



THE OLDEST FINANCIAL

MISSISSIPPI RIVER

FEBRUARY

JOURNAL WEST OF THE

1916

The
NORTHWESTERN
BANKER

BANK BUILDING
AND
PROSPERITY NUMBER
DES MOINES, IOWA.





300 Banks in Five Years

BANK advertising,—like banking,—has been undergoing constant changes, an evolution of betterment.

A few years ago, **CRADDICK SERVICE** was known to several thousand bankers as a limited newspaper ad service in book form.

And while the little book of advertisements of a few years ago seems insignificant in comparison now, it held at that time exactly the same relative position that **CRADDICK SERVICE** does today,—a leader in the field of bank advertising.

When it was announced five years ago that the Service thereafter would be made a complete advertising service for each bank to employ it,—with personal attention to each client's advertising requirements, past reputation aroused considerable expectation on the part of bankers all over the country.

Hundreds of inquiries were received. Many banks asked for the Service at once. But as a Service that would do all that it contemplated, that it promised, plus,—Craddick Service was still on trial at the bar of Bankers' Opinion.

After the first year's Service was checked up by the banks it served, individual good opinions began to be formed. Craddick Service was getting steady, consistent results at minimum cost;—deposits increased, dividends, too.

And the growth of this volume of good opinion has been in exact ratio to the growth of the Service. The good news of its true value traveled fast. Bankers told their banker friends. It reached every Commonwealth of the United States and today there is a very pronounced and definite opinion among bankers concerning Craddick Service.

In never an instance has a banker disagreed with the plan and principles upon which Craddick Service is based, even though they have not yet employed it. It is correct.

There is a Craddick Service especially for YOUR bank. To employ it means multiplied advertising dividends at moderate cost. WRITE TODAY.

Just for instance—

On Dec. 3d, 1915, a letter from Mr. Parker, Cashier, Manufacturers National Bank, Lewiston, Maine,—a bank with two hundred thousand dollars capital—reads in part:

"I have a deep sense of appreciation of the quality and personality of your service rendered us; we have prospered under it and have also been educated by it to higher ideals in advertising.

"During the five years we have used **CRADDICK SERVICE** our deposits have almost tripled. Much of this gain we credit to your publicity.

"We would not consider exchanging the **CRADDICK SERVICE** for any Service we have ever seen."

CRADDICK SERVICE, today, is five times better than it was five years ago. It serves ten times as many banks today as it served five years ago. Three hundred banks are receiving individual, personal attention to their advertising. The days of "boilerplate,"—of "ready-to-use,"—of "syndicated" advertising for banks are relegated to the inefficient past.

Among the 300 banks are thirty-eight of the pioneer users of this Service and like all pioneers of forethought and keen judgment, they have profited most through grasping their opportunity early. For it is a significant fact that each passing year has found their advertising producing more and more,—like a snowball gathers unto itself when pushed along.

This is a notable record in a field of endeavor where beaten paths were unknown; where sound judgment and extreme consideration for the expenditure of other's funds has been a constant governing principle. In Bank Advertising, Craddick Service stands absolutely unique and alone. It is an exemplification of Quality First.

But the growth in the number of banks now served, is as nothing in importance to the growth of a very favorable public opinion of the merits of the Service as a creative and producing force.

For this favorable public opinion has been earned.

This phase of the work these past five years has been extremely gratifying and it goes without saying that no work, no undertaking, no policy will be permitted which might jeopardize the standing of Craddick Service with the bankers of this United States.

There are forty-six banks in Iowa today, using Craddick Service. Only one bank in a town or city can employ the Service and the bank we serve thereby controls our advertising efforts for its locality. This rule is adhered to constantly,—it makes for loyalty to purpose.

What Craddick Service Means.

Newspaper ads.	Inserts.
Printers' instructions.	Savings plans.
Borders designed.	Emergency advertising.
Incidental cuts.	Mail list plans.
News letter service.	Announcements.
Business and crop reports.	New building advertising.
Lobby cards.	New bank openings.
Electric lobby advertising.	Changes in officials.
Movie film advertising.	Increased capital.
Movie slides.	Stockholder co-operation.
Advisory service.	Special events.
Booklets.	Corn contests.
Folders.	Seed corn advice.

H. B. CRADDICK

Financial Advertising

1003-1006 First National-Soo Building, MINNEAPOLIS



M. A. TRAYLOR,

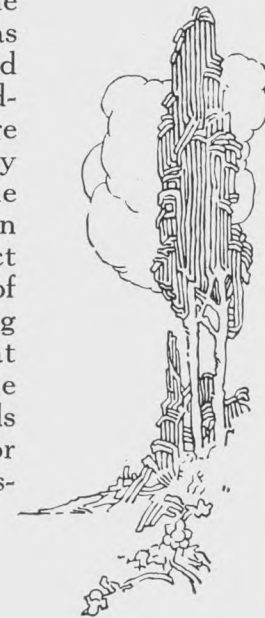
President Live Stock Exchange National Bank, Chicago, Ill.

One of the best examples of rapid progress in the banking world today is the record of Mr. Melvin A. Traylor, newly elected president of the Live Stock Exchange National Bank of Chicago. Born in Breeding, Kentucky, October 21, 1878, Mr. Traylor spent his youth on a farm. When twenty years of age he went to Hillsboro, Texas, where he worked in a grocery store and studied law at night. In 1901 he was admitted to the bar, and soon thereafter was elected City Clerk and later Assistant Attorney of Hills County, which office he held until 1905. In 1906 Mr. Traylor began his banking career as Cashier of the Bank of Malone, Texas, and after two years of service there, went with the Citizens National Bank, Ballinger, Texas, as Cashier, and a year later was made Vice-President of that institution. In August, 1909, the Citizens National Bank took over the First National Bank and Mr. Traylor became president of the consolidated banks, then capitalized at \$200,000. He remained in that office until 1911 when he came north to fill the office of vice-president of the National Stock Yards National Bank of East St. Louis. After three years of service there, he was brought to Chicago in September, 1914, as vice-president of the Live Stock Exchange National Bank and president of the newly organized Chicago Cattle Loan Company. On January 11, 1916, he was elected president of the Live Stock Exchange National Bank to succeed Mr. W. A. Heath, who became chairman of the Board of Directors. Mr. Traylor is now but thirty-seven years of age and his record speaks well for his future progress, and that of The Live Stock Exchange National.

PROSPERITY



EVER before has this nation witnessed such unparalleled financial development and business prosperity as now. The past year the nation's principal farm crops amounted to five and one-half billion dollars, thus exceeding their previous record for 1914, by over one-half billion dollars, which was the previous banner year in the country's crop history. New world conditions have brought added trade to our shores. Record breaking operations in most manufacturing lines; heavy increase in building operations and railroad tonnage and unusual wholesale and retail business generally is the story of the present business situation in this country. The total volume of commercial operations, being recorded each day, has never before been equalled in the history of the United States. As far as preparedness from a financial standpoint is concerned, we are better able than ever before to adjust ourselves to whatever changing conditions may result as an outcome of the European struggle. In the great rich territory which is covered by The Northwestern Banker, prosperity has become a habit, and the fact that it is ever present is indicated by the hundreds of fine new bank buildings which have been erected during the past year or so. This is but another evidence that the great Northwest is a producer of wealth and that the banker, farmer and business man have all joined hands for their mutual welfare in continuing preparedness for peace, which we hope will mean a prolongation of prosperity.



The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, FEBRUARY, 1916

20 Cents Per Copy

Planning Your Bank Building

By W. J. Hoggson

How to plan and build a bank so as to insure the greatest economy in its work, involves first, a knowledge of its organization, and second, a knowledge of its methods for handling its routine work.

With this information the floor space of a banking room may be so laid out as to give external expression to its methods not only of handling its customers, but of handling its bank operations.

Few are the branches of mercantile life in which the management is more clearly suggested through its outward appearance than that of banking. The cause for this is evident; the bank of today is designed for the definite purpose of supporting the organization of that especial bank in the performance of its duties. The defined work of each bank must govern its organization and the routine of its business, and all this must influence the arrangement of its departments. For this reason the designing of a bank room must receive very thorough and competent consideration in the division of its spaces, the use of its light, the location of its entrances.

In the beginning, the arranging of a bank floor should be determined through an entire knowledge of how that particular bank deems it best to conduct its business.

What are its purposes in regard to meeting its patrons; are the officials personally acquainted with them and do they believe their business interests will be advanced through direct contact? In this case the president and other officers wish to be

There is nothing of more importance than giving careful consideration to the planning and designing of a new bank building. Every bank has certain individual problems to solve when erecting a new building, in addition to those which are found in the erection of any bank building. W. J. Hoggson, president of Hoggson Brothers' Contracting Designers, New York and Chicago, tells you in this article how to solve some of the difficult problems in bank construction.



First National Bank, Rapid City, S. D.



Citizens National Bank, Watertown, S. D.

near the entrance and only separated from the space given to their customers by a railing or low partition. Possibly the acquaintance of the president is limited or his customers so many that he prefers to have his office in a more secluded corner. Again, it may be the wish of a bank official to be so situated that he may see those entering the institution without any desire to personally speak with them. Here a glass partition would be required, giving the official opportunity to keep watch on the employees who come in contact with the public, without the annoyance of undesirable interruption. It is readily discerned that on the deciding of these questions, rests not only the floor plan of the room, but the furnishings to be used.

After the officials of the bank have been placed in the most strategic point for the performance of their several duties, the arrangement of the space devoted to the clerks must be decided. First among these come the employees who deal with the patrons. Here another division may be made; the tellers receive by far the greatest number of the customers, and their location for this reason will probably receive first consideration. This scheme of division may be carried through the entire list of clerks who meet the patrons. During these arrangements, however, there must be considered the number of clerks to be accommodated and the number of accounts to be handled. The rate of growth in the past may be used as a comparative estimate of the growth in

the future, and this should influence the arrangement so as to eliminate as many changes as possible. The equipment which must be at the disposal of these clerks should have due consideration. There are desks, filing cabinet, book shelves, tables and various mechanical devices for which provision must be made. The various departments in which these clerks are installed are then arranged to handle the routine of the bank's business so as to avoid all possible confusion and delay. This means that in so far as possible the operations should come in direct rotation.

Following these considerations come the number and size of the safety deposit vaults. Protection is of the greatest importance here and must dominate all other considerations; yet this has to be accomplished while leaving them accessible either to the bank officials or to the customers—or to both.

In no institution is the arrangement of light more important than in a bank. This one consideration will often affect the entire arrangement of a banking floor. It is a question of whether the bank can be best served by giving the light to the customers or the clerks, and the answer to this decides the arrangement of the furnishing, from the location of the president's office to the situation of the vault. Artificial light will sometimes equalize the situation, but it is never so desirable or penetrating as normal daylight. Oftentimes the light that will aid the clerks at their desks, will also benefit the tellers in recognizing their customers, even though the main lobby of the bank is not so well lighted. This comes from the fact that the light coming from behind the teller shines on the face of the customer at the window. A prominent western bank

once arranged its offices in the interests of the patrons rather than the clerical force. The result was that the clerks facing the windows made so many errors in identification that the entire banking floor had to be remodeled. This mistake can often be overcome through a proper regulation of the light, but in that way the benefit derived from the daylight is as often reduced very considerably.

From the decision of these various questions and the conditions regulating them, the floor plans are drawn. The drawings now go into elevation and the furnishings and fixtures are indicated. The question of the kind of partitions to be used arises; shall they be wood or glass, and, if glass, transparent or ground? The question of height is also to be decided; will a seven or eight-foot partition serve the purpose or shall they go to the ceiling? As to the desks, they must depend on the size of the books they are to hold, and the number that must be used at one time. The time-saving mechanical devices in use in banks today have also to be reckoned with; sometimes they go on desks, sometimes on furniture manufactured for their particular use. These devices often require considerable space in which to operate them. Not long ago all the desks of a New England bank had to be made over in order to accommodate the ink wells. These had not been considered worthy of consideration when the desks were planned.

The room devoted to the use of the board of directors does not require the care in locating that do the spaces used by the operative force of the bank. Seclusion and quiet is the chief requirement. This room
(Continued on page 26.)



UNITED STATES DEPOSITARY

Capital \$2,000,000

Surplus and Profits \$1,000,000

Deposits \$34,000,000

OFFICERS

Wm. A. Tilden, President

Nelson N. Lampert, Vice-President
J. Fletcher Farrell, Vice-President
Henry R. Kent, Vice-President
John Fletcher, Vice-President
Marcus Jacobowsky, Vice-President
George H. Wilson, cashier

Charles Fernald, Assistant Cashier
Wm. W. LeGros, Assistant Cashier
Charles L. Boye, Assistant Cashier
Wm. L. McKee, Assistant Cashier
R. J. McKay, Assistant Cashier
H. Lawton, Mgr. Foreign Department

Comparative Showing of Deposits

February 14, 1908.....	\$ 9,887,954.84	February 4, 1913.....	30,499,714.20
February 5, 1909.....	11,617,691.24	January 13, 1914.....	29,727,922.06
March 29, 1910.....	15,041,357.21	March 4, 1915.....	29,844,165.94
March 7, 1911.....	21,574,956.79	November 10, 1915.....	32,117,986.70
February 20, 1912.....	26,207,446.32	December 31, 1915.....	34,166,055.02

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.

THE FIRST NATIONAL BANK, COLMAN, S. D.

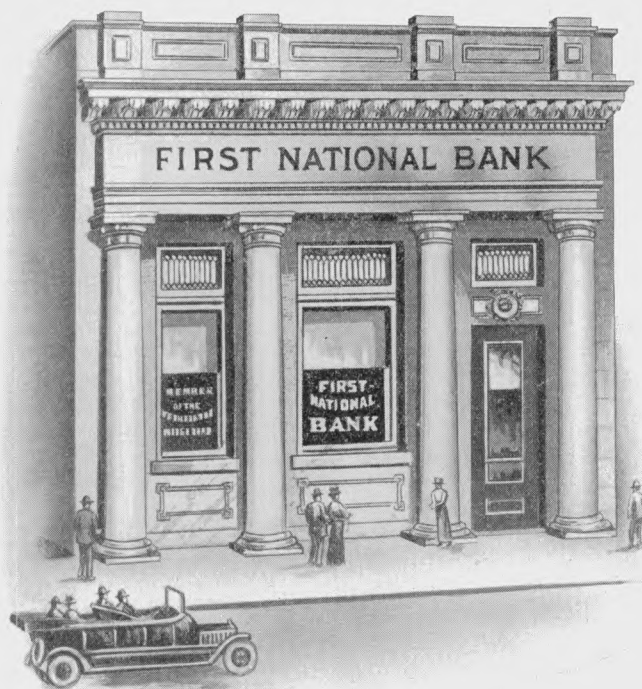
This solid and progressive institution has recently occupied a new home that is modern and correctly appointed in every respect.

The building is 25½ by 65 feet and occupies the site of a frame building which had been in use since 1899.

The building is in the Doric style of architecture, with front of cream terra cotta. Its design suggests the strength of the institution.

The interior arrangement and finish are ideal. Besides the main banking room there are two large, well-lighted rooms for the use of customers. The one with safety deposit and vault joins the banking room, then a larger room used as a customers' and directors' room is beyond that in the rear.

The building is heated with hot water and has indirect electric lighting. The vault is modern in every respect, including Diebold manganese round-door compound safe, Diebold one-inch steel vault doors on both vaults, each weighing a ton, 150 Die-



New Home of First National Bank, Colman, S. D.

bold safety deposit boxes, 5x5x22 inches, double-nose master key locks and one-half-inch steel doors for each box compartment.

The building was designed and constructed by the Lytle Construction Company, of Sioux City, Iowa.

The bank was started in 1899 as a state bank with \$10,000 capital, was nationalized in 1903 and the present capital is \$25,000; surplus, \$12,500; undivided profits, \$5,500. Deposits are now at the quarter-million mark and have shown a consistent and healthy growth for a number of years.

A comparative statement of resources reveals a gain of \$103,574.77 in five years.

Statement December 31, 1910, disclosed resources of \$221,279.01; resources December 31, 1911, \$224,548.89; resources December 31, 1912, \$258,234.62; resources December 31, 1913, \$292,476.91; resources December 31, 1914, \$298,947.18; resources December 31, 1915, \$324,853.78.

The present officers are K. K. Keith, president; J. J. Questad, vice-president; L. B. Keith, cashier; C.

H. Rawson, assistant cashier, who, with Chas. Simonson, comprise the board of directors.

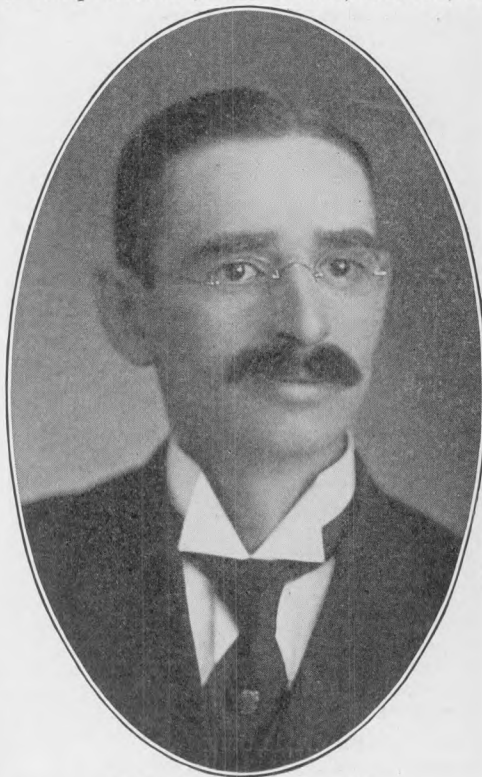
Colman is a thriving town of 413 people, on the C., M. & St. P. Railway, in a rich farming community and has just completed a \$15,000 modern school building.

The marvelous development of the Northwest during the past decade finds fitting expression in the erection of such modern and substantial banking homes as that which we are pleased to show above, now occupied by the First National Bank of Colman.

The bank that gives the right service to the public is bound to grow with the community, and that the First National is in the forefront of progressive banking practice is well shown by the comparative statement of resources presented in connection with this article.—Adv.



L. B. KEITH, Cashier



C. H. RAWSON, Asst. Cashier

MERCHANTS NATIONAL BANK, CEDAR RAPIDS, IOWA, TO ERECT NEW BUILDING.

The Merchants National Bank of Cedar Rapids, Iowa, has purchased one of the largest and most prominent corners in that city and the bank plans to erect a very fine structure when the present lease expires, which will be in about three years.

John T. Hamilton is the president, P. C. Frick and James E. Hamilton are the vice-presidents and Edwin H. Furrow is the cashier.

NEW BUILDING FOR THE FARMERS SAVINGS BANK OF BRANDON, IOWA, HAS BEEN COMPLETED.

The Farmers Savings Bank of Brandon, Iowa, have moved into their new building, which was just completed recently. The entire building is $25\frac{1}{2} \times 70\frac{1}{2}$ feet, one story. It is constructed of very hard, rough brick, with Bedford stone trim. The floor is of reinforced concrete. In the main room the concrete floor is covered with white and blue tile. This together with the heavy quarter-sawn furniture and fixtures makes a very attractive room. The vault is constructed of reinforced concrete and so arranged that the customers may go into the part containing the safe deposit boxes and into their private room without disturbing the other part of the bank. The building was designed by R. R. Mayberry, architect of Cedar Rapids, Iowa, and built by Arthur R. Chehak, contractor, also of Cedar Rapids, Iowa. The officers of the bank are: J. D. Sweeney, president; B. F. Nabholz, vice-president; E. E. Strait, cashier, and H. S. Miller, bookkeeper.

SECURITY TRUST & SAVINGS BANK, FT. DODGE, IOWA, HAS REMARKABLE BEGINNING.

One thousand one hundred accounts opened in less than three months—and 700 of them savings accounts—that was the remarkable way in which Fort Dodge's youngest financial institution, the Security Trust and Savings Bank, sprung into existence.

This bank was opened for business on October 2, 1915. Deposits flooded in almost faster than they could take them for a few days. After one month's business, Mr. B. P. Larson, cashier of the bank, was forced to call in a representative of a firm which makes savings ledgers. This representative was amazed to find the first savings ledger almost full. He had expected it to last a year. However, forty days' business found it filled.

The Security Trust & Savings Bank occupies the first floor of a three-story corner building, owned by the bank. The building is practically new and of modern appearance. The interior is equipped with the latest fixtures and the most modern devices. The floors are tile, the fixtures of mahogany and green marble with trimmings of brass.

The officers of the bank are: E. G. Larson, president; W. F. Carver, vice-president; Ben P. Larson, cashier and G. P. Allard, assistant cashier.

Mr. E. G. Larson for forty years has been a director of the First National Bank of Ft. Dodge, and has also been president of the Ft. Dodge Savings Bank from its inception. Ben P. Larson for thirteen years was connected with the Ft. Dodge Savings Bank,

THE CITIZENS SAVINGS BANK

SIGOURNEY, IOWA

The handsome new home of this strong and progressive institution is well shown by the accompanying illustration.

It boasts the most modern features of design and equipment, including safety deposit vaults with the latest protective devices.

The main banking room is finished in genuine mahogany and English vein Italian marble. The fixtures are also of mahogany and English vein Italian marble, with bronze grills. The architect for this beautiful building was G. M. Kern, of Ottumwa, Iowa, and the contractor was C. W. Ennis, of Toledo, Iowa.

The Citizens Savings Bank has shown steady progress and substantial growth from date of organization. Its capital is \$25,000, surplus and profits over \$28,000 and total resources over \$400,000.

The officers at this time are: A. O. Schipfer, president; L. H. Hinkley,



vice-president; F. H. Tinsley, cashier; C. L. Jarvis, assistant cashier.

The directors are: D. T. Stockman, attorney; T. E. Noller, stock buyer; A. O. Schipfer, merchant and president; F. C. Schipfer, merchant; A. C. Jacobs, cashier Ollie Savings Bank; F. H. Tinsley, cashier; L. H. Hinkley, vice-president.

The Citizens Savings has long been known as "The bank of the people"—its thirty-four stockholders are merchants, farmers, lawyers and business men. Its customers represent all classes and include the leading citizens of the community, whose confidence and support of this deserving institution have resulted in the construction of the commodious, convenient and attractive building which it is our pleasure to show herewith.—Adv.



Line-a-time

**THE LINE-FINDER
FOR STENOGRAPHERS**

Compare this picture with your stenographer reading notes from the side or bending over the sheet to be copied with a ruler to keep the line. A touch of the lever brings the next line above the stationary line finder always in the same direct line of vision. It prevents costly errors and saves time and temper from correcting mistakes.

The LINE-A-TIME is not an experiment.

It has been standardized by the Western Electric Co., and is found indispensable by such concerns as Eastman Kodak Co. and Pierce Arrow Motor Car Co. Banks are using it everywhere. Send for list of satisfied users.

The standard 12" Model is \$7.00. We have other sizes for sheets up to 36" wide.

Let us place one for two weeks' trial. No obligation.

Illustrated Catalogue Free. Write for it.

Line-a-time Manufacturing Co., Inc.

45 South Avenue

ROCHESTER, N. Y.

The LINE-A-TIME was awarded the Gold Medal at the Panama Pacific Exposition.

CAN'T MISS A LINE WITH THE LINE-A-TIME

rising to the office of assistant cashier. Mr. Allard was teller in the First National Bank of Ft. Dodge, where he also had been employed thirteen years. Mr. Ben P. Larson and Mr. Allard are both comparatively young men, thus combining with long years of banking and business experience, the energy and enthusiasm of youth.

THE FIRST NATIONAL BANK, ST. PAUL, IN THEIR CAPACIOUS NEW HOME.

The First National Bank of St. Paul, Minn., are now very comfortably located in their beautiful new building. The main banking room which is 145 by 176 feet is one of the largest in the country.

A chain of twenty-two cages, made of solid bronze and ornamented black wrought-iron, surround the room at the three sides. There are six private offices for consultations and for senior officers, three at each side of the main doorway.

All of the woodwork in the bank portion of the building, including working desks in the cages, is of Mexican mahogany, of a heavy dark variety. At the far end of the banking room, directly opposite the main entrance, back of the cages, are three vaults, one for books and records, another for checks and the third for currency.

The First National Bank has made a very remark-

able growth in deposits, which attests to the prosperity of the institution. In April, 1864, the deposits amounted to \$245,120.34; December, 1912 (First National before consolidation with the Second National), \$13,559,603.57; January, 1913 (First National after consolidation), \$17,384,562.11, and at the close of business December 31, 1915, the deposits reached the splendid total of \$48,356,869.25.

THE STATE SAVINGS BANK OF LAMONI, IOWA, TO ERECT NEW BUILDING.

At a meeting of the board of directors of the State Savings Bank, Lamoni, Iowa, a resolution was passed appointing a building committee with authority to provide plans and specifications for a new bank building.

The present building may be remodeled as a part of the new structure or many be taken down entirely. It is the present intention that the new building will be a modern substantial structure of brick and two stories in height. The building operation will commence early this spring.

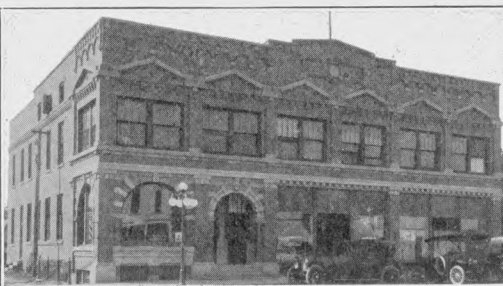
J. E. Anderson has purchased the controlling interest in the First National Bank of Pocahontas, Iowa, and is now associated with Joe Allen in the banking business. Mr. Anderson is a banker of experience and ability.

FIRST SAVINGS BANK, SUTHERLAND, IOWA

This institution was established in 1883, and has for many years been popularly known as "Jordan's Bank."

The accompanying illustration of the new building, erected some time ago, shows that the First Savings Bank is housed in as fine a home as could be desired.

The many conveniences provided for customers have occasioned much favorable comment, and the institution has shown a gain every year in business, reflecting the increased prosperity of its customers as well as the growth of



confidence in its ability to serve the community.

This fact is brought out strikingly by a comparison of deposits from year to year since 1903, as follows:

March 10, 1903.....	\$ 75,539.33
May 17, 1906.....	83,577.82
January 26, 1907.....	98,956.38
February 14, 1908.....	123,394.01
February 20, 1909.....	141,209.41
February 8, 1911.....	154,207.76
February 5, 1913.....	164,182.61
April 6, 1914.....	177,615.87
November 1, 1915.....	179,725.14

The present officers of the bank are: C. P. Jordan, president; E. C. Briggs, cashier; Lulu Kundell, assistant cashier. —Adv.



The Alton Savings Bank

Alton, Iowa

The photograph herewith shows one of the finest banking homes in north-west Iowa in a town the size of Alton, and has attracted favorable attention over a considerable territory. The building was completed in the early part of December, and December 21st was designated as the opening day. The safe, vault doors, and other equipment used by the bank are in keeping with the building, and the best that could be bought for the needs of the bank.

The Alton Savings Bank was organized during the month of September last,

and as nearly all the stock is owned by prominent people of Alton and farmers in the vicinity, it is therefore a home institution. The bank has been in business only about thirty days and already enjoys a nice business.

The officers are: J. N. Kuhl, president; William Hensing, vice-president; and Harry Vander Linden, cashier. The bank, in its circular, announces that it will be progressive and up to date, and that equal courtesy and respect will be extended to all. Its slogan is, "A bank for all the people."

BANK BUILDS NEW BUILDING AROUND THE OLD ONE.

A Detroit bank needed larger quarters, but wished to occupy the same site. Now it isn't easy for a bank to find temporary quarters during building operations, because vault facilities are not commonly for rent. What was to be done?

Ingenuity solved the problem. The bank stayed where it was for the time being, and the larger building was put up around it—just as if a big box were built around a little one. Of course special facilities had to be provided for the temporary entrance.

This unique piece of building work, in which many nice problems were met, has drawn much attention from contractors.

MANY BANKS ERECTED BY THE LYTLE COMPANY OF SIOUX CITY, IOWA.

Many very beautiful buildings have been erected by the Lytle Company of Sioux City, Iowa, builders and designers of banks. A few of the banks which have been constructed by this company are: First National Bank, Fonda, Iowa; Spirit Lake National Bank, Spirit Lake, Iowa; the National Citizens Bank, Lake Benton, Minn.; the Worthington National Bank, Worthington, Minn.; Coleridge National Bank, Coleridge, Neb.; the Abram Rutt National Bank, Casey, Iowa, and the Citizens Savings Bank, Ayrshire, Iowa. The officers of the company are: Leonard Lytle, president; J. A. Raven, vice-president, and J. M. Lytle, secretary and treasurer.

THE COMMERCIAL NATIONAL BANK OF FORT DODGE, IOWA, WILL REMODEL THEIR PRESENT QUARTERS.

The Commercial National Bank of Fort Dodge, Iowa, have plans completed for remodeling their present quarters. Work will begin as early in the spring as weather permits. This change is largely necessitated because the present quarters have become too crowded for their increasing business. A large directors' room in the rear will become part of the lobby and working quarters, thus nearly doubling the present space. A new directors' room will be fitted up in the basement. The bank owns its building and occupies a corner position. All fixtures, equipment and devices will be entirely new and the most modern. A new front will be added to the outside. They expect the change to cost upwards of \$15,000.

FIRST NATIONAL BANK, WATERTOWN, S. D., TO BUILD.

The razing of one of the first business blocks of Watertown, S. D., now occupied by the First National Bank, will begin early next spring to make room for the new \$75,000 bank building. The original building was erected in 1880 and occupied by the Codington County Bank, which later became the First National.

The new structure will embody all the latest ideas in bank construction, with a terra cotta exterior.

The Rockford State Bank, Rockford, Iowa

A number of striking improvements have been made in the home of this progressive institution during the past year.

A new storage vault has been completed in the basement, hot water heating plant and plumbing added, a tile floor in the lobby, new oak floors in the offices, safety deposit boxes, steel files and fixtures in the vault, art glass in the transoms, and a number of lesser improvements which add to the convenience and attractiveness of the bank.

The Rockford State Bank has almost doubled its deposits during the past five years, as shown by the following comparative statement: Call



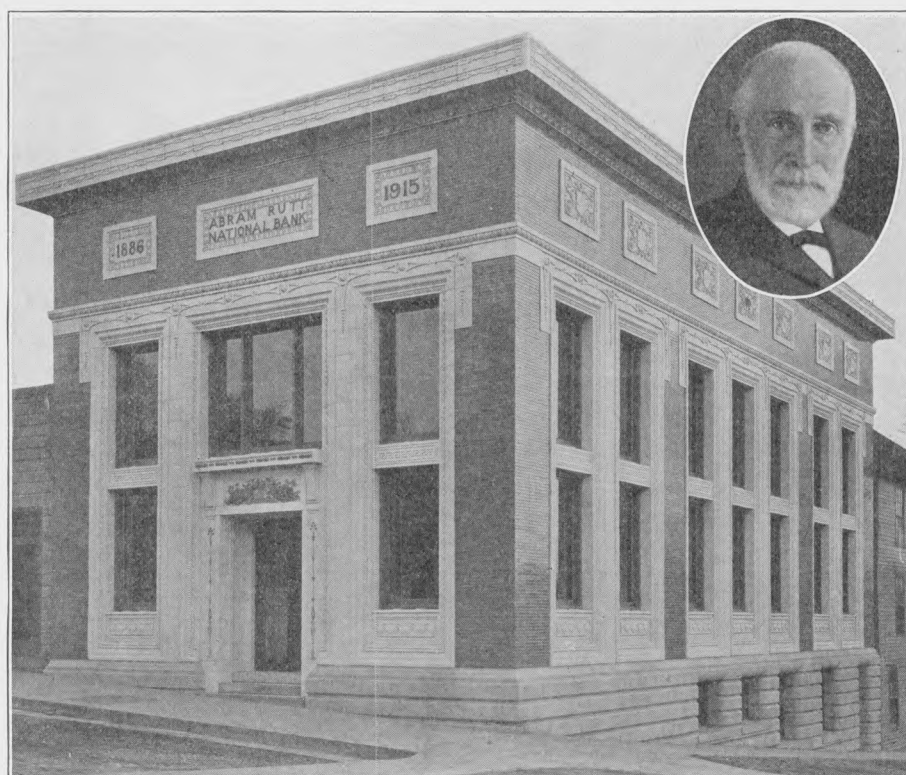
B. A. WALLACE, Cashier

Feb. 8, 1911, \$272,600.05; Feb. 7, 1912, \$304, 615.93; Feb. 5, 1913, \$348,366.72; Jan. 28, 1914, \$396,975.71; Feb. 2, 1915, \$472,526.95; daily statement, Jan. 19, 1916, \$525,527.18.

The present officers of the Rockford State Bank are: F. C. Johnson, president; Burton Carrott, vice-president; B. A. Wallace, cashier; A. Jenkinson, assistant cashier; P. C. Yocom, assistant cashier.

Under the aggressive management of these gentlemen, and with the many improvements added during the past year for handling the business, rapid future growth and progress are assured.

A Monument to Abram Rutt



The many bankers in this section of the country who knew Abram Rutt, Casey, Iowa, one of the leading bankers and citizens in western Iowa, will recognize in the accompanying photograph a fitting monument to his memory.

No cemetery monument, no matter how large and imposing, could have been appropriate. Mr. Rutt stood for life, for accomplishment, system, efficiency, aggressiveness. And it will prove a lasting credit to those who selected this memorial that they chose one which personifies the very things which characterized Mr. Rutt's life.

Abram Rutt was a superior man, a leader. Those characteristics are embodied in this new home for the bank he founded—it is a superior building, a leader in bank construction. It is probably the finest banking structure in western Iowa, and we doubt if it is surpassed in the entire country in any town near Casey's size.

Mr. Rutt stood for system. And certainly system is made possible by the scientific arrangement of this building, and its new modern fixtures, appliances and conveniences.

And efficiency—it is here too. For the abundance of light, night or day, the wonderful ventilating system, the modern equipment all furnish ideal working conditions that make for a brand of efficiency the men of this bank never knew before.

Take aggressiveness. A building as elegant, modern, and superior as this surely indicates aggressiveness of a high order.

But more important than these things is the principle that has always been the slogan of this institution—SERVICE. Not only does this bank reflect service—it has service literally built into it. It provides con-

veniences and means of service for the people of the community heretofore unprovided in Casey.

For instance, a very unusual feature of this building is its large rest room for ladies. This occupies the entire mezzanine floor over the rear of the large lobby. It is beautifully fitted up, and denotes excellent taste. It is spacious, cozy, comfortable, home-like. Plenty of easy lounging chairs, couch, writing desk, library table with women's magazines, and set off with curtains, draperies and rugs of unusual taste. Just the correct amount of ferns and palms to complete the setting. The ladies' rest room, with plenty of clean towels, is adjoining. This department supplied a much needed, but seldom found, convenience for a town of this size.

All other conveniences for the public found in modern banks are here. The private conference room for confidential discussion opens off the president's quarters in front of the lobby. The customers' room is in the basement, entered through the bank and a rear door. There is a private telephone booth; safety deposit boxes, reached through a private counting room for customers; library table at the front of the lobby, with latest farm magazines; marble settees along the wall; glass-topped check desk in the center of the lobby, supplied with every accessory; men's wash room to the rear of the lobby; an elegant, finely furnished director's room to the rear of the banking space—all these and other things are exponents of the word Service.

The building is thoroughly fire-proof. All woodwork is genuine mahogany. The large vault is of most modern type, built entirely within the building for safety, and equipped with steel filing cabinets and other modern fixtures. All the old furniture and fixtures were disposed of through one of the Northwestern Banker free classified ads, and every fixture and piece of furniture is new and modern.

The building has its own electric light plant, and a ventilating system by which a complete change of washed air may be forced every ten minutes.

The present officers of the Abram Rutt National Bank are: S. Lincoln Rutt, president; Wm. Valentine, vice-president; Harlie E. Smith, cashier; S. T. Lawler, assistant cashier; John F. Thompson and Peter Ludwig, directors. Its capital is \$50,000; surplus and undivided profits, \$25,000.

The officers and directors are certainly to be congratulated upon their judgment in selecting a monument for Mr. Rutt as fitting as this structure, and for their foresight in erecting a building that will remain for scores of years.

This building has attracted much attention among bankers, not only in western Iowa, but throughout the Northwest.—Adv.

FIRST NATIONAL BANK, FLANDREAU, S. D., REMODELS BUILDING.

The First National Bank of Flandreau, S. D., has recently completed some very handsome remodeling on their building.

The interior of the building has been enlarged, giving more space to the work room behind the counters and also to the lobby room. The lobby has been finished throughout in marble, the upper portion being of imported Italian marble with Vermont marble base. New bank fixtures of light oak and oxidized copper have been installed and the ceiling and the upper walls have been newly decorated. Two new rooms have been added and will be reserved almost exclusively for the use of patrons.

PROSPERITY VIEWS.

