

# THE NORTHWESTERN BANKER

TWENTY-FIRST YEAR

DES MOINES, IOWA, APRIL, 1916

TOTAL NUMBER 344

## 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 Man-  
ager Bond Dept.  
M. K. Baker, Asst. Manager Bond Dept.

Solicits Your Business

U. S. DEPOSITORY

## Citizens National Bank

DES MOINES, IOWA

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

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

ACCOUNTS SOLICITED



IN THE UNITED STATES

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

Resources Over \$3,000,000.00

## FIRST NATIONAL BANK DAVENPORT, IOWA

L. J. YAGGY, Cashier

A. F. DAWSON, President

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 J. LARGE, 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 \$4,000,000.00  
VALLEY SAVINGS BANK  
Under Same Management

**OFFICERS AND DIRECTORS**

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

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

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



**Second National Bank**

and

**Dubuque Savings Bank**

**Dubuque, Iowa**

**Reserve Agents for National Banks.**

UNITED STATES DEPOSITARY

Combined Capital, Surplus and Profits

**\$600,000.00**

**OFFICERS AND DIRECTORS**

J. K. Deming  
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

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

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

**DIRECTORS.**

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

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

**CENTRAL TRUST COMPANY  
OF ILLINOIS  
CHICAGO**

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

Accounts of banks and bankers received upon favorable terms

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



CHARLES FERNALD

Vice-President of the Drovers National Bank, Chicago, Ill.

Charles Fernald, who was elected vice-president of the Drovers National Bank, at their annual meeting in January of this year, was born in Santa Barbara, California, in 1872 and is the son of Judge Charles Fernald, who came to that state in 1849. He received his education in the public schools of Santa Barbara and was graduated from Leland Stanford University in 1895. For several years he was engaged in the cattle business in the West, and later entered the banking business at Douglas, Arizona, coming to Chicago in October, 1905, to enter the service of the Fort Dearborn National Bank as assistant cashier. Mr. Fernald has attained his present position, through hard work and unquestioned ability. He has a wide acquaintance in Chicago and is actively associated with the Chicago Club, the Chicago Athletic Club, the California Society, and the Chicago Association of Commerce.





# MORE SPEED IN POSTING!



## LESS CHANCE FOR ERROR! RAPID FIRE POSTER LEDGER!!!

THE LEDGER THAT WORKS HAND IN HAND  
WITH THE POSTING MACHINE



Hundreds of banks have proved by experience that the **RAPID FIRE LEDGER** is equal in efficiency to the machine itself.

Here's a specific case:

"We have been using the Rapid Fire Posting Machine Ledger over a year, and it has given excellent satisfaction. It is a time saver and works perfectly with the Burroughs Posting Machine."  
Monticello State Bank,  
Monticello, Iowa.

The **RAPID FIRE LEDGER** is successfully used with any machine, but it is especially adapted to the "Burroughs."

### CONVENIENT FOR THE OFFICERS

With the **RAPID FIRE LEDGER**, any officer or teller can verify any balance immediately, without calling upon the bookkeeper. The **RAPID FIRE INDEX** guides you to the account—instantly—without turning over a dozen or more leaves, as is necessary with other systems.

### SEND FOR LIST OF USERS

The privilege of investigation is yours. We will gladly refer you to the banks in your vicinity that have found it profitable to use the **RAPID FIRE POSTER LEDGER**.

### INVESTIGATE NOW

If you intend installing the Posting Machine System, don't buy any ledger equipment until you investigate the **RAPID FIRE SYSTEM**. If you already have the Posting Machine System in use, you can double the efficiency of your ledgers with the **RAPID FIRE INDEX**. **THIS INDEX SYSTEM CAN BE FURNISHED FOR LEDGERS ALREADY IN USE, OF WHATEVER MAKE THEY MAY BE.** We will gladly explain how easily this can be done.

Say you read our ad in the Northwestern Banker and **WRITE, PHONE, WIRE** or send an **S. O. S.** call to

**LEFEBURE X-RAY LEDGER COMPANY**

The Posting Machine insures neatness and accuracy, and does save time in the **ACTUAL WORK OF POSTING**.

But the Machine is only one unit of the Accounting System—the ledger, too, must be efficient. You need a ledger that will **KEEP UP WITH** the machine.

The **RAPID FIRE LEDGER** puts pep in the Posting Machine System. It speeds up the work because it saves hunting for accounts.

### AND IT'S ALL IN THE INDEX FEATURE.

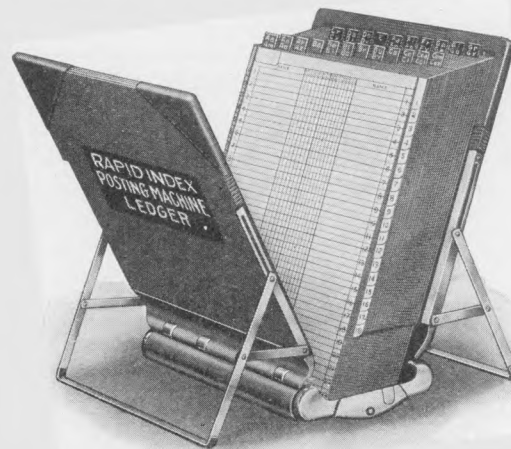
No change of system is required to use the **RAPID FIRE LEDGER**. It has all the good features of other posting machine ledgers, and provides in addition, the **RAPID FIRE INDEX THAT TAKES YOU DIRECTLY TO THE ACCOUNT WITHOUT THUMBING OVER THE LEAVES**.

Just think what that means:

**EVERY ACCOUNT X-RAY INDEXED FOR IMMEDIATE REFERENCE.**

**ABSOLUTE ACCURACY IN LOCATING THE ACCOUNTS.**

**A SAVING OF TIME IN HANDLING THE ACCOUNT SHEETS, EVEN GREATER THAN THE TIME SAVED BY THE MACHINE IN THE POSTING OPERATION.**



Specialists in  
Posting Machine Ledger Systems  
CEDAR RAPIDS, IOWA





# The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, APRIL, 1916

20 Cents Per Copy

## Bank Preparedness Means Success

By George T. McCandless

At the present time the word preparedness is used by the people in this country oftener than almost any other word one can mention, in the discussion of public affairs.

We are a great people—ready to follow the line of least resistance on all and sundry occasions. We pick up a newspaper and read there the impressions someone has regarding our position in war. We immediately appropriate the writer's opinion and after we have talked it over a few times with our friends we begin to think that we were the originators of the idea.

The printed word today is the greatest power I know for good or evil and I often wonder what our ideas would look like if we were deprived the privilege of reading the ideas of others.

We go to a concert and hear some noted singer, who comes out and gives us the prologue with all the finishing touches added in the way of expression and dramatics. We applaud noisily—we do not wish to appear unappreciative or peculiar—so we follow the lead of our neighbors.

The singer comes back graciously and as the accompanist strikes the introduction of the next number we sense something familiar about the music and then settle