively speaking, Nebraska is in high clover. We can look into the future with serene confidence.

This year's increase in wealth in Nebraska will exceed that of any previous year, and will give all lines of industry and business fresh impetus. An air of prosperity pervades.

The Farm Development Movement.

Evidences of the earnest desire of bankers to aid in every possible way the development of natural resources of the state are manifold. The encouragement which our association has given to the farm development movement is already producing splendid results, and is of great benefit to all the people. We rejoice in the fact that the bankers have shown themselves broad-minded and public-spirited in the promo-

tion of farming along more scientific lines. While their money contributions have been liberal and their activities well directed, the best work has been done in the exertion of personal influence upon their patrons in advising them to co-operate with other men in the community in plans for improving and increasing the products of the farm.

The True Community of Interest.

It is true the bankers, merchants, stock yard interests and railroads are not conducting eleemosynary institutions, yet they are encouraging scientific farming. However, there is a community of interest which dovetails in with the true interest of the farmer, which any fair-minded man should understand, for the material wealth of the country and every scintilla of food we eat, or what we wear, emanate directly or indirectly from the soil. What more natural than that we should all be interested in spreading information of beneficial results of Nebraska agricultural experiments? Every one should realize, as never before, that the conception of agricultural prosperity is the cornerstone of national prosperity, and involves the principle of co-operation carried to the highest degree.

The prospects of the entire nation are in direct ratio to the prospects of the farmers, and whatever interests the farmers must necessarily interest the business men.

The bankers, as custodians of the wealth of the country, have long been misunderstood. No one but a demagogue or an editor of a yellow journal pretends to think that the average banker makes money off the misfortunes of his fellow citizens. When the farmer and business men lose money, the banker loses money, and when the community in which the banker lives is not prosperous, that banker is not prosperous. We bankers can do no greater service to our state, our association, ourselves, and coming generations than actively to endorse our propaganda for agricultural betterment.

Need of Constructive Legislation.

Bankers should preach moderation in the enactment of laws affecting the conduct of business enterprises. It is our duty to interest ourselves in the election of legislators who will vote for constructive, not destructive, measures touching the commerce and industry of Nebraska. We should assist in creating a sentiment which would make it difficult for the professional politicians to ride into office upon pledges to regulate every kind of business that has become great and successful. We must advocate laws that will en-

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"

courage and protect legitimate business.

The adoption of a state policy that would invite outside capital in railroad extensions, and especially interurban electric lines in Nebraska, would be very beneficial. We are all aware of the great impetus transportation lines give to a community in advancing land values and in populating the locality traversed.

Need of a Publicity and Immigration Board.

Nebraska bankers should advocate a state law creating a publicity and immigration board composed of scientists and experts in agriculture and publicity, and put at the disposal of such commission adequate appropriations to enable it to do effective work, not only in describing what we have in this state, but also in providing the necessary descriptive matter and adopt-

ing the very latest and best methods of reaching the classes of people who would become industrious and prosperous citizens.

Immigration agencies find it difficult to finance worthy men who wish to settle upon the lands, and still there are thousands who can make a first payment on a farm. A recent United States immigration report shows that in one year 220,000 aliens returned to their mother country carrying with them money averaging \$600 per man. Thus in one year they carried away over a hundred million dollars.

Rural Credit Associations.

These are the people among whom agencies should be put to work to induce them to come to Nebraska and buy a small farm. Wisconsin, Minnesota and

(Continued on page 54.)

Grain Receipts in Minneapolis Break All High Records

2,843 Cars Arrive in Two Days,
Beating Former Three
Days' Mark.

WEATHER PREVENTED
EVEN LARGER NUMBER

Yesterday One of Heaviest
Mondays in History of
Chamber.

The tremendous crops of the Northwest were graphically illustrated yesterday when the state grain inspection office in Minneapolis recorded more cars of grain for Sunday and Monday than during any three-day period in the history of the office.