"I have never seen such prosperity as now prevails in America, and especially in the central, northwest and southern states," said Jesse R. Clark, of the Union Central Life Insurance Co. "It is the voicing of the accumulated demand for improved equipment and more land, and in the south it represents an astonishing recovery from a depression which a year ago appeared certain to be ruinous. This is a height of prosperity which developed quickly but gradually, and I expect it to continue indefinitely."

"We are in a better condition to take care of anything that may occur after the war. We have our federal banks to take care of any situation that may arise. The value of the federal banks is being demonstrated at the present time when in the face of a large demand for money to take care of the winter activities

they are supplying a heavy demand from the agricultural districts for money to invest in feeders that will take care of a large amount of the soft corn. The underlying business principles are good in this country and we ought to have a continued season of great prosperity," so says George M. Reynolds, president of the Continental and Commercial National Bank of Chicago.

John A. Cavanagh, vice-president of the Des Moines National Bank, Des Moines, says: "Prosperity prospects for nation, state and city were never better than at the beginning of this new year. We are not only enjoying the greatest prosperity here in the middle west that we have ever known, but the prospects are that 1916 will eclipse 1915. Prosperity is being passed around in such abundant fashion that there is a good helping for all."

FIRST NATIONAL BANK, LAKE CRYSTAL, MINN., IN PROSPEROUS CONDITION.

The First National Bank of Lake Crystal, Minn., is in a very good financial condition. The total resources of the bank foot up near half a million or to be exact \$456,029.40. The capital stock is \$30,000 and the surplus and undivided profits are \$12,373.81.

At the annual meeting the following officers were elected: G. Gutterson, president; William R. Cullen, vice-president; James Thomas, cashier; A. N. Olson, Leo Olson, and W. L. Thomas, assistant cashiers.

The only change in the directorate of the bank was Charles Fox, who was added to the board. Mr. Fox is the mayor of Lake Crystal and one of the prominent men of the city.

The State Bank of Renwick

Capital, Surplus and Profits \$75,000.00

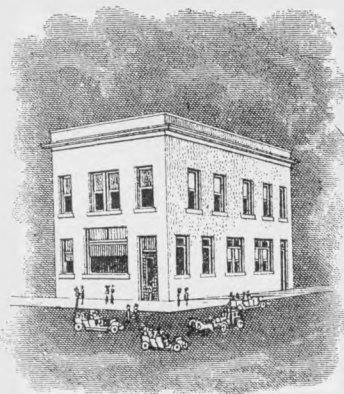
RENWICK, IOWA

The building owned and occupied by the State Bank of Renwick, at Renwick, Iowa, has been recently enlarged and remodeled, so that it is now of the most modern design in every respect.

New furniture and fixtures were installed, as well as an adequate supply of safety deposit boxes and a steel screw door safe, affording the utmost security.

The State Bank of Renwick was the first bank in the county to install a ledger posting machine, reflecting the policy of its officers for more than thirty years to keep fully abreast of approved methods and to give the bank at all times the stamp of stability and progress.

The present officers of the bank are: L. A. McMurray, president; L. M. Smith, vice-president; T. O. Heggen, cashier. The directors are: L. A. McMurray, L. M. Smith, Homer A. Miller,



T. O. Heggen, Conrad Elmer and S. I. Gillespie.

The Farm Loan Department, established in 1884, is under the management of Cashier T. O. Heggen and makes a specialty of Corn Belt farm mortgages. It is a matter of special pride that this department has negotiated millions of dollars of farm loans for private investors, loan and insurance companies, since its organization, without the loss of a dollar in interest or principal.

Correspondence is solicited from interested parties. The record of the past is ample assurance of conservative and able management that fully protects the interests of investors at all times.

The growth of the State Bank of Renwick has been rapid but consistent, and with the added facilities further progress is anticipated with equal confidence.—Adv.

A. O. NETLAND ELECTED PRESIDENT OF THE STATE BANK OF NORTHFIELD, MINN.

A. O. Netland has succeeded Wm. W. Pye as president of the State Bank of Northfield, Northfield, Minn. Mr. F. A. Ruhr succeeds Mr. Netland as vice-president. S. A. Netland continues as cashier and active managing officer of the bank.

The increase in the bank's resources for the past year is about \$50,000.

FARMERS AND MERCHANTS BANK, MARIETTA, MINN., DECLARES 12% DIVIDEND.

The Farmers and Merchants State Bank of Marietta, Minn., has declared its third annual dividend of 12 per cent. The deposits of the bank have increased over 35 per cent since December 31, 1914. This is a splendid showing.

On September 1, 1911, the deposits amounted to \$12,818.28 and on December 31, 1915, they had soared to the total of \$117,256.85.

THE AMERICAN BANK PROTECTION COMPANY, MINNEAPOLIS, PROTECTS THOUSANDS OF BANKS.

The American Bank Protection Company of Minneapolis, Minn., is protecting thousands of banks with their electric burglar alarms and they have a clean record for sixteen years of protecting these banks, whose deposits exceed three billion dollars, without a robbery or the loss of a dollar.

A few of the banks that are securely protected in this way are: Federal Reserve Bank, Minneapolis, Minn.; Title Guarantee and Trust Co., New York (two

systems); Grand Island National Bank, Grand Island, Neb.; Citizens Bank, Stuart, Neb.; State Treasury, Des Moines, Iowa; Winneshiek Co. State Bank, Decorah, Iowa; Bennett Loan and Trust Co., Sioux City, Iowa; Dakota State Bank, Oldham, S. D.; Citizens State Bank, Arlington, S. D.; First National Bank, Grand Forks, N. D.; First National Bank, Williston, N. D.; Farmers State Bank, Maddock, N. D.

The American Bank Protection Company is endorsed by state bankers' associations and the leading bonding companies.

A. MOORMAN & COMPANY, ST. PAUL, DOING A SPLENDID BUSINESS.

A. Moorman & Company of St. Paul, Minn., exclusive bank building designers and builders, have just closed a remarkably successful year's business wherein they constructed and remodeled some twenty-five buildings under their one contract method, designed some fifteen buildings as architects only and furnished the interior equipment for some twenty-five buildings other than those which they built themselves. This work covers the great Northwest, extending from Sturgeon Bay, in northwest Wisconsin, to Minatare and Sidney, in extreme western Nebraska.

The outlook for the coming year is that they will very substantially increase the fast growing list of Moorman built banks, as bankers are coming to realize that the work of designing, building and equipping a bank building correctly is the work of specialists and that it requires the experience of an organization such as Moorman & Company to insure that the building will be constructed properly and will contain the conveniences so necessary to the modern bank.

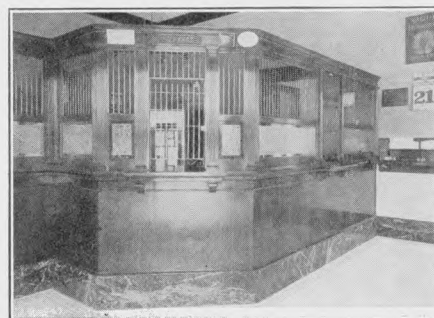
THE SMITHLAND BANK, Smithland, Iowa



Bank Building

Responsibility
\$300,000.00

- M. A. Clark.....President
- L. S. Gams.....Cashier
- Anna Hjort.....Ass't. Cashier



Banking Room

This strong financial institution, conducting a general banking, real estate and insurance business, was established in January, 1903, and occupied a frame building formerly used as an insurance office.

Its steadily increasing business in time made it necessary to secure larger quarters and it recently erected and moved into the new and modern building shown above, not only giving it greater facilities for handling its business, but also giving it one of the most up-to-date bank homes in the state and a structure that the people of this community point to with much pride.

Contributing to the success of this institution is the fact that its officers have grown from boyhood in this community and their wide acquaintance is a very valuable asset. The owners of this bank also own nine farms comprising about twenty-five hundred acres of rich farming land within a radius of ten miles from Smithland, and this being a private bank, all this land is additional security for its depositors, placing more than three dollars in real estate back of every dollar of deposits and making it an institution of unusual strength.

PEOPLES STATE BANK

HUMBOLDT, IOWA

The remodeling of this bank has been so thorough and complete that it almost amounts to a new building, housing modern equipment throughout.

The entire interior was rearranged and redecorated so that it is one of the most attractive banks in the state. Marble was extensively used in the new fixtures and finish.

A feature of special note was the construction of a thoroughly modern vault, containing a burglar-proof safe of the latest type.

The entrance was entirely changed during the process of remodeling, adding to the attractiveness and convenience of the bank to its customers.

The Peoples State Bank, with Mr. Frank Corey as president and F. A. Ayers as cashier, is enjoying a rapid and substantial growth. Its deposits have made a large increase during the past year. With the added facilities of the remodeled interior, coupled with aggressive efforts for new business, the future progress of this substantial institution is thoroughly assured.



Fine New Home of Merchants National Bank, St. Paul, Minnesota.

SEVERAL CHANGES MADE IN THE OFFICERS OF THE NATIONAL BANK OF THE REPUBLIC, CHICAGO.

Some recent changes have been made in the official staff of the National Bank of the Republic, Chicago.

R. M. McKinney, formerly cashier, has been elected second vice-president; James M. Hurst, formerly assistant cashier, has been elected third vice-president, and O. H. Swan, formerly assistant cashier, has been promoted to the cashiership.

The entire official force now is as follows: John A. Lynch, president; William T. Fenton, first vice-president; Robert M. McKinney, second vice-president; James M. Hurst, third vice-president; O. H. Swan, cashier; Wm. B. Lavinia, Thos. D. Allin and Louis J. Meahl, assistant cashiers.

S. T. KIDDOW ELECTED VICE-PRESIDENT LIVE STOCK EXCHANGE NATIONAL BANK, CHICAGO.

On the day that Melvin A. Traylor was elected president of the Live Stock Exchange National, S. T. Kiddoo, for four years cashier of the Sioux Falls National, South Dakota, was elected to the office of vice-president of the stockyards institution. Mr. Kiddoo was last year president of the South Dakota Bankers Association and has always been active in association work, where he has made a large number of friends and acquaintances throughout the Northwest. During his term of office with the Sioux Falls National Bank that institution more than quadrupled its deposits, and he brings to the Live Stock Exchange National a wide experience and thorough knowledge of the conditions and requirements of the banks of the Northwest. He is thoroughly experienced in the handling of cattle paper and will be a valuable addition to the forces of the Live Stock Exchange National.

Mr. Kiddoo, as well as Mr. Traylor, is a young man, but thirty-two years of age. His father is a big fancy-stock man and farmer at Joy, Ill., where he was born. He was educated at Knox College, Galesburg, and is married to the daughter of a well-known banker at Mineral, Ill. Before affiliating with the Sioux Falls National Bank he spent four years in a small bank at Wall, S. D., in the range country. Mr. Kiddoo is a likable and progressive young man and his friends wish him continued success and advancements in his new location.

John Jones has been elected to the position of cashier of the Parnell Bank, Parnell, Iowa.

Do Your Present Quarters Give the Impression of a Strong, Secure Financial Institution?

Study These Facts---54 Banks Have Found Them Vital to Their Increased Success.

Your banking quarters give to everyone who sees them a certain impression. How are these people impressed, Mr. Banker? Imagine yourself a stranger to your institution. Would they give you that unconscious impression of strength, of security, stability, dignity—the very things that should characterize a Banking Institution?

The people of your community, unconsciously or otherwise, instinctively compare your bank with others—with the big, dignified structures of other towns and cities, and we judge everything by comparison.

It isn't theory, but established fact, proven by the experiences of scores of bankers like yourselves, that a change to quarters that characterize the things a bank stands for means increased confidence, respect and deposits.

Get this fact, Mr. Banker. Every bank that we have designed has had a large and permanent increase in deposits, and some have actually **doubled their deposits the first year.**

This fact alone is of sufficient importance to justify you in remodeling or rebuilding.

But There Are Other Reasons

Possibly you and your associates are now working under a handicap. The Abram Rutt National Bank of Casey, Ia., were agreeably amazed at this fact. They now work under conditions that enable a much higher degree of working efficiency. Their modern quarters, better facilities, perfect ventilation, ample light—in a word, their now perfect working conditions enable a maximum of efficiency they never knew before. They would tell

you that this one advantage would more than justify you in remodeling. Mr. S. Lincoln Rutt, president of this bank claims he feels their new building has even increased the value of surrounding farm land, and that the farmers themselves claim it.

54 Banks

Fifty-four banks, all impressive, dignified, modern structures, all designed and built by us to date. The officers of these banks will tell you that their deposits have increased—that they never knew what working efficiency really meant until they occupied their new quarters. All will tell you they were completely satisfied with our services, and the advantages of our system.

Further, these 54 institutions will never have it to do again—their splendid quarters are built for permanency.

Think of the impression a handsome, dignified, new financial structure in your town would have upon the people of your community—just as these 54 have in their communities. Think of the increased prestige and confidence it would inspire—of the increased deposits that would result—of the perfect, sanitary and highly efficient working conditions yourself and associates would have. Then remember that once it is done, it won't be necessary again. The first cost is the only cost. In buying automobile tires, you figure the cost per mile. Figure this in cost per year, and it is insignificant, in comparison to the great advantages.

We put it up to your best judgment—isn't it worth study, investigation and careful consideration? Weigh the facts.

(Continued on next page.)

Our new system of building and remodeling will

- make building a pleasure instead of a burden and worry.
- assure everything going through smoothly, without a single hitch.
- complete the work ON TIME, no matter how limited your time.
- save you considerable money over the old system.
- guarantee you the same high degree of satisfaction 54 other bankers like yourselves have experienced.

Scores of bankers have gone through no end of worry, planning, changing, shifting, replanning—only to find on completion of their building that something was forgotten, left undone, or something should have been arranged differently.

Ask almost any banker who has recently constructed a new building and you will find that this was his experience. It is the result of the old way of proceeding and building.

But you can avoid all this. Our system and our organization, our complete equipment and facilities, our long experience, specialized on bank buildings, do away with it.

Ask any of the 54 bankers like yourself who recently erected new banking structures under the Lytle System—we will gladly furnish the names—and without a single exception we are confident they will tell you there was no worry, burden, or fear for the outcome connected with their building—that everything was very satisfactory to them on completion. They will tell you that the work went along smoothly without a hitch—that we saved them money under our system—that the work was finished on time, though some required the emergency work only a large, highly efficient and specialized organization like ours could handle.

We believe they will all tell you prac-

tically the same thing Geo. W. Walters, president of the Harlan Bank, Harlan, Iowa, told us. In writing, Mr. Walters says in part, "It has been a great pleasure to me to be able to recommend the Lytle Company for honorable and square dealings in the building of our new bank building. Your methods were new to me when I first talked to you, but I would not now go back to the old methods. When one can get a concern like yours to take over all the responsibility and be relieved of all concern like I was, it makes it a real pleasure rather than a burden to build, and should I ever build or improve another structure, I would just turn it over to you and go visiting. Wishing you the success you deserve, I am," etc.

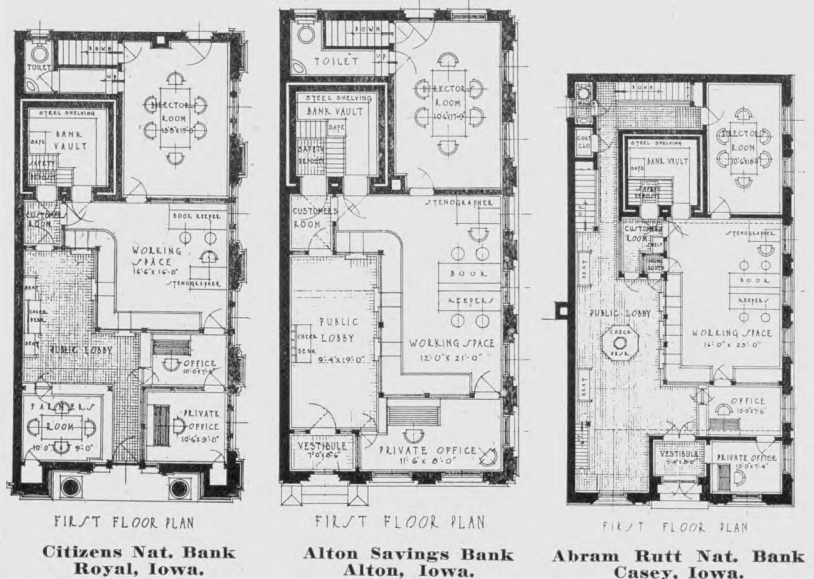
(Continued on last page of this insert.)



Here are some practical suggestions—

These bank buildings were erected under the Lytle System—study the plans.

Three Popular Floor Plans



Believing that this very gratifying letter from the publisher of the Northwestern Banker will mean more to you than anything we could tell you about ourselves, we have secured permission from Mr. DePuy to reproduce it here.

DEVOTED TO THE BANKING INTERESTS OF THE NORTHWEST

The Northwestern Banker

PUBLISHED BY
THE NORTHWESTERN BANKER
PUBLISHING CO.

Des Moines, Iowa

CLIFFORD DEPUY
PUBLISHER

SATURDAY,
Jan. 15th,
1916.

THE LYTLE COMPANY,
Sioux City, Iowa.

Gentlemen:—

I believe it will interest you to know that during the preparation of our **BANK BUILDING AND PROSPERITY NUMBER**, our men have made personal visits of inspection and investigation to scores of new bank buildings in the Northwest states, and that incidentally we have had the opportunity in this way of personally investigating the results of many of the building and remodeling jobs under your system.

I am sure you will be pleased to know that our men, in every case, found the officers of these banks well pleased with the results and with your system. Some were even enthusiastic. Our investigators report that your buildings compare A-1 with any in this section of the country, in many instances being the finest building in the town. They seem to be especially well designed to meet the peculiar requirements of the bank.

(Continued next column.)

In many instances, our men found dissatisfaction over a finished building or remodeling job, where something was done wrong, or forgotten during the course of construction, but we found no instances of this where your organization handled the work. The trouble usually seems to be in letting too many different concerns handle the various phases of the work, and the resulting lack of general harmony and co-operation.

We have received some expressions about your new system you may like to hear. These bankers seem to feel that it is an advantage in that it does away with the fear of a general contractor slighting the quality of the material or in other ways cutting down for his own benefit, when he contracts in a lump sum for the entire job. They seem to feel that your system assures them of honest, unbiased service, and that everything has been done for the best of their interest, rather than the contractor having cause to work for his own.

Now, I am holding what I consider the most pleasing news for you to the last. Of the things we have found in this investigation, it seems to me that this should mean the most to you. You seem to have won the complete confidence of the bankers whom your organization has served. It is not only your system and the satisfaction you seem to have rendered, but in your dealings with them they have been impressed with your sincerity of purpose and integrity. I believe most of these bankers would feel safe in entrusting their work to you under ANY kind of a system.

You certainly have reason to be proud of your record, and I congratulate you on it.

I just wanted to tell you these things, because I know what an inspiration news of this kind is to us when it is we who are concerned.

Wishing you all possible success, I am,

Sincerely yours,
THE NORTHWESTERN BANKER.
Clifford DePuy,
Publisher.

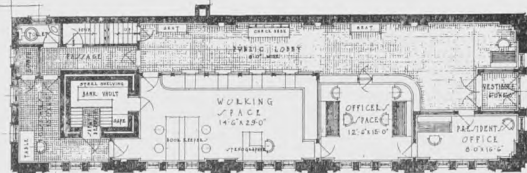
C.D. P.D.



Interior view.
Spirit Lake National Bank.

Back of the "Lytle System Service" is financial soundness, known integrity and established confidence. These do not come over night, but are the slow growth of years.

We are large enough for the largest building and for any emergency. The coupon on next page makes it easy to get in touch with us.



FIRST FLOOR PLAN

Mapleton Trust & Savings Bank, Mapleton, Iowa.



Abram Rutt National Bank, Casey, Iowa.

(See next page.)

Here's Why, Mr. Banker—

We are the ONLY concern specializing in the design, construction, and equipment of bank buildings that has nothing to sell but a distinct, unbiased, highly specialized SERVICE. Bank designing and building is not our sideline—it is our specialty.

We place at your disposal our large, fully equipped, specially trained organization. We are adequately equipped to carry out every detail—from the first rough sketch (submitted free) to the finished interior decorating. In every branch, we give you the advantage of specialized training and long experience, plus the general harmony and co-operation of one organization.

As architects, for instance, we are more efficient for the scientific and proper planning of a bank structure, and its peculiar needs, than the regular practicing architect who does not specialize on banks, but produces

plans for residences, churches and other buildings.

We work with you, and for you. Your interests are ours—must be under our system. All we have to sell is service.

Here's where we save you money. We are the largest purchasers of building material in this section of the country, and can frequently save the amount of our services (our one profit) on the building material item alone, to say nothing of the saving we effect by the superiority of our organization.

Remember, you are not charged two profits under the Lytle System. You pay for all material. We charge no profit on that. Our service fee is our one profit—and you will know in advance just what that amounts to. It remains the same regardless of any fluctuation in the final cost of the building.

Sketches Are Free

On request, we will prepare, free of charge, and without obligation on your part, sketches embodying your ideas. We will make estimates for a new building or remodeling. With our estimates of the cost of the work, you can safely lay the matter before the board of directors and feel assured that the final cost will be within the amount appropriated.

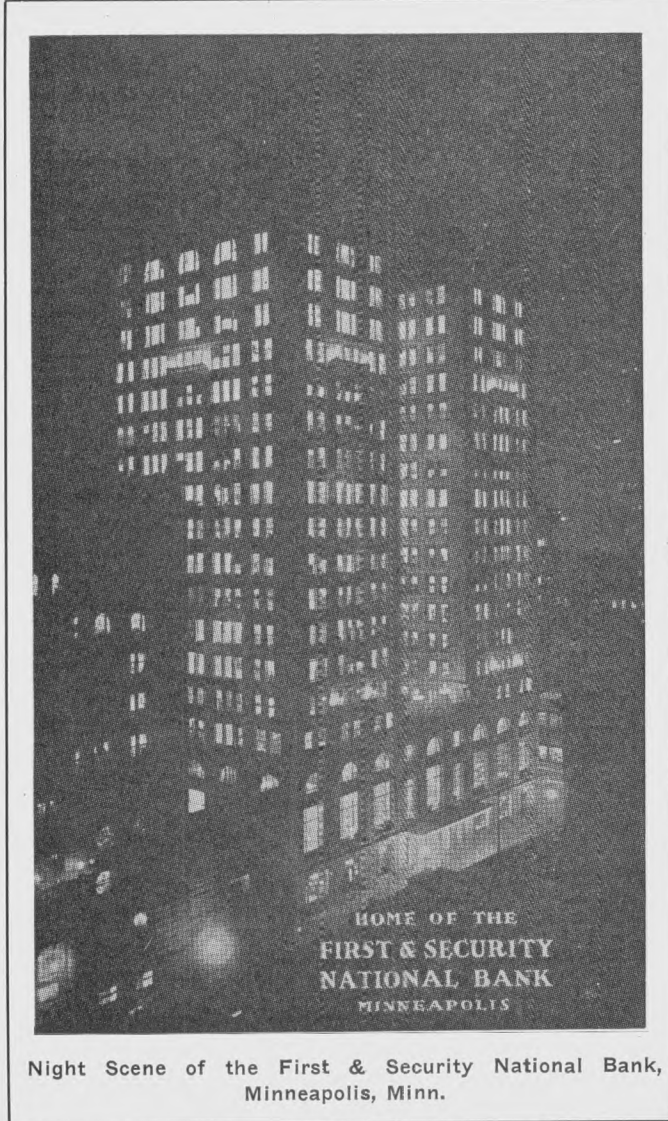
You cannot afford to take a step until you have consulted us in detail, and know exactly what we are in position to do for you. If you are not yet ready to build or remodel, tear out this complete advertisement and pigeon-hole it for future reference. The coupon in the corner is for your convenience if you are interested.

THE LYTLE COMPANY, Sioux City, Iowa

The LYTLE COMPANY, Sioux City, Ia.

SOME DEPOSITS ACCORDING TO THE LAST CALL.

Bank	Town	Deposits
First National, Armstrong, Iowa.....		\$ 209,568.73
First National, Ayrshire, Iowa.....		190,883.27
First National, Cambridge, Iowa.....		161,616.81
City National, Clinton, Iowa.....		2,839,084.91
First National, Coon Rapids, Iowa.....		271,078.37
City National, Council Bluffs, Iowa.....		1,153,407.99
First National, Davenport, Iowa.....		3,054,195.52
Iowa National, Davenport, Iowa.....		2,588,742.34
Des Moines National, Des Moines, Iowa.....		6,602,355.43
Iowa National, Des Moines, Iowa.....		7,273,043.85
Des Moines Savings, Des Moines, Iowa.....		2,534,516.46
Valley Savings, Des Moines, Iowa.....		1,206,738.53
Valley National, Des Moines, Iowa.....		2,532,052.01
Citizens National, Des Moines, Iowa.....		1,881,542.05
First National and Farmers & Citizens Savings, DeWitt, Iowa.....		1,068,510.63
Dubuque Savings, Dubuque, Iowa.....		1,000,212.62
Second National, Dubuque, Iowa.....		1,500,828.67
Iowa Savings, Estherville, Iowa.....		538,295.86
Provident Savings, Estherville, Iowa.....		422,817.56
First National, Indianola, Iowa.....		251,690.84
Citizens Bank, Lake City, Iowa.....		316,847.37
First National, LeMars, Iowa.....		1,117,901.72
First National, Lyons, Iowa.....		627,398.95
Lyons Savings, Lyons, Iowa.....		1,348,729.31
Citizens State, Mediapolis, Iowa.....		660,794.47
First National, Milford, Iowa.....		338,736.28
National State, Mt. Pleasant, Iowa.....		480,789.50
First National, New Hampton, Iowa.....		641,523.14
Second National, New Hampton, Iowa.....		702,438.76
Ottumwa National, Ottumwa, Iowa.....		1,150,245.28
Wapello Co. Savings, Ottumwa, Iowa.....		440,142.74
Oskaloosa National, Oskaloosa, Iowa.....		631,878.19
Union Savings, Oskaloosa, Iowa.....		325,486.42
First National, Rock Rapids, Iowa.....		343,393.29
Lyon Co. National, Rock Rapids, Iowa.....		422,995.83
Continental National, Sioux City, Iowa.....		397,435.39
First National, Sioux City, Iowa.....		6,174,816.30
Live Stock National, Sioux City, Iowa.....		2,612,298.75
Security National, Sioux City, Iowa.....		3,659,979.76
Citizens National, Storm Lake, Iowa.....		491,377.50
Commercial National, Waterloo, Iowa.....		2,472,502.44
First National, Hastings, Neb.....		1,400,859.55
First Bank of Miller, Miller, Neb.....		91,719.00
First National, Omaha, Neb.....		12,116,626.21
Live Stock National, Omaha, Neb.....		2,718,940.44
Merchants National, Omaha, Neb.....		7,780,926.50
Stock Yards National, Omaha, Neb.....		6,183,929.12
U. S. National, Omaha, Neb.....		13,204,271.44
Scottsbluff National, Scottsbluff, Neb.....		350,466.78
Saunders Co. National, Wahoo, Neb.....		297,689.20
Nebraska State Savings, Wahoo, Neb.....		204,002.74
Farmers & Merchants, Argyle, Minn.....		476,177.53
First National, Brainerd, Minn.....		1,061,679.55
Fergus Falls National, Fergus Falls, Minn.....		1,056,667.34
First & Security National, Minneapolis, Minn...		64,910,114.41
Northwestern National, Minneapolis, Minn....		45,757,466.40
Minnesota Loan & Trust, Minneapolis, Minn...		3,555,577.18
Merchants National, St. Paul, Minn.....		26,013,088.38
Stock Yards National, So. St. Paul, Minn.....		2,424,250.46
Citizens State, Trosky, Minn.....		113,449.31
First National, Grand Forks, N. D.....		2,451,005.80
Bank of Brookings, Brookings, S. D.....		1,055,810.07
First National, Colman, S. D.....		233,693.15
First Trust & Savings, Mitchell, S. D.....		159,526.54
Commercial & Savings, Mitchell, S. D.....		634,633.34
First National, Mitchell, S. D.....		570,185.75
Mitchell National, Mitchell, S. D.....		1,286,520.74
Mitchell Trust, Mitchell, S. D.....		295,700.01
Western National, Mitchell, S. D.....		582,202.88
Security National, Sioux Falls, S. D.....		2,843,059.47
Sioux Falls Savings, Sioux Falls, S. D.....		2,600,149.82
Dakota State Bank, Tripp, S. D.....		199,690.81
Continental & Commercial National, Chicago..		204,507,924.87
Live Stock Exchange National, Chicago.....		13,270,742.97
National Bank of Republic, Chicago.....		25,484,483.26
Corn Exchange National, Chicago.....		79,659,593.12
Union Trust Co., Chicago.....		29,338,284.03
Mechanics & Metals National, New York, N. Y..		203,067,353.31
National Park Bank, New York, N. Y.....		166,474,440.33
Guaranty Trust Co., New York, N. Y.....		418,549,861.99
Hanover National, New York, N. Y.....		169,526,251.52
Seaboard National, New York, N. Y.....		48,680,211.75



Night Scene of the First & Security National Bank, Minneapolis, Minn.

National Bank of Commerce, New York, N. Y...	257,415,315.88
Bank of North America, Philadelphia, Pa.....	16,951,876.08
First National, Philadelphia, Pa.....	30,877,787.92
Fourth Street National, Philadelphia, Pa.....	52,963,826.37

SEVERAL CHANGES IN OFFICIAL STAFF OF FIRST NATIONAL BANK, CHICAGO.

Several changes have taken place in the official staff of the First National Bank, Chicago, which in addition to the election of James B. Forgan to the position of chairman of the board and F. O. Wetmore to the presidency are as follows:

Charles H. Newhall, owing to the condition of his health, has retired from the vice-presidency in charge of Division E and has been succeeded in that position by William J. Lawlor, formerly assistant cashier. John P. Oleson has been advanced from the position of assistant cashier to that of vice-president and James B. Forgan, Jr., has been transferred from the Second Security Bank to the position of assistant cashier to assist Mr. Lawlor, vice-president, in Division F, while Arthur P. Kemp has been advanced to the position of assistant cashier to take the place of Mr. Lawlor in Division C under Charles N. Gillett, vice-president, and H. A. Howland, cashier.

THE ANITA BANK, ANITA, IOWA



The new home shown in the accompanying photograph crowns a long record of progress for the Anita Bank, Anita, Iowa, which was established in 1876 and is the oldest institution in that progressive city. The bank was founded by C. M. Myers. Hon. John C. Voorhees was elected president in 1903 and under his direction the progress of the institution has been marked. Harry C. Faulkner is cashier, Leon G. Voorhees and W. D. Smith, assistant cashiers. The capital and responsibility of the bank are now \$150,000.

The new building was erected to secure increased efficiency and to express its officers' faith in the future of the community. Perfect lighting, ventila-

tion and equipment are notable features that impress the visitor. The interior finish is marble, tile and oak. The walls are attractively decorated. The vault is of the latest steel lined construction, on a foundation of concrete extending several feet below ground, equipped with steel filing cabinets, built-in safe and 150 safety deposit boxes. The building is electric lighted and there are convenient conference rooms adjoining the president's office, also a ladies' rest room.

The people have shown their confidence in this bank and its officers by electing President Voorhees to represent the district in the state senate. —Adv.

SCANDINAVIAN-AMERICAN BANK OF GRAFTON, N. D., MAKES REMARKABLE SHOWING DURING THE TWO YEARS SINCE ITS ORGANIZATION.

The Scandinavian-American Bank of Grafton, North Dakota, was organized in 1913 and is in its own building, which is two stories, faced with Hebron pressed brick and white Bedford stone trimmings and cornice. The fixtures of the bank are of antwerp oak, as are also the desks and chairs. The walls are painted to height of wainscoting to give a leather effect.

The officers are: J. L. Cashel, president; Gunder Olson and G. N. Midgarden, vice-presidents; T. O. Chantland, cashier, and M. J. Cashel, assistant cashier.

The deposits at the end of the first year's business

were \$50,000 and on December 31, 1915, they were \$241,000. The total resources of the bank now are \$300,000.

JAMES C. DAVIS ELECTED VICE-PRESIDENT OF THE KEOKUK SAVINGS BANK, KEOKUK, IOWA.

At the annual meeting of the directors of the Keokuk Savings Bank, Keokuk, Iowa, the following officers were elected: A. E. Johnstone, president; H. L. Connable, vice-president; James C. Davis, vice-president; F. W. Davis, cashier, and H. W. Wood, assistant cashier. Mr. Davis, before changing his residence from Keokuk to Des Moines, was vice-president of this

First National Bank of Rock Rapids, Iowa



CHAS. SHADE, President

If ever a bank deserved a fine new home, it is the First National of Rock Rapids, Ia. It has deserved a new home, and it is now a realization, one of which its officials may well be proud.

The First National has an unusual record, due in large measure to the aggressiveness, initiative and ability of its president, Mr. Chas. Shade.

Mr. Shade is well known among the Bankers of the Northwest and in 1913 was elected president of the Iowa Bankers Association. He is president of some unusually successful banks. Perhaps his greatest record was made as cashier and president of the Savings Bank of Larchwood, Iowa. Under his active management, this bank always paid a ten percent dividend, and has made \$198,000 out of its original capital of \$7,500. The capital of this bank is now \$90,000.

Mr. Shade assumed the presidency of the First National at

Rock Rapids in 1902. Under his administration its capital has been increased from \$50,000 to \$100,000, its surplus from \$10,000 to \$40,000, and \$10,000 undivided profits accumulated, thus making a total increase from \$60,000 to \$150,000. In the meantime this bank has always declared a dividend of 8% or better, has paid its stockholders, up to January, 1915, an average of 22½ per cent net, and has increased the value of its stock from \$110.00 to \$300.00 a share.

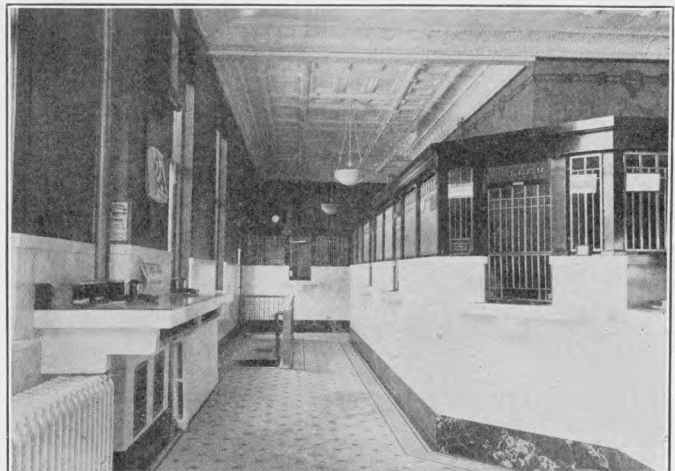
In addition, a Farm Loan department has been added, which is no small part of the business, and now has over \$9,000,000

in farm loans on its books. It also has a large Life Insurance department.

Recently the interior of the bank was entirely remodeled. A representative of the Northwestern Banker found it to be one of the most attractive, up-to-date and efficiently arranged banks in Northern Iowa. It is indeed a credit to the community—lastingly so. It is finished in Colorado Yule marble, which is pure white, and gives the bank a distinctive and attractive individuality. The woodwork is mahogany, with brass trimmings.

The vault is large and in three sections. The most pleasing feature, however, is the fact that everything is ideally arranged for convenience and banking efficiency.

The people of Rock Rapids have every reason to be proud of this institution, both as a beautiful and modern bank and as a successful institution.—Adv.



bank and his re-election is pleasing to his many Keokuk friends.

The directorate of the bank was increased from five to seven members. The membership is as follows: A. E. Johnstone, H. L. Connable, F. W. Davis, B. B. Jewell, B. L. Auwerda, James C. Davis, Edward K. Johnstone. The last two are the new members.

THE WORTHINGTON SAVINGS BANK, WORTHINGTON, IOWA, HAS NET EARNINGS FOR THE YEAR OF 41 PER CENT.

The Worthington Savings Bank of Worthington, Iowa, has just closed one of the most successful years in its history, with net earnings of 41 per cent.

All the officers and directors were re-elected and it was decided to increase the capital from \$11,000 to \$25,000. The bank was organized in 1900 and a dividend of 10 per cent has been declared for several years. On December 31, 1904, the deposits amounted to \$79,181.39, and on December 31, 1915, they totaled \$220,632.51.

S. B. Lattner is president, W. D. White vice-president and Edw. Tobin cashier.

THE FIRST NATIONAL BANK, ADAIR, IOWA, ELECTS OFFICERS.

The First National Bank of Adair, Iowa, has elected its officers for the ensuing year as follows: M. H. Welton, president; M. L. McManus, vice-president; H. C. Westergaard, vice-president; M. I. Westergaard, cashier, and J. F. McManus, assistant cashier.

The deposits of the bank have been increasing steadily since the first of November, when the new management took over the affairs of the bank.

The capital of the bank is \$35,000.00.

JOHN WITTE, JR., ELECTED ASSISTANT CASHIER OF THE PEOPLES SAVINGS BANK, ST. BENEDICT, IOWA.

At the annual meeting of the stockholders of the Peoples Savings Bank, St. Benedict, Iowa, the same officers and directors were re-elected. The increase of business during the past year has warranted an increase in the office force, and accordingly John Witte, Jr., has been elected assistant cashier. The regular 10 per cent dividend was declared and \$1,000 was set aside as a surplus fund.

J. Z. MILLER, JR., RESIGNS AS FEDERAL RESERVE AGENT AT KANSAS CITY, MO.

J. Z. Miller, Jr., federal reserve agent and chairman of the board of directors of the federal reserve bank at Kansas City, recently resigned and was immediately elected governor of the bank. Charles M. Sawyer, who was governor, will succeed Mr. Miller as federal reserve agent.

FIVE AND A HALF MILLION DOLLAR INCREASE IN ABERDEEN BANK CLEARINGS OVER 1914.

The banks of Aberdeen, S. D., gained last year \$5,576,137.95 in bank clearings over the year of 1914.

The year showed a general rising business from month to month, closing with the clearings reaching the \$4,000,000 mark every month during the last quarter.

In November the clearings reached the highest figure they have ever been in the history of the city, the figure for that month being, \$4,630,734.



STATE BANK OF WATERTOWN
WATERTOWN, MINNESOTA
(Now Under Construction)

Plan Your Building Early

Few bankers appreciate the savings to be made in carrying on building operations by starting the planning of the new building in the fall or early winter. There are three very important reasons for this:

FIRST: A saving of from five to fifteen per cent is made possible by buying skill, labor, and materials when the markets are low.

SECOND: Promptness and delivery on time are made possible by avoiding congested markets.

THIRD: Keener competition will result, as contractors are usually unemployed during the winter and early spring.

PLAN IT EARLY AND HAVE
MOORMAN PLAN IT

We have prepared an interesting little pamphlet, outlining the many advantages of carrying on building operations early, which will be mailed free to bankers upon request, together with our book of Bank Buildings.

A. MOORMAN & COMPANY

SAINT PAUL

::

MINNESOTA

At the meeting of the directors of the First National Bank, Brooklyn, Iowa, President B. M. Talbott and Edwin H. Talbott, assistant cashier, were re-elected. Mr. N. H. Wright resigned as cashier and A. B. Talbott was elected to the cashiership. R. J. Breckenridge was elected vice-president.

These unprecedented figures denote a steady increase in business in Aberdeen during the year, and an exceptionally heavy business during the fall and winter months, which was brought about by the marketing of the season's bumper grain crop.

FIRST NATIONAL BANK, OMAHA, TO HAVE A VERY HANDSOME STRUCTURE.

The fourteen-story building for the First National Bank of Omaha, Neb., shows in the plans a marble, tile and brick finish. The entire second floor, together with the mezzanine and fourth floors, will be occupied by the bank and the First Trust Company. The main floor will be used exclusively as a counting room, all of the working force, other than tellers and bookkeepers, being on the mezzanine floor.

The main banking room on the second floor, 60 by 130 feet, is treated on the order of a Roman colonnaded basilica with central lobby rising two stories high, thirty feet wide and ninety-six feet long, finished in Tennessee marble, with vaulted ceiling divided into panels by segmental arches.

BANKING IN THE DAYS OF ROME.

Impressive and interesting are the ruins, according to Noble Foster Hoggson, which remain of what once were the banking establishments of the Roman Re-

public. These offices were situated in a row along the north side of the Forum on the street called Janus, the Wall Street of the time. This spot is known to have been frequented by bankers and money changers since the fourth century B. C., although the present buildings date from a period two hundred years later, when the old shops were destroyed by fire. When reconstructed they were amalgamated into the Basilica Aunilia, the new court-house built by Lucius Aeurilius Paulus, overlooking the public square.

The offices were distinguished by numbers on pillars of the portico outside. We find reference to one of them in the works of Catullus.

Our sense of the actuality of ancient civilizations is, perhaps, never stirred so strongly as when we look upon the scenes of their every-day transactions. The Parthenon and the Coliseum fail to give us that feeling of intimacy with the Greeks and the Romans which we have when we see what is left of the less pretentious buildings in which the ordinary business of the day was carried on.

Th well-worn marble floors of these re-discovered offices were found covered with loose coins which must have been scattered at the time of a great fire, as many coins have been melted and welded together and cemented against the marble slabs of the pavement.

An ancient bank consisted of a large, solidly constructed, though ill-furnished and badly lighted apartment in which the money changer sat on a high stool with his coins spread out before him under the protection of a wire netting.

An American teller would speedily have felt at home in these surroundings. We are apt to think of Roman bankers merely as money changers, forgetting that the broad and complicated commerce of Rome required a banking system of nearly as high a development as our own. A part of an ancient banker's daily routine would include the opening of accounts, the receipt of deposits, the issuing of bills of exchange, the furnishing of letters of credit, the making of loans, the purchase of mortgages; in fact, most of the transactions performed by a modern cashier and his assistants. Interest was paid on time deposits, such deposits being termed credits as distinguished from the deposits which were deposits subject to call, and on which no interest was paid. The rates of interest in use were, at first, high, but decreased in the last days of the Republic until, under the Empire, they were close to the modern rates, two and a half per cent being once recorded.

Although we have no evidence as to the existence of regular savings banks, we know that money could be put at interest or laid by for future emergencies in three ways: First, by trusting it to bankers; second, by entrusting it to priests, and third, by depositing it in safes guaranteed by the state. As regards the first case, that is, to save the depositor the trouble or danger of keeping the money and making payments at home, the banker paid no interest, but simply honored the checks of the client as long as there was a balance in his favor,



Fine New Home of the First National Bank, Omaha.

but when the money was deposited as a creditum, that is, at interest for a specified period of time, the banker was allowed to use and invest it to the best of his judgment.

Ample facilities were furnished by the state for the safe-keeping of money and other valuables. Public repositories were maintained by the government in which the citizens were given the use of guarded safe deposit vaults. The ruins of the buildings used for this purpose, some of which are of vast extent, give us a very definite idea of the solidity of the Roman economic system and the secure and firm foundation upon which its wealth was founded.

It savors of triteness to say that the Romans built for eternity, yet the words are expressive. Great care was lavished on unobtrusive details, and flimsiness of construction, whether of the building of a public repository or the organization of a department of the government, was ever avoided.

THE BANK IN THE SKY-SCRAPER.

The value of the tall piles we know as skyscrapers is no longer questioned, says William C. Lengel. Bearing the names of the banks occupying the first or the first two stories, these inspiring structures, piercing the very clouds, bring to those institutions an enviable prestige.

It is from the investment standpoint, however, that the combination bank and office building is proving most attractive. An office building properly executed will pay a splendid return on the investment. This is particularly true in medium sized cities. Here ground values have not become so high as to make the relation between the value of site and the cost of the structure disproportionate. No office building, where proper consideration has been given to the manifold details of the proposition should pay less than a five per cent return on the investment, and many of them pay much more.

The location of the building, the planning and the cost are the all-important elements. In the planning, both as to the bank interior and the office rooms above, too much care cannot be given. A poorly planned office building is foredoomed to failure. A bank building may be most impressive in appearance, yet possess faults of arrangement which cause permanent inconvenience to its occupants. A banking room, too, is primarily a place in which to transact business, and secondarily an object for admiration, so it is evident that the inside layout and arrangement must be considered first.

The advantage of a high priced, prominent corner lot upon which to build a bank is generally appreciated. The cost, however, frequently places a fixed charge on it for ground rent which practically precludes an indi-

The Fool does in the end What the Wise Man does in the beginning.
Anonymous.

Sharp People Use the

TRADE **EVERSHARP** MARK

Perfect Pointed Pencil

**THE
EVERSHARP**

It is always sharp, but never sharpened.

It holds eighteen inches of lead, either black or indelible.

It can be refilled a thousand times.

It is the finest finished and most perfectly balanced writing instrument in the world.

Thousands of users in all walks of life pronounce it indispensable.

Buy it, try it, test it for ten days and if you find that you can do without it, bring it back and get your money.

NO MORE WHITTLING.

NO MORE PENCIL SHARPENERS.

STYLES AND PRICES

Plain German Silver.....	\$ 1.00
Heavy Triple Plated Silver, Chased or Plain.....	1.50
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Heavy 12K Gold Filled.....	3.00
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14K Solid Gold.....	20.00
14K Solid Gold, Nicely Engraved.....	25.00
Elaborate Hand Engraved, 14K Solid Gold, the finest finished pencil made.....	50.00

All the above pencils, except the German Silver, are equipped with our new covered eraser, which is invisible except when in actual use.

All pencils have pocket clips attached unless otherwise ordered.

Extra leads, per box of twelve, enough to fill the pencil, Black, 25c; Indelible, 35c.

Mail orders filled promptly.

GUARANTEE: We will refund your money at any time within ten days if you are in any way dissatisfied with an EVERSARP.

EVERSHARP PENCIL COMPANY

**1149 Peoples Gas Building
CHICAGO**



vidual bank building, owing to the excessive rental that would be necessary. An office building, income-producing, relieves the bank of the prohibitive rental that would be called for by an individual structure, and helps to defray the expense of the rental for the space occupied in the skyscraper. Often a bank has trouble in financing an operation of this kind, and it becomes necessary to form a holding company to carry the property. This alternative is generally far from advantageous.

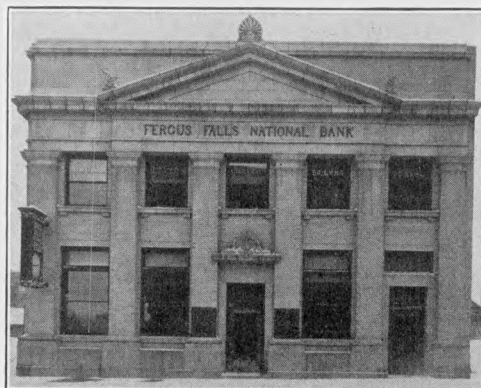
An organization has been formed recently that is furthering a feasible plan for financing bank buildings. Through this organization a bank may secure any site it desires, have a modern building erected to suit its growing requirements for years to come, and all without putting any of its own capital into the project.

Fergus Falls National Bank, Fergus Falls, Minn.

The accompanying cut shows the handsome new building of this progressive institution, which is growing rapidly but solidly with the growth and betterment of the community.

The capital stock has just been increased from \$70,000 to \$100,000, to provide the increased lines of credit demanded by the development of the surrounding country.

The Fergus Falls National now has deposits of over \$1,000,000.00, and reflects the prosperity of the Park Region. The new building provides safety deposit vaults and every modern convenience and service. It makes a specialty of farm loans at lowest rates



and enjoys a large business in this department.

Personal service is the watchword of the Fergus Falls National Bank. It is not content with merely loaning money. It seeks to help every patron in all legitimate ways. That the people are quick to appreciate this broad and liberal policy is demonstrated by the rapid growth of the bank, requiring the erection of a modern building which we are pleased to show in connection with this article.

The officers of the bank are: Joseph S. Ulland, president; E. H. Rich, vice-president; Frank J. Evans, cashier; Henry G. Dahl, assistant cashier.—Adv.

WADE KIRKPATRICK ELECTED VICE-PRESIDENT OF THE FIRST NATIONAL BANK AND THE HEDRICK STATE SAVINGS BANK OF HEDRICK, IOWA.

At the regular meeting of the board of directors of the First National Bank and the Hedrick State Savings Bank of Hedrick, Iowa, the following officers were elected: W. H. Young, president; Wade Kirkpatrick, vice-president; W. W. Young, cashier, and N. W. Bowlin, assistant cashier.

The combined capital and surplus of the bank is \$58,000,000.

THE UNION BANK OF SHELDON, IOWA, BECOMES THE UNION STATE BANK.

Articles of incorporation have been filed for the reorganization of the Union Bank of Sheldon, Iowa, a private institution, into the Union State Bank.

A. W. Sleeper, who continues owner of a large interest in the newly organized bank, first started in the banking business in 1878. The officers are: A. W.

Sleeper, president; W. P. Iverson, vice-president; H. P. Mousel, cashier.

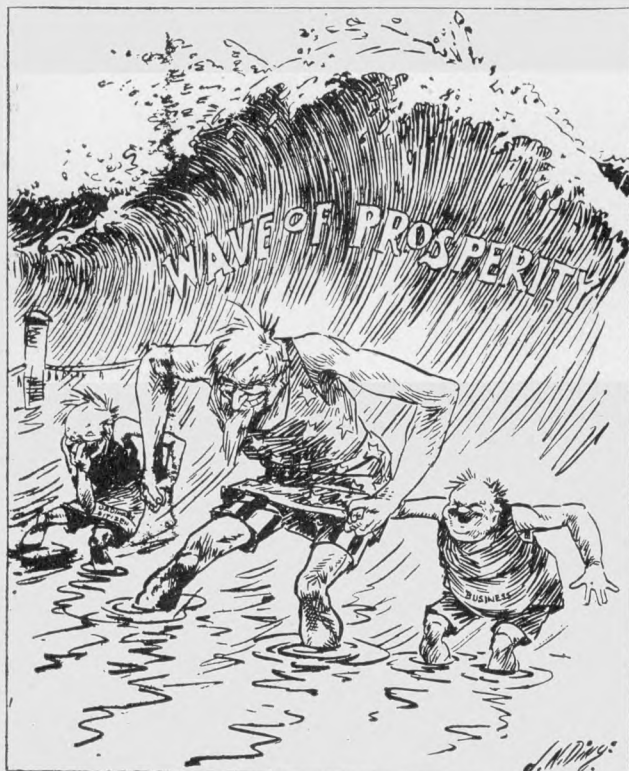
THE MANY NEW BANK BUILDINGS ERECTED INDICATE SUBSTANTIAL PROSPERITY.

The fact that hundreds of banks in the fertile territory covered by The Northwestern Banker have built new buildings or remodeled—many of them very elegant—tells in a forceful way the prosperity of this section.

The following are some of the banks which have erected new structures or remodeled during the past year or more:

Iowa.

Albert City, Farmers Savings Bank; Albia, First National Bank; Alburnett, Savings Bank; Altoona, Altoona Savings Bank; Anita, Anita Bank; Alta, Alta State Bank; Ashton, Ashton State Bank; Alton, Alton Savings Bank; Ayrshire, Citizens Savings Bank; Britt, Commercial State Bank; Britt, First National Bank; Brandon, Farmers Savings Bank; Bellevue, Bellevue State Bank; Breda, Farmers State Bank; Brooklyn, First National Bank; Bloomfield, The National Bank; Bridgewater, Bridgewater Savings Bank; Boyden, Boyden Bank; Carlisle, The Citizens Bank; Cumberland, First National Bank; Clermont, Farmers Savings Bank; Central City, Central City Savings Bank; Clarence, Clarence Savings Bank; Cantril, State Bank of Cantril; Centerville, Centerville National Bank; Casey, Abram Rutt National Bank; Dedham, German American Bank; Des Moines, Mechanics Savings Bank; Dyersville, The German State Bank; Eddyville, Eddyville Savings Bank; Elkader, Elkader State Bank; Eagle Grove, Security Savings Bank; Fort Madison, Fort Madison Savings Bank; Farragut, The Commercial Savings Bank; Fort Dodge, Fort Dodge National Bank; Fonda, First National Bank; Forest City, First National Bank; Guthrie Center, First National Bank; Grinnell, Grinnell Savings Bank; Glidden, First National Bank; George, First National Bank; Goldfield, Citizens State Bank; Hopkinton, The Hopkinton State Bank; Hospers, Hospers Savings Bank; Iowa City, Iowa City State Bank; Indianola, Warren County State Bank; Indianola, First National Bank; Iowa Falls, Peoples Trust & Savings Bank; Ira, Farmers Savings Bank; Iowa City, Johnson County Savings Bank; Keota, Farmers Savings Bank; Kesley, Bank of Kesley; Luxemburg, Luxemburg Savings Bank; Letts, The Citizens Savings Bank; Lockridge, Lockridge Savings Bank; Livermore, State Bank of Livermore; Lester, Citizens Savings Bank; Larrabee, Farmers State Bank; Lone Tree, Lone Tree Savings Bank; Lyons, Iowa State Savings Bank; Lake View, Lake View State Bank; Martinsburg, Martinsburg Bank; Massena, Massena Savings Bank; Madrid, Madrid State Bank; Marathon, First National Bank; Manchester, First National Bank; Macksburg, Macksburg National Bank; Monticello, Jones Co. Trust & Savings Bank; Oskaloosa, Peoples Trust & Savings Bank; Oxford Junction, Oxford Junction Savings Bank; Ocheyedon, Bank of Ocheyedon; Ottumwa, Ottumwa Savings Bank; Quimby, Citizens Savings Bank; Reinbeck, First Savings Bank; Renwick, First National Bank; Red Oak, First National Bank; Rock Rapids, Lyon Co. National Bank; Renwick, State Bank of Renwick; Rock Rapids, First National Bank; Royal, The Home State Bank; Royal, Citizens National Bank; Rockford, Rockford State Bank; Sutherland,



By J. N. Ding, Des Moines Register.
LET 'ER COME

The Macksburg National Bank, Macksburg, Iowa

This prosperous institution has recently occupied a new home in keeping with its growing business and importance, which is one of the most attractive banking houses in the state in towns of similar size.

The bank now has a capital and surplus of \$35,000.00, with total deposits of \$99,985.35, showing a splendid growth during the past year.

The officers of this progressive institution at the present time are: Eugene Wilson, president; Martin Rowe, vice-president; W. W. Walker, cashier. The directors are: Eugene C. Wilson, Mamie B. Wilson,

Cass Pindell, E. B. Marsh, Martin Rowe, H. J. Mack, L. H. Hixson.

The Macksburg National Bank is a member of the federal reserve system, solidly financed and ably managed in every way. With the additional facilities provided by the new building, its future rapid growth is fully assured.

We shall hope to present a picture of the new building in an early issue, as it may well be considered a model structure of its kind, and thoroughly adapted to the needs of the community it so efficiently serves.

First Savings Bank; Sigourney, Citizens Savings Bank; Sunbury, Sunbury Savings Bank; Shelby, Farmers Savings Bank; Smithland, Smithland Bank; Spirit Lake, Spirit Lake National Bank; Shelby, Shelby County Savings Bank; Sigourney, Keokuk County State Bank; Sidney, Fremont County Savings Bank; Tabor, State Bank of Tabor; Thornton, Farmers Savings Bank; Traer, Farmers Savings Bank; Van Cleve, Van Cleve Savings Bank; Victor, Victor Savings Bank; Waukon, Waukon State Bank; Wapello, Wapello State Savings Bank; West Point, Farmers & Citizens State Bank; Waukee, Bank of Waukee, Waterloo, Security Savings Bank; Winfield, Farmers National Bank; West Liberty, Iowa State Bank & Trust Co.; Quasqueton, State Savings Bank.

Nebraska.

Dwight, Dwight State Bank; Giltner, Bank of Bromfield; Loomis, Farmers State Bank; Gering, Gering National Bank; Chappell, First National Bank; Crawford, First National Bank; Fremont, First National Bank; Keystone, Bank of Keystone; Lushton, Bank of Lushton; Stromsburg, Stromsburg Bank; Stuart, Citizens Bank of Stuart; Taylor, Bank of Taylor; Superior, State Bank of Superior; Arnold, Farmers State Bank; Coleridge, Coleridge National Bank; Hartington, First National Bank; Craig, Farmers State Bank; Kerney, Farmers Bank; Minitare, Minitare Bank; Oakland, Farmers & Merchants National; So. Sioux City, Bank of South Sioux City.

Minnesota.

Frazee, First National Bank; Fergus Falls, Fergus Falls National Bank; Newfolden, Farmers State Bank; Red Lake Falls, Merchants State Bank; Lyle, First National Bank; Lewisville, Merchants State Bank; Kenneth, Kenneth State Bank; Ironton, First National Bank; Forada, Farmers State Bank; Cook, First State Bank; Barrett, Citizens State Bank of Barrett; Arlington, First State Bank of Arlington; Aitkin, Aitkin County State Bank; Menahga, State Bank of Menahga, Middle River, Security State Bank of Middle River; Meriden, First State Bank; St. Paul, Peoples Bank of St. Paul; Aitkin, First National Bank; Almora, Almora State Bank; Anoka, State Bank of Anoka; Baudette, First State Bank; Beltrami, First State Bank; Bemidji, First National Bank; Benson, Swift County Bank; Bixby, State Bank of Bixby; Butterfield, State Bank of Butterfield; Ely, First State Bank; Fairbault, Citizens National Bank; Fergus Falls, First National Bank; Fergus Falls, Scandia State Bank; Killiher, First State Bank; Lake Crystal, Farmers & Merchants State Bank; Lakefield, Farmers State Bank; LeSueur, First National Bank; Long Prairie, Peoples National Bank; Montgomery, First State Bank; Murdock, State Bank of Murdock; New Ulm, Citizens State Bank; New Ulm, Farmers & Merchants Bank; Ogilvie, Farmers & Merchants State Bank; Park Rapids, First National Bank; Pine City, Pine City State Bank; Pine Island, Citizens State Bank; Rochester, Union National Bank; Rock Creek, Farmers State Bank; Rothsay, Farmers State Bank; Sleepy Eye, State Bank of Sleepy Eye; St. Francis, St. Francis State Bank; So. St. Paul, Stock Yards National Bank; Thief River Falls, First National Bank; Two Harbors, First State Bank; Two Harbors, Commercial State Bank; Underwood, First State Bank; Wanamingo, Farmers State Bank; Watertown, State Bank of Watertown; Watkins, Farmers State Bank; Willmar, Kandiyohi Co. Bank; Woodlake, Woodlake Bank; Wyoming, First State Bank; Cass Lake, First National Bank; Lake Benton, National Citizens Bank; Worthington, Worthington National Bank.

North Dakota.

Grafton, Scandinavian-American Bank; Golden Valley, First

State Bank; Berlin, Farmers & Merchants State Bank; Strasburg, German State Bank; Eldridge, Eldridge State Bank; Alexander, Alexander State Bank; Bismark, First National Bank; Casselton, First National Bank; Hazelton, Bank of Hazelton; Leeds, First National Bank; Norma, Norma State Bank; Williston, First National Bank.

South Dakota.

Sioux Falls, Security National Bank; Marion, Farmers Trust & Savings Bank; Pierre, National Bank of Commerce; Rapid City, Pennington Co. Bank; Watertown, Citizens National Bank; Frankfort, James River Bank; Groton, Brown County Banking Co.; Colman, First National Bank.

THE MASSENA SAVINGS BANK, MASSENA, IOWA, HAS DEPOSITS OF \$165,000.

The Massena Savings Bank of Massena, Iowa, of which Geo. Arnold is president; H. I. Johnson, is vice-president, and Ed Arnold is cashier, has a capital



Note the Condition of This Bank

Capital	-	\$100,000	-	Undivided Profits
Surplus	-	\$100,000	-	(net) - \$15,578
Deposits	-		-	\$1,556,500

This is our evidence of careful, efficient banking. Not too big to render you the most satisfactory personal service. Your business solicited. :: ::

THE NORTHWESTERN NATIONAL BANK

J. A. Magoun, Pres. **SIoux CITY, IOWA** I. M. Lyon, Cashier
B. H. Kingsbury, V. Pres. C. M. Magoun, Asst. Cash.

of \$20,000; surplus of \$10,000; deposits of \$165,000, and loans of \$154,000.

BEN J. BOWMAN, "THE OUTCAULT MAN."

Mr. B. J. Bowman, the Iowa representative of the Outcault Advertising Company, of Chicago, lives in Des Moines. He is a 32d degree Mason, Shriner and an Elk.

He is a big, ruddy, wholesome man with a happy disposition and pleasant manners that make him a welcome visitor in every bank in Iowa. Mr. Bowman shakes hands with more bankers than any advertising



BEN J. BOWMAN,
The Outcault Man,

The Outcault Advertising Company, Chicago

man in the state. He makes 600 towns and any other kind of a burg that has anything that looks like a bank.

Bank advertising has been his study and his work. A close student of all the methods of bank advertising and his wide experience in this work makes Mr. Bowman a valuable man, not only to the company he represents, but to the bankers of Iowa.

Mr. Bowman now has the new Outcault bank advertising service for this year, which includes their Christmas Banking Club. The club is operated on a pass book and card system, with a special plan for getting a large number of depositors in the club.

PLANNING YOUR BANK BUILDING.

(Continued from page 6.)

may be situated on the banking floor or, if the bank occupies a building, it may be placed on some other

floor, entirely removed from the active work of the bank. In the latter instance it may be used without the knowledge of the bank force or patrons.

A point to be considered in the furnishing of a bank room, and one of no mean importance, is the class of customers to be served. In the fashionable parts of large cities banks often have luxuriously appointed ladies' rooms, while the downtown banks are designed to produce speed in the completion of all work, both in dealing with the customers and in keeping the clerical work up to date.

The question of cost should ever be kept in mind, though that need not materially limit the arrangement. It is more a matter of kind and quality of furnishing, and this must be determined to the last small fixtures, to the style of cage locks, to the material of the handles on the cabinets.

The view of the First National Bank, Rapid City, South Dakota, shows a banking space barely twenty-two feet wide which has been so efficiently planned and so artistically developed that no lack is felt in either appearance or in the actual working convenience, which fulfills adequately the complicated requirements of the banking business of today. The officers' space is so arranged as to serve the immediate convenience of the public, and at the same time connects directly with the tellers and bookkeepers behind the screen. The basement has been used to advantage by providing for a spacious directors' room, a storage vault system, and numerous locker rooms on this floor. This has enabled the bank to use the second floor for a series of modern offices, which are reached through a separate entrance and corridor also used as an additional entrance to the bank's public space.

The Citizens National Bank of Watertown, S. D., is also an example of a well designed and constructed bank building where the space is best arranged for the benefit of clerks and customers.

In these days of strenuous advertising an impressive building is at once the best investment and the best advertisement a bank can have. The investment of capital in a handsome edifice admirably planned for the carrying on of its principal business, inspires the public with a sense of faith and security in the stability and prosperity of the institution. Increase in confidence brings about increase in deposits; thus the money invested in the new building becomes a satisfactory paying investment and an asset instead of an expense and a standing liability.

SMOOTH CHECK OPERATOR WORKS IN SIOUX CITY, IOWA.

A very clever check operator has recently been at work in Sioux City, Iowa. He asked a department store for one of its proprietors, knew where his office formerly was, pretended to go to see him on another floor, bringing back the check for \$125.00 with his O. K. on the back and it was cashed.

It was a counter check of the Mid-West Bank of Sioux City, of which Ed Kearney is the president. The "Counter Check" was cut off, showing as if it was torn from a check book, and written with a check writer, numbered with a numbering machine, maker and payee's name fictitious, and O. K. of store owner forged.

He is a young fellow about twenty-five years old, small black mustache and very bright.

Mr. Kearney thinks that perhaps a little publicity might save some other merchant.

THE NORTHWESTERN BANKER

TWENTY-FIRST YEAR

DES MOINES, IOWA, FEBRUARY, 1916

TOTAL NUMBER 342

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.
 SAMUEL WOOLVERTON.....V.-Pres.
 ELMER E. WHITTAKER.....Cashier
 CHAS. H. HAMPTON.....Asst. Cash.
 J. NIEMANN.....Asst. Cash.
 WILLIAM DONALD.....Asst. Cash.
 GEORGE E. LEWIS.....Asst. Cash.
 HENRY P. TURNBULL.....Asst. Cash.
 WILLIAM H. SUYDAM.....
Mgr. Foreign Dept.

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

J. 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
 L. 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 VALLEY SAVINGS BANK **\$4,000,000.00**

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 DEPOSITORY

Combined Capital, Surplus and Profits

\$600,000.00

OFFICERS AND DIRECTORS

J. K. Deming
Jas. M. Burch
Chas. H. Bradley
J. T. Carr
Herm Eschen
Frank Bell
Geo. W. Kiese
Organized 1876
J. J. Roshek

The First National Bank of Waterloo, Iowa

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

Our Capital—\$200,000

Our Surplus and Profits—\$275,000

OFFICERS.

F. J. EIGHMEY, President

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

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

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**

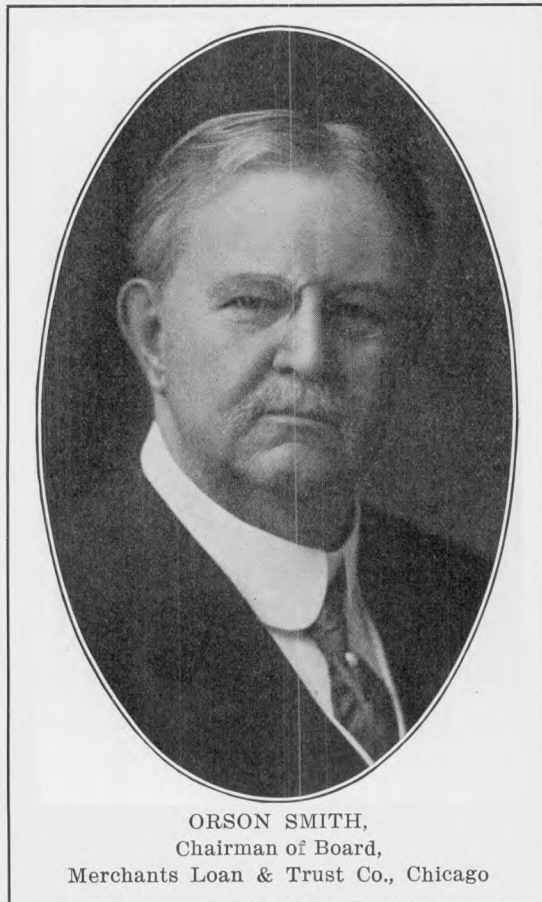
Capital, Surplus and Profits, \$ 5,000,000
Deposits - - - - 35,000,000

Accounts of banks and bankers received upon favorable terms

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

**ORSON SMITH RETIRED FEBRUARY 1st AS
PRESIDENT OF THE MERCHANTS LOAN
AND TRUST CO. OF CHICAGO.**

Orson Smith, president of the Merchants Loan and Trust Company, Chicago, retired from active charge of the bank on February 1st and was succeeded by



ORSON SMITH,
Chairman of Board,
Merchants Loan & Trust Co., Chicago

Edmund D. Hulbert, first vice-president. Mr. Smith will retain his financial connection with the bank and will become chairman of the board of directors.

Mr. Smith came to the Merchants Loan and Trust Company about thirty years ago. At that time he was cashier of the Corn Exchange National Bank. He has had a broad banking experience and his conservatism and ability have placed the Merchants Loan and Trust Company among the leading financial institutions of the city.

Mr. Hulbert has been a Chicago banker since 1895, when he came from Winona, Minn., to become second vice-president of the Merchants Loan and Trust Company. Three years later, when J. W. Doane retired from the presidency, he succeeded Mr. Smith as first vice-president and became a member of the board of directors.

A. B. A. AGRICULTURAL COMMISSION.

At the Seattle convention of the American Bankers Association the agricultural commission was by unanimous vote continued for another year. The administrative committee of the association has just acted on the personnel of the commission for 1916, and the following appointments are unanimous:

B. F. Harris, president First National Bank, Champaign, Ill., chairman.

E. J. Curtin, president Citizens Savings Bank, Decatur, Iowa.

Joseph Hirsch, vice-president Corpus Christi National Bank, Corpus Christi, Texas.

George T. Wells, chief clerk, Denver National Bank, Denver, Colo.

J. R. Wheeler, cashier Farmers and Merchants Union Bank, Columbus, Wis.

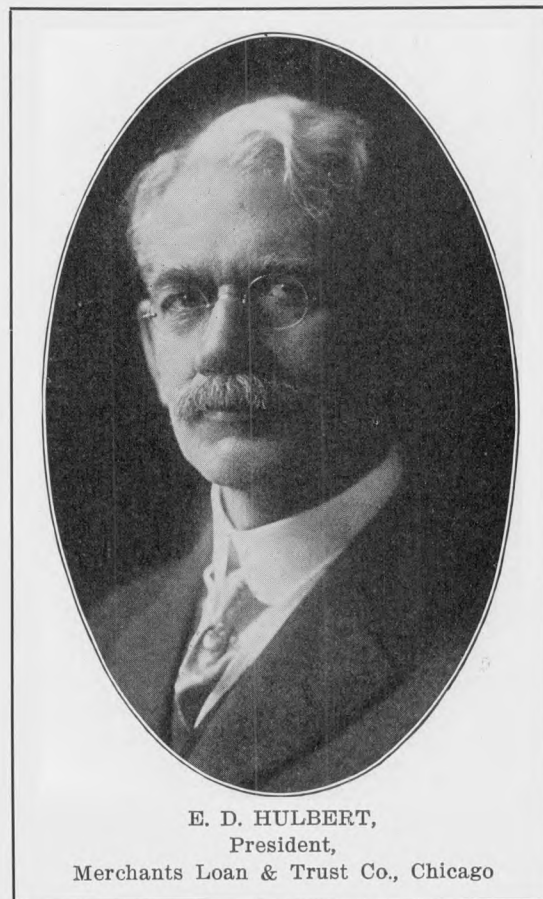
R. I. Woodside, president Farmers and Merchants Bank, Greenville, S. C.

Wm. H. High, assistant cashier Anglo and London-Paris National Bank, San Francisco, Cal.

**THE COMMERCIAL SAVINGS BANK, FARRAGUT, IOWA, INCREASES SURPLUS
TO \$3,000.**

At the regular quarterly meeting of the directors of the Commercial Savings Bank of Farragut, Iowa, they declared the regular dividend and carried \$300.00 to the surplus, making the surplus fund \$3,000.00. This has all been done in four years, as there was no surplus when F. E. Rubey, cashier, and E. H. Mitchell, president, purchased the bank four years ago.

The capital stock has been increased to \$20,000 and the volume of business has more than doubled. The total assets have increased from \$45,000 four years ago to \$100,000 at the present time.



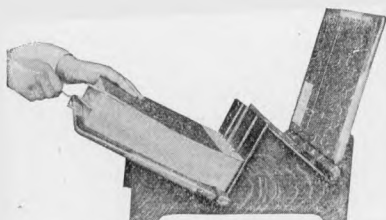
E. D. HULBERT,
President,
Merchants Loan & Trust Co., Chicago

**DUBUQUE NATIONAL BANK, DUBUQUE,
IOWA, SHOWS STEADY IMPROVEMENT.**

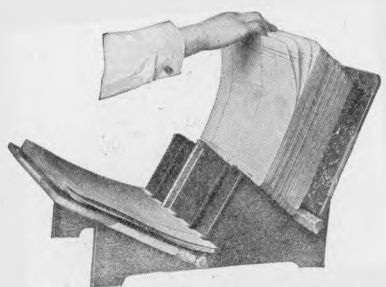
The Dubuque National Bank, Dubuque, Iowa, shows continued improvement and growth under the efficient management of Jos. W. Meyer, cashier.

The capital stock is \$100,000 and the surplus stock paid in is \$20,000.

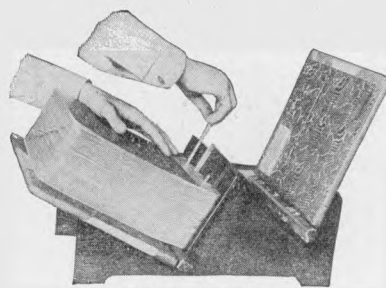
PIONEERS AND LEADERS IN THE MANUFACTURE OF LOOSE LEAF EQUIPMENT



Showing Unlimited Expansion



Ease and Rapidity in Handling
Sheets



Withdrawing Posts

THE ULTIMATE SOLUTION OF ALL YOUR PRESENT ACCOUNTING PROBLEMS

The Kalamazoo Style "C" Posting Outfit is the most remarkable accounting device on the market. Its practical adaptability to every business makes it essential where maximum results, economy and efficiency are considered. Accounting costs can be reduced 25% by installing this device. By its many time and money saving features the general efficiency of your office can be greatly increased.

The pioneer posting device for machine bookkeeping

As the pioneer advocate of the loose leaf principle and by reason of our long experience in this field of manufacture, we were peculiarly situated to thoroughly study and investigate this method of accounting. The Kalamazoo Style "C" Posting Outfit is the culmination of fifteen years of loose leaf development. It represents the highest type of modern, practical loose leaf efficiency.

The Kalamazoo Style "C" Posting Outfit

In addition to the common features claimed by all similar devices, this outfit has the six following exclusive features:

- 1st. Practically unlimited expansion of binder.
- 2nd. Instantaneous location of accounts.
- 3rd. Absolute freedom in handling of sheets.
- 4th. Rapid and positive offsetting of sheets.
- 5th. Perfect alignment of sheets.
- 6th. Absolute security of sheets in binder.

We can prove our claims by a personal demonstration. Write us today for booklet telling how this system will save you time and money in your accounting department.

Kalamazoo
Loose Leaf Binder Co.

EXECUTIVE OFFICES

Kalamazoo - Michigan

Kalamazoo
Loose Leaf Devices

My Views on Thin Skinned People

By E. R. Gurney

In speaking of thin-skinned people, I do not refer to any of you. Peradventure, there may be one or two, mere boys, present, on whose epidermis the rose-bloom of youth still lingers, or whose cheeks have not yet acquired the consistency of a side of sole leather—to them and to myself do I address my remarks. And if any shots, arrowed or otherwise, hit any of the rest of you, it will be as innocent bystanders that you are touched.