The two days—Sunday and Monday—showed 2,843 cars of grain. The best

Daily Receipts

amounting at times to
over a million dollars a
day in

Grain Drafts

alone, are being handled by
*The Northwestern National
Bank.* These drafts are presented for payment on the day of their arrival and placed at once to the credit of the remitting banks.

The Collection, Grain Draft and Flour Draft departments of this bank have been developed to a high degree of excellence. Your correspondence is solicited.

NORTHWESTERN NATIONAL BANK

Minneapolis, Minn.

Resources \$47,000,000

Minneapolis Flour Mills Again Break Record for Output

510,495 Barrels Produced Last
Week, 25,140 More Than
Previous Week.

ANOTHER NEW MARK
SEEN BY SATURDAY

Demand Reported Ahead of
of Output—Wheat Supply
Below Normal.

Minneapolis mills last week broke all records in the output of flour, the total reaching the new high level of 510,495 barrels, which is 25,140 barrels above the record for the preceding week.

Practically every Minneapolis mill is working at capacity and the output is

"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

DEVILS LAKE STATE BANK, NORTH DAKOTA, MOVES INTO NEW QUARTERS.

The Devils Lake State Bank of Devils Lake, N. D., have recently taken possession of their new home in the remodelled Bangs block. The portion of the building occupied by the bank is entirely new and was built after plans made by the president, J. M. Thompson.

The bank is provided with a large vault on the main floor as well as in the basement.

The officers of the bank are: J. M. Thompson, president; Herman Schutte, cashier, and Wm. Falger, assistant cashier. The capital is \$50,000, the surplus and undivided profits are \$10,000 and the deposits are \$150,000.

FIRST NATIONAL BANK OF CARRINGTON, NORTH DAKOTA.

The statement of the condition of the First National Bank of Carrington, North Dakota, at the close of business October 4, 1915, shows the capital to be \$25,000; surplus, \$25,000; undivided profits, \$30,803.53, and deposits, \$462,279.69.

The officers are: G. W. C. Ross, president; W. H. Swinton, vice-president; G. S. Newberry, cashier; R. W. Hargrove and G. A. Murphy, assistant cashiers.

THE SCANDINAVIAN-AMERICAN BANK AND THE NORTHWESTERN TRUST COMPANY, GRAND FORKS, N. D., HOLD OPEN HOUSE IN THEIR BEAUTIFUL NEW BUILDING.

Many people took advantage of the open house and reception held recently by the Scandinavian-American Bank and the Northwestern Trust Company of Grand Forks, N. D.

The quarters of the bank and trust company are located on the second floor of the building. The entire establishment is finished in mahogany, with cream-colored marble extending part way up the walls, the remainder of which is finished in cream with gold relief.

The floor is of terrazo. The furnishings are partly mahogany and partly steel, finished in imitation of the same wood. Three vaults occupy the northern end of

the building and the doors of each of these vaults weighs 15,500 pounds.

A mezzanine balcony extends above the three vaults, thus completing the interior arrangement of the building.

This handsome new structure surely reflects a great deal of credit upon the officers of the Scandinavian-American Bank and the Northwestern Trust Company.

NEW BANK ORGANIZED AT GWINNER, N. D.

A second bank has been organized at Gwinner, N. D., by George Carlson, who has been connected with the First National Bank of Milnor, N. D. The bank will be known as the Farmers State Bank and the officers are as follows: President, Curtin Cooper; vice-presidents, A. E. Stevens and R. P. Johnson; cashier, George Carlson. The capital stock is \$15,000.

CITIZENS BANK OF KENMARE, N. D., MOVE INTO REMODELED QUARTERS.

The Citizens Bank of Kenmare, N. D., have recently changed their location and have moved into a building which is owned by the bank and which has recently been remodeled and made into an up-to-date banking room.

New fire-proof vaults in both the basement and the banking room have been installed. The front has been remodeled to give an abundance of light and the walls and ceiling have been redecorated.

STATEMENTS OF NORTH DAKOTA BANKS SHOW PROSPERITY.