For myself, I have always been a bit peculiar, **Sensitiveness** rather than **Sense** being a primary characteristic. We have in our greenhouse out home a little plant with spreading branches, whose tender leaves will bashfully close if they are so much as touched by one's finger, and it is only after some minutes of hiding that they will shyly peep forth again. We call it the "Sensitive plant," and I need hardly add that it is not a great success, either as a bloomer or as a producer of timber.

So in my youth, I was a sort of sensitive plant, being rather delicately attuned. I was tuned up variously. Father could always strike the *key* note—he had sundry and divers ways of getting the pitch, and I loathed them all. But none of his ways hurt so much as a scolding from mother.

I said a moment ago, that I am peculiar in this—on second thought, I recant, and fling it in your faces that you are just as peculiar as I am. We are big, strong, broad-shouldered men. In many ways we have real courage—we can be pummeled by a pugilist, beaten by a blacksmith, operated, amputated, yes, salivated with no outward show of grief, but give us one little scolding, one dash

of ridicule, one shot of scorn, one bit of derision, and we cave! You don't have to put a man in jail to punish him, all you have to do is to make fun of him. I am reminded of Uncle Remus and Brer Fox. "Did he kill him, Uncle Remus?" said the little boy. "Worser'n dat, chile, he jes' tuck and made a fool outer him."

Nevertheless, there are some heroes—maybe some here. They are the men that are really great in that they have clothed themselves in the armor of simplicity reinforced in the weaving of truth—against which no attacks of scorn or shots of sarcasm can ever prevail—and of them I would speak. I do not sing the praises of the thin of skin.

It was said in the long ago that "No man can live unto himself alone." If this was true when the world was young, it is more true now when in this great world of commerce and finance we are ever touching elbows with one another—indeed, we must look sharp not to tread on each other's toes. And we are under inspection all the time. I think it peculiarly true of

Every paragraph of this article is filled with human interest. It tells of the bankers' experience with customers, bank directors and competitors—perhaps you have had some of these same experiences yourself. Mr. E. R. Gurney, who is vice-president of the First National Bank of Fremont, Nebraska, delivered this article as an address before the Des Moines Bankers' Club.

finance committees, our boards of directors, our stockholders, our neighbors, our public, not to mention our competitors, are watching and we shall be most miserable indeed if we are so thin-skinned that criticisms, real or imaginary, sear our souls.

I would not, indeed, take the position that we must not give heed and weight to outside opinion. It is often valuable, in fact, it is necessary. But we must not be so highly sensitized that we give undue weight to this criticism—or in fear, be veered from a well studied course simply to avoid these gibes, many of them unfounded.

Sometimes I think about my friend, Henry. Henry was elected cashier of a Farmers Bank. A Farmers Bank is one of those institutions where everyone in the community, and his brother-in-law, and the neighbors own two shares apiece. It's just like an annual school meeting when they come together in fraternal conflict. If I were President of the United States now

"It was said in the long ago that 'No man can live unto himself alone.' If this was true when the world was young, it is more true now when in this great world of commerce and finance we are ever touching elbows with one another,—indeed, we must look sharp not to tread on each other's toes, and we are under inspection all the time. I think it peculiarly true of bankers that our acts are subject to observation all the time. Our clerks are our critics. Our fellow officers at the adjoining desk are thinking. Our finance committees,—our boards of directors,—our stockholders,—our neighbors,—our public, not to mention our competitors, are watching and we shall be most miserable indeed if we are so thin-skinned that criticisms, real or imaginary, sear our souls."

(which the Lord forbid) and I could find the country banker who can please all the stockholders of such an institution I would send him as minister to Mexico or, better, send him on the Oscar II to get the warring pacifists pacified and the combatants out of the trenches before the seventeenth of March. Well, Henry took hold, as cashier, and the very first week, while all the combatants were waiting with bated breath, and Hank was on probation, just as though he were joining the Methodist church, a fellow came in and borrowed \$500 on

some cattle. He was one of those honest looking farmers—one of those fellows with an open face—and Hank made the loan. I did not see the mortgage, but it should have been written on asbestos. It should have described those cattle in color as a sky-blue, invisible pink—and it should surely have included the increase, for only in them was there hope that the redeemer of that debt liveth. To use a joke at the expense of some very dear friends of mine, I will say that they were a regular Christian Science bunch of cattle—in which **mind** superseded **matter**.

You may already have guessed the awful truth. Hank found it out also, not quite so quickly as you of more experience, but he was stung, he was horned properly. What did Hank do? What would you do? What would I do? I don't know. I fear the worst—that fearing that bunch of inquisitors I would mortgage my insurance policies, and raise funds, and quietly buy up that paper, "just for investment, you know." Let me say here that the banker who does this, who

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.

goes down into his pocket and pays for a bad loan is several bad things, the least bad being a fool. He may take the flattering unctious to his soul that in thus standing the loss he is brave and benignant—the real truth is that he is a coward and he is dishonest, he isn't toting fair with his associates, he is deceiving them, and no banker who does a thing of this kind is demonstrating a fitness for his continuance in office.

What did Henry do? He called to his assistant cashier to take charge of the works, told him if he made any loans on horses to go out and feel of them, we don't want any more nightmares on our hands, hollered the sad news to his directors, grabbed his grip and was off. Day and night he followed the trail of that crook, out across Nebraska, into the heart of Colorado, but finally, about ten days later, he came leading that sorry indi-

vidual with the open face, back by the ear. And the relatives dug up the funds, paid Henry dollar for dollar, including the cost of a summer tour of Colorado with full Pullman accommodations. And Henry has a stand in with his bunch now, and his position is secure. I think he can get anything in the world he may ask of that board of directors, excepting, of course, a raise of salary, which is prohibited by the Constitution.

And now I want to speak, by way of contrast, of another banker out our way, one who now has a permanent position with the government in one of its institutions at Fort Leavenworth. This man, it is said, made a bad loan. Impossible—you say? Perhaps it would be impossible to so err in Iowa, without any mulct law. We in Nebraska, if we do much business, make mistakes with regularity and precision and we get to saying with the poet,

“Count that day lost
Whose low descending sun
Sees no bad break from
You son of a gun.”

I have some stock in a bank up in our state and about twice a year the cashier, Bill, comes down or writes, giving the results of the period, saying: “I would have done fairly well only I had to charge off such and such amounts for bad loans. It beats the world what a d— fool I am by spells.” But Bill pays 15 to 20 per cent dividends, every half year, so I am content.

Then I know of another old fellow who never made a mistake in his life—but I did, when I got the stock in his bank, as it hasn't paid a dividend in three years.

Why, men, it is upon mistakes surmounted that we build our characters. It is the errors that teach us how to excel. It is upon blunders that we build. It is through suffering that we evolve into power—just as in fire is the dross of the metal burned away! I wouldn't have a cashier of impeccable perfection, who never made a mistake, for I would always feel that he has a trimming coming to him. We of the other kind can at least hope in an immunity through vaccination. Well, my friend made a bad loan, and he lied about it. Then he loaned some more to try to get back the first and he lost that—and lied about it. A lie is the dirtiest, meanest, stickiest, greasiest influence that ever oozed out of hell to trouble the men of earth, and it is the lubricant of most of the toboggans that chute men back to its early haunts. Each lie is a breeder of more—so this man told more and finally got to manufacturing
(Continued on page 84.)

Investing in Brainstuff and How to Get Your Time's-Worth

The amount of **money** you spend for raising your brain-power is a **trifle** compared with the value of the **time** that you put into your investment of self-education.

A School that will steal a thousand dollars' worth of your precious **time** in order to get a little of your money—giving you neither your time's worth nor your money's worth, does you incalculable harm.

The WALTON School of Commerce is a resident school which fits its students for taking C. P. A. Examinations, or for raising themselves from the level of bookkeepers to the higher official positions in bank or business.

And by extending its instruction to out-of-town students, giving them the same instruction by mail, it simply extends its zone of usefulness.

We have no text books or other paraphernalia to sell to students in Accountancy; and our only remuneration is what we get from service actually rendered.

The WALTON Advanced Courses in Accountancy are the up-to-the-minute embodiment of modern practice, in loose-leaf form; and are in strong contrast with the out-of-date instruction given by most text-book schools on the subject of Accountancy.

How to invest your **TIME** is even more important than how to invest your **MONEY**, because time lost is lost forever; while money losses may be recouped.

Send for our Book “the WALTON Way to Higher Pay.”

It will show you where to invest time and effort in a way that will bring the largest and surest returns.

**WALTON SCHOOL
of
COMMERCE**

512-522 Peoples Gas Bldg., CHICAGO



Figures That Prove Prosperity, Growth and Service to Customers

THE Iowa National Bank of Davenport has shown a steady increase during the past five years, and is now in better position than at any previous time to render efficient service to customers.

Note the following interesting figures showing the growth in deposits:

January 1, 1910.....	\$1,832,000.08
January 1, 1915.....	2,394,448.95
January 27, 1916.....	2,864,825.81
February 1, 1916.....	2,878,556.58

Undivided Profit Account

January 1, 1910.....	\$ 10,804.52
January 1, 1915.....	97,158.88
January 27, 1916.....	107,430.74
February 1, 1916.....	110,178.18

C. SHULER, President

W. H. GEHRMANN, Vice-Prest.
FRANK B. YETTER, Cashier

P. T. WALSH, Vice-Prest.
LOUIS G. BEIN, Asst. Cashier

The Iowa National Bank

Capital \$150,000.00

Surplus \$150,000.00

DAVENPORT, IOWA

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

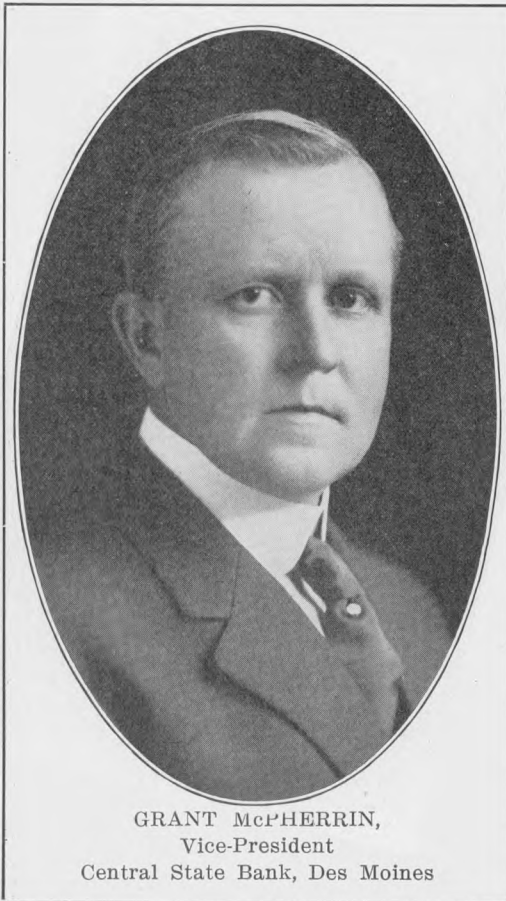


GRANT McPHERRIN BECOMES VICE-PRESIDENT OF THE CENTRAL STATE BANK, DES MOINES.

Grant McPherrin was elected vice-president of the Central State Bank, Des Moines, Iowa, to fill the va-

THE STATE SAVINGS BANK, GOODELL, IOWA, TO ERECT A NEW BUILDING.

At the annual meeting of the State Savings Bank of Goodell, Iowa, it was decided to build a new modern bank building during the year of 1916.



GRANT McPHERRIN,
Vice-President
Central State Bank, Des Moines



J. B. McDOUGAL
Cashier,
Central State Bank, Des Moines

cancy caused by the death of the late J. D. Whisenand. Mr. McPherrin has been the cashier.

John B. McDougal, former assistant cashier, has been elected cashier, succeeding Mr. McPherrin. Frank C. Ash has become the note teller and W. P. Phillips has been advanced to the position of paying teller.

The officers of the bank now are as follows: Simon Casady, president; Grant McPherrin, vice-president; H. B. Hedge, vice-president, and J. B. McDougal, cashier.

All the old officers and directors were re-elected and after declaring the usual dividend, the balance of the year's earnings were carried to the surplus account. This makes the surplus and undivided profits \$11,700. The capital is \$10,000.00.

The following officers were elected at the annual meeting of the Cushing Savings Bank, Cushing, Iowa: C. J. Wohlenberg, president; J. H. Kurtz, vice-president; C. E. Hass, cashier; A. J. Bertelsen, assistant cashier.

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

1896

1916

TWENTIETH ANNUAL STATEMENT

Central Life Assurance Society

OF THE UNITED STATES

HOME OFFICE DES MOINES, IOWA

GEORGE B. PEAK, President

WM. L. SHEPARD, Vice-President
 GEO. H. CARR, General Counsel
 H. G. EVERETT, Secretary

HOMER A. MILLER, Treasurer
 O. C. MILLER, Ass't Secretary
 DR. D. W. SMOUSE, Chief Med. Dir.
 DR. T. C. DENNY, Medical Director

The Central Life of Des Moines shows a record of progress for the first twenty years equalled by only a few companies in the United States. It is recognized in all parts of the country as a leader. Its policies are clear and liberal, with every feature guaranteed. Agents are enthusiastic and policyholders are satisfied. It will be observed that with each five years since the organization of the company its business has more than doubled. The prospect at the present time is very bright for the company, and the Central Life will soon be a member of the One Hundred Million class.

The public will be interested in the Annual Statement of the Central Life, for it combines the essential elements of success.

Ledger assets January 1, 1915.....\$3,388,063.71

INCOME DURING 1915

Premium income\$1,237,002.66
 Interest and other income..... 255,438.08 1,492,440.74
 Amount \$4,880,504.45

DISBURSEMENTS DURING 1915

Death claims and matured endowments\$ 179,147.14
 Dividends, surrender values and payments on installment policies 106,222.57
 Taxes and fees..... 33,292.66
 Commission and agency expenses 317,410.77
 Salaries of officers and clerks. 79,966.53
 Medical examinations and inspection of risks..... 45,914.04
 Advertising, printing and postage 23,743.58
 All other disbursements..... 78,900.44
 Total disbursements 864,597.73

Balance \$4,015,906.72

LEDGER ASSETS

Mortgage loans on real estate.\$2,987,337.40
 Policy loans 572,864.52
 Cash in banks and offices..... 83,193.40
 Bonds owned 63,240.62
 Agents' balances and premium notes 119,423.94
 Real estate 189,846.84
 \$4,015,906.72

ALL OTHER ASSETS

Interest and rent, due and accrued\$ 74,221.69
 Due and deferred premiums, net 90,475.20
 Furniture and fixtures..... 5,000.00
 \$ 169,696.89

Total gross assets.....\$4,185,603.61
 Less items not admitted..... 132,319.27

Total net admitted assets.....\$4,053,284.34

LIABILITIES

Net present value of all policies in force according to the Actuaries' Table of Mortality, with 4 per cent and American 3½ per cent. interest.....\$3,328,499.85
 All other liabilities, including supplementary contracts 105,403.92
 Surplus 619,380.57
 Total \$4,053,284.34

New business\$11,563,184.00
 Increase 625,982.00
 Insurance in force..... 41,714,829.50
 Increase 4,855,431.00
 Total income 1,492,440.74
 Increase 172,766.64
 Reserve value of policies..... 3,328,499.85
 Increase 553,404.09
 Admitted assets 4,053,284.34
 Increase 627,939.89
 Surplus 619,380.57
 Increase 53,359.72

PROGRESS IN TWENTY YEARS

YEAR	ADMITTED ASSETS	INSURANCE IN FORCE
1896 -----	2,972.00	256,000.00
1901 -----	102,687.00	2,363,054.00
1906 -----	661,430.00	10,576,111.00
1911 -----	1,952,407.45	20,565,597.50
1915 -----	4,053,284.34	41,714,829.50

Agents desiring the greatest success should secure a contract with the Central Life now

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

Published Monthly by
THE NORTHWESTERN BANKER
PUBLISHING COMPANY
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DES MOINES :: IOWA

Clifford De Puy
Publisher

FEBRUARY, 1916

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PREPAREDNESS—FOR WHAT?

☐ Preparedness for war means a big army, a big navy, and a big deposit in the United States Treasury. At the present time this is the only variety of preparedness, in which the President and Congressmen are very much interested, but why limit this discussion of preparedness to war, why not make it include business, banking and ourselves? In business the man who is prepared with sufficient resources and a keen judgment can grasp an opportunity whenever it is presented to him. Preparedness in banking means conservative investments, careful loans and a large surplus of community good will. Preparedness for the battle of life means a strong body and a keen mind, backed with 42 centimeter ideas and a large reserve force of energy and enthusiasm. The battle of life commenced before the Kaiser or the Czar ever saw a battle field and will continue to the end of time. It is, therefore, an ever-present struggle. Being prepared for everyday battles is as important to the individual, as for the nation to be prepared for international conflicts. Our thrift campaigns are being undertaken with the hope of preparing individuals against want and misery later on. Our colleges and universities are preparedness stations for young men and young women in coping with the problems of the world. Our churches are preparedness institutions for the life that is beyond. So we may say, Preparedness—For What? For war, if necessary—yes, but more so for the big, complex everyday problems of our modern lives. Be prepared.

THRIFT DAY

☐ February 3d was observed this year as National Thrift Day. Just why this day and date were chosen does not make any particular difference, although many bankers believe that we should have a Thrift week instead of a Thrift day. As a matter of fact every day should be Thrift day and if February 3d each year is used merely as a starting point for renewed energy and interest in this important individual and national problem, the time and money spent in calling attention to February 3d as Thrift Day will be well invested. Possibly of all the ideas for concerted thrift on the part of individuals that have been developed, that of Thrift Day will be the most popular. As one says: "It not only serves to guide the thoughts of the individual to frugality, but its proper celebration can only be accomplished in one way and that is action. We have Arbor Day, Flag Day, and a number of others commemorating things dear to the hearts of Americans that are observed in various sections of the country. Thrift Day is not only National in purpose, but it is the only day the celebration of which means actual, tangible material benefit to every individual co-operating." Bankers can render no greater service to their community, as well as to themselves, than by co-operating in every possible way to make individual thrift a reality.

JOINING THE SYSTEM

¶ A number of our most prominent bankers have expressed the opinion that before the Federal Reserve System can be a complete and lasting success, State Banks must join. It is our belief, however, that State Banks will not join the present system until there are more advantages held out than now. In fact, many of the National Banks are objecting strenuously to the Comptroller's constant requests for detailed information and pages of seemingly unnecessary statistics about what they have been doing and why they did it. We recently received a communication from a State Bank asking us what were the necessary requirements in case they should wish to join the Federal Reserve System. In reply to our communication the Vice-President of the Bank said: "I have your kind favor of the 25th, in regard to a State Bank joining the Federal Reserve System. I wish to thank you for the clear and full explanation which you gave me. Some of our friend bankers had advised us to join the system, but it did not look clear to us that we should do so under the present regulations, and in fact I believe that there will be some radical changes in this system, at least there will have to be before we would ever think of joining it." It is our opinion that many changes will be made in the present system and no doubt some of these will be presented at the present session of Congress. The Federal Reserve Plan has undoubtedly come to stay as a part of our financial system, but with the proper kind of changes and modifications its usefulness can be greatly increased and when that time does come we believe that State Banks will consider more seriously than they do now the advantages of joining.

PROSPERITY DAY

¶ February is becoming a popular month for the celebration of special events. In addition to containing the birthdays of two prominent Americans—Lincoln and Washington—the country also celebrated this year February 3d as Thrift Day and will celebrate February 29th as Prosperity Day. Prosperity Day, in the United States, should not necessarily mean a day set aside for gloating over the wealth which as a nation we already possess, but a day on which we can give due thanks for the material blessings which we possess. Of course, there are some who are saying that the United States is at the high tide of prosperity just now, but, when the war is over, what then? In this connection it is interesting to note what one of the large financial institutions of the East expressed in a recent letter. "Not a few corporations are now more nearly out of debt than ever before in their entire history, and others are quite without unpaid obligations. Still others are heaping up cash in their treasuries, with some of them using this cash to purchase great stocks of raw material or to erect additions to their plants. Occasionally you find a corporation, like one of the most widely advertised manufacturers of munitions, which is buying municipal bonds with the big supply of cash which war orders have brought, and which the necessities of its own business do not demand. In the light of all these facts one is not so apprehensive over the possibility of a sudden termination of the war as one might have been a considerable period back." We are on a sound financial basis as a nation and Prosperity Day should celebrate this fact. Let us hope that February 29th will be but the beginning of a Prosperity Year whose horizon will not be darkened with war and that we may write, think and talk Prosperity until it reaches every corner of the country and brings happiness and contentment to all the land.

"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 twenty years in its present field.



Personal Paragraphs

Charles M. Schwab, president of the Bethlehem Steel Company; Daniel C. Jackling, of San Francisco, president of the Utah Copper Company, and Frank A. Sayles, textile manufacturer and president of the Slater Trust Company of Pawtucket, R. I., were added to the board of directors of the Chase National Bank. James J. Hill, of the Great Northern Railway, resigned and his place was given to his son, James N. Hill. The board of the Chase National has been temporarily increased from eight to eleven. Later in the year it is expected that Francis L. Hine, George F. Baker, Jr., and John J. Mitchell, the latter of Chicago, will resign and that the board will consist again of only eight members.

\$——\$——\$

Gates W. McGarrath, of the Mechanics & Metals National Bank of New York, in a recent communication said: "A tone of optimism predominates the views expressed by business men regarding the outlook for the year 1916. Barring unforeseen circumstances, activity is expected to continue, without, however, the violent readjustments that were seen in 1915. Stock speculation, which at times last year threatened to extend to unreasonable proportions, is now less pronounced. It is our belief that the banks of the United States, large and small together, have exercised commendable restraint in the extension of credits. In New York City, a substantial share of the loan expansion has found its source in the credits negotiated by foreign nations; another share has been due to increased activity in security-market operations."

\$——\$——\$

J. H. Ingwersen, president of the Peoples Trust & Savings Bank of Clinton, Iowa, in his annual stockholders' report made the following statement: "The year 1915 has been on the whole an uneventful one. The continuance of the European war and the inflow of gold from foreign countries has materially increased ease in money matters during the greater portion of the year, and considerable difficulty has been experienced by the banks in keeping their funds employed at remunerative rates. The first six months of the year were quite profitable, but during the second half of the

year it has been up-hill work to earn more than the regular dividend. On the whole, the result of the year has been quite satisfactory, the earnings approximating 18.86 per cent."

\$——\$——\$

Frank E. Andruss, cashier of the Atlantic National Bank of New York, in a recent communication stated that they have had an excellent increase in deposits, which exceed last year's report by over 62 per cent. The bank is planning to largely increase their banking rooms and when the plans are completed the bank will occupy the entire Broadway front of the Home Life Insurance Company's building. Mr. Andruss finishes his letter by saying, "I take great pleasure in reading The Northwestern Banker."

\$——\$——\$

E. G. Elliott, cashier of the Farmers & Merchants State Bank of Verdon, S. D., gave expression to the following remarks, when he enclosed his check for renewal of his subscription to The Northwestern Banker: "You get out a dandy banking paper and we do not want to miss one single issue."

\$——\$——\$

P. W. Hall, secretary of the Iowa Bankers Association, has one of the most unique collections of buffaloes—not live ones, but small models. His "herd" ranges in size from one inch high to one foot. He says that it is comparatively easy to get a model of an elephant, dog or any other animal, but that buffaloes are very scarce. This is just a side line with "P. W.," who has been collecting these miniature buffaloes for many years.

\$——\$——\$

Bankers are warned to be on the lookout for a \$50 "split" bill, the face of which is genuine, but the back of which is patched up with notes of smaller denomination. The other half of the bill or the back of it, which was also patched on the other side with \$5 and \$10 bills was cashed by a Des Moines merchant and when deposited at the bank was discovered and reported to the Iowa Bankers Association and it is requested that bankers keep an eye out for this \$50 bill.

Fort Dearborn National Bank



United States Depository

CHICAGO, ILLINOIS

CAPITAL \$2,000,000

SURPLUS AND PROFITS \$1,000,000

DEPOSITS \$34,000,000

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
March 4, 1915.....	29,844,165.94
November 10, 1915.....	32,117,986.70
December 31, 1915.....	34,166,055.02

- NELSON N. LAMPERT, VICE-PRES.
- J. FLETCHER FARRELL, VICE-PRES.
- HENRY R. KENT, VICE-PRES.
- JOHN FLETCHER, VICE-PRES.
- MARCUS JACOBOWSKY, VICE-PRES.
- GEORGE H. WILSON, CASHIER

WM. A. TILDEN, PRESIDENT

- CHAS. FERNALD, ASS'T CASHIER
- WM. W. LE GROS, ASS'T CASHIER
- CHARLES L. BOYE, ASS'T CASHIER
- WM L. MCKEE, ASS'T CASHIER
- R. J. MCKAY, ASS'T CASHIER
- H. LAWTON, MGR. FOREIGN. DEPT.

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.

E. T. Meredith, publisher of Successful Farming, Des Moines, Iowa, has been re-elected as a director of the Federal Reserve Bank of Chicago for another term of three years. When the directors first were chosen a year ago they were elected on an equal basis and were to have drawn lots to determine which one would hold office for one year, which for two and which for three years. Mr. Meredith at that time chose the one year term because the other directors were closer to the bank and more conveniently situated for the performance of their duties as directors.

\$ — \$ — \$

Oscar L. Gubelman, of Knauth, Nachod & Kuhne, of New York, has recently been elected director in the Washington Railway & Electric Company, the Potomac Electric Power Company, the City & Suburban Railway of Washington and the Georgetown & Tenallytown Railway Company.

\$ — \$ — \$

Gustav Stueben, cashier of the Scott County Savings Bank, Davenport, Iowa, was elected president of the Davenport Clearing House Association at the annual meeting of the organization. Otto Hill, cashier of the Davenport Savings Bank, was elected secretary and manager and will handle the routine matters coming before the association. Frank B. Yetter, cashier of the Iowa National Bank, was elected vice-president.

\$ — \$ — \$

J. H. Hass, president of the Scott County Savings Bank, Davenport, Iowa, one of the organizers and members of the original board of directors of the Iowa National Bank, resigned as a director of the bank, as the first example of the local application of the new

Guaranty Service

XVII

Income Tax Information

Since the Income Tax Law was passed in 1913, there have been issued a number of rulings by the Internal Revenue Department at Washington covering various features of the Law.

We have made a summary of such of these rulings as affect individuals, and have found it very useful in assisting our customers in the preparation of their schedules, the filling out of blanks, etc.

It has occurred to us that the summary would be of equal service to other banking institutions, and therefore we shall be pleased to send copies upon request.

Ask for Booklet R-149

Guaranty Trust Company of New York

Capital and Surplus - - \$ 40,000,000
Resources, over - - 300,000,000

JAS. H. JAMISON
President

A. D. STRUTHERS
Secretary and Treasurer

Western Life Insurance Company

OF DES MOINES, IOWA.

During 1915 the Western Life Insurance Company of Des Moines wrote over Two Million Dollars of Life Insurance in the State of Iowa.

Every Policy is protected by a deposit of the full legal Reserve with the State. The Iowa people who take life insurance with the Western Life assist in building up Iowa business. Every dollar of Western Life securities is on Iowa property.

**THE IOWA
COMPANY
FOR
IOWA
PEOPLE**

Every Western Life Agent is responsible and reliable. None but those who can show clear records and thorough knowledge of life insurance are allowed to represent the Company.

We are co-operating with many Iowa Banks to our mutual advantage. When you see or hear "Western Life" you may be certain it is **good**, none **better**, and always the **best**.

The Western Life Insurance Co. HOME OFFICE
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



OFFICERS

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

DIRECTORS

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

Foreign Exchange Letters of Credit Cable Transfers

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

Clayton law, which prevents inter-locking directorates. Dr. Geo. E. Decker has been elected to fill the vacancy.

\$——\$——\$

Guaranty Trust Company of New York, according to their last statement, have total resources of \$505,736,104.18. This represents a gain of \$236,000,000 in one year. The deposits increased in the same period from \$211,000,000 to \$418,000,000, a gain of \$207,000,000 in the twelve months. These are the highest figures ever reported by the Guaranty Trust Company, and incidentally, have never been exceeded by those of any trust company in the world.

\$——\$——\$

C. E. French, formerly cashier of the Federal Reserve Bank of St. Louis, was elected a vice-president of the St. Louis Union Bank. Mr. French's banking experience dates from 1887, when he entered the service of the National Bank of Rolla, Mo. In 1906 he resigned his position as cashier of that bank to become a national bank examiner. In 1907 he was elected examiner of the St. Louis Clearing House Association, which position he resigned in 1914 to become the first cashier of the Federal Reserve Bank of St. Louis. He resigned as chief national bank examiner for Federal Reserve District Number Eight to accept the position of active vice-president of the St. Louis Union Bank.

\$——\$——\$

Secretary Fenton of the Investment Bankers Association of America has issued the Fourth Annual Proceedings of the Association. In comparing the volume with previous years one cannot but admire the advance and improvements. The book is bound in three-quarters leather, on antique paper, with photogravure pictures of all officers. Altogether it is one of the most handsome volumes issued by any association. Aside from the value of the book as one of art and beauty, it is of value to all investment bankers and students of finance. It contains the addresses delivered before the Denver convention, reports of committees, and list of members.

\$——\$——\$

K. G. Lancolet, agent for the Iowa state board of parole, says, "Business conditions are better at the present time in Iowa than they have been in any year in the last ten years, in the month of January. Some of this business revival may be due to the war, although I know of only one direct war order being filled in Iowa. The Hart-Parr plant at Charles City has a contract for shrapnel. The plant is running three shifts of men on an eight-hour basis. However, many Iowa plants have subcontracts for war materials. The Keokuk plant is making shoes for the allies. One Cedar Rapids firm is making raincoats for the soldiers. There are scores of grain and provision contracts being filled in the state. In January it is not uncommon for many factories to be idle or working only part time and with reduced forces."

\$——\$——\$

Bankers Life Company of Des Moines in their statement which was issued recently show prosperity by a gain of nearly \$3,000,000 in the admitted assets of the company, making a total nearly \$28,000,000; by a record of over \$32,000,000 of insurance written, making a total of nearly \$400,000,000 in force, and by an increase of over \$2,500,000 in the amount of securities on deposit with the state of Iowa for the protection of its policyholders, the total of such securities now being nearly \$26,000,000. Prosperity of a nation-wide char-

"Making Good"

As a Banker

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.

The crowning glory of man's achievement comes in perfecting some service that is of real benefit to his fellow men.

For fifteen years we have been sole owners of the Brenard Manufacturing Company.

During these fifteen years, we have been devising business-building plans for retail merchants, ever striving to make them more simple in their operation and more positive in their result getting qualities.

And after these fifteen years of striving, there comes to us that satisfaction of having perfected a business-building, profit-getting plan that is of real service to merchants.

This plan as we have it perfected today will increase a merchant's business from 20% to 75%.

It will raise him a lot of ready cash!

It will get him the business he is losing to his competitor across the street.

It will stop people from patronizing mail order houses, soap clubs, etc.

It will collect 100% on his outstanding accounts without giving offence to his customers.

It will get him a lot of new customers who will stay by him.

If any of your customers are interested in getting a lot of new customers who will stay by them after the campaign is over—

If they are interested in getting a lot of ready cash quick—

If they are interested in disposing of their odds and ends and slow sellers at full retail price—

If they would like to know how to collect their outstanding accounts—

Write us today asking us for a full and complete explanation of our plan. This will place you under no obligation to us; it may mean that you will have found just the very business-increasing, profit-getting plan you would want to advise your customers to use.

BREARD MANUFACTURING 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

HERMAN D. KOUNTZE,
Vice-President

GILBERT H. JOHNSON,
Vice-President

OFFICERS

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

acter is shown in the new business growth of the company for the year. Excellent business was written in every one of the thirty states in which the company does business. These states range from the Gulf of Mexico to the Canadian line and from the Atlantic seaboard to the Golden Gate. Iowa's share of the total business written was nearly \$5,000,000.

\$ — \$ — \$

The Investment Bankers Association of America has issued a Bulletin embodying the decision of the United States District Court holding the Michigan Blue Sky Law unconstitutional. The Michigan legislature in 1913 placed upon the statute books a blue sky law regulating the sale of investment securities. This law was held unconstitutional in 1914 and at the 1915 ses-

sion of the legislature another regulatory measure was passed. The 1915 law was tested and reviewed by the same judges holding the 1913 law invalid. There is no question but that this latest decision sounds the death-knell of all measures to regulate interstate transactions in investment securities. Five federal courts have reviewed as many blue sky laws and all have declared such laws inoperative.

\$ — \$ — \$

The First National Bank of St. Paul has added to its official staff Mr. Gorge H. Wickman as assistant cashier and Mr. George P. Flannery, president of the Northwestern Trust Company, as a new director of the institution.

\$ — \$ — \$

C. B. Mills, vice-president of the Scandinavian-American National Bank, Minneapolis, Minn., in a recent communication said, "Santa Claus was rather good to us, and we closed the year with a net profit of about \$50,000 to cover the period, October, November and December. Our deposits grew during 1915 from \$6,100,000 to \$11,125,000." Congratulations on this excellent growth.

\$ — \$ — \$

Clayton Law—Spokane bankers are not agreed over the interpretation of the Clayton law in its application to the interlocking directorates of banking institutions. Two radically different interpretations have been advanced, and an opinion from the treasury department at Washington, D. C., will be secured to settle the dispute. Edwin T. Coman, president of the Exchange National Bank, reads the law to mean that no officer, director or employee of a national bank with \$5,000,000 total resources can serve in any other bank, national or state. Mr. Coman is not only strong in that conviction but he is acting upon it in refusing to accept a directorship in the Bank of Colville, a state institution, in which he recently purchased an interest. J. C. Cunningham, vice-president and general manager, and W. J. Komers, vice-president of the Union Trust & Savings Bank, have secured legal opinions on the new law, and declare there is nothing in it to prevent an officer or director of a national bank from serving on the board of a state bank, no matter whether the resources are over or under the \$5,000,000 mark.

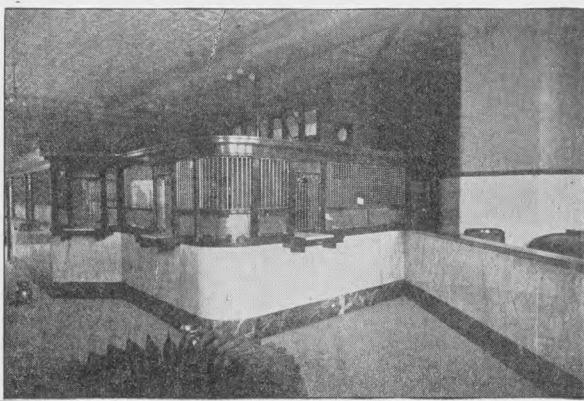
\$ — \$ — \$

E. J. Curtin, of Decorah, Iowa, has been elected a member of the agricultural commission of the American Bankers Association, for the year 1916. The

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.

OFFICERS

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

Organized in 1857 as
KOUNTZE BROTHERS

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

First National Bank of Omaha

THE DIRECT SERVICE BANK

other members are: Joseph Hirsch, Corpus Christi, Tex.; George T. Wells, Denver, Colo.; J. R. Wells, Columbus, Wis.; R. I. Woodside, Greenville, S. D.; William H. High, San Francisco, Cal.

\$——\$——\$

Value of Training in the American Institute of Banking is again demonstrated by the election of Irwin L. Bourgeois as assistant cashier of the Hibernia Bank & Trust Company of New Orleans, La. Starting as a messenger in 1903, Mr. Bourgeois worked in the various departments of the bank until 1912, when he received the appointment as chief clerk, in which capacity he has since acted until his recent election as assistant cashier. Mr. Bourgeois has been active in the work of the New Orleans chapter of the American Institute of Banking and in 1912 served as its president. At the national convention of the Institute held in Salt Lake City, 1912, he was elected national treasurer of the Institute and his attendance at all of the recent conventions of that body as a delegate from New Orleans Chapter has made him well known to bankers in all parts of the United States.

\$——\$——\$

The State Convention at Waterloo, Iowa, this year will be a big success judging from the plans, already made by Waterloo bankers, for the entertainment of delegates and guests. Secretary P. W. Hall is also endeavoring to secure men of national prominence for the program. It is expected that Job. E. Hedges, a prominent attorney of New York City, will be one of the speakers. Mr. Hall had hoped Dr. Vincent would also be on the program, but he has had to refuse because of a previous engagement. It may be possible that J. N. Ding, Iowa's famous cartoonist, will make some sketches and that Louis Lau, better known as the "Mayor of Burlington," will give one of his highly interesting and humorous addresses.

\$——\$——\$

A. I. Boreman, advertising manager Merchants Trade Journal, says, "I must congratulate you on your splendid January issue. It sure is a dandy. I don't see how the keen, wide-awake banker can get away from the headings of those articles. They touch about every phase of a banker's problems."