Bank statements can always be taken as a positive indication of the rise or fall of a state's welfare in all lines of business, and the totals compiled from the last statements of the banks of North Dakota show a very favorable increase. As given out by the state bank department, the totals for the call issued in June was \$69,613,070.29, and the same for the statements issued in September amounts to \$72,175,495.85, showing an increase of \$2,552,424.84 in less than three months. There has been an increase of twelve banks in the state during this time.

NORTH DAKOTA NEWS AND NOTES.

The Bohemian-German State Bank of Dickinson, N. D., will build a fine new bank home, 25x90 feet. It is expected that it will be completed by January 1st.



The quality of service rendered by a bank is a matter of vital importance to its correspondents. It is our aim to render the most efficient service possible.

The Mechanics and Metals National Bank

OF THE CITY OF NEW YORK

Total Resources (Sept. 2, 1915) - \$180,000,000

The Bank of Hazelton, N. D., has moved into its new quarters on which work started in June. The new banking house is a fine one.

A new bank has been organized at Gwinner, N. D., and will open up for business soon with a capital stock of \$15,000.

Increased prosperity of this district is reflected in the action of the Grafton National Bank, Grafton, N. D., which has just announced an increase in its capital stock from \$50,000 to \$100,000.

J. H. Engel has accepted a position with the Wells County State Bank of Fessenden, N. D.

The Security State Bank, Deering, N. D., will erect larger and more convenient quarters early this coming spring.

J. R. Carley and A. I. Hunter have sold their interest in the First National Bank of Towner, N. D., to T. L. Beiseker of Fessenden and H. H. Bergh of Towner, who will take charge of the institution.

A. W. Flinn, cashier of the Cogswell State Bank, Cogswell, N. D., sold his interest recently in the Cogswell, N. D., bank and will continue the banking business in the northern part of the state.

G. J. Johnson of Bismarck, N. D., state bank examiner, was married recently to Miss L. Carter of Jefferson City, Iowa.

The bank reports of the last month show nearly \$750,000 now on deposit in the banks of McKenzie county. This is a large increase from last year.

C. N. Janzen, banker of Hazen, N. D., was recently married to Miss Bertha Paulson.

Robert Stangler, formerly cashier in the Lucca State Bank, has resigned his position and is now assistant cashier in the bank at Hagen, N. D.

The First National Bank of McVille, N. D., have moved into their new home. Their quarters are splendidly furnished and fitted up for banking work. The officers are: President, C. H. Simpson; vice-president, E. L. Boyd; cashier, A. O. Moen; assistant cashier, L. M. Ruana.

The First State Bank of Logan, N. D., have moved into their new building and are now ready for business.

The Scandinavian-American Bank and the Northwestern Trust Company, Grand Forks, N. D., opened for business in their new building recently.

The McLeod State Bank, newly organized, has opened for business at McLeod, N. D. The controlling interest is held by L. J. Hanson, H. L. Hanson and R. L. Hanson of Grand Forks and Mekinock, N. D.

Henry H. Rustad, assistant cashier of the Farmers and Merchants State Bank, Wahpeton, N. D., was married recently to Miss Susanna Shepherd of Breckenridge.

Fred Sheldon has accepted a position in the Farmers and Merchants Bank, Riceville, Iowa, during the absence of H. J. Ure in the south this winter.

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

Homestead Holiday Greeting Cards

IT is the tendency of the business world today to inject more sentiment into business relations.

What nicer way is there to convey your appreciation to your patrons for the past year's business than to send them a *Steel Die Engraved and Embossed CHRISTMAS GREETING CARD*?

The custom is becoming universal among the more progressive concerns to send a greeting to their patrons at least once a year. Why not join their ranks, particularly as the difficulties in the way have been removed by us?

Write for Samples

We also specialize in steel die engraved and embossed commercial stationery.

HOMESTEAD ENGRAVING CO.

Steel and Copper Plate Engravers DES MOINES

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

BANKING BASED ON THE COMMUNITY.

(Continued from page 51.)

Texas have adopted measures for financing such men who will settle on their lands. They are suggestive of the rural credit associations, which within the last generation have produced such wonderful results in farming communities of Germany and France; and they have, moreover, been producing much sentiment which is crystallizing in congress for the formation of a rural credit system applicable to American needs. One plan contemplates the extending of our building and loan association laws to admit of making long-time loans on good farm lands under the amortization plan.

While I have not had an opportunity to go deeply into the subject, it would seem that the states, and not congress, should enact laws under which a workable system of rural credits may be put in operation.

The danger and folly of taxing the property of citizens in the town, state and nation by sale of bonds to raise funds to lend to Tom, Dick and Harry would seem apparent to every man who has given the subject thoughtful consideration.

The field of rural credits should be properly occupied by private corporations operating under state laws, for the important reason that a federal statute must of necessity be too broad to meet the localized conditions of the several states.

Effects of the New Banking Act.

The full force of the liquid and elastic quality of the note issues of the Federal Reserve Bank has as yet hardly been comprehended or realized. A little more time will be required in which to adjust the federal reserve act to varying conditions, and we may expect that its administration will be attended with diminishing friction. Practical operation will dictate important changes in the law which will be made in due time. Are we not warranted in saying that the new act has already sustained rather a severe test? Most of us know there were more business failures in 1914 than any previous year, with liabilities amounting to almost \$358,000,000, and that this condition, in addition to the war, put an extraordinary strain upon banking facilities of the country.

It would be useless here to discuss the causes of business depression. Some say it was due to the effect of the war in Europe upon American industry; others attribute it to unwise political policies. We are pleased to observe, however, that the administration now favors better tariff protection and the retention of the sugar tariff, which will surely lead to great-

er development and more sugar factories for western Nebraska.

Under the requirements of the old banking system, we all got the habit of regarding a bank's reserves as consisting of money in its vaults and balances due from other banks. It is different under the new banking act, as must be apparent even to the average bank customer. It puts a different meaning into the word "reserves," and it is entirely reasonable to expect that, as banking methods develop, a bank's chief reserve will be its rediscountable paper. Under the banking laws of France, for instance, this has proved to be true to such an extent that there is no legal requirement whatever for money reserves, as American bankers have understood the term heretofore. In this view of the case, I am sure that the banks in the Federal Reserve Association will not fail to recognize this vital point, and that they will before long raise to the importance of a general custom the accumulation of paper eligible and acceptable for rediscount. They will find this course one which will safeguard their business and at the same time prove of great utility to their customers.

My Compliments.

I take great pleasure in paying tribute to our affable and efficient secretary, Billie Hughes, who has surrounded himself with courteous, competent and obliging assistants. I have yet to find a man who has been more genial, more kindly disposed toward suggestions made to him, and who has had just one persistent aim, and that was to do whatever he could for the best interests of the organization of which he was secretary.

Our successful year's work impresses me with kindly sympathies and interest for each of you. I indulge the hope that the friendly regard with which you have honored me, like my own warm respect for you, will be deepened by the remembrance of this pleasant year in which your co-operation, team work and enthusiasm have played so important a part.

I am reminded of Kipling's words:

"It ain't the guns nor armament, nor funds that they can pay,

But the close co-operation that makes them win the day;

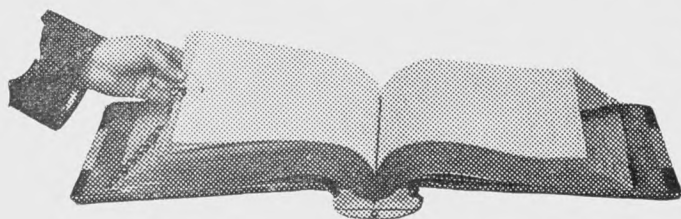
It ain't the individual, nor the army as a whole,

But the everlasting team work of every blooming soul."

STATEMENT OF OWNERSHIP AND MANAGEMENT.

THE NORTHWESTERN BANKER is published monthly at Des Moines, Iowa. The duties of Editor, Managing Editor,

You Can Find It In Less Than Four Seconds



in a "Capital" Self-Indexing Bank Ledger, Standard sizes—Standard rulings. We specialize in Loose Leaf Forms for Banks such as Draft Registers, Collection Registers, etc.