The annual meetings of the directors of the three Rockwell City, Iowa, banks were held recently. The year just closed was the best in the history of the financial institutions in that city. The deposits have reached the million-dollar mark.

At the annual meeting of the stockholders of the First National Bank, Fort Dodge, Iowa, the following officers were elected: E. H. Rich, president; O. M. Oleson, vice-president; Geo. L. Rich, cashier; Chas. D. Case, assistant cashier and secretary of board, and J. Floyd Rich, assistant cashier. At present the capital and surplus of the combined First National and Fort Dodge Savings Bank amounts to over \$650,000 and the deposits are more than three million dollars. J. M. Mulronev retired after forty-two years of service as a director in the Merchants National and First National Banks. His son, Joe R. Mulronev, was elected a director in his place.

JESSE E. COLE COMPANY
CERTIFIED PUBLIC ACCOUNTANTS

AUDITS, SPECIAL INVESTIGATIONS AND
 FINANCIAL REPORTS MADE FOR BANKS,
 INDIVIDUALS AND CORPORATIONS

Suite 412 Securities Building
DES MOINES, IOWA

**THE SECURITY TRUST
 AND SAVINGS BANK**

FORT DODGE, IOWA

The Most Rapidly Growing Banking
 Institution in Northwestern Iowa.

COLLECTIONS receive personal attention of an officer of
 this bank.

CAPITAL \$75,000.00

E. G. LARSON, Pres. BEN P. LARSON, Cashier
 W. F. CARVER, V.-Pres. G. P. ALLARD, Asst. Cashier

Do You HOPE For Prosperity— ?
Or Do You WORK For It ?



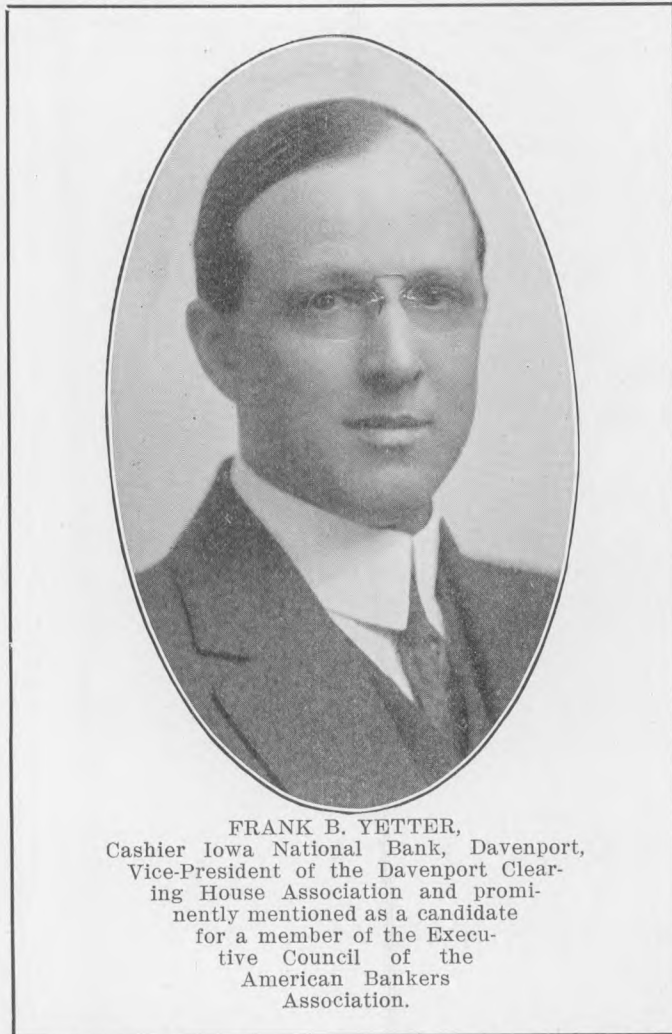
WE OFFER YOU REAL SERVICE

A Service That Will Appeal
to Every Bank Anxious to
Promote the Prosperity of its
Community—and Incidentally
its Own.

YOU ARE IN THAT CLASS
WRITE US FOR PARTICULARS

(IT'S NEW)

THE LIVE STOCK EXCHANGE NATIONAL BANK
OF CHICAGO



FRANK B. YETTER,
Cashier Iowa National Bank, Davenport,
Vice-President of the Davenport Clear-
ing House Association and promi-
nently mentioned as a candidate
for a member of the Execu-
tive Council of the
American Bankers
Association.

**JOHN BEILSTEIN PROMOTED TO CASHIER
OF THE CITIZENS SAVINGS BANK,
WILLIAMSBURG, IOWA.**

An important change was made in the Citizens Sav-
ings Bank of Williamsburg, Iowa, when C. A. Mains
resigned his position as cashier and John Beilstein was
chosen as his successor. Harry Nicholas was promoted
to the position of assistant cashier, which position Mr.
Beilstein vacated to become the cashier.

Mr. Beilstein is a native of Pilot township and has
been assistant cashier for the past two years.

Mr. Mains still holds his interest in the bank and
is on the board of directors, but he found it impossible
to devote all his time to the affairs of the bank, so his
resignation was planned several months ago.

**TWO CHANGES MADE IN DIRECTORY
BOARDS OF THE NATIONAL BANKS,
DES MOINES.**

Only two changes were made in the directory boards
of the four national banks of Des Moines at their an-
nual meetings. Both were due to resignations. All
officers were re-elected.

L. Sheurman, a director of the Des Moines
National Bank, who recently retired, was succeeded on
the board by his son, S. L. Sheurman.

The Citizens National Bank increased the directory
board from eleven to twelve directors. Leon Strauss
and D. W. Smouse were elected directors and S. A.
Merrill resigned.

"Checks are
money"



On Guard!

Checks are money—and should be closely
guarded.

A bank, desiring to give its customers the
greatest possible protection, will furnish
them with checks on paper that exposes im-
mediately any alteration of amount, payee,
date or endorsement.

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

*Ask your printer, stationer or litho-
grapher for checks on National Safety Paper,
or write us for samples.*

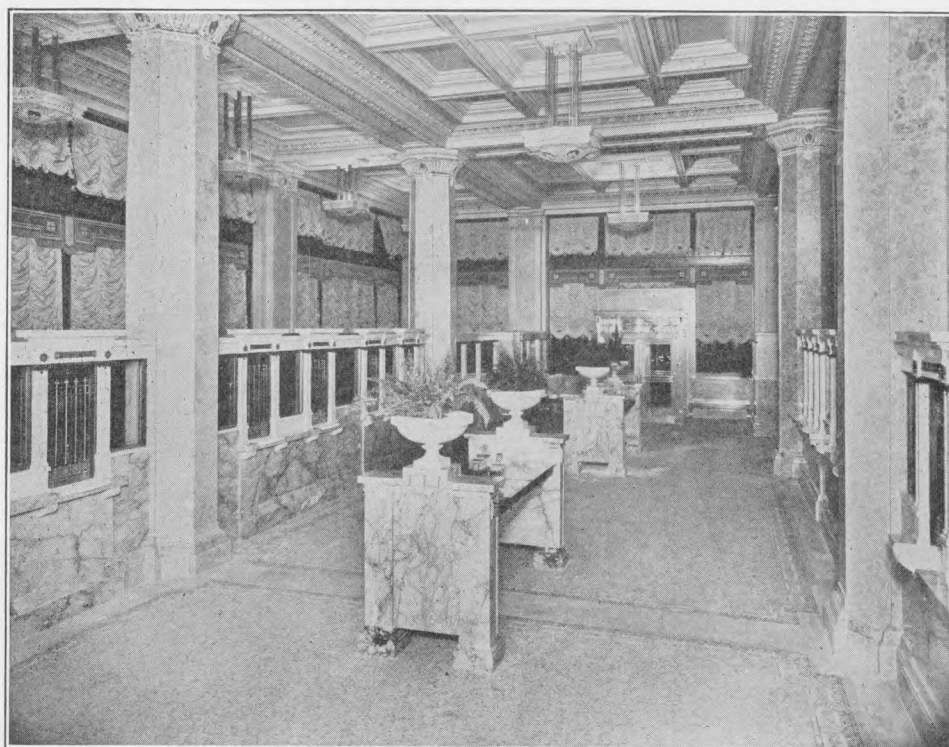
George La Monte & Son

Founded 1871

35 Nassau Street

New York

Every Room
in the new
FORT DEARBORN HOTEL
CHICAGO
is now
\$150 Per Day
-NO HIGHER
with private bath or private toilet
FORT DEARBORN HOTEL
LaSalle Street at Van Buren
Direction of Hotel Sherman Company



THE SAN DIEGO SAVINGS BANK

DESIGNED AND EXECUTED BY THE

WEARY AND ALFORD COMPANY

1907 Michigan Boulevard, Chicago

BANK BUILDINGS AND EQUIPMENT**THE CITIZENS STATE BANK, MEDIAPOLIS, IOWA, CELEBRATES THE TWENTIETH YEAR OF ITS FOUNDING.**

The Citizens State Bank, Mediapolis, Iowa, of which M. U. Bridwell is the president and E. R. Nordstrom is the cashier, has just celebrated the twentieth anniversary of the founding of the bank.

The bank commenced business with a capital of \$25,000, which was increased in 1900 to \$50,000 and again in 1910 to \$100,000. The surplus and profits now amount to more than \$80,000.

This institution has a record of unbroken success behind it—conservative, careful business management

that has built up the bank to its present high position in this financial field.

The deposits of the Citizens State Bank amount to \$660,794,47, making total resources of \$831,516.02.

J. M. DINWIDDIE ELECTED PRESIDENT OF CEDAR RAPIDS SAVINGS BANK, IOWA.

J. M. Dinwiddie, who has served the Cedar Rapids Savings Bank of Cedar Rapids, Iowa, for so long and faithfully as cashier, has been elected president of that institution. Under Mr. Dinwiddie's management the capital of the bank has been increased from \$50,000 to \$200,000, besides a surplus fund of \$100,000. The bank now occupies and owns its building, which was built at a cost of over \$300,000.

John T. Hamilton, who has been president, retires to become chairman of the board of directors and to devote more of his time to the Merchants National Bank, of which he is president.

W. J. Elliott, who has been assistant cashier for the past eight years, succeeds Mr. Dinwiddie as cashier.

Louis Derr has been elected to the position of assistant cashier in the Hedrick Bank, Hedrick, Iowa.

The annual stockholders' meeting of the Clear Lake State Bank, Clear Lake, Iowa, was held recently and resulted in the re-election of all the present directors. The officers elected are as follows: A. B. Phillips, president; Chris Axelsen, vice-president; A. T. Swenson, cashier, and M. C. Suhumskie, assistant cashier.

**H. N. HOLDSWORTH
CERTIFIED PUBLIC
ACCOUNTANT**Johnson County Bank Building
IOWA CITY, IOWA**Business and Financial Statements
Prepared for Bank Loans**

HERMAN D. KOUNTZE ELECTED PRESIDENT ATLANTIC NATIONAL, NEW YORK.

At the annual meeting of the stockholders of the Atlantic National Bank of the City of New York, Phineas C. Lounsbury, for thirty years president of the institution, was elected chairman of the board of directors and Herman D. Kountze was elected president. Mr. Kountze has been actively engaged in the management of the Atlantic National Bank from the



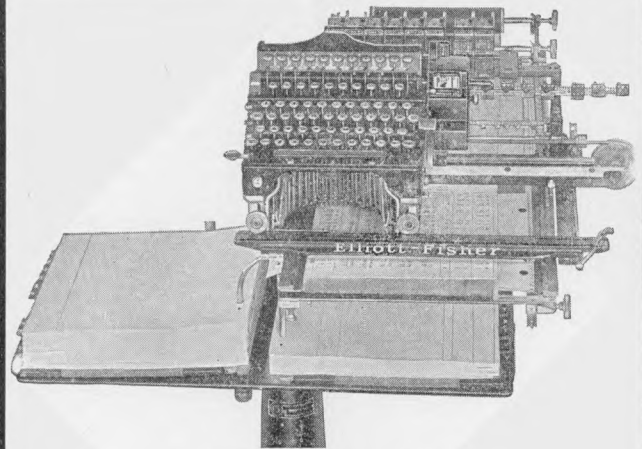
HERMAN D. KOUNTZE,
President,
Atlantic National Bank, New York

time Kountze Brothers became interested in it, prior to which he had been in charge of the Commercial Banking Department of Kountze Brothers. Mr. Kountze began his banking experience in the First National Bank of Omaha, which is the oldest of the banks controlled by the Kountze interests, and of which institution his father, Herman Kountze, was for many years the president.

The Atlantic National has made wonderful growth in the last few years. On November 10, 1910, under the name of the Merchants Exchange National Bank, deposits amounted to \$8,220,000. At the call of the Comptroller November 10, 1915, deposits aggregated \$13,329,000, an increase of \$5,109,000, or 62.1 per cent.

The officers of this strong institution are: Herman D. Kountze, president; Edward K. Cherrill, Kimball C. Atwood, Gilbert H. Johnson and Edward V. Gambier, vice-presidents; Frank B. Andruss, cashier, and William F. Fitzsimmons, assistant cashier.

The Blair National Bank, Blair, Neb., has changed to a state bank under the name of the State Bank of Blair. The capital remains the same, \$50,000, and the officers are likewise the same, C. A. Schmit being president, T. E. Stevens, vice-president, and Thomas Finnell, cashier.



FLEXIBILITY

This word applied to Elliott-Fisher Bank Bookkeeping Machine means just this: A Standardized Bank Machine to do the several kinds of accounting work of the various departments of Banks.

Here is just some of the work it does

Posts Customers Ledger, makes Debit and Credit Journal and if wanted, writes customer's statement all at one operation—writes Transit and Remittance letters—writes names, addresses, lists of any description wanted in ledgers or on loose or correspondence sheets—Liability ledger kept—advices written and incoming mail proven at same time—Note Teller's, Discount Clerk's and other records written—checks and register, drafts and register written at one operation—keeps Trust ledgers, savings ledgers, any kind of ledgers—stock records written. This and much more can be done on one Elliott-Fisher Bank Bookkeeping Machine all because of the Flat Platen. This is:

Service Factor No. 4

The service of such an all-around machine to any bank needs no further argument.

Write today and ask how Service Factor No. 4 will fit into your bank. We will tell you more about Flexibility.

ELLIOTT-FISHER COMPANY

225 Cameron Street

HARRISBURG, PA., U. S. A.

Offices in all principal cities

A History of the Ideal Cashier

Chapter No. 10.
By S. L. Frazier

The ideal cashier will remember that it is the part of wisdom to "keep cool" under all circumstances.

Every time he loses his head he loses out. To keep cool, **under fire**, is to be a good soldier. To be "heady" in an **emergency** is to win. The fellow who refuses to get excited when everybody is "up in the air" pulls off the winning stunt.

Being **level**, running **true**, when the other fellow is "wobbling and zig-zagging" all over the track, will land you out in front.

A **steady** hand, a **courageous** heart and a **fine** temper will oftentimes "pull" the chestnuts out of the fire on the last lap, with your competitor in the "ditch."

Playing an "up-hill" game—coming from behind—being at one's best in a "crisis," has won many a pennant in baseball and in business. The ideal cashier does not know there is any such word as "**FAIL**." He must have a "faith" in his ability to "do business" that is **sublime**. If he is "yellow"—if the "spineless cactus" sort—if a "shrimp" who "wilts" when it is hot and "curls up" when it is cold—if he has no back bone, no real stamina—if not a "captain courageous," he will never get beyond the point of **mediocrity**. His case is hopeless—he is **lost** and should get busy and try to **find** himself. Be careful about missing your "calling." Remember the poor "simp" who had a "call" to "**P-C**." He figured on it awhile and concluded it meant "**Preach Christ**," but discovered, when it was too late, that it really meant "**Plow Corn**." Many a cashier should be "plowing corn."

To be a highly successful cashier one must be persistent, but not obstinate; frank, but not so very frank as to be insulting; pleasant, but not "mushy;" enthusiastic, but not a fanatic; a stickler for system and up-to-dateness, but not a "crank"; a money maker, but not a "money grabber."

He will make **good deals** with no apologies to offer. A well-known banker once remarked that the "Ideal Cashier" is the fellow who can take all a man has and leave him feeling badly because he has nothing more to give. Of course, the idea he meant to convey was that the good cashier is the one who can make **whole-**

Chapter No. 1 of this series commenced with the May, 1915, 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.

some, **healthy** deals for his bank and retain the friendship, good will and business of the customer.

The ideal cashier will manifest a lively interest in all matters that make for the good of his town and community.

He will identify himself with every laudable undertaking and attach his autograph to every subscription paper placed before him and covering every conceivable proposition, from promoting a horserace to paying the minister's salary.

He will **always** do as he agrees and see that the other fellow does the same. He will make his customers feel that he is **interested** in them; that he is not simply after their money, but is there to **help them** as well. He will live the "simple life," earn more than he spends, get the saving habit, preach "thrift" and "practice" it and in all ways strive to merit the confidence of those whose money he undertakes to safeguard. In short, he will "Be a **man among men**," teaching and exemplifying the **practical** things in a man's life—the **business** side of one's nature, which is as important as the aesthetic, the social, the professional, the physical, moral and spiritual sides. There is no **bigger, better** business than "**Earning a Living**," and making ready for that **rainy day**. To me there is no more **pitiful tragedy** than a dear **old, old** couple, who in their last tottering days must needs struggle, dig, "nig," "scrimp," scratch, scrape, toil on and on, and on, to the bitter end, in order to keep soul and body together. It is a part of our cashier's duty to teach the young (especially) to **save**; to get the "habit," to be "businesslike," to be "practical," that they may be "**financially fortified**" as against that "**pitiful tragedy**"—that they may grow old **gracefully, serenely and happily**, with "**prosperity**" dancing attendance. The **earning** habit, the **saving** habit, the **investment** habit, solves the problem.

(To be continued.)

The Blockton Bank, Blockton, Iowa, has installed a new Ely-Norris double compound door, Manganese steel, burglar-proof safe of the latest and most improved type.

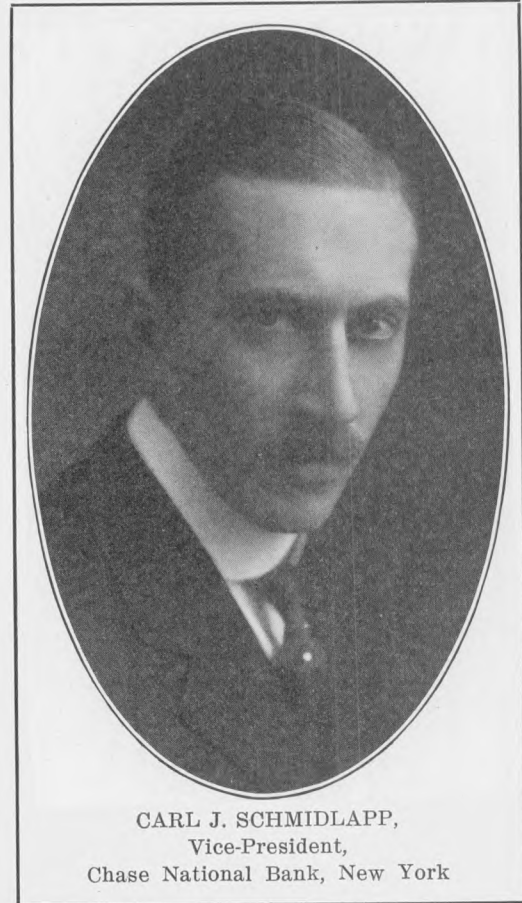
This is to remind you that the
Leavitt & Johnson National Bank
and
Farmers Loan and Trust Company

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.



HENRY B. HOUSE,
Assistant Cashier
First National Bank, St. Paul



CARL J. SCHMIDLAPP,
Vice-President,
Chase National Bank, New York

The First National Bank of Frazee, Minn., moved into their new offices recently. The First National people are justly proud of their elegant new quarters.

THE PIONEER OLD LINE MUTUAL LIFE COMPANY
Born West of the Mississippi River The Pathfinder to Western Insurance Stability

ROYAL UNION MUTUAL LIFE INSURANCE COMPANY

Des Moines, Iowa

OFFICERS
FRANK D. JACKSON, President SIDNEY A. FOSTER, Vice-Pres. and Sec'y. N. M. HUBBARD 2d Vice-Pres. and General Counsel
CARL B. PRAY, Treasurer JAMES TAGGART PRIESTLEY, M. D. Med. Dir.

30th Annual (Condensed) Statement Ending December 31, 1915

<p style="text-align: center;">Income 1915</p> <p>Ledger Assets January 1, 1915... \$5,072,285.41</p> <p>Premiums \$1,448,358.88</p> <p>Interest, etc. 311,071.52</p> <p>Total Income <u>1,759,430.40</u></p> <p>Total <u>\$6,831,715.81</u></p> <p style="text-align: center;">Disbursements 1915</p> <p>Death Losses \$ 292,398.65</p> <p>Matured Endowments 7,250.00</p> <p>Dividends to Policyholders.... 168,465.48</p> <p>Surrender Values 137,180.72</p> <p>Total to Policyholders \$ <u>605,294.85</u></p> <p>Paid for Claims on Supplemental Contracts not involving Life Contingencies 3,560.00</p> <p>State Fees and Taxes..... 26,848.69</p> <p>Commissions to Agents and All Agency Expenses 346,160.02</p> <p>Salaries of Officers and Clerks... 79,607.20</p> <p>Managerial and Legal Expenses 4,615.56</p> <p>Medical Fees and Inspections... 33,452.53</p> <p>Printing, Stationery, Advertising, Postage, Telegraph, Telephone, Express and Exchange 19,729.04</p> <p>Rent Home Office and Branch Offices 12,110.44</p> <p>All Other Disbursements..... 20,559.18</p> <p>Total Disbursements <u>\$1,151,937.51</u></p> <p>Ledger Assets December 31, 1915 <u>\$5,679,778.30</u></p> <p style="text-align: center;">SUMMARY OF YEAR'S BUSINESS</p> <p>Total Insurance in Force December 31st... \$39,407,150.00</p> <p>Gain in Insurance in Force, for 1915..... 4,461,454.00</p> <p>Securities on Deposit December 31, 1915, with the State to Protect Policyholders..... 5,388,769.12</p> <p>Gain in Deposit for 1915..... 498,026.68</p> <p>Total Income, for 1915..... 1,759,430.40</p> <p style="text-align: center;">Paid Policyholders Over \$4,482,000--Present Assets to Credit Policyholders, \$5,939,516</p>	<p style="text-align: center;">Assets December 31, 1915</p> <p>Gain in Income, for 1915..... 135,953.81</p> <p>Total Admitted Assets December 31, 1915.... 5,939,516.37</p> <p>Gain in Admitted Assets..... 680,779.73</p> <p>Total Surplus, Assigned and Unassigned..... 681,266.53</p> <p>Total Loans 5,475,227.58</p> <p>Average Interest and Profits Earned..... 6.22%</p> <p style="text-align: center;">Assets December 31, 1915</p> <p>Real Estate \$ 89,619.72</p> <p>First Mortgage Loans 4,001,185.00</p> <p>Loans on Policies and Premium Notes—Net 1,474,042.58</p> <p>Cash in Office and Banks..... 101,426.05</p> <p>Due and Deferred Premiums—Net 59,703.62</p> <p>Interest Due and Accrued..... 213,539.40</p> <p>Total Admitted Assets..... <u>\$5,939,516.37</u></p> <p style="text-align: center;">Liabilities December 31, 1915</p> <p>Reserve on all Policies (mean basis) \$5,060,783.00</p> <p>Death Claims Not Complete.... 25,476.87</p> <p>Supplemental Contracts (not due) 124,647.00</p> <p>Accrued Taxes and Medical Fees 29,157.00</p> <p>Premiums Paid in Advance..... 11,967.81</p> <p>All Other Liability..... 6,218.16</p> <p>Surplus to Policyholders Apportioned and Unapportioned.... 681,266.53</p> <p>Total <u>\$5,939,516.37</u></p> <p style="text-align: center;">INSURANCE ACCOUNT</p> <p>In Force Jan. 1, 1915 (22,457 Policies), Amt. \$34,945,696.00</p> <p>Issued and Restored in 1915 (5,437 Policies), Amount *8,795,468.00</p> <p>Total 27,894 Policies, Amount..... 43,741,164.00</p> <p>Terminated in 1915—2,507 Policies, Amount.. 4,334,014.00</p> <p>Total Insurance in Force December 31... 39,407,150.00</p> <p>Gain in Insurance in Force..... 4,461,454.00</p> <p style="text-align: center;">*Paid for business.</p>
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How Bankers Are Advertising

Theoretically every advertisement should be a matter of news, according to F. W. Ellsworth, manager department of publicity and new business,

Guaranty Trust Company of New York. By the same token an advertisement which follows the style of a news item can more successfully compete with the news columns. The heading or catch line of an advertisement should be such as will attract the attention of the reader and excite his interest, and this catch line should be set in a good display face. The body of the advertisement should be set in ordinary newspaper type and the name of the company advertising should appear at the bottom as a sort of signature. The entire advertisement in order to be attractive and symmetrical, should appear in the center of the space with an ample margin of white space on all sides as a definite frame. This frame separates it from adjoining advertising or reading matter and causes the advertisement to stand out prominently as it should.

Position.

The next consideration is position. The best position in the newspaper ordinarily is what is known as an "island" position on the first page surrounded by reading matter. With many papers this is an impossibility. The next best position, however, is top of column next to reading matter and it should not be difficult for the average bank, by making a special arrangement for regular advertising, to secure such a position permanently. It is always well to watch one's advertising day by day in order to be assured of continued good position, for in the rush of making up the average newspaper the advertiser who never makes any complaint will soon become known in the "make-up" room as "easy" and is apt to be gradually forced into an out-of-the-way place on the page.

An Advertising Plan.

Suppose we apply these theories to a concrete case. Here is a bank, with \$50,000 capital, in a town of ten thousand population. The town has two weekly papers. There are three banks in the town. One of the banks decide to start an advertising campaign. In the first place a card list is made of practically every

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.

adult in the town and surrounding country. We will say that this list altogether comprises 4,000 names, 1,500 of them already customers of the

bank. This leaves 2,500 to work on. The bank's net earnings last year were 20 per cent of the capital, or \$10,000, and it is decided that for the first year the advertising expenditure will be limited to \$500. The card record which has been compiled was taken from the city directory and from the telephone directory, from the directories of the local churches, from the roster of local clubs, lodges and other organizations. The cards printed and ruled cost approximately \$10 and the compilation was made at odd times. It is decided to reach the 2,500 prospects either by personal letters, circular letters, or some form of printed matter at least three times during the year. The postage on this will cost \$150, assuming that two-cent stamps are used, while the cost of the literature can be kept easily within \$50. This leaves us with \$300 for our newspaper advertising. Each of the newspapers charges twenty-five cents an inch for advertising on contract. The bank decides to run an ad each week for a year in each of the papers, to occupy five inches double column. The cost of this advertising for the year will be \$250, leaving a balance of \$40 for miscellaneous publicity such as an occasional quarter page in the newspaper or special folders or booklets to be handed out over the counter. The success of a modern campaign like this of course will depend very largely on the nature of the copy used in the newspaper advertising. This would have to be prepared week by week in advance by an officer or employee of the institution.

Change of Copy.

There should be change of copy each time an advertisement appears, and there need be no fear as to a scarcity of subjects, for contrary to popular notion a bank furnishes an almost endless variety of topics for continuous newspaper publicity. A writer on the subject of bank advertising has compiled a book entitled, "2,000 Points for Bank Advertisers," and by no means has he exhausted the list. I have in mind a bank in the middle west that conducted a savings bank campaign for nearly two years, running two advertisements a week in each of a hundred periodicals, making a total of approximately two hundred advertisements, and no two were alike.

N. E. FLEKKE BECOMES VICE-PRESIDENT OF THE POLK COUNTY STATE BANK, CROOKSTON, MINN.

P. M. Ringdal has been re-elected president of the Polk County State Bank of Crookston, Minn., and N. E. Flekke has succeeded L. W. Larsen as vice-president. G. O. Hage was re-elected cashier.

James Hanson, deputy county auditor, has resigned from that position to become assistant cashier. He succeeds Roy W. Larsen, who resigned a year ago, but who remained in office to the present time.

Cashier Hage reports a very successful year.

DIS/IN/C/TIVE
SIGNS FOR BANKS



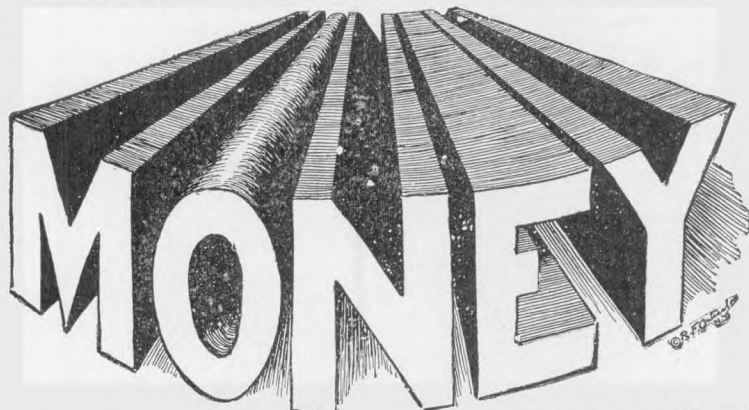
163

HANGER PANEL—beveled plate glass
"BRILLIANT" gold letters

WESTERN DISPLAY CO., Saint Paul

SEND FOR CATALOG

The man with



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is master of every situation.
He can grasp any good, first-class business opportunity.

**You See This
Don't You?**

Others will see your ads if they are like it, won't they?

Let us explain to you how you can get a different picture and a different ad. in your own home newspaper every week.

We will gladly do so.

Advertising That Gets Results
We Can Show You

**Outcault's
Christmas
Banking
Club**

A very simple and practical plan to get a large number of depositors.

Operating Pass Book and Card Index System.

Easy to install. Easy to run.

A tremendous success.

Ask us about it.

5 cents
will start a
Bank Account
join our
**Xmas
Banking Club**
and have
\$63.75 next
Christmas.

OUTCAULT ADVERTISING CO.

508 South Dearborn St.

CHICAGO, ILL.

Please mention this paper.

Legal Opinions and Decisions

Overdue Bills and notes.

The payment to the original holder of a note which he had sold after maturity and which was not in his possession and where he had no authority to collect, is held not valid as against the true owner in the Arkansas case of *Calhoun v. Ainsworth*, 176 S. W., 316; L. R. A., 1915 E., p. 395.

Theft from Maker.

The recent Washington case of *Angus v. Downs*, 147 Pa., 630, holds that the fact that the note has been stolen from the maker without delivery is no defense if it appears in the hands of a bona fide holder for value before maturity.

Under the statute providing that where the instrument is in the hands of a holder in due course a valid delivery by all prior parties so as to make them liable to him is conclusively presumed. It is a general principle well established that delivery of a bill or note is essential to complete the contractile relation intended to be created between the parties as between the immediate parties or persons whose rights are no higher than those of the immediate parties. There could be no doubt of this principle, consequently notes which have been stolen before delivery convey no rights to the payee or one holding under him with notice.

Thus, a payee to whom notes have been executed but not delivered, who asks for the privilege of looking at the notes and upon getting them in his possession left the maker and refused to return them on demand cannot recover.

Carter v. McClintock, 29 Mo., 464.

The Supreme Court of Minnesota, in *Erickson v. Roehn*, 21 N. W., 865, held that where a non-negotiable note which has been returned by the payee to the maker and a negotiable note substituted therefor had been stolen from the safe of the maker where it was placed and transferred to another to whom the maker states on inquiry, not knowing that any but the second note was out, that "the note against me for the sum of \$300 is correct," there is no evidence tending to show negligence on the part of the maker so as to work an estoppel against him.

Bank's Liability.

The bank which paid a non-negotiable check of one of its depositors which he had made payable to himself and endorsed in blank and which was stolen from him before delivery to the person to whom he intended to deliver it, is protected in making such payment.

Bowden v. Third Nat'l Bank, 8 Ohio Reprint, 394.

Leaving the check in this shape and carelessly affording any person the opportunity of becoming the holder, the drawer of the check cannot complain if the bank recognized his endorsement as an assignment of his personal right to collect the amount of the check.

In *Roberts v. McGrath*, 38 Wis., 52, a note was executed and turned over to a bank which was to hold the same subject to the order of the maker and this note was obtained from a clerk of the bank by an agent of the payee with the statement that he desired

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.

to make an abstract of this and other notes and would return them as soon as he had done so, and failed to do so and delivered the note to the payee, who sold it to a bona fide holder, and the right of the bona fide holder was denied.

Under the Negotiable Instruments Law where the instrument is in the

hands of a holder in due course a valid delivery thereof by all the parties prior so as to make them liable to him is conclusively presumed. Under this act the defense that the note was lost or stolen from the maker before delivery is ineffectual.

Groester v. Segarman, 76 N. W. Sup., 922.

But if the instrument is incomplete it does not become a valid obligation even in the hands of a bona fide holder. Thus an incomplete check which was signed and placed in a drawer without being filled out and was stolen from the drawer and filled out and negotiated does not become a valid obligation in the hands of a purchaser, and if he has collected the amount thereof the drawer upon paying it may recover the same.

Linick v. Nutting, 125 N. Y. Sup., 93.

Liability and Intermediary Bank.

Where a check was sent in by mail and was intercepted by a third person and stolen from the mail and cashed by an intermediary bank with a forged endorsement thereon, the payee of the check may sue the bank for the conversion of the check.

(N. D.) *Crisp v. State Bank of Rolla*, 155 N. W., 78.

Innocent Holders.

Where a note is sold by one who is without question an innocent holder to another party and there is no evidence that the last holder of the note was guilty of fraud, he is an innocent holder with all the rights thereto pertaining, says the Supreme Court of South Dakota in *Kahney v. Thayer*, 154 N. W., 1103.

The Supreme Court of Iowa in a recent case decided that where the payee of a note carrying interest agreed to cancel the face of a note in consideration of the maker's annual payment during the payee's lifetime of the amount of interest charged, it was held that this was a sufficient consideration to support the agreement to discharge the face of the note, though the payee was then over ninety.

This decision, handed down December 16th and reported in 155 N. W., page 259, is of great value in deciding the rights in those cases where parents in consideration of the payment of a certain rate of interest during their lives by their children agree to discharge the face of the note; such a contract is good and the agreement to pay this rate of interest for life being for an indefinite time is a sufficient consideration to uphold the discharge of the note.

Transferee After Maturity.

Where a note is transferred before maturity, as we have often said, and is in the hands of an innocent purchaser for value, no defenses are available against it before the Supreme Court of Iowa.

One of the Strongest Banks in Iowa
THE FIRST NATIONAL BANK

FORT DODGE, IOWA



Established 1866

Oldest in Fort Dodge

WE are in position to render **YOU** the same safe, efficient, satisfactory service we have rendered scores of other banks in this territory for years.

Capital \$300,000
 Surplus and Undivided Profits \$270,000
Resources Over Three Million Dollars

E. H. RICH, President

O. M. OLESON, Vice-Pres.

WEBB VINCENT, Chairman

J. FLOYD, RICH, Asst. Cashier

GEO. L. RICH, Cashier

C. D. CASE, Asst. Cashier

In *Steele v. Ingraham*, 155 N. W., 294, it is held that against the transferee after maturity the maker's defenses are available as though the payee had sued. Where a transferee brings an action on a note subject to equitable defenses, the burden of proving such defenses is on the maker of the note.

A certain party gave her agent a note for \$175 payable each year after date, which was transferred after maturity to another party, who brought suit thereon, and it was sought to introduce paroled evidence that the agent in consideration of receiving the note had promised to sell certain land for the defendant within the year at a certain price per acre or rent it at a certain rental, but it was held that this evidence was inadmissible to vary the terms of the note. It must be remembered that it rested within the power of the court to decide whether or not the evidence will support a verdict for defendant, and if not he may so instruct the jury and it will be their duty to find accordingly.

Where a bank purchases a note without any notice of fraud and the instrument is an ordinary promissory note on its face, the court will instruct the jury that unless notice of the fraud can be brought home to the bank that it must find for the plaintiff and allow the collection of the note.

In *Pyle v. East*, 155 N. W., 283, the Supreme Court of Iowa has taken up the effect of gifts and of delivery of note after death.

A certain man conveyed land to his nephew, taking his note therefor, and at the time papers were drawn he made an endorsement on the note that it was to be void and become the property of the nephew at his death and delivered it to a bank, with instructions to turn it over to the nephew in event of his death. In the meanwhile he collected the interest and paid it to the payee while he lived. The payee never thereafter withdrew or demanded the note, though he lived for several years. It was held that this constituted a gift to the nephew of the principal of the note with a reservation of the interest thereon during the payee's lifetime, and in an action brought by the administrator to collect this note, it was held that the defendants (makers of the note) were exonerated from all obligation.

The Rochester National Bank, the oldest banking institution in Rochester, Minn., was granted its third twenty-year charter recently by the United States government.

NEW BANK AT NEW YORK MILLS, MINN.

The Farmers and Merchants State Bank of New York Mills, Minn., has filed its articles of incorporation. Its capitalization is \$12,000.