A Full Line of Supplies for Burroughs Ledger Posting Machine

Our new catalog is just off the press. Write for it—It is full of new supplies.

WILL H. ZAISER SPECIALTY COMPANY
309 Fourth St. Des Moines, Iowa

Business Manager and Publisher are in charge of Clifford De Puy, Des Moines, Iowa. Owners are Mrs. Emerson De Puy, Clifford De Puy and Alice De Puy of Des Moines, Iowa. Known bondholders, mortgagees and other security holders holding 1 per cent or more of total amount of bonds, mortgages or other securities, none. Clifford De Puy, Publisher. Sworn to and subscribed before me this 1st day of October, 1915. Helen Dixon, Notary Public (my commission expires July 4, 1918).

CO-OPERATIVE BANK ADVERTISING.

(Continued from page 7.)

On large banners back of the booth the following interesting facts were displayed: "Banks in Mahaska county paid last year interest to depositors, \$142,-254.45. The per capita deposit in the United States is \$180.50. In Mahaska county, \$169.28, or \$11.22 less than the average. Why are we below? Are you helping to make your county better by putting your savings at the disposal of some good bank? If not, start today. Our nation is far below the average in thrift; our county below the national average by \$11.22 per capita."

"Thrift in Europe, interpreted in bank accounts, is, Switzerland 554 in every thousand have bank accounts, France 346, Germany 317, England 302, the United States 99. Only one in every ten have bank accounts in the United States.

"No depositor has ever lost a dollar through the failure of a bank in Mahaska county.

"Standing of Mahaska county banks. The people's money is invested as follows: Cash in vaults and banks, \$1,222,094.57; mortgages, \$814,232.31; collateral, individual, firm and corporation loans, \$4,148,095; bond, county and warrants, \$428,666; banking houses, real estate, furniture and fixtures, \$212,435.27; overdrafts, \$7,535.54. Total, \$6,833,108.69. Amount of deposits in Mahaska county, \$5,435,834.10. National bank notes outstanding, \$200,000. Capital, surplus and undivided profits, \$1,198,274.59. Total, \$6,633,108.69. Actual reserve carried, \$1,222,099.57, or 66 per cent more than is required by law, sacrificing profits for stability."

This story is but an example of what bankers in hundreds of other communities can do if they wish. All it needs is one man to start the "ball rolling." Why not be that one? If you are desirous of any additional information about this plan, I know any of the banks in Mahaska county, and especially in Oskaloosa, will be glad to hear from you. The banks in Oskaloosa are: Farmers National Bank, Mahaska County State Bank, Oskaloosa National Bank, Oskaloosa Savings Bank, Peoples Trust and Savings Bank and Union Savings Bank.

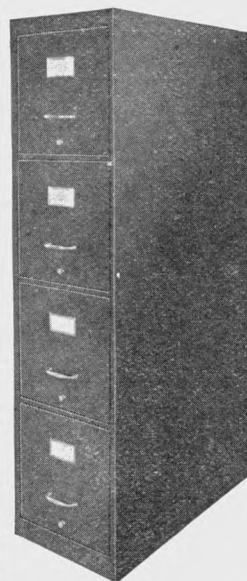
SECRETARY WILLIS OF FEDERAL RESERVE BOARD ADDRESSES FORUM SECTION OF NEW YORK CHAPTER, AMERICAN INSTITUTE OF BANKING.

Mr. H. P. Willis, secretary of the Federal Reserve Board, delivered an address before the New York chapter of the American Institute of Banking, his subject being, "Some Neglected Features of the Federal Reserve Act."

Mr. Willis discussed particularly under this head the question of rates of discount as affected by the establishment of the reserve banks at different points throughout the country, calling attention to the conditions under which financial leadership could be secured from the reserve banks and the various obstacles to such leadership that were likely to be encoun-

ABSOLUTELY THE National Sensation

of the
SEASON



in a low priced 4-drawer upright.

A concentration of all the ingenuity both old and new boiled down for this high grade, low priced file that dealers and users alike have been hoping for--sold by leading dealers or direct to Banks for only \$18 F. O. B. factory.

Olive Green Finish.

Invincible Metal Furniture Co.
MANITOWOC, WIS.

THE CITY NATIONAL BANK

OF CLINTON, IOWA

Capital Surplus and Profits . . .	\$290,000.00
Deposits	\$2,920,000.00

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.

tered. He gave considerable attention to uniformity in rates of discount, emphasizing the difficulty of securing such uniformity in a country whose industries are so widely varied as the United States, and in which the distribution of capital is so far from uniform. This led to a discussion of the extent to which it may reasonably be expected that the reserve system will succeed in conducting its operations solely through member banks, the discussion involving a consideration of the probabilities of state bank membership and of increase of direct discounts for members.

The problem of earnings and expenses of reserve banks and the question of how far the banks have succeeded in developing remunerative channels of busi-

ness through the operations thus far open to them was considered, and the speaker undertook to define the proper function of the reserve bank, showing that as a reserve institution its duty must be at all times to preserve the liquid character of its assets, all other considerations being secondary in importance.

The Farmers Savings Bank of Albert City, Iowa, has let the contract to Thomas Park of Storm Lake for the erection of a \$5,000 building.

The Farmers & Merchants Bank of Rembrandt, Iowa, has begun the erection of a fine new banking home.

John Heffner has been appointed cashier of the Duncombe Savings Bank, Duncombe, Iowa.



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

Representative Iowa Banks

These banks have special facilities for handling collections and any other business entrusted to them

<p>ALGONA—County Savings Bank. Capital, \$50,000. Undivided Profits, \$21,000. Deposits, \$850,000. E. J. Murtagh, Pres., C. B. Hutchins, Vice-Pres., C. B. Murtagh, Cash., W. H. Bailey and W. K. Schoby, Ass't Cash.</p>	<p>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.</p>	<p>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.</p>
<p>ALGONA—First National Bank. Capital, \$50,000. Surplus and Undi- vided Profits, \$13,400. Deposits, \$525,- 000. Wm. K. Ferguson, Pres., E. V. Swet- ting, Vice-Pres., E. E. Connor, Cash.</p>	<p>MARSHALLTOWN--Marshalltown State. Capital, \$100,000. Surplus and Profits, \$100,000. Deposits, \$1,530,000. A. F. Balch, Pres., G. A. Turner, Vice- Pres., C. C. Trine, Cash., R. R. Brad- bury, Ass't Cash., Harry W. Jennings, Auditor.</p>	<p>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.</p>
<p>ADEL—Adel State Bank. Capital, \$50,000. Undivided Profits, \$20,000. Deposits, \$430,000. S. M. Leach, Pres., Robt. Leach, Cash.</p>	<p>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.</p>	<p>SIoux CITY—Live Stock National Bk. Located at Sioux City Stock Yards. Capital, \$100,000. Surplus, \$100,000 Geo S Parker, Pres., F. L. Eaton, Vice-Pres., C. D. Van Dyke, Cash., A. W. Smith, Ass't Cash.</p>
<p>CHEROKEE—First National Bank. Capital, \$50,000. Surplus, \$50,000. Un- divided Profits, \$50,000. Deposits, \$900,- 000. W. A. Sanford, Pres., C. Sullivan, Cash., R. G. Rodman, Ass't Cash.</p>	<p>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.</p>	<p>TOLEDO—Toledo Savings Bank. Capital, \$50,000. Surplus, \$25,000. De- posits, \$350,000. W. C. Walters, Pres., C. A. Blossom, Vice-Pres., M. J. Krezek, Cash., R. W. Adair, Ass't Cash.</p>
<p>ELDORA—First National Bank. Capital, \$50,000. Surplus and Profits, \$60,000. Deposits, \$500,000. W. J. Murray, Pres., W. E. Rathbone, Vice-Pres., A. W. Crossan, Cash., H. C. Marks, Ass't Cash. U. S. Depository.</p>	<p>NEVADA—First National Bank. Capital, \$75,000. Surplus, \$50,000. Deposits, \$475,000. J. A. Fitchpatrick, Pres., Fred C. Mc- Call, Vice-Pres., E. A. Fawcett, Cash., G. A. Klove, Ass't Cash.</p>	<p>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.</p>
<p>GLADSBROOK—First National Bank. Capital, \$50,000. Surplus, \$25,000. Un- divided Profits, \$20,000. Deposits, \$375,- 000. Martin Mee, Pres., M. H. Rehder, Vice-Pres., E. W. Brauch, Cash., Frank Kelley, Ass't Cash.</p>	<p>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.</p>	<p>WAUKEE—Waukee Savings Bank. W. G. Harvison, Pres., Robt. Steven- son, Vice-Pres., A. A. Leachy, Cash. Capital, \$10,000. Deposits, \$60,000.</p>
<p>HARTLEY—German Savings Bank. Capital, \$20,000. Surplus and Undi- vided Profits, \$15,666. Deposits, \$315,- 000. J. T. Conn., Pres., Wm. T. Voss, Vice- Pres., G. E. Knaack, Cash., H. P. Mousel, Ass't Cash.</p>	<p>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.</p>	<p>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.</p>
		<p>WINTHROP—Winthrop State Bank. Capital, \$25,000. Surplus and Undi- vided Profits, \$10,000. W. B. Halleck, Pres., A. J. Dunlap, Vice-Pres., E. Brintnall, Cash., H. M. Bucher, Ass't Cash.</p>