The stockholders are: A. E. Blomberberg, J. K. Maki, J. M. Ojala, and E. R. Rosser. Mr. Rosser will be the cashier.

Certified Public Accountants

Financial Investigations

Audits

Cost and Accounting

Systems

WM. GUTHRIE & CO.

234-235 Davidson Bldg.

SIoux CITY

IOWA

G. A. KENDERDINE, Attorney

TOLEDO, IOWA

Prompt attention given all legal business, claims or collections.

Banking law a specialty.

Notary Public for Tama County, Iowa.

Farm Mortgage Department

Progressive Farmer Regards Farm Mortgage as a Blessing.

I am safe in saying, says H. S. VanAlstine, that the average intelligent, progressive farmer regards the farm mortgage as a blessing, in retrospect at least. He may not fully appreciate it during the paying period, but when he has acquired a competence the mortgage will have a generous credit mark.

This view is often obscured and distorted by the demagogue and muck-raker, whose chief occupation is an effort to convince the people that they are worse off than they had imagined.

The money trust is hung high as a bogey man, and the farmer is told that he is a class set apart for exploitation by all who come his way.

I have no sympathy with the political mountebank who works upon, and endeavors to create a class prejudice, in order to attain some personal end.

The agitator has a proper place in this old world, and must have his full share of credit in the march of progress, but the cultivation of class distinctions and class hatred, will benefit no one.

The present tendency of the lawmakers of our country toward paternal government, and the enactment of sumptuary laws are contrary to the principles held most dear by its founders, and any move toward class legislation or direct state loans on lands, would be repugnant to the best intelligence of our rural citizens. They realize that in the final settlement we pay most for that which we try to get for nothing, and such legislation will in the end re-act upon those whom it is intended to benefit.

The local agent or middleman has been considered one of the luxuries or parasites of the farm credit system and a tax upon the farmer. Every fence has two sides—and of course we see our own side plainest. In my opinion he has been a benefactor to the farmer. He has made it his business to investigate new territories and acquaint the possible investor with the merits of his particular locality, and has induced the man with cheap money to invest.

Many of the early mortgage companies operating in the middle west gave most valuable service in the

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.

development of the country by furnishing cheap money to buy and improve new lands. Such of these companies as confined their operations to safe localities and followed reasonably conservative

methods, succeeded in large measure. Nearly all made excellent records for years, and their bonds and debentures ranked high as safe and stable investments.

These very conditions, and the confidence of the investing public, opened the way for abuses. Large profits could be had by taking loans on lands in new and untried localities, where rates were high and possible profits proportionately large, with the result that many of these companies wailed dismally, bringing distrust and discredit upon this class of securities.

Confidence is the keystone of the commercial banking house, and is no less important to the farm mortgage banker.

The fundamental rule should be, and is, security first, and rates afterwards.

One salient feature which the conservative broker and investor must keep in mind is that these values will "hit the high place" somewhere, and thereafter there will be no steadily increasing value to catch up with over valuation, and loans must be more conservatively placed than during the developing period. I dare say that many questionable loans have been made good by this process of rising values.

A few days ago I met a successful lawyer of our part of the state of Iowa who told me of his experiences some twenty-five or thirty years ago in borrowing money. He bought a quarter section for about \$1,500, paying \$100 down. He then drove to the county seat, borrowed \$2,000 on this same land, paid for it, and had \$500 profit and the land. The loan was paid promptly, and that farm would now be worth \$30,000. I know the money lender very well, and he today boasts of having loaned several million dollars without a foreclosure or loss of a cent to himself or his investors. That loan agent was really not intentionally indiscreet, but the land was bought for less than it was fairly worth, and both the owner and the agent were over optimistic and over-valued the land.

It is impractical for large investors to depend upon

5% FARM LOANS WANTED

We have a large amount of money to lend on Iowa farms on advantageous terms and at lowest rates. We want regular connections in many Iowa, Minnesota and South Dakota 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.
E. L. Johnson, Vice-Pres.

Carleton Sias, Vice-Pres.
C. R. Davis, Sec'y.

Geo. W. Williams, Ass't Sec'y.
W. C. Logan, Treas.

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

FUNDS FOR FARM LOANS

Bankers desiring permanent connections for placing farm loans will find it advantageous to write us. Representatives desired in many sections of Iowa.

Ask for full information giving us details of what you have to offer.

American Mortgage & Securities Company

Manchester, Iowa

Capital \$200,000

J. H. TREWIN, Vice-President
J. F. GRAHAM, Vice-President

A. M. CLOUD, President

F. C. WAPLES, Secretary
H. E. HENDERSON, Treasurer

the representations of the farmer himself. This is not essentially because the farmer is dishonest, for such is not the case. The average farmer is probably no more honest or dishonest than the average banker or grocer, but he is naturally an optimist. His interests make him so. High prices for land or produce means wealth and prosperity, to the farmer, and this cultivates optimism.

Therefore, when he values his land for loan purposes, he is biased by this optimism, and is prone to put the values high enough to meet his requirements. This same trait is sometimes cultivated by the agent, but experience soon teaches the conservative broker that it is a bad policy to "put over" an overvalued or undesirable loan.

This optimism is not wholly unwarranted. Our farmers have seen this broad land develop from a wild waste of rolling prairies and primeval forests into productive farms, and the values have steadily kept pace with this development.

The practical farm loan investor naturally wants to put his money where he can get the best interest rates, consistent with security. He is not lending his money from charitable motives.

However, he realizes that the prosperous borrower is the best risk, and he prefers to lend his money where it will return a mutual profit, thereby insuring satisfactory relationship and prompt pay.

Years of experience have now developed a reasonably systematic method of placing farm mortgages, and investors have profited by the experience and vicissitudes of the successful and unsuccessful companies that have gone before.

Dignified Investments for Conservative People

10 year 6 per cent S. A. Bonds. Secured by depositing selected First Mortgages with a strong Trust Company. Denominations \$50.00, \$100.00, \$500.00, \$1000.00.

SELECTED CITY AND FARM LOANS FOR SALE

If you want banking or any other dignified investment write to

PACIFIC MORTGAGE COMPANY

ISAAC SPRINGER, President

124 W. Fourth St.

Los Angeles, Cal.

Carefully Selected Farm Loans



in the best sections of Minnesota, the Dakotas and Montana are dependable income producers. You receive your interest the day it is due and your security enhances in value every year. Nothing safer—nothing better. Obtainable in sums to suit—from \$500 upwards. Our own money invested in every loan. Our long experience in this field controls the choicest offerings. Write for booklet. Make your money work while you sleep and be safe.

Western Mortgage Loan Company

Successors to L. O. Tollefson Co.

530 Security Building

Minneapolis, Minn.

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! Experienced Cashiers

We have 44 shares stock in a good \$10,000 capital state bank in Nebraska for sale at \$135 per share. We want an experienced cashier for this. Good salary and good future. Write us confidentially.

ROGERS REFERENCE COMPANY

540 Paxton Blk. Banking Dept. OMAHA, NEB.

BANK FOR SALE

North Central North Dakota. Capital and Surplus about \$20,000, Deposits about \$175,000, Earning Power 30% to 40%. Price about \$25 over book value.

BUSINESS SERVICE COMPANY

(Banking Department)

632-634 McKnight Bldg. MINNEAPOLIS, MINN.

FOR SALE—Small bank near Salem, Oregon. Requires about \$16,000 to handle. H. W. Long, 1005 Haas Bldg., Los Angeles, Calif.—2.

YOUNG LADY, twenty-two years old, desires position in Bank. Has been for past two years and is at present employed in the Winfield State Bank. Capable of doing usual detail work in country bank. Helen L. Young, Winfield, Iowa.—2.

FIXTURES FOR SALE—Having decided to build and equip a new bank building, we offer for sale our modern counter fixtures built of quarter sawed oak, with marble base and dealing plates, three windows and door to private office; length thirty feet. Could

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.

deliver about April first. Write for further particulars. State Savings Bank of Lamoni, Lamoni, Iowa.—2.

WANTED TO BUY control of high-grade bank, well located in the middle west. Can invest up to \$25,000. Address "President," care the Northwestern Banker.—2.

BANK POSITION WANTED in a country bank at once by single American, age 24. Nearly four years all around experience in live country bank where still employed. Not a stenographer, but can operate typewriter. Moderate salary. References from present employers and others. Address 1973, Northwestern Banker.—2.

POSITION WANTED at once by clean-cut young man, as bookkeeper. Would much prefer bank work, as I have had three years' experience. Will start at living salary to prove ability. Best of references. Address 1974, Northwestern Banker.—2.

WANTED—To get in on a new bank organization, to invest in same and take the cashiership. In a good Iowa or Southern Minnesota town of 1,000 people or larger. Address 1975, Northwestern Banker.—2.

WANTED—Position by young married man as assistant cashier or bookkeeper. Have had five years experience. Address 1968, The Northwestern Banker.—2.

WANTED—To purchase good private bank in eastern Iowa or small state bank in southern Wisconsin or Minnesota. Give full details first letter. Address 1967, The Northwestern Banker.—2.

FOR SALE—A reasonable amount of stock in an up-to-date bank in central Iowa, with official position. Address 1965, The Northwestern Banker.—2.

WE HAVE a customer who wants to buy control in good Iowa or Nebraska bank in town of not less than 2,500. Can put in up to \$60,000.00. All communications held strictly confidential. Westergaard & Peterson, 362-4 Brandeis Theatre Bldg., Omaha, Neb.—2.

WANTED—Bank position. Have had six years' experience in bank, and four years of that time as cashier. Can work any time after March 1st, as I am employed until then. Address 1969, The Northwestern Banker.—2.

WANTED—Position as cashier. I am Bohemian-American, 32 years old, read and speak both languages, not married. One year with the Merchants National Bank of Cedar Rapids, Iowa, in the transit department, six years with First National Bank, Garner, Iowa. Address 1970, The Northwestern Banker.—2.

FOR SALE—A complete set of mahogany bank fixtures, also good vault doors. Will be sold cheap if taken soon. First National Bank, Odebolt, Iowa.—2.

Capital and Surplus \$10,000,000

1857



1916

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

WANTED—Bank position. A permanent place in a country bank as assistant cashier and bookkeeper. I am a young married man, age twenty-five. Have had three years' experience in all departments of State and National Banks. A graduate of good commercial college, and not afraid of work. I am free from all bad habits and will make good. A-1 references furnished. Address 1971, The Northwestern Banker.—2-tf.

WANTED—Position as cashier of country bank. Over five years' banking experience. German Catholic, married, 26 years old. I am employed at present. Desire change, Western Iowa preferred. Hustler. Can invest. Very best of references. Address 1972, The Northwestern Banker.—2.

Life Insurance Stock For Sale

A Few Shares of Life Insurance Stock for Sale. Address 197, Northwestern Banker.

The State Bank of Delano, Minn., held their annual meeting and that institution was found to be in a very flourishing condition.

The annual meeting of the stockholders of the Mount Ayr State Bank, Mount Ayr, Iowa, was held recently. All the old officers were re-elected.

BIG SIOUX CITY INSURANCE COMPANY LICENSED

(By Staff Reporter)

Sioux City and the great northwest territory it serves is to be congratulated, for Sioux City is now the home of the largest life insurance company ever organized in Iowa, the one great insurance state. This fact became a reality on January 19, 1916, when the state insurance department accepted the securities and officially licensed the National Fidelity Life Insurance Company of Iowa. Also, a record was established in Iowa insurance matters, for the securities representing the capital of this company was the largest similar deposit ever made in the state.

This is of importance to the bankers of the Northwest, inasmuch as it is the first life insurance company ever formed in Sioux City, and the only one in its great territory. This places within this territory, ideally located for the convenience of its bankers, closer to them than any other, a solidly organized, largely capitalized, ably managed life insurance company.

The fact alone that Ralph H. Rice, one of the best known, most capable, energetic insurance executives in the west, is president of Sioux City's big company will be sufficient information to those familiar with the leaders of ability in the insurance world to assure them that success is ahead for the National Fidelity.

But it is not merely the fact that experienced, well-known men fill the official offices of the company. These men have the most solid of foundations upon which to build.

The National Fidelity Life has a capitalization of \$200,000.00, fully paid up, and the securities accepted and deposited with the state.

It began with more stockholders back of it

Insurance and banking are closely related in the field of finance and it is indeed gratifying that Iowa should be chosen as the home of the National Fidelity Life Insurance Company, one of the largest life insurance companies ever organized in the Northwest.

than any other company ever formed in Iowa. It has more bankers back of it, as stockholders and directors, than any other company—126 influential bank officials of this section of the country being identified with the National Fidelity.

A Tendency of Interest to Bankers.

There is a tendency among bankers that makes the establishment of a strong life insurance company in this territory especially opportune at this time.

The present concensus of opinion among bankers generally, especially those of smaller towns, indicates that bankers are going to do more in the handling of the insurance business in the future.

The banker is looking more and more upon insurance as a desirable and logical part of the banking business. It is interesting to note the increasing tendency toward "Insurance Departments," not only in country banks, but also in city banks.

The aggressive banker today realizes that insurance has always been a part of his business. But he has received little compensation other than additional detail and bother being thrust upon him.

The banker is the man who must take the lead in

the building up of the community.

It is the banker who has to pass on credits in his community.

He is the man people come to for advice, on insurance as well as other matters.

The bank is where people go for loans to meet insurance premiums.

Today, the aggressive banker feels that he is the man who should go just a step farther and have more to do with writing the business. He has been



RALPH H. RICE,
President National Fidelity Life Insurance
Co., Sioux City, Iowa.

handling the detail of it anyway—but “Mr. Go-Between,” to use the expression of a prominent bank president in speaking on this subject, has been coming in from outside cities and has not compensated properly the local banker.

It is rather an imposition upon the banker to have him give advice in the matter, do his share in the upbuilding of the community for outside insurance agents to benefit from, and then see them come in and take the entire commissions out of the community, when in all probability the banker will have to help meet the premiums with loans, and if not a loan, it is a check on his bank.

In many ways, insurance and banking are closely allied.

It has come to the place where today the banker feels that a customer is a better customer if he carries insurance, because he is a better financial risk.

Bankers who have made insurance a regular part of their business have found it a very desirable department, and a profitable one. Also, it proves a greater convenience to the people of the community. It makes it possible for them to deal with the banker, whom they know and whose advice they seek anyway, rather than altogether with strangers.

In view of these things, we believe the establishment of the National Fidelity Life at Sioux City is an opportune occurrence to the bankers of this territory at this time.

Largely a Bankers' Company.

In other ways, the National Fidelity is largely a bankers' company. The fact that so many prominent bankers—126 of them—are backing the company, some of them serving actively as directors, has its significance.

The company is strongly backed in Sioux City, by many of that city's most influential, conservative and successful business men. Included in these are officers and directors of three of Sioux City's largest banks.

The capital of the company is such as to enable it to operate anywhere in the United States that it desires.

Favored by Iowa Laws.

The stringent insurance laws of the state of Iowa make this company as safe as any company, no matter how long established.

The banker often feels he is bound down and closely restricted by state and national banking laws. But insurance companies in Iowa are much more so. These laws cover practically every phase of the insurance business, and designate just how it shall be conducted, even to the minutest detail. Iowa insurance laws, compiled, completely fill a book of 177 pages.

Under the compulsory deposit law, Iowa insurance companies must deposit their securities representing their entire capital and all reserves with the state. The law even designates the kinds of securities that may be used.

Iowa is a noted insurance state. Almost twice the amount of securities are on deposit with the Iowa commissioner as may be found on deposit with the great New York department. The interests of policyholders of Iowa companies are in other ways protected and safeguarded by the state, and of the numerous Iowa companies, the National Fidelity Life is the largest company ever organized in the state, and at present, regardless of age, it has the second largest capital.

Founded on Desirable Lines.

In many ways, insurance resembles banking. As in banking, there are many respects where there is little room for choice as to companies. There are advantages to be offered, however, in the manner of personal service (as with banks), and in liberality of advantages offered to policyholders.

Our personal acquaintance with the officers of the company convinces us that their personal service will be of a very high standard.

And as to liberality of advantages and benefits granted, there are no companies in the United States, so far as we know, who have more to offer. They are in position to include any policy condition—all the newer ones—that may be included by any life insurance company.

They include and feature, for instance, the total disability clause and double indemnity benefits—granted by only one other of the companies operating in Iowa.

The convenience of location for those within Sioux City territory will prove a strong advantage. There has never been an insurance company in this territory, but now this rich section has placed within its easy reach this large company.

Ably Directed.

Ralph H. Rice is president. Mr. Rice is a man of wide experience in the insurance world. He has been engaged in the insurance business since his twentieth year. His experience is both general and practical. But it isn't alone experience. Mr. Rice is a man of capacity—he has a broad vision—is an organizer—and he has that all-important faculty of making friends. His personal friends and acquaintances include the insurance fraternity over many states. Mr. Rice has been prominently connected with other companies for many years.

Mr. E. E. Brown, secretary, is a man of much energy, sound judgment, broad insurance experience—a doer. He has been connected with the insurance business in different capacities for the past six years, previous to which he spent five years as a bank cashier.

Considering all—the ideal location, the unusual strength, the influential backing, the size of the company, the liberality of policy conditions, and the experienced, highly efficient men in every department, who are to direct the affairs of this company—we can see nothing but a substantial growth and success ahead for the National Fidelity Life Insurance Company of Iowa.

WESTERN LIFE HOLDS ANNUAL MEETING.

The Western Life Insurance Company of Des Moines held the annual stockholders' meeting recently, followed by the annual directors' meeting. All officers and directors were re-elected for the coming year with Jas. H. Jamison, president; A. D. Struthers, secretary and treasurer; M. L. Turner, M. D., medical director; H. D. St. John, assistant secretary, together with members of the board of directors, S. F. Ellis, John C. Petty, Robt. T. St. John.

Stockholders present at the meeting presented a resolution congratulating the officers and directors on the successful year just closed.

The Western Life, although one of Iowa's younger companies, is making a creditable record. Among fourteen Iowa companies the Western Life stood sixth place in the amount of business written during 1915.

JOHN R. WASHBURN PROMOTED TO VICE-PRESIDENCY OF THE CONTINENTAL AND COMMERCIAL NATIONAL BANK, CHICAGO.

John R. Washburn, who has been the efficient cashier of the Continental and Commercial National Bank of Chicago, has been elected vice-president of that institution.

Van Horn, Cluett & Co.

ACCOUNTANTS

Impartial Audits-Systems

Correspondence Invited

ADDRESS

Citizens Nat'l Bank Building
DES MOINES, IOWA

CHICAGO DES MOINES NEW YORK



JOHN R. WASHBURN,

Who was recently elected Vice-President of the Continental & Commercial National Bank of Chicago.



Build Business--Increase Deposits

As President Stevens and Other Prominent Bankers Have Done Through the Right Use of

Advertising Coins

You read last month of Mr. Stevens' great success in using advertising coins to secure new business and larger deposits for the Century Savings Bank of Des Moines—

But this is only one instance, and we have prepared a booklet that gives you the story in greater detail—

Tells of the successful use of Advertising Coins in many different ways—for Old Home Week, Newcomers' Day, County Fairs, Conventions, wherever people congregate—to replace a business card when calling on prospects—at the church bazaar—can be used in Banking or Savings Departments—for savings or drawing accounts.

This booklet is crammed full of ideas you can use in your town, insuring big dividends on your little investment in coins.

Write for Free Sample and "Book of Plans."

L. F. GRAMMES & SONS., Mfrs.

ALLENTOWN, PA.

Since Mr. Washburn entered the Fort Dearborn National as messenger twenty years ago he has advanced rapidly. In 1897 he entered the clearing house department of the Continental and Commercial National Bank. For many years Mr. Washburn has been one of President Reynolds' chief assistants in executive matters.

E. O. STRICKLAND RE-ELECTED PRESIDENT OF THE FLORIS SAVINGS BANK, FLORIS, IOWA.

At the annual election of the Floris Savings Bank, Floris, Iowa, the following officers were elected for the year 1916: E. O. Strickland, president; U. S. Heady, vice-president; Charley Skinner, cashier; W. E. Hill, assistant cashier.

The cashier's report shows loans of \$76,000.00; cash on hand of \$18,326.00, and the deposits amount to \$88,850.00.

THE CHARACTER COMPANY

Get the Significance of These Facts---

The National Fidelity Life Insurance Co. is the

- First and Only** Company ever organized in Sioux City and its trade territory.
- Largest Company Ever Organized in Iowa.**
- Nearly Six Hundred** influential stockholders—126 of them **Bank Officials.**
- Strongest Backed,** and best formed Company in the Northwest.
- Has **Every Penny** of its authorized capital **Paid Up** in cash and deposited with the state—the **Largest Similar Deposit Ever Made in Iowa.**
- More Conveniently Located** for Bankers in this territory than any other insurance company.
- Easier Policy Contracts** to sell—**Greater Service** to buyers.
- Double Indemnity, Total Disability,** and other advantages granted.

WE INCLUDE policy conditions and advantages that most companies either cannot or do not. Our size and strength enable us to include any policy condition that any company on earth can—including all the newer ones—among which

we pay double the face in case of accidental death.

Our convenient location, personal service, great financial strength, liberal policy conditions will all prove greatly to your advantage.

Get Our Proposition to Bankers

National Fidelity Life Insurance Co. of Iowa

Sioux City, U. S. A.

RALPH H. RICE, President

THE CITY NATIONAL BANK

OF CLINTON, IOWA

Capital, Surplus and Profits . . . \$ 300,000.00
Deposits \$2,920,000.00

OFFICERS

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

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

IOWA

E. H. RICH BECOMES PRESIDENT OF THE FIRST NATIONAL BANK, FORT DODGE, IOWA.

E. H. Rich has been elected president of the First National Bank, Fort Dodge, Iowa, to succeed Webb Vincent. Mr. Rich has been in the banking business in Fort Dodge for forty-one years. In 1874 he entered the First National as bookkeeper, being elected assistant cashier the following year. The bank then had a capital of \$50,000 and deposits of \$38,000. In 1892 the Merchants National and the First National were consolidated under the name of the First National, with a combined capital of \$200,000 and deposits of \$442,000. At present the capital and surplus of the combined First National and Fort Dodge Savings Bank amounts to over \$650,000 and the deposits are more than three million dollars.

Mr. Vincent has been in continuous banking service for forty-four years.

The complete personnel of officers of the First National Bank is as follows: E. H. Rich, president; O. M. Oleson, vice-president; Geo. L. Rich, cashier; Chas.

D. Case, assistant cashier and secretary of the board; J. Floyd Rich, assistant cashier.

Following the custom of many of the larger banks, a new office, that of chairman of the board of directors, was created and Mr. Vincent was elected to fill this position.

STATE BANK OF BONDURANT, IOWA, CELEBRATES TWENTY-FIFTH ANNIVERSARY.

The State Bank of Bondurant, Bondurant, Iowa, has recently celebrated its twenty-fifth anniversary. A very handsome card has been issued in which "they avail themselves of this quarter-centennial occasion to express their deep sense of gratitude for the loyal support of hundreds of friends whose patronage and good will have enabled the institution to grow to its present position among the solid financial institutions of this country. They express the hope that the cordial personal and business relations which have existed may continue for another quarter century."

The officers of the State Bank of Bondurant are: M. E. Gannon, president; W. G. Robinson, vice-president, and B. F. Rothrock, cashier.

J. N. KUHL BECOMES PRESIDENT OF THE ALTON SAVINGS BANK, ALTON, IOWA.

The Alton Savings Bank of Alton, Iowa, has elected the following officers: J. N. Kuhl, president; William

...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.

STATEMENT OF CONDITION
DECEMBER 31, 1915

Resources	UNITED STATES DEPOSITORY	Liabilities	
Loans and Discounts.....	\$4,773,618.09	Capital Stock.....	\$ 300,000.00
Overdrafts	755.75	Surplus and Undivided Prof- its	451,020.25
U. S. Bonds and Other Bonds	492,313.72	Circulation	200,000.00
Real Estate (for bank prem- ises)	212,500.00	Deposits	6,729,179.87
Furniture and Fixtures	NONE		
Cash on Hand, due from Banks and U. S. Treasurer	2,201,012.56		\$7,680,200.12
	\$7,680,200.12		

OFFICERS

P. C. Frick, Vice-President. James E. Hamilton, Vice-President. Edwin H. Farrow, Cashier.	John T. Hamilton, President. H. N. Boyson, Assistant Cashier. Roy C. Folsom, Assistant Cashier. Mark J. Myers, Assistant Cashier.
---	--

Hensing, vice-president; and Harry Vander Linden, cashier. Mr. Kuhl was formerly the cashier and Mr. Vander Linden was the assistant cashier.

The bank was organized in 1915 and the capital stock is \$25,000.

ALL THE OFFICERS OF THE LOVELL STATE BANK, MONTICELLO, IOWA, ARE RE-ELECTED.

At the nineteenth annual meeting of the stockholders of the Lovell State Bank of Monticello, Iowa, the following directors were elected for the ensuing year: George Lovell, R. C. Stirton, J. S. Hall, C. S. Bidwell, J. W. Doxsee, Dr. W. A. Mirick and L. W. Lovell. The reports of the executive officers were of a satisfactory nature and showed the bank to be in a prosperous and healthy condition. The directors declared the usual annual dividend. The following executive officers were re-elected: President, George L. Lovell; vice-president, J. S. Hall; cashier, R. C. Stirton, and assistant cashier, L. W. Lovell.

THE CEDAR RAPIDS NATIONAL BANK, CEDAR RAPIDS, IOWA, COMPLETES \$20,000 REMODELING.

The Cedar Rapids National Bank, Cedar Rapids, Iowa, of which Kent C. Ferman is the cashier, recently completed the remodeling of their bank at a cost of \$20,000. This includes the fitting up of a large room on the second floor of their building, which was

necessary on account of increased business. The transit department and the accounts of banks and bankers are now handled in that room and they have also added a reading room for the use of employees.


In the basement a thoroughly equipped safe deposit department has been installed. There are two vaults—one heavily lined with a massive door and equipped with safe deposit boxes, while the other is a fire-proof vault for trunk and package storage. The Cedar Rapids National Bank also has seven coupon rooms, telephone booth, one small committee room and one large committee room for the exclusive use of their customers. Entrance to the safe deposit department is from the lobby of the main banking floor.

At the annual meeting of the stockholders it was decided to increase the stock February 1st from \$300,000 to \$500,000, thereby giving the bank a capital of \$500,000 and a surplus and undivided profit of \$250,000.

The usual dividend of 10 per cent was paid for the past year and a special dividend of 36 per cent was declared to be paid the first of February. This special dividend is an indication of the splendid condition of the bank.

CHARLES LYNDE CHOSEN PRESIDENT OF MORRIS PLAN CO., DES MOINES, IOWA.

The following officers have been elected for the Morris Plan Co., which has been established in Des Moines: Charles E. Lynde, president; Rev. J. Edward Kirbye, first vice-president; A. O. Hauge, sec-



BLACK HAWK

NATIONAL BANK

CAPITAL AND SURPLUS
\$250,000.00

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

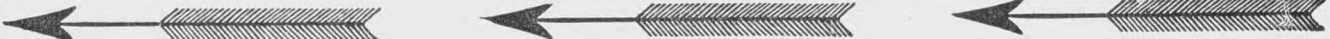
“The Bank of Stability and Progress”

Waterloo, Iowa

3 PER CENT ON BALANCES

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

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



THE CENTRAL STATE BANK

DES MOINES, IOWA

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

OFFICERS

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

REMEMBER OUR FOUR CARDINAL PRINCIPLES

Absolute Safety. Courteous Treatment to All.
Consistent Liberality. Promptness and Execution.

ond vice-president; Sidney Mandelbaum, third vice-president, and F. C. Waterbury, treasurer.

The Des Moines Morris Plan Company is not a bank and will not be incorporated under the banking laws of the state but under the general act. The articles drafted by the New York corporation and recommended for adoption by the local companies call for a directory board of twenty-five members. The local company will have a board to consist of not less than seven and not more than twenty-five members.

IOWA NEWS AND NOTES.

John L. Large, who has been vice-president of the First National Bank, Sioux City, Iowa, at the annual

meeting of the stockholders, held recently, was elected president to succeed John McHugh, who now is connected with a New York bank. Other officers elected were: F. A. McCornack, vice-president; H. A. Gooch, vice-president; L. H. Henry, vice-president; J. L. Mitchell, vice-president; O. D. Pettit, cashier, and Fritz Fritzon, assistant cashier.

The German Bank of Walnut, Iowa, is rebuilding, remodeling and enlarging their bank building, the work to be completed by June 1, 1916.

The Dysart Savings Bank, Dysart, Iowa, held their annual meeting recently. All the old directors were re-elected. H. P. Jensen was re-elected as president; Ervin Moeller, cashier; John Marson, assistant cashier, and Walter Moeller, bookkeeper.

The Exchange Bank of De Soto, Iowa, has purchased and taken over the De Soto Savings Bank of that place. These two banks will be consolidated under the title of the De Soto Savings Bank.

The Citizens Bank of Pleasantville, Iowa, held its annual election of officers recently and Mr. B. F. Heiny, who for several years has so efficiently acted as cashier, has been honored by election to the president's chair. Chester L. Gose has been chosen as cashier.

JOHNSON COUNTY SAVINGS BANK
IOWA CITY, IOWA

Capital \$125,000.00
Surplus and Profits 117,000.00

Special facilities for handling collections or any other business entrusted to us.

To know us better "Be Our Customer"

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

The annual meeting of the stockholders of the Citizens Savings Bank, Anita, Iowa, was held recently, at which time the old officers and directors were all re-elected.

At the regular annual meetings of the Farmers and Citizens and First National Banks of De Witt, Iowa, few changes in the personnel of the officers were made. The past year has been a very successful one for the banks in De Witt.

The Omaha National Bank, Omaha, Neb., has been approved as reserve agent for the First National Bank, Adair, Iowa.

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

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

The National Bank of the Republic, Chicago, has been approved as reserve agent for the First National Bank of Lenox, Iowa.

At the annual meeting of the stockholders of the Atlantic National Bank, Atlantic, Iowa, all the old offi-

cers and directors of the bank were re-elected for the ensuing year and a dividend of 7 per cent was declared.

Sioux City, Iowa, will have a new bank with \$75,000 capital to be known as the Commonwealth Trust and Savings Bank. W. S. Snyder is president and A. M. Conner, cashier.



CORONA TYPEWRITER

Weight with case
8 3/4 lbs.

The machine for personal use

Ask for booklet

B. F. Swanson Co.
 (Inc.)
 Harrison E. Russell, Pres.
 419 Locust St.
 DES MOINES, 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

Surplus and Profits, \$2,865,000 - - - - - Deposits, \$45,000,000

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

The directors of the Union Savings Bank, Union, Iowa, held their annual meeting recently. E. A. Corfe was elected a director to fill the vacancy caused by the death of the late H. H. Barnes. An 8 per cent dividend was declared and the business of the bank declared to be in the best condition since its organization.

At a meeting of the directors of the State Bank of Estherville, Iowa, there was a dividend of 12 per cent

FINDING THE RIGHT MAN

to fill a position requiring training, fidelity, and initiative, is the business man's problem.

A letter to our Business Service Department when in need of the RIGHT MAN helps solve the problem. Hundreds of business men and banks are served every year and this service is at your command.

Cedar Rapids Business College
Cedar Rapids, Iowa

declared, and above this there is \$5,000 surplus. The business of the bank was found in excellent condition under Cashier Smith's management.

Charles E. Lynde was recently elected director of the Iowa Trust and Savings Bank, Des Moines, Iowa, at their annual meeting. Mr. Lynde, who is business manager of Successful Farming, succeeds E. T. Meredith on the board.

The West Branch State Bank, West Branch, Iowa, declared their regular semi-annual dividend of 4 per cent to the stockholders at the close of business for 1915. The bank has outgrown its present quarters and arrangements are under way for remodeling and enlarging the building.

The work of remodeling the Wooden Savings Bank, Centerville, Iowa, is completed, and it is now one of the finest bank buildings in Centerville. The exterior is of white stucco and terra cotta, and the interior is all new, mahogany and marble; the floor has been lowered and is of tile. The improvement cost \$8,000.

At the annual meeting of the State Bank of Dows, Iowa, the old officers and directors were re-elected and \$4,000 was passed to the surplus fund and a 20 per cent dividend was declared. In spite of the unfavorable financial conditions of the past twelve months, the State Bank has had a most favorable year.

The State Savings Bank of Lamoni, Iowa, will build a new bank building in the spring. On account of the crowded condition of the present quarters the directors have had a new building in mind for several years.

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

SECURITY NATIONAL BANK

SIoux CITY, IOWA

Capital and Surplus \$500,000

W. P. MANLEY, President
C. W. BRITTON, Cashier

T. A. BLACK Vice-President
C. G. CUMMINS, Ass't Cashier

The Best of Service in Handling Collections and Accounts of Banks

The Johnson County Savings Bank, Iowa City, Iowa, re-elected all of its officers for the ensuing year and also declared a 5 per cent dividend. Also the Farmers Loan and Trust Company and First National Bank of the same place each declared a 5 per cent dividend, the Iowa City State Bank a 4 per cent, and the Citizens Savings and Trust Company declared a 3 per cent dividend.

The annual meeting of the stockholders of the Farmers and Merchants State Bank, Columbus Junction, Iowa, was held recently. The report of Cashier O. M. Cavin was very satisfactory to the stockholders, showing as it did an increase in profits over the profits of the bank last year, which had been an unusually successful year for this bank. After the report had been read and accepted the sum of \$10,000 was taken from the profits and transferred to the surplus fund, thus making the surplus now \$40,000, or equal to the capital stock.

At a meeting of the general convention committee of the local bankers at the Irving Hotel, Waterloo, held recently, Tuesday and Wednesday, June 20th and 21st, were selected as the probable dates for the com-

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

ing convention of the Iowa Bankers Association, which is to be held in Waterloo this year.

Arthur Young has accepted a position in the Farmers State Bank of Jesup, Iowa.

IOWA NATIONAL BANK

FLEMING BUILDING, DES MOINES, IOWA

STATEMENT DECEMBER 31, 1915

LIABILITIES.	
Capital Stock	\$1,000,000.00
Surplus and Profits	580,038.43
Circulation	237,100.00
Dividends Unpaid	34,235.00
Deposits	7,273,043.85
	<hr/>
	\$9,124,417.28
RESOURCES.	
Loans	\$6,371,771.27
United States Bonds	300,000.00
Federal Reserve Bank Stock	39,000.00
Furniture and Fixtures	5,000.00
Overdrafts	3,435.02
Cash and Exchange	2,405,210.99
	<hr/>
	\$9,124,417.28

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



The Worn Trousers.

Elihu Root, former senator from New York, smiled the other evening, when reference at a dinner was made to church attendance. He said he was reminded of the piety of a certain hobo.

One afternoon a castdown hobo timidly knocked on the door of a suburban home, and when the owner of the house appeared he meekly asked for bread.

"I see," responded the proprietor, critically sizing up the tramp, "that the knees of your trousers are badly worn."

"Yes, sir," answered the hobo, in a subdued voice. "I wore them through kneeling in prayer."



A few minutes later the tramp was handed his fodder, and, with many thanks, he turned and started toward the gate.

"Just a moment," exclaimed the proprietor. "I notice that your trousers are also pretty badly worn in the back."

"Yes, sir," responded the tramp, steering for the gate. "I did that backsliding."—Philadelphia Telegraph.

Suits and extra trousers \$25, \$30, \$35 and up.

NICOLL The Tailor
W^m Jerrems' Sons
 23 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

<p>C. H. EIGHMEY, President C. J. COLLIER, Vice-President</p>	<p>B. F. BLOCKLINGER, Vice-Pres. H. A. KOESTER, Asst. Cashier</p>
<p>Capital, - - - - \$200,000 Surplus & Profits, \$180,000</p>	
<h1 style="margin: 0;">First National Bank</h1> <p style="margin: 0;">DUBUQUE, IOWA</p>	
<p>Accounts of Bankers Solicited.</p>	<p>Write Us for Terms</p>

IOWA

The State Bank of Swea City, Iowa, will erect a new home in the spring. Definite action was taken at the directors' meeting held recently. Arrangements are under way to start building just as soon as the weather permits in the spring, if possible.

The First State Bank, Greene, Iowa, has just completed a forty-foot addition to their building. The first floor will be occupied by the bank, thus enlarging the floor space. The second story will be used for offices. A large new vault was built and has been fitted up with 200 safety deposit boxes.

What has been the Farmers State Bank of Paullina, Iowa, is now the First National. They opened up recently under their new charter.

At the annual meeting of the stockholders of the Farmers Savings Bank, Keystone, Iowa, held recently, that institution placed its name on the State Honor Roll of banks whose surplus equals its capital stock. The statement of this popular institution now shows a capital stock of \$15,000 and a surplus of the same. This shows a gain in surplus of \$2,500 during the past year. In addition to this a regular 6 per cent dividend on the capital stock was declared and paid. The following officers were elected for the ensuing year: President, Henry J. Meyer; vice-president, H. N. Jammer; cashier, W. C. Hamann; assistant cashier, Geo. Harder.