“Roll of Honor” Banks in Iowa

The banks listed under this heading have “SURPLUS AND PROFITS” accounts equal to, or exceeding 50 per cent of their capital stock. They have special facilities for making collections and may be relied upon to give prompt and careful attention to all business received. Correspondence invited.

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

Representative South Dakota Banks

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

<p>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.</p>	<p>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.</p>
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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.

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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 century 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

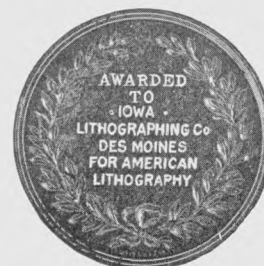
H. B. RAGSDALE, Treasurer



IOWA LITHOGRAPHING COMPANY

DES MOINES - - - - IOWA

Established 1856



The Chase National Bank

of the City of New York

57 Broadway

UNITED STATES DEPOSITORY

Capital	\$ 5,000,000
Surplus and Profits (Earned)	9,716,000
Deposits	179,461,000

OFFICERS

A. Barton Hepburn, Chairman

Albert H. Wiggin, President

Samuel H. Miller, V.-Pres.	William E. Purdy, Ass't. Cash.
Edw. R. Tinker, Jr., V.-Pres.	Chas. D. Smith, Ass't. Cash.
Alfred C. Andrews, Cash.	William P. Holly, Ass't. Cash.
Chas. C. Slade, Ass't. Cash.	George H. Saylor, Ass't. Cash.
Edwin A. Lee, Ass't. Cash.	M. Hadden Howell, Ass't. Cash.

DIRECTORS

HENRY W. CANNON	GEORGE F. BAKER, JR.
JAMES J. HILL	FRANCIS L. HINE
A. BARTON HEPBURN	JOHN J. MITCHELL
ALBERT H. WIGGIN	GUY E. TRIPP

WE RECEIVE ACCOUNTS OF

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

Stock Yards National Bank

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

H. C. BOSTWICK, President	J. S. KING, Ass't to President
J. C. FRENCH, Vice-President	H. C. MILLER, Assistant Cashier
J. B. OWEN, Cashier	F. J. ENERSON, 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

Officers

OWEN T. REEVES, JR., President
 M. W. TILDEN, Vice-President
 GEO. M. BENEDICT, Cashier
 F. N. MERCER, Asst. Cashier
 H. P. GATES, Asst. Cashier

Directors

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 L. B. PATTERSON JOHN FLETCHER
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