The stockholders of the Delhi Savings Bank, Delhi, Iowa, held their annual meeting recently. The reports were unanimously approved. The year's business proved to be one of the best and most satisfactory in the history of the institution. E. R. Stone was elected president; J. E. Swinburne, vice-president, and J. O. Sloan, cashier.

E. T. Meredith, publisher of Successful Farming, Des Moines, Iowa, has been re-elected as a director of the Federal Reserve Bank of Chicago for another term of three years.

The annual meeting of the stockholders of the State Bank of Earlville, Iowa, was held recently and the following officers elected: President, C. M. Laxson; vice-president, Edward Bisgrove; cashier, D. F. Laxson.

A new bank known as the Irvington Savings Bank has been organized at Irvington, Iowa.

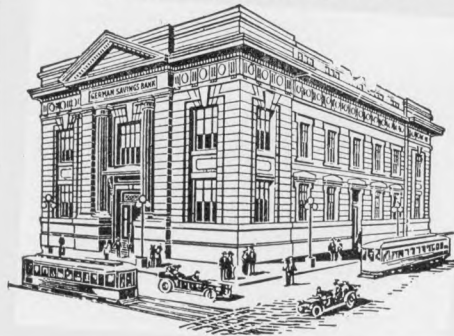
E. G. Simpson, cashier of the First National Bank at Williams, Iowa, sold his stock and other interests in the bank to L. E. Pond of Jefferson. Thornton G. Simpson has also retired as assistant cashier and bookkeeper and will be succeeded by Miss Ruth Martinson, who formerly occupied the same position in the bank.

The directors of the Burnside Savings Bank, Burnside, Iowa, held their first meeting recently. A full attendance was present and the directors were surprised to learn of the large amount of business done by the cashier, Mrs. Cox. After only thirty days' business the bank showed a total business of over \$21,000, which is certainly a very creditable showing.

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

At a meeting of the local committee in charge of the arrangements for the Morris plan bank, held recently, it was decided to make the capital stock \$100,000 instead of \$75,000 as was first planned. Upon consideration it was thought that the latter sum would be too small to take care of the business of a city the size of Des Moines.

The new home of the Story County Bank, Ames, which is to be located in the southeast corner of the new hotel building, will be a model of convenience and workmanship and one of the most handsome banking rooms in the state.

Donald Scott, who has been assistant cashier and bookkeeper in the Terril Savings Bank, Terril, Iowa,

since the institution was reorganized last year, has resigned his position and will be succeeded by Paul Johnson.

The stockholders of the Sheldahl Savings Bank, Sheldahl, Iowa, held their annual meeting recently and the only change made in the personnel of the bank's officers for the coming year was that O. R. Peterson was elected as a director in order to fill the vacancy caused by the resignation of Walter Frick.

H. M. Billsborough, cashier of the Farmers Savings Bank, Center Point, Iowa, has resigned his position, sold his stock in the bank and also his residence on Franklin street and will leave Center Point for other fields. F. G. Bryner will take his place in the bank.

Located in the grain and live stock center of Iowa, having unexcelled direct connections in the state

THE CEDAR RAPIDS NATIONAL BANK

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The Cedar Rapids National Bank

Cedar Rapids, Iowa

Capital \$500,000.00

Surplus and Profits \$250,000.00

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Of Continuous, Conservative and Successful Banking

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

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

CHAS. C. KUNING, Chief Clerk

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

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MINNESOTA

M. ROY KNAUFT ELECTED CASHIER OF THE MERCHANTS NATIONAL BANK, ST. PAUL.

M. Roy Knauft has been elected cashier of the Merchants National Bank of St. Paul to succeed H. W. Parker, resigned.



M. R. KNAUFT,
Cashier,

Merchants National Bank, St. Paul, Minn.

Mr. Knauft was assistant cashier and was also assistant cashier of the National German-American Bank before it consolidated with the Merchants National. He is well known throughout the Northwest.

Edward A. Konantz, lumberman, succeeds R. C. Jefferson, retired, on the Merchants National Bank board.

THE FIRST NATIONAL BANK, ST. PAUL, IN THEIR CAPACIOUS NEW HOME.

The First National Bank of St. Paul, Minn., are now comfortably located in their beautiful new building. The main banking room, which is 145 by 176 feet, is one of the largest in the country.

A chain of twenty-two cages, made of solid bronze and ornamented black wrought iron, surround the room at the three sides. There are six private offices for consultations and for senior officers, three at each side of the main doorway.

All of the woodwork in the bank portion of the building, including working desks in the cages, is of Mexican mahogany, of a heavy, dark variety. At the far end of the banking room, directly opposite the main entrance, back of the cages, are three vaults, one for books and records, another for checks and the third for currency.

The First National Bank has made a very remarkable growth in deposits, which attests to the prosperity of the institution. In April, 1864, the deposits amounted to \$245,120.34; December, 1912 (First National before consolidation with the Second National), \$13,559,603.57; January, 1913 (First National after consolidation), \$17,384,562.11, and at the close of business December 31, 1915, the deposits reached the splendid total of \$48,356,869.25.

THE FERGUS FALLS NATIONAL BANK, FERGUS FALLS, MINN., ON THE "ROLL OF HONOR."

The Fergus Falls National Bank of Fergus Falls, Minn., according to its last statement, has a capital of \$70,000; surplus and undivided profits of \$77,016.33; circulation, \$70,000, and deposits, \$1,056,667.34. This places the bank in the "Roll of Honor" class.

The officers are: Joseph Ulland, president; E. H. Rich, vice-president; Frank J. Evans, cashier, and Henry G. Dahl, assistant cashier.

ALFRED HOEL RESIGNS AS VICE-PRESIDENT OF THE FIRST NATIONAL BANK, BIWABIK, MINN.

Alfred Hoel has resigned from the vice-presidency of the First National Bank of Biwabik, Minn. He has also severed his connections with the bank at Aurora, but will retain his interest in the bank at Gilbert.

THE FIRST NATIONAL BANK OF ST. PAUL



NEW QUARTERS OF THE
"OLDEST BANK IN MINNESOTA"

Mr. Hoel has been vice-president of the Biwabik bank for the past three years and was previously cashier of the First National Bank of Gilbert, where he was elected vice-president shortly before leaving.

A. C. DENT HEAD OF BOND DEPARTMENT OF MERCHANTS TRUST AND SAVINGS BANK, ST. PAUL.

A. C. Dent, of C. O. Kalman & Co., has become the head of the Merchants Trust and Savings Bank, St. Paul. He has severed his connection with C. O. Kalman & Co. and will devote his time exclusively to the business of the trust company.

Mr. Dent entered the employ of the Security National Bank, Minneapolis, in 1906 and in August, 1907, became connected with the bond and farm mortgage firm of Wells & Dickey Co. In May, 1913, he and C. O. Kalman and M. W. Matteson founded the firm of C. O. Kalman & Co.

CHAS. A. CHAPMAN ELECTED PRESIDENT OF THE MANKATO SAVINGS BANK, MANKATO, MINN.

Charles A. Chapman has been elected president of the Mankato Savings Bank of Mankato, Minn., to succeed the late George E. Brett.

Benjamin Taylor succeeds Mr. Chapman as vice-president and W. W. Davis was elected treasurer.

The annual dividend of 4 per cent was declared.

W. W. SMITH BUYS INTEREST IN FARMERS STATE BANK, ST. CLOUD, MINN.

W. W. Smith, for the past eighteen years a director

and officer of the First National Bank, St. Cloud, Minn., has purchased an interest in the Farmers State Bank and has been elected vice-president. C. D. Schwab has been re-elected president and A. W. Corwin cashier. Mr. Smith will assume direction of the administrative affairs of the bank.

The Farmers State Bank was organized by President Schwab in 1911 and the growth of the bank has been constant ever since.

CARL ZAPFFE PROMOTED FROM VICE- PRESIDENT TO PRESIDENT OF BRAINERD STATE BANK, MINN.

Carl Zapffe, who has been the vice-president of the Brainerd State Bank of Brainerd, Minn., has been elected president to succeed L. M. DePue, who goes to Minneapolis to engage in the land business.

O. H. Scott, of Wadena, traveling for the Jenny-Semple-Hill Co., was elected vice-president.

H. E. Kundert remains as cashier and T. R. Dwyer assistant cashier.

FARMERS STATE BANK, MOOSE LAKE, MINN., OPENS FOR BUSINESS.

The Farmers State Bank of Moose Lake, Minn., has opened for business in their new quarters. This bank is Moose Lake's newest banking institution.

The building is built of brick, the front finished in a dark red pressed brick, in the rough, trimmed with stone. The banking room proper occupies the center of the room and is conveniently arranged, allowing a large lobby for the public. The interior of the building is finished in birch stained to a mahogany color,

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 \$65,000,000.00

MINNESOTA

the fixtures are also of mahogany finish, while the walls are tinted to harmonize with the furnishings.

The officers are: F. S. Graham, president; P. D. Early, vice-president; Walfred Westholm, cashier, and J. W. Lindmark, assistant cashier.

BANK OF HUTCHINSON, MINN., BECOMES THE FARMERS AND MERCHANTS STATE BANK.

The Bank of Hutchinson, Minn., has changed its name to the Farmers and Merchants State Bank, Incorporated. The capital of the bank has been increased from \$35,000 to \$50,000.

The bank was organized in 1892 and has always been a strong institution.

BEMIDJI, MINN., BANKS TO LOAN MONEY FOR "PAY-UP WEEK."

Bemidji, Minn., through its Merchants Association, will not only join in the national "pay-up week," February 21st to 26th, but its banks have agreed to loan money that all persons may balance their accounts at that time.

President Barker, of the Merchants' Association, has appointed W. L. Brooks, H. C. Baer and R. F. Schumaker a committee of bankers to present a definite proposition.

Business men expect that obligations totaling more than \$200,000 will be paid.

FLOOR MANAGER APPOINTED FOR FIRST NATIONAL BANK AND NORTHWESTERN TRUST CO., ST. PAUL.

Charles Griffin, superintendent of service of the Glacier National Park hotels, has been appointed floor manager of the First National Bank and the Northwestern Trust Company of St. Paul.

The position occupied by Mr. Griffin is new in banking in St. Paul. He serves as an adviser to patrons who do not understand how to proceed.

CURTIS B. KELLAR, ALBERT LEA BANKER, DIES.

Curtis B. Kellar, the oldest banker in the state of Minnesota in point of service, died not long ago.

Mr. Kellar was cashier of the first bank that was organized in Albert Lea and the first one in the county. He worked faithfully and at the time of his death was president of the First National Bank of Albert Lea, a bank with a capital and surplus of \$150,000 and assets of over \$1,000,000. He had been in continual banking service for forty-eight years.

CITIZENS STATE BANK, FULDA, MINN., INCREASES SURPLUS TO \$20,000.

At the annual meeting of the stockholders of the Citizens State Bank of Fulda, Minn., the bank was found to be in a very flourishing condition, a substantial dividend was paid and the surplus increased to \$20,000.

The matter of providing more room for the constantly increasing business was discussed and result was a unanimous vote to extend the present building to cover the entire lot. A building committee was appointed and the work of building and rearranging will be begun as soon as weather conditions permit.

The same board of directors was re-elected, who in turn re-elected the same officers for the ensuing year.

MINNESOTA NEWS AND NOTES.

The annual meeting of the stockholders of the State Bank of Young America, Minn., was held recently. The following officers were elected: Aug. F. Truwe, president; Henry L. Simons, vice-president; F. S. Mayer, cashier, and Henry J. Schmitz, bookkeeper.

L. F. Nelson, who has been connected with the Citizens State Bank, Tracy, Minn., for the past six years as assistant cashier, has resigned his position and retired from the bank. Mr. Oscar L. Johnson, of Brandon, Minn., takes Mr. Nelson's place. Mr. Johnson was formerly cashier of the State Bank at Eagle Lake, Minn.

The stockholders of the State Bank of Sleepy Eye, Minn., held their annual meeting recently and re-elected the following officers: Hans Mo, president; Ed F. Berkner, vice-president; Jos. Herzog, cashier; E. P. Schmitz, assistant cashier. It was with a feeling of security and pleasure that the stockholders viewed the year's work of the bank. The business had increased every month, which showed a very satisfactory dividend to the stockholders.

George E. Munkel was elected president; Arthur Mulvey, vice-president, and J. Q. Mackintosh, cashier of the Farmers and Merchants State Bank of Stillwater, Minn., at a meeting of the directors of the bank.

Great Western Accident Insurance Company

DES MOINES, IOWA

Iowa's Largest and Strongest Health and Accident Company

RESOURCES.	LIABILITIES.
Approved Securities Deposited with Insurance Departments.....	Reserve for Re-Insurance.....
Cash on Deposit and in Office.....	Reserve for Losses.....
Interest Accrued.....	Reserve for Sundries.....
Premiums in Course of Collection.....	Surplus to Policyholders
Holding Account.....	(Including Capital Stock \$100,000.00).....
Total Admitted Assets.....	Total.....
\$262,638.25	\$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.

C. S. Stremel is president of the North Side State Bank, Minneapolis, succeeding Herman J. Dahn. John R. Peterson is assistant cashier of the Camden Park State Bank, Minneapolis. These two official changes were made at the annual meetings of the two institutions held recently. The North Side State Bank re-elected all the other officers and directors and declared a dividend at the rate of 6 per cent annually. The Camden Park State Bank made no other changes, A. M. Hovland being re-elected president and all other officers and directors returned. A dividend was declare on the basis of 8 per cent a year.

Deposits in the national and state banks and trust companies in St. Paul are more than \$100,000,000, the highest in the history of banking in St. Paul.

The forty banks in Stearns county had total deposits of \$10,598,483.76 when the reports were made to the state and national government in response to the call issued recently. The showing is by far the greatest that has ever been made by the financial institutions of the county and is an increase of almost one-tenth during the past year.



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Every advertiser in The Northwestern Banker, has goods or service of value to you. You place yourself under no obligation, if you ask for additional information from any of our advertisers. Use the coupon and save your time and postage. Ask us for information about any of our advertisers; some of the new ones this month are listed below.

1. Line-a-time Manufacturing Co., Rochester, N. Y.
2. Eversharp Pencil Co., Chicago, Ill.
3. National Fidelity Life Insurance Co., Sioux City, Ia.
4. Pacific Mortgage Company, Los Angeles, Cal.
5. Jesse E. Cole Company, Des Moines, Iowa.
6. L. F. Grammes & Co., Allentown, Pa.

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SERVICE DEPARTMENT
NORTHWESTERN BANKER
Des Moines, Iowa

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Our "Agriculturists Service" is now available to one bank in a community for lobby display and bi-weekly distribution to a selected list of prospective customers with its compliments.

Bearing an intensely interesting day-to-day message to those vitally concerned in weather conditions (and good banking accommodations) it affords an unequalled opportunity for business solicitation—not once or twice but twenty-six times a year.

These bank talks are written by experts, personalized with your signature by us, the cards are addressed and delivered to you ready for distribution.

The forecasts are remarkably correct, based on the most advanced Private Astronomical information and investigation, and supplement our Grain and Cotton Subscription Service.

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Advise size of mailing list. The price is only \$5 per month.

CAROTHERS OBSERVATORY
Service Department
OBSERVATORY BUILDING DES MOINES, IOWA

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

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



For 25 years we have
 satisfactorily served
 our correspondent
 banks.

THE PACKERS NATIONAL BANK Stock Yards OMAHA

NEBRASKA

THE OMAHA NATIONAL BANK, OMAHA, NEB., HAS OVER \$2,000,000 IN CAPITAL, SUR- PLUS AND UNDIVIDED PROFITS.

For the first time in the history of any bank in Nebraska, the Omaha National has attained over \$2,000,000 in capital, surplus and undivided profits. The capital is \$1,000,000; surplus, \$500,000 and the undivided profits \$513,658, making a total of \$2,013,658.

Activity for money is reflected in the reports of the condition of national banks in Omaha according to the last call.

The total deposits in the nine national banks amount to \$61,581,983 and the total loans and discounts are \$45,203,736.

AMERICAN STATE BANK, LONG PINE, NEB., SUCCEEDS THE COMMERCIAL BANK.

The American State Bank has succeeded the Commercial Bank of Long Pine, Neb., and the paid in capital has been increased from \$10,000 to \$25,000.

No change will be made in the policy or the officers of the bank. The officers are: F. McGiverin, president; J. C. Castle, vice-president; Chas. P. Nelson, cashier, and H. J. Albertson, assistant cashier.

FIRST NATIONAL BANK, CRETE, NEB., ADDS \$2,500 TO THE SURPLUS ACCOUNT.

At the annual meeting of the First National Bank of Crete, Neb., the usual semi-annual dividend was declared and \$2,500 was added to the surplus of the

bank, \$800 was charged off the building and \$2,232.46 was left in the undivided profit account.

The following officers were elected: John Tully, president; G. C. Noble, vice-president; Ed. J. Aron, cashier; Fred Hier and Sophia Menke, assistant cashiers.

The directors of the First Savings Bank, which is owned by the stockholders of the First National Bank, added \$1,000 to the surplus of the bank.

J. F. HALDERMAN SELLS INTEREST IN THE FARMERS AND MERCHANTS BANK WYMORE, NEB.

J. F. Halderman, for the past three and a half years cashier of the Farmers and Merchants Bank of Wymore, Neb., has disposed of his interest in that institution to Messrs. J. I. Moore and E. W. Miskell, of Wilber, Henry Gund, of Lincoln, and J. I. Baker, of Swanton.

Mr. Moore succeeds Mr. Halderman as cashier.

Mr. Halderman takes the position of cashier of the First State Bank of Pawnee City, of which his father, W. J. Halderman, is the president. The father and son now own the controlling interest in the institution, the latter having purchased the interests of Thomas L. Green, who goes to Scottsbluff to take the management of a bank there.

THE BLAIR NATIONAL BANK BECOMES THE STATE BANK OF BLAIR.

The Blair National Bank of Blair, Neb., has surrendered its federal charter and reincorporated as the State Bank of Blair, with \$50,000 capital.

A charter has been issued to the reorganized institution by the state banking board. The same officers will be in charge, who are: C. A. Schmidt, president;

Walter H. Rhodes

John W. Overstreet

Rhodes-Overstreet Company

Consulting Bankers
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 907 W. O. W. Bldg.

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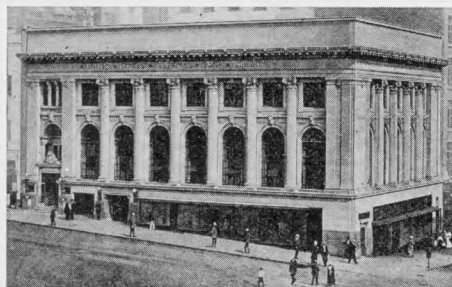
UNITED STATES NATIONAL BANK OF OMAHA, NEBRASKA

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

T. E. Stevens, vice-president, and Thomas Finnell, cashier.

F. W. CLARKE ELECTED PRESIDENT OF THE NEBRASKA NATIONAL BANK OF OMAHA.

F. W. Clarke, formerly vice-president of the Nebraska National Bank, Omaha, has been elected president to succeed the late Henry W. Yates.

Charles Coffee, from the directory board, was made vice-president, and John McDonald was elected to the directorate to succeed M. C. Peters.

The other officers remain the same and are as follows: H. W. Yates, Jr., cashier; L. W. Scheibel and Epes Corey, assistant cashiers.

M. T. BARLOW SUCCEEDS V. B. CALDWELL AS PRESIDENT OF THE U. S. NATIONAL BANK, OMAHA.

Milton T. Barlow, formerly vice-president of the United States National Bank of Omaha, has become president of that institution, succeeding the late Victor B. Caldwell.

G. W. Wattles, vice-president, was made chairman of the board of directors; William E. Rhoades, cashier, was made first vice-president; George E. Haverstick, assistant cashier, was made second vice-president, and Robert P. Morsman, assistant cashier, was made cashier.

Mr. Rhoades has been with the bank thirty years and Mr. Haverstick has been connected with the bank for twenty-five years.

FRED E. BODIE BECOMES PRESIDENT OF THE CITIZENS NATIONAL BANK, TECUMSEH, NEB.

Fred E. Bodie has purchased the interests of J. O. Graf in the Citizens National Bank of Tecumseh, Neb., and has also purchased the stock of W. H. Raymond, of Lincoln, which gives him a controlling interest. Mr. Graf, who has been president of the Citizens National Bank for the past three and a half years, will devote his attention to other interests in Tecumseh.

Mr. Bodie has been connected with the banking business for the past twenty years, during which time he has served as cashier of the Citizens National Bank of York, president of the State Bank of Elk Creek, cashier of the Citizens National Bank of Tecumseh when it was first organized and cashier of the Tecumseh State Bank.

S. D. THORNTON, SR., PRESIDENT OF THE SECURITY BANK, NELIGH, NEB., RETIRES.

An unexpected change occurred at the Security Bank, Neligh, Neb., when S. D. Thornton, Sr., retired from the bank and his stock was taken over by S. D. Thornton, Jr., F. B. Skinner, Hans Schutt and F. Juvenaut, of Petersburg.

The bank will remain under the direct management of the present cashier, S. D. Thornton, Jr.

A new bank will soon be opened at Chadron, Neb., with Ray Tierney in charge.

The Merchants National Bank

of OMAHA, NEBRASKA

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

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

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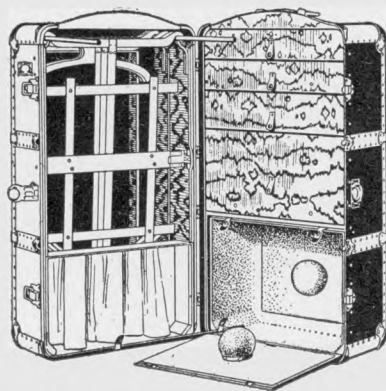
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NEBRASKA

NEBRASKA STATE BANK DEPOSITS INCREASE \$20,000,000 DURING PAST YEAR.

Deposits of banks under state supervision in Nebraska have increased their deposits \$20,989,818 during the past year.

In the same time the number of state banks has increased from 760 to 803. The number of depositors in the same length of time had advanced from 362,000 to 381,000; loans have increased \$19,023,635 and the reserve \$4,143,545. Total deposits now amount to \$114,487,652.98.



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The aggregate resources of the 803 institutions are given at \$144,422,709, or slightly over \$100 for every man, woman and child in the state of Nebraska.

H. R. HOWE ELECTED PRESIDENT OF THE FIRST NATIONAL BANK, AUBURN, NEB.

H. R. Howe has been elected president of the First National Bank of Auburn, Neb., to succeed the late Major Church Howe.

Mr. Howe has been associated with the bank for years and much of its growth and prosperity have been due to his efforts.

F. E. Allen is vice-president and W. H. Bousfield is the cashier.

FIRST NATIONAL BANK, BAYARD, NEB., INCREASES SURPLUS.

The First National Bank of Bayard, Neb., has increased its surplus fund from \$5,000 to \$10,000, making the combined capital and surplus \$35,000. At the annual meeting the usual dividend was declared. The total business has greatly increased during the past year.

W. H. Ostenberg is the president and Geo. G. Cronkleston is the cashier.

GEORGE I. PARKER, PRESIDENT OF THE FIRST NATIONAL BANK, HARTINGTON, NEB., RESIGNS.

After six years' service as president of the First National Bank of Hartington, Neb., George I. Parker has resigned to become associated with The Commonwealth Life Insurance Company of Omaha.

W. S. Weston, who has been vice-president, has been advanced to the presidency; R. G. Mason, the cashier, has been elected vice-president, and Geo. Beste, assistant cashier, has been promoted to cashier.

Mr. Parker was associated with the Coleridge State Bank as cashier for twelve years before coming to Hartington.

NEBRASKA NEWS AND NOTES.

At the annual meeting of the directors of the First National Bank of Auburn, Neb., held recently, Herbert R. Howe was unanimously elected president of the institution.

Thomas Flynn has been elected director of the Corn Exchange National Bank, Omaha, Neb., to succeed T. B. McPherson.

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**

At a meeting of the stockholders of the Brown County Bank, Long Pine, Neb., it was decided to increase the capital stock of the bank from \$15,300, its present capital stock, to \$40,000. The present officers of the bank will continue in their respective positions.

The Commercial Bank of Long Pine, Neb., has changed its name to that of the American State Bank, with practically the same officers as before, except that H. J. Albertson has been made assistant cashier. The capital stock has been increased from \$10,000 to \$25,000, owing to their increase in business.

S. D. Thornton, Sr., recently disposed of his holdings in the Security Bank at Neligh, Neb., to the old stockholders and Hans Schutt, F. B. Skinner of Neligh and Frank Jouvenat of Lincoln, who are new stockholders.

The City National Bank of York, Neb., has adopted a new system of handling their accounts that has been successfully tried in some of the larger cities. Instead of presenting your pass books for balancing at the end of each month, a monthly statement is mailed out to each patron, together with the cancelled checks.

The last statement of the Bank of Commerce in Hastings, Neb., shows an increase in deposits during the past year of nearly \$150,000.

The directors of the First National Bank, Beatrice, Neb., held a meeting recently, at which time W. C. Black, Jr., was elected cashier and member of the board of directors to fill the vacancy caused by the death of W. W. Black. H. E. Reeves was elected assistant cashier. The other officers and directors were re-elected.

Harry Doll was elected assistant cashier of the Beatrice National Bank, Beatrice, Neb., at a meeting of the directors held recently. The other officers and directors were all re-elected for the ensuing year.

A bronze tablet with an appropriate inscription to the memory of Victor B. Caldwell, who was president, is to be placed permanently in the lobby of the new banking house of the United States National Bank.

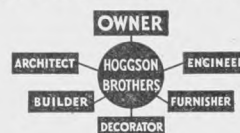
The Farmers State Bank of Stella, Neb., has fixtures, manufactured by the H. Ehrlich & Sons of St. Joseph, Mo., made of quarter-sawed white oak, finished in the chestnut brown or golden with the white-figured marble base and with the massive grill work. It is a very beautiful bank.

At the annual meeting of the stockholders of the Cedar County State Bank, Hartington, Neb., it was decided to increase the board of directors to four instead of three as formerly. J. A. Thoene was elected to the new directorship. The former directors, E. M. Hertert, A. J. Lammers and C. N. Hertert were re-elected. E. M. Hertert was re-elected president; A. J. Lammers, vice-president, and C. N. Hertert, cashier.

The Home Savings Bank of Grand Island, Neb., had its annual meeting recently and re-elected the same officers for the ensuing year.

The Third State Bank, Wood Lake, Minn., opened up recently for business.

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

Secured Merchants' Notes

We can offer paper possessing the following features:

Makers long established and well rated.

Amounts of \$1000 to \$5000; time four or six months.

Discount rate 6 per cent to 7 per cent.

Notes secured by customers' notes at margin of 50 per cent or more taken for the sale of merchandise to retail customers.

Deposits of collections made in New York exchange weekly or semi-monthly, equal to average deposit (not subject to check) of 20 per cent or more.

Send for Circular S. N. and list of offerings.

WM. A. LAMSON & CO.

Established 1904

Commercial Paper

60 Wall Street

New York

Sioux Falls Savings Bank

SIoux FALLS, S. D.

Capital \$200,000.00
Total Resources Over \$2,800,000.00

OFFICERS

WILLIAM ONTJES, President
C. H. ROSS, Vice-President
C. C. BRATRUD, Vice-President
L. D. MANCHESTER, Vice-President

JAS. B. LAMBERTSON, Cashier
K. B. CRESSEY, Asst. Cashier
F. A. FOSDICK, Asst. Cashier
R. L. HARRIS, Auditor

A Live Commercial Bank

Accounts of Banks and Bankers Solicited

Send Us Your Farm Loan Applications

SOUTH DAKOTA

N. O. MONSERUD, MEMBER OF THE GOOD ROADS COMMITTEE OF THE SOUTH DAKOTA BANKERS ASSOCIATION.

At the annual convention of the South Dakota Bankers Association, which was held at Deadwood last summer, there was a good roads committee ap-



pointed for the purpose of stimulating the interest in the good roads movement over the state. The members of the committee are: G. C. Pierce, of the Wal-

worth County State Bank, Selby, S. D.; N. O. Monserud, cashier of the Dakota Trust & Savings Bank, Sioux Falls, S. D., and Oscar Arnold, of the First National Bank, Salem, S. D.

This committee is endeavoring to interest the South Dakota Bankers Association in this movement, and has decided to publish a series of bulletins from time to time to be made in the form of hangers so that they can be easily hung and displayed in some convenient place in the lobby of each member bank where the public can get access to them, and urge upon the officers of the various banks to call the public's attention to those bulletins and make an effort to see that the suggestions offered be carried out to a greater or lesser degree in their respective communities.

South Dakota will within a very few years have one of the best systems of public highways of any state in the west if the bankers all do their share to aid the movement.

FIRST NATIONAL BANK, BROOKINGS, S. D., INCREASES SURPLUS FUND \$15,000.00.

At the regular meeting of the board of directors of the First National Bank of Brookings, S. D., it was decided to increase the surplus fund from \$10,000 to \$25,000. This will increase the working fund of the bank \$15,000, thus giving it added strength.

The past year has been one of the very best in the history of the First National Bank.

THE CITIZENS STATE BANK, COLMAN, S. D., MAKES SPLENDID SHOWING.

According to the last statement of the Citizens State Bank of Colman, S. D., they now have a capital of \$10,000; surplus and undivided profits, \$11,034.16; bills payable, \$8,000, and deposits, \$100,592.18.

The resources of the bank on December 31, 1908, were \$39,138.57 and on December 31, 1915, they had increased to the splendid sum of \$129,626.34.

The officers of this successful bank are: C. H. Ailen, president; J. P. Klugs, vice-president; E. A. Wieseth, cashier; I. E. Locke, assistant cashier.

SIoux FALLS SAVINGS BANK, SIoux FALLS, S. D., MAKES SPLENDID INCREASE IN DEPOSITS.

On January 1, 1913, the deposits of the Sioux Falls Savings Bank, Sioux Falls, S. D., amounted to \$1,560,733.10 and on January 1, 1916, they amounted to \$2,-



DAKOTA TRUST & SAVINGS BANK SIOUX FALLS, SO. DAK.

Capital and Surplus \$105,000.00

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

The Entire State of South Dakota Handled Direct

Deposits in This Bank GUARANTEED Under the South Dakota Bank Guarantee Act

OFFICERS

N. O. MONSERUD, Cashier
E. E. OLSTAD, Asst. Cashier

W. C. HOLLISTER, President

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

600,149.82, thus showing an increase of over \$1,000,000.00 in three years. The total resources of the bank are \$2,835,789.52.

L. D. Manchester has been elected as one of the vice-presidents of the bank and F. A. Fosdick has been elected assistant cashier.

The officers now are as follows: William Ontjes, president; C. H. Ross, C. C. Bratrud, L. D. Manchester, vice-presidents; Jas. B. Lambertson, cashier; K. B. Cressey and F. A. Fosdick, assistant cashiers, and R. L. Harris, auditor.

C. J. BACH SELLS HIS INTEREST IN THE BANK OF HURLEY, S. D.

L. C. Peppard and E. L. Burrell, of Minneapolis, have become the owners of the financial interests of C. J. Bach in the Bank of Hurley, S. D. Mr. Bach has been the president and a member of the board of directors since the bank was organized in 1892, although for some years he has not taken an active part in the management of its affairs.

The active management of the bank will remain as heretofore in the hands of J. C. Gilbert, Peter Allen and L. C. Allen.

DEPOSITS OF THE FARMERS & MERCHANTS STATE BANK, VERDON, S. D., ALMOST DOUBLE DURING THE PAST YEAR.

The past year has been a very successful one for the Farmers and Merchants State Bank of Verdon, S. D., as their deposits have almost doubled during that time. On January 2, 1915, the deposits amounted to \$48,359.60 and on January 2, 1916, they were \$96,375.98.

The capital of the bank is \$10,000, surplus and undivided profits \$7,640.00, which, together with the deposits, makes total liabilities of \$114,015.98. E. G. Elliott is the efficient cashier of this progressive institution.

M. C. SMITH ELECTED VICE-PRESIDENT OF THE SIOUX FALLS NATIONAL BANK, SIOUX FALLS, S. D.

M. Clyde Smith, who has been cashier of the Bank of Ipswich, S. D., for the past eleven years, has been elected vice-president of the Sioux Falls National Bank of Sioux Falls to succeed S. T. Kiddoo, who has resigned to become the vice-president of the Live Stock Exchange National Bank of Chicago.

J. D. Fleckenstein, formerly assistant cashier, has been elected to the cashiership and L. A. Gray, who

for ten years has been in charge of the bookkeeping department, has been promoted to the assistant cashiership.

GREGORY NATIONAL BANK ABSORBS BANK OF CARLOCK, S. D.

The Bank of Carlock, S. D., as a financial institution of Gregory county has been merged with the Gregory National Bank of Gregory.

H. S. Gow, who has been the cashier and principal owner of the Bank of Carlock, will be associated with his father in the farm loan business in Norfolk, Neb.

The merging of the Carlock bank with the Gregory National will be an advantage to its patrons, as it places them in connection with a larger and stronger institution.

NO ROBBERY OCCURRED IN RUTLAND, S. D. BANK.

Through an error it was stated in the January issue of The Northwestern Banker that the First State Bank of Rutland, S. D., was robbed of \$1,000.

The only bank in Rutland is the Farmers Savings Bank and it has not been molested in any way. We are glad to make this correction.

THE FIRST STATE BANK OF STRATFORD, S. D., HOLDS ANNUAL MEETING.

At the annual meeting of the directors of the First State Bank of Stratford, S. D., the following officers were elected: L. A. Pickering, president; A. P. Robinson, vice-president; O. H. Christian, cashier; R. J. Weidenbach, assistant cashier. Mr. Christian has been with the bank for three years and Mr. Weidenbach comes from the First State Savings Bank of Aberdeen, having been with that bank for five years. The directors are: E. W. Radeke, Watertown, S. D.; F. B. Gannon, Aberdeen; Wm. Werth, Warner; L. A. Pickering, Aberdeen; A. P. Robinson, Stratford; O. H. Christian, Stratford.

The bank has a capital of \$10,000.00; surplus, \$10,000.00; total resources, \$174,393.38. The bank is in a very healthy condition and the deposits are increasing.

SOUTH DAKOTA BANK GUARANTY ACT NOW IN EFFECT.

All deposits in state banks in South Dakota are now guaranteed through the bank guaranty fund—which law went into effect the first of the year. This fund

**EQUIPPED and CONDUCTED for
SERVICE**

Security National Bank

OF SIOUX FALLS, S. DAK.

Capital and Surplus, \$250,000.00

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

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

SOUTH DAKOTA'S LEADING BANK

SOUTH DAKOTA

is created by a levy of one-fourth of one per cent of the average daily deposits in state banks as shown by the reports of January 1st of each year, which are required to be made to the guaranty fund commission.

The first levy was made on February 1st of this year and will be made the first of each February following until the guaranty fund equals 1½ per cent of the daily balances. Assessments then will cease until the guaranty fund is depleted by payments of losses that may occur, when the levies will again be made until the fund reaches 1½ per cent of the total daily balances.

GEO. DUNTON RETIRES AS CASHIER OF THE FIRST NATIONAL BANK, WEBSTER, S. D.

Geo. C. Dunton retired the first of the year from the cashiership of the First National Bank of Webster, S. D., to give his entire time to the automobile business.

Almon E. Chilson has bought Mr. Dunton's stock in the bank and will take an active part in the management of the institution.

SOUTH DAKOTA NEWS AND NOTES.

J. C. Campbell, formerly cashier and principal stockholder in the Bank of Houghton, S. D., who recently sold out his interest in that institution to North Dakota parties, has purchased an interest in the First National Bank of Frederick, S. D.

The Bank of Carlock, S. D., has been merged with the Gregory National Bank, Gregory, S. D.

Twenty years ago the bank deposits in Iroquois, S. D., were \$40,000, considered at that time to be a big figure. Today they are \$350,000.

The Butte County Bank, Belle Fourche, S. D., and the Belle Fourche State Bank have received their certificates from the state banking department guaranteeing depositors against loss by reason of a bank failure. This new law went into effect on January 1st.

The Citizens Bank of Kenosha, S. D., opened its doors for business recently with a capital stock of \$50,000. N. J. Werner is president and E. T. O'Brien, cashier.

Hugo Connor has accepted a position in the Citizens Bank, Miller, S. D.

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.**

F. C. Brookings, cashier of the Burke State Bank, Burke, S. D., was married recently to Miss E. Myrtle Jansen.

South Dakota's bank deposits, one of the most convincing guides to the prosperity of a commonwealth or community, have trebled within the past ten years, according to the fifteenth annual review issued by the state department of history.

The First State Bank of Wagner, S. D., have added a Burroughs adding and listing machine to their equipment.

The state convention of the South Dakota Bankers' Association will this year be held in Sioux Falls, June 28th and 29th.

Bank deposits in Aberdeen, S. D., banks for the call covering business at the close of December 31, 1915, broke all previous records of bank deposits in that city, the total amount of deposits in the banks at that time reaching the heretofore unpassed amount of \$5,689,272.42, an increase of \$619,614.80 over the previous record set when the total deposits were figured up on the call issued November 15, 1915, when the total deposits passed the five-million mark for the first time and totaled \$5,069,657.62.

A. L. Kinney, cashier of the American National Bank of Spearfish, S. D., died suddenly following an attack of heart failure.

Robert Muckler, examiner in charge of the failed Farmers and Citizens State Bank of Bryant, S. D., recently paid the creditors of the institution a dividend of 25 per cent of the amount of their original claims. This makes 50 per cent which has been paid to the creditors.

T. F. Marshall of Oaks, N. D., has purchased the controlling interest in the Dakota National Bank at Aberdeen, S. D. Mr. Marshall has large banking interests in North Dakota.

The board of directors of the Bank of Leola, S. D., at a recent meeting elected W. C. Turner, president; G. H. Turner, cashier, and L. J. Turner, assistant cashier.

The Commercial State Bank of Platte, S. D., has recently increased its capital stock from \$25,000 to \$27,500. The enlarging of the capital stock of a bank enables it to extend larger accommodations to its customers.

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, \$4,700,000

Deposits, \$55,000,000

ACCOUNTS OF BANKS AND BANKERS SOLICITED

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

Sumner Harris, who has been for seven years connected with the Aberdeen National Bank, Aberdeen, S. D., and for many months in charge of the collection business of that institution, leaves shortly for Chicago, where he will take a similar position in one of the large financial institutions of that city. Paul Jones, book-keeper at the Dakota National Bank, takes Mr. Harris' position at the Aberdeen National.

The three banks of Bismarck, S. D., have deposits of \$4,000,000. This is considered an excellent showing for a town of 6,000 population.

Carl Leedy has resigned his position in the First National Bank, Rapids City, S. D.

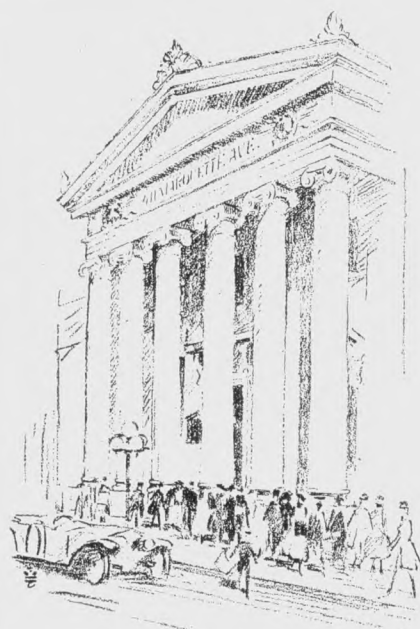
The Sioux Falls, S. D., banks witnessed the most remarkable period of growth in their history during 1915.

Greenway, S. D., a little place on the Milwaukee railroad in northern McPherson county, puts all other towns in the shade for per capita wealth as shown by bank deposits. Greenway has a population of but thirty-nine, but the bank deposits total \$79,279.78, or a per capita wealth of \$2,032.81.

S. T. Kiddoo, cashier of the Sioux Falls National Bank, Sioux Falls, S. D., has resigned to accept the position of vice-president with the Live Stock Exchange National Bank of Chicago.

The First National Bank of Watertown, S. D., recently let their contract for a \$75,000 banking building to replace their present structure, which was erected in 1880.

C. W. Hose has resigned his position as cashier of the First State Bank of Lemmon, S. D.



Increase Your Loaning Power

for the benefit of the farmers and ranchmen in your territory, and for your own advantage. Every banker knows that the better the accommodation he can extend to his reliable clients, the more surely the resources of his community and his own business will be built up. It is by

LOANS ON LIVE STOCK

that the best co-operation between banker and farmer is reached.

To increase the loaning power of the local banker, this institution offers assistance through its Live Stock Loan Department. Detailed information will be given upon request.

NORTHWESTERN NATIONAL BANK

MINNEAPOLIS, MINNESOTA

Affiliated with The Minnesota Loan and Trust Co.

COMBINED RESOURCES \$60,000,000

"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

THE MOHALL STATE BANK, MOHALL, N. D., HAS RESOURCES OF OVER \$165,000.

The Mohall State Bank of Mohall, N. D., according to its last report, has total resources of over \$165,000. The capital stock paid in is \$10,000; surplus and profits, \$5,483.87; total deposits, \$150,469.94, thus making a grand total of \$165,953.81. The total deposits on June 30, 1914, were \$39,852.61, which have increased to the splendid amount of \$150,469.94, according to the last call. The bank has no bills payable.

S. H. Sleeper is the president of this prosperous institution, F. W. Wiebe is the vice-president; J. C. Peters the cashier, and W. W. Bergman is the assistant cashier.

Mr. Peters has just finished his second year as cashier of the Mohall State Bank.

AUGUST HOEFS ELECTED VICE-PRESIDENT OF THE CITIZENS NATIONAL BANK, HANKINSON, N. D.

At the annual stockholders' meeting of the Citizens National Bank of Hankinson, N. D., the following officers were elected: President, E. Hunger; vice-president, August Hoefs; cashier, Hugo Krautkremer, and assistant cashier, A. P. Arneson.

The directors are: E. Hunger, August Hoefs, Hugo Krautkremer, Chas. Liermann, Wm. Schuett, O. L. Lindeke, Geo. Stroehl.

W. C. TURNER ELECTED PRESIDENT OF THE BANK OF LEOLA, N. D.

W. C. Turner has been elected president of the Bank of Leola, N. D., to succeed Charles Turner, deceased. G. H. Turner will remain as cashier and L. J. Turner as assistant cashier. L. E. Turner, who has been connected with the Farmers and Merchants Bank of Forbes, N. D., and with the Forbes State Bank for the past three years, will also become associated with his brothers in the Bank of Leola.

W. C. Turner has been an active worker in the bank for years and is thoroughly familiar with every branch of the business.

J. L. OPFER AND ELMER OPFER SELL THEIR INTEREST IN THE FIRST STATE BANK, ENGLEVALE, N. D.

The stock in the First State Bank of Englevale, N. D., belonging to J. L. and Elmer Opfer has been purchased by G. L. Strobeck, of Cogswell, J. S. Ulland, of Fergus Falls, Minn., Wm. Narum, of Englevale, and V. C. Jensen, of Elliott. The officers are: G. L. Strobeck, president; J. S. Ulland, vice-president; Wm. Narum, cashier.

The directors are Messrs. Strobeck, Narum and Jensen.

GRAND FORKS CLEARINGS FOR 1915 PASS \$22,000,000 MARK.

Bank clearings for the year 1915 in Grand Forks, N. D., exceed those of 1914 by more than two and a half million dollars.

The clearings for 1915 amounted to \$22,606,600, while in 1914 the total was \$20,005,700. This is a splendid indication of the improving business conditions of the city.

The gain in bank clearings is largely attributed to the fact that farmers, workers in all trades and professions and the small business men have been able to put away more cash as savings this last year than for many years.

BANK DEPOSITS IN FARGO SHOW INCREASE OF \$3,338,000 IN THE PAST TWELVE MONTHS.

The total deposits in the banks, trust companies and savings and loan institutions of Fargo, N. D., amount to \$10,458,574.46, showing an increase over 1914 of \$3,338,576.90. This speaks volumes for the prosperity of the state and of Fargo.

Generally over the state the banks report increases in both deposits and resources, showing that the prosperity of North Dakota is not confined to any particular section, but is in evidence in every county.

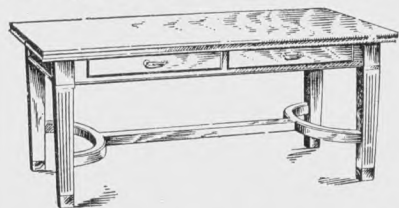
NORTH DAKOTA NEWS AND NOTES.

The directors of the Colfax Bank, Colfax, N. D., held their annual meeting recently and re-elected all the old officers with Charles Tuttle as president.

C. R. Englestad, who has been connected with the Scandinavian-American Bank, Minot, N. D., for nearly eight years, has resigned his position and has purchased an interest in the Moore Motor Company.

BANK FURNITURE and SUPPLIES

are our specialty and with our years of experience we are in a position to supply your every need in a modern and



efficient manner and at the lowest price consistent with first-class quality. Let us figure with you on your Ledgers, Binders and supplies. We can figure with you on your Filing Cabinets in wood or steel and on your Bank Furniture.



McNAMARA-KENWORTHY COMPANY, Des Moines, Iowa

According to the statements of the banks of Fargo, N. D., and trust companies, made in accordance with the last call of the comptroller of the currency for December 31, 1915, there are \$10,255,113.21 deposited in these institutions.

Einar Pederson has sold the controlling interest in the Burt State Bank, Burt, N. D., to Wm. B. Tscherner, of the Mercantile State Bank of Minneapolis.

C. W. Ross, recently retired as cashier of the Northern State Bank of Grand Forks, N. D., but still retains his interest in the bank.

It is Simcoe, N. D., that claims the distinction now as the richest city in the United States. Simcoe has bank deposits that average \$2,081.72 per capita. There are only twenty-seven men, women and children in this village.

Elmer Anderson has resigned from the employ of the Pioneer State Bank at Luverne, N. D., and has accepted a position in the Thompson-McDermot store at Cooperstown.

Kathryn, N. D., is to have a new farmers bank. Among the promoters are: Hans Jensen, Martin Thoreson, H. H. Heiland, Peter Knuteson and Rasmus Olsberg.

Ray Jacobson has accepted a position in the Scandinavian-American Bank of Grand Forks, N. D.

L. R. Hansch, who has been employed in the First State Bank of Mott, N. D., has accepted the position

made vacant by John Galloway in the Farmers State Bank of Bentley, N. D.

John R. Jones, of Hankinson, N. D., and Jas. McCann, of Wyndmere, N. D., are interested in the establishment of a new bank at McIntosh, S. D.

Bank statements are an unfailing sign of prosperity. Bismarck, N. D., banks have on deposit at the present time, according to the statements just issued recently, \$3,147,238.11.

An increase of more than \$5,000,000 in a year in bank deposits of eight of the leading cities of North Dakota, representing a combined population of only 51,000, is the showing in figures being given out by C. W. Graves, secretary of the Grand Forks Commercial Club. More than \$3,000,000 increase is found in Grand Forks and Fargo.

The stockholders of the Farmers and Merchants Bank, Cogswell, N. D., held their regular annual meeting recently and the officials of the bank were all re-elected. The business of the bank under the present management has been found very satisfactory and shows a nice increase for the year. The deposits have increased from \$19,000 to \$78,000.

During the past year the deposits of the Farmers State Bank at Hannaford, N. D., have increased over 70 per cent.

The First National Bank now has a capital of \$50,000 and a surplus of \$12,500 and the Savings bank has a capital of \$12,500 and surplus of \$6,000.



This Bank's value to its correspondents is in the quality and thoroughness of its service—plus financial strength and large resources.

The Mechanics and Metals National Bank

OF THE CITY OF NEW YORK

Total Resources (Dec. 31, 1915) - \$232,000,000

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

Reorganization of the Dunn County State Bank of Manning, N. D., preparatory to its transformation into a national bank, has been completed, with H. N. Owens, cashier, and Robert L. Wilcox, president, and it will be known as the First National Bank—the first national bank organized in the county. It will have a capital of \$25,000.

North Dakota's banks, at the close of 1915, had deposits which have never yet been surpassed. In the 650 state banks and 150 national banks the aggregate of deposits is considerably over one hundred millions.

The First and Security National Bank, Minneapolis, has been approved as reserve agent for the National Bank of Larimore, N. D.

THIN SKINNED PEOPLE.

(Continued from page 32.)

paper to take the place of the bad stuff—and now he is serving time. **Friends, it isn't worth the price.**

Happy is the banker who is on terms of perfect frankness, fairness and truth with his associate officers, his directors, and, better, his juniors.

I know it is not altogether easy to go up against a board of directors, and I am setting no easy task when I prescribe for them, a treatment of truth. This director business is a curious proposition, anyway. In the aggregate, they are the salt of the earth, and I here and now yield to them my tribute of respect for their service in a peculiarly embarrassing position. There are twenty-seven thousand banks in the United States, and I assert that the directors of these many banks do more work and carry more responsibility for less pay than any body of servants that ever worked since the dawn of civilization.

But it is a peculiar proposition, that a banker—one whose life is worked out in the science of service, one who studies finance and who deals in credits, the most delicate and responsive influence in the world, should have his acts reviewed by a board of directors composed of a Shorthorn breeder, an old school physician, a lawyer, a politician, a candlestick maker or a horse doctor!

If on occasion, we go over our loans with this body, we shall not find it easy to bare our very souls to the bunch. You read over a score of prime loans, and there is no comment, seemingly no impress upon their consciousness. If then, you run on to a mean one, even of little amount, you will find that the discussion ensuing is entirely disproportionate to the size or importance of the transaction, and the reviewers may carry away an impression of your loans quite at variance with the truth. I think I see them and hear their comment. No. 1 smiles a superior and indulgent smile and remarks, "Oh, well, he's had the drinks; guess we may as well approve it." Then you run on to another little loan, and director No. 2 remembers that this man's step-father took bankruptcy, just after the war—"You'll have to look out, it's in the blood!" Then the third director gets a look in on a loan to a Jones and he remembers that a man by the name of Jones beat him once on a grocery bill—look out for the Jones! "If I were running a bank I would never loan a dollar to anyone unless it were absolutely safe—absolutely!" And the poor, tired banker behind the guns looks nice in the face but under his breath he says, "O Hell!"

ACCURACY



is the basic principle of the

REMINGTON

Adding and Subtracting

TYPEWRITER

(Wahl Adding
Mechanism)

This machine is not only accurate itself, but it enforces accuracy on those who use it. Likewise it admonishes to accuracy every clerk on whose work it affords a check.

Fewer errors are made in every bank where the Remington Adding and Subtracting Typewriter is used. Why? Because every clerk knows that this machine will infallibly detect his errors, and this knowledge makes him more careful in everything that he does.

Thus, the machine adds accuracy to mechanical labor-saving in bank remittance work, customers' monthly statement work, country bank statement work, and all work where writing and adding are done on the same page.

REMINGTON TYPEWRITER COMPANY

(Incorporated)

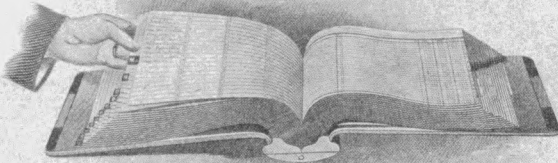
208 Fifth St.

DES MOINES, IOWA

WILL H. ZAISER SPECIALTY COMPANY

ORIGINATORS
"CAPITAL" SELF INDEXED
LEDGERS

LOOSE LEAF
SYSTEMS AND DEVICES
DUPLICATING
BOOKS



SPECIAL RULED
FORMS
RUBBER STAMPS
TRADE CHECKS
ETC.

BANK AND OFFICE SUPPLIES

309 WEST FOURTH ST. Des Moines, Iowa

WRITE FOR CATALOGUE

Don't mind these little critical symposiums. They are not aimed to dethrone you but to exalt the speaker. Sometimes I think that knocking is the king of indoor sports.

So I say to you bankers, You have only a job, and not much of a job either, you who have the privilege of carrying the community's troubles, of bearing tremendous responsibilities, working long hours at scab wages, your job isn't worth lying to any man—better out, with self respect, than in, with a greasy feeling in your soul.

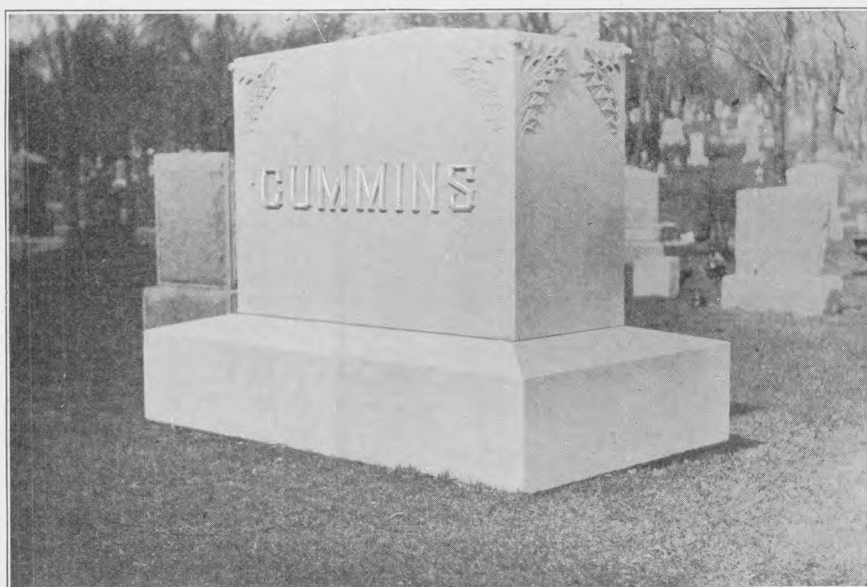
It is one of the characteristics of the banker's life that his problems are cumulative, like the promised dividends on certain preferred stocks, the longer he stays in a location, more people know him, more come to lean upon him, a new generation comes along looking to him for guidance—and I tell you, **he must unload or die.** He must have sharers of these problems in his associates, he must talk with the assistant cashier below him, with the president above him, and with the finance committees, et cetera. Together they must study credits, the most interesting, many-sided, kaleidoscopic

problem of the world. It won't do to merely accept the dictum of some official that "Jim Smith is all right," nor to place all reliance on the gossip of the borrower's neighbors.

You can't loan on government bonds, nor on Iowa farm mortgages—not if you are running a commercial bank. You loan on credits now, and you will to the end of the chapter, and just as you study and master the everlasting principles upon which credit depends, will you be able to say "Yes" to the owner of tomorrow and "No" to the ne'er-do-well and will you build for the greatness of your bank.

I have said that you must confide and consult. I again affirm it, and assert that if any banker is like Napoleon, standing in solitary grandeur, and is the whole works from mainspring to hairspring, then he isn't half a banker, I don't care if he has forty millions on deposit.

What are some of the influences that militate against this degree of consultation? Well, in the first place, **graft** in any of its many forms, is fatal to consultation. (Continued on page 89.)



MEMORIALS THAT COMMEMORATE

QUALITY, BEAUTY OF DESIGN, FAULTLESS WORKMANSHIP AND EFFICIENT SERVICE
—these are the fundamentals of our business. You will find it so when you come here.

Des Moines, Ia., Oct. 30, 1909.
Capitol Hill Monument Co.,
Des Moines, Iowa.

Dear Sirs:—I have yours of the 26th inst. The monument which you erected for me a year ago is in every way satisfactory. It is beautiful in its design and perfect in its construction.

Yours very truly,
Albert B. Cummins.

**CAPITOL HILL MONUMENT
COMPANY**

P. B. SHERRIFF, Pres.

Des Moines, Iowa

**D. E. CHAMBERLIN AND G. A. MALCOLM
ELECTED ASSISTANT CASHIERS OF DROVERS
NATIONAL BANK, CHICAGO.**

Dale E. Chamberlin and George A. Malcolm were elected as assistant cashiers at the annual meeting of

the Drovers National Bank, Chicago, Ill.

Both are ambitious, clean-cut young men and have worked themselves up from the bottom of the ladder. Banking, perhaps more than any other business, depends upon the personal acquaintance of officials and



G. A. MALCOLM,
Assistant Cashier,
Drovers National Bank, Chicago



DALE E. CHAMBERLIN,
Assistant Cashier
Drovers National Bank, Chicago



Century Savings Bank

at

Des Moines, Iowa

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

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

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

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

competent representatives. During the time that Mr. Chamberlin and Mr. Malcolm have been attending bankers' conventions and calling on bankers throughout the middle west, they have made a host of friends who have enjoyed not only their pleasing personalities, but also their strict attention to all business entrusted to them.

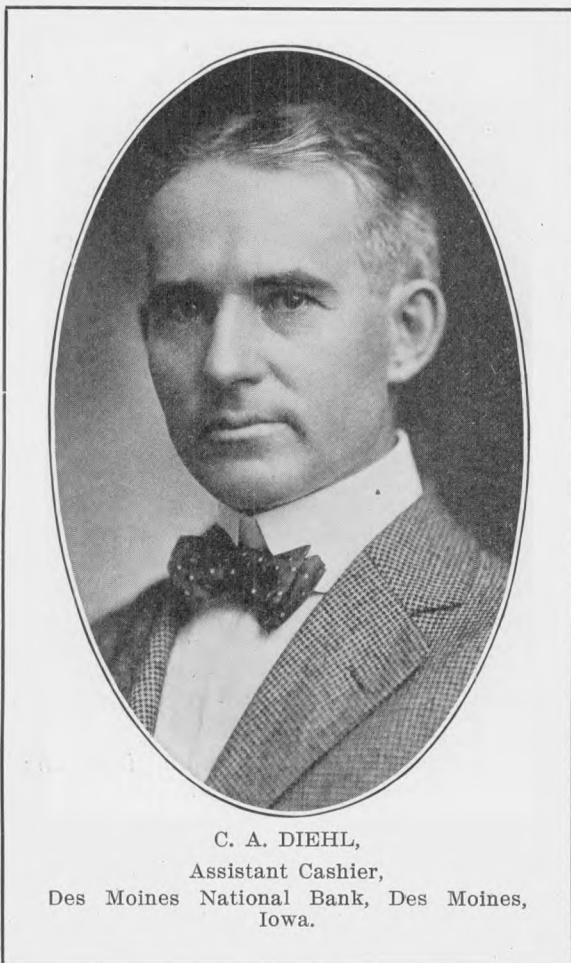
Mr. Chamberlin is a country product, having started in the banking business at Alpha, Ill., several years ago.

Mr. Malcolm started his career at the Bankers National Bank, and until recently, was connected with the Fort Dearborn National Bank.

The many friends of Dale and George, as they are often called, will be pleased to learn of their well deserved promotions.

C. A. DIEHL ELECTED ASSISTANT CASHIER OF THE DES MOINES NATIONAL BANK.

At the annual election of officers of the Des Moines National Bank C. A. Diehl, who for the past year has



C. A. DIEHL,
Assistant Cashier,
Des Moines National Bank, Des Moines,
Iowa.

had charge of the department of new business, was elected an assistant cashier.

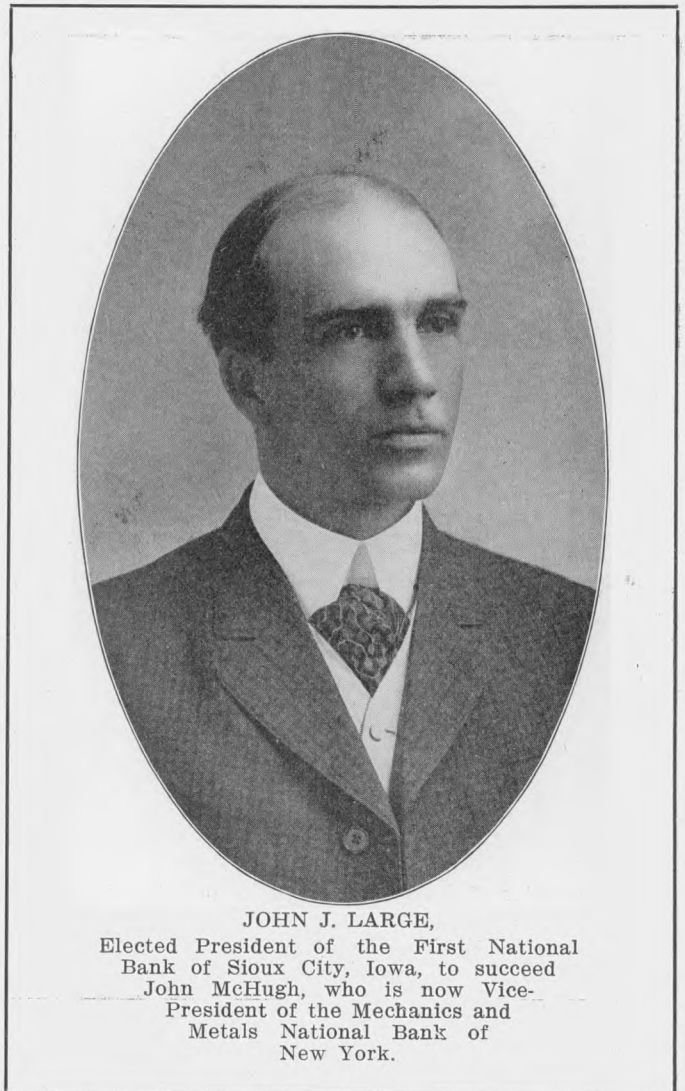
Prior to becoming associated with the Des Moines National Bank in the fall of 1914, Mr. Diehl had had a number of years of commercial experience in New York City. Before that time he was in the abstract and farm loan business in Iowa and had spent a year in the United States Indian service in Arizona.

Mr. Diehl's experience and familiarity with condi-

tions throughout the United States is proving a valuable asset to him in the banking business.

JOHN J. LARGE ELECTED PRESIDENT OF THE FIRST NATIONAL BANK, SIOUX CITY, IOWA.

John McHugh has retired from the presidency of the First National Bank of Sioux City, Iowa, and has been succeeded by John J. Large, the first vice-president. Mr. McHugh had continued to serve in the president's chair after his departure from Sioux City



JOHN J. LARGE,
Elected President of the First National
Bank of Sioux City, Iowa, to succeed
John McHugh, who is now Vice-
President of the Mechanics and
Metals National Bank of
New York.

last summer to become vice-president of the Mechanics and Metals National Bank of New York. He will retain his interest in the Sioux City bank and will remain a member of the board.

At the annual meeting other officers of the bank were re-elected as follows: F. A. McCornack, vice-president; H. A. Gooch, vice-president; L. H. Henry, vice-president; O. D. Pettit, cashier, and Fritz Fritson, assistant cashier.

ROYAL UNION MUTUAL LIFE INSURANCE CO., DES MOINES, MAKES CONTINUED GAIN.

The thirtieth annual statement of the Royal Union Mutual Life Insurance Company of Des Moines shows

the remarkable success of a company that confines its field of operations to a comparatively small territory. The Royal Union solicits business in the states of Iowa, Missouri, Kansas, Ohio and Pennsylvania only. The present size and strength of the company shows what can be accomplished by a good proposition, with good management, even in a small field.

The company issued and restored in 1915 insurance to the amount of \$8,795,468, a gain over the previous year of \$1,828,123. This splendid gain over the year before is a good evidence of the confidence in which the company is held by the public. The insurance in force



GUSTAV STUEBEN,
Cashier of the Scott County Savings Bank,
Davenport, Iowa, and President of the
Davenport Clearing House Association.

was increased during the year by \$4,461,454 and that totals \$39,407,050. The admitted assets amount to \$5,475,227, a gain over last year of \$680,779.

The assets are made up almost wholly of first mortgage real estate loans and policy loans, the invested funds yielding 6.22 per cent. The company carries with the state of Iowa for the protection of its policyholders \$5,388,769, an increase over last year of \$498,026. The surplus to policyholders was increased during 1915 to \$681,266 after paying all death claims, endowments, dividends and surrender values \$605,294, and management expenses and setting aside a policy reserve of \$5,060,783.

The Royal Union Life certainly has had a splendid year and its policyholders have every reason to rejoice that the management are able to make so good a showing. The Royal Union is the pioneer old line mutual life company in the central Mississippi valley. It has

been under the continuous management of Frank D. Jackson and Sidney A. Foster and the great success of the institution has been due in a very large measure to their conservative management and to the confidence they have inspired.

CENTRAL LIFE ASSURANCE SOCIETY, DES MOINES CONTINUES TO INCREASE.

From a one-room office to the splendid home office building now owned and occupied by the Central Life Assurance Society, Des Moines, of which Geo. B. Peak is president, is but one evidence of the development of the business. From no business, to insurance in force of \$41,714,829 and all within twenty years, is the best evidence of what can be accomplished by men of vision who make realities of visions by the hard, painstaking grind of daily work coupled with the good management that must go hand in hand with such work to achieve success. Mr. Peak has been most happy in his selection of men to work with him and the present standing of the company shows what they have accomplished.

The new insurance secured during 1915 was \$11,563,284, an increase over the previous year of \$625,982, while the insurance in force advanced to \$41,714,829, a gain for the year of \$4,855,431. The policy reserve of the company is now \$3,328,499, an increase of \$553,404, all deposited with the state under the Iowa reserve deposit law for the security of policyholders. During the year the company paid to policyholders \$285,369, and after paying all expenses, including taxes, had a balance of income over disbursements of \$627,843. The assets of \$4,053,284 is an increase of \$627,939. Of the assets \$2,987,337 is invested in first mortgage real estate loans and the balance in policy loans, bonds, cash, the home office building, etc. The surplus during the year was increased by \$53,359, and now stands at \$619,380.

The slogan for 1916 is \$50,000,000 of insurance in force by December 31st.

With a growth of assets from \$2,972 in 1896 to \$4,053,284 in 1916, and a growth of insurance in force from \$256,000 in 1896 to \$41,714,829 on January 1, 1916, is a record unexcelled and agents as well as officers have pardonable pride in the remarkable success they have achieved.

PRESIDENT WILSON ENDORSES THRIFT CAMPAIGN.

At the beginning of the celebration of the one hundredth anniversary of the establishment in this country of savings banks, which is to be conducted throughout the country during this year and culminate in a convention in New York City next December, there has just been received by the American Bankers Association a telegram from President Wilson as follows: "I sympathize most sincerely with the campaign to promote thrift. I think every prudent and thoughtful man must."

The object of the campaign is to teach the children thrift through the establishment of school savings banks; to encourage the people to save and conserve by securing the co-operation of the newspapers in the various communities to print short, terse articles on thrift sent out regularly by the American Bankers Association, and in conducting local thrift campaigns in the different cities, addresses being given and motion pictures shown to promote the thrift habit.

SOUTH DAKOTA NEWS AND NOTES.

E. W. Radeke has gone to Watertown, S. D., to become vice-president of the G. W. Hart Farm Mortgage Company capitalized at \$1,000 and doing a farm loan business in South Dakota. Mr. Radeke has been cashier of the First State Bank of Stratford for four and one-half years and previous to that time was assistant cashier of the Merchants Bank of Bryant. He has been in the banking business for eleven years in South Dakota.

THIN SKINNED PEOPLE.

(Continued from page 85.)

Graft throws out his invitations pretty frequently. It may be a few shares of stock for our influence, an "honorarium," I believe they call it; it may be a side partnership; it may be a subtle favor or a coarse rake-off; at all events, whether it comes in delicate guise or coarse suggestion, the fact remains that the banker who ventures on this path walks into a flame that will sear his soul. He can't consult. He can't be frank. He has the old man of the sea on his back.

Then the next preventive is that **thinness of skin** about which I have tried to tell you. It is usually accompanied by high blood pressure in that part of the cosmic consciousness known as self-esteem. The victim thinks it symptomatic of growth in the cerebrum—it is really proof of mental atrophy. It won't work. It insures us no respect. It brings us no love. Did you ever reflect that no one loves a perfect man? At least no man does—we want them like ourselves. Do you remember how it was, as a boy, when mother came home from the Jones's and sang the praises of their Willie? "He always wipes his feet on the mat, and says 'Yes, ma'am,' and 'No, sir,' and is as good as an angel all day long." Did you love Willie? No, sir—you said to yourself, "Just wait till I get that candy kid out back of the barn, I'll punch his nose!"

We love men for their weaknesses, and so do women—if it were not for this trait most of us would be old bachelors yet.

No ivy has ever been seen to cling to the column of polished and perfect marble; it does cling, and lovingly, to the rough, scarred trunk of the mighty oak, for beneath that rough exterior there is strength and endurance.

So men cling to other men and the real friendships of life are founded in acts of sympathy and truths—never in an outward perfection which is at best but a veneer. And the banker who would bind to him the respect and support of his directorate as with hoops of steel will never do it by an assumption of perfection—but only by an attitude of truth.

There is a beautiful virtue in the world—its name is **Frankness**. It is one of the forms of Truth; indeed it is one of the highest and most beautiful manifestations of Truth. Poets have not sung of it as they should. We sing the praises of the graces, Faith, Hope and Charity; we laud benevolence, fortitude and justice; but more beautiful than these and available to every man under the shining sun is the virtue of Frankness, that candor which stands with all Truth over all carping, all criticism, all malice, with the simple yet sublime dignity of Jehovah in the unquestioned fiat, "I am that I am!"

C. A. MAST

Certified Public Accountant

DAVENPORT, IOWA

**Commercial, County, City
and Bank Examinations**

**Continental and Commercial National Bank
OF CHICAGO**

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

OFFICERS

George M. Reynolds.....President	William T. Bruckner.Vice-President	Wilson W. Lampert Assistant Cashier
Arthur Reynolds.....Vice-President	John R. Washburn...Vice-President	Dan Norman.....Assistant Cashier
Ralph Van Vechten...Vice-President	Nathaniel R. Losch.....Cashier	George A. Jackson Assistant Cashier
Alex. Robertson.....Vice-President	Harvey C. Vernon...Assistant Cashier	John F. Craddock Mgr. Credit Dept.
Herman Waldeck.....Vice-President	George B. Smith...Assistant Cashier	Jos. McCurrach..Mgr. Foreign Dept.
John C. Craft.....Vice-President	Wilber Hattery...Assistant Cashier	R. G. Danielson..Mgr. Transit Dept.
James R. Chapman...Vice-President	H. Erskine Smith..Assistant Cashier	

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

Continental and Commercial Trust and Savings Bank

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

Trust, Savings and Bond Departments

OFFICERS

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

The National Bank of the REPUBLIC OF CHICAGO

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

OFFICERS

JOHN A. LYNCH, President	O. H. SWAN, Cashier
W. T. FENTON, . . . 1st Vice-President	WM. B. LAVINIA, Asst. Cashier
R. M. MCKINNEY, 2nd Vice-President	THOS. D. ALLIN, Asst. Cashier
JAMES M. HURST, 3rd Vice-President	LOUIS J. MEAHL, Asst. Cashier

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



THIRTY-FIFTH ANNUAL STATEMENT

IOWA STATE TRAVELING MEN'S ASSOCIATION

ORGANIZED 1880

SECRETARY-TREASURER'S STATEMENT

RECEIPTS

Jan. 1, 1915, Balance (Both Funds)		\$147,124.32
To Membership Fees	\$ 14,636.00	
Assessments	397,706.00	
Dues	49,279.00	
Interest	7,451.62	
All Other Sources	571.39	469,644.01
		\$616,768.33

DISBURSEMENTS

By Claims	\$394,622.61	
General Expense	66,697.05	
Refunds	3,163.00	\$464,482.66
January 1, 1916, Balance as follows:		
Certificates of Deposit	\$100,000.00	
Des Moines School Bonds	50,000.00	
Cash in Bank	2,285.67	152,285.67
		\$616,768.33

Membership, January 1, 1916		52,974
Net Gain in Membership in 1915		1,915
Claims Paid in 1915		3,751
Number Claims per 1,000 Members		72
Total Benefits Paid, 1915	\$378,449.05	
Cash Balance, January 1, 1916		152,285.67
Cost per Member, 1915		9.00

BENEFITS IN CASE OF ACCIDENT

Accidental Death	\$ 5,000.00	\$ 10,000.00
Loss of Both Hands, Feet or Eyes		5,000.00
Loss of One Hand, Foot or Eye		1,250.00
Weekly Indemnity (104 Weeks)		25.00
Weekly Indemnity (Partial Disability)		12.50

BENEFITS PAID OUT SINCE ORGANIZATION \$4,092,881.01

J. W. HILL, President L. C. DEETS, Secretary-Treasurer
WILL E. TONE, Vice-President

BOARD OF DIRECTORS:

T. B. Cookerly	Jas. L. Hunt	Wm. H. Smith	James M. Bowie
John A. Blanchard	Dorsey Hunnell	Geo. E. Hamilton	
Ralph A. Proudfit	Jno. D. Carpenter	M. S. Cohen	

The Chase National Bank

of the City of New York

57 Broadway

UNITED STATES DEPOSITORY

Capital	\$ 5,000,000
Surplus and Profits (Earned)	9,911,000
Deposits	267,015,000

OFFICERS

A. Barton Hepburn, Chairman

Albert H. Wiggin, President

Samuel H. Miller, V.-Pres.	Edwin A. Lee, Ass't. Cash.
Edward R. Tinker, V.-Pres.	William E. Purdy, Ass't. Cash.
Carl J. Schmidlapp, Vice-President	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.
M. Hadden Howell, Ass't. Cash.	

DIRECTORS

HENRY W. CANNON	JOHN J. MITCHELL
A. BARTON HEPBURN	GUY E. TRIPP
ALBERT H. WIGGIN	JAMES N. HILL
GEORGE F. BAKER, JR.	DANIEL C. JACKLING
FRANCIS L. HINE	FRANK A. SAYLES
CHARLES M. SCHWAB	

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

WM. A. TILDEN
L. B. PATTERSON JOHN FLETCHER
AVERILL TILDEN WM. C. CUMMINGS
GEO. M. BENEDICT BRYAN G. TIGHE
M. W. TILDEN OWEN T. REEVES, JR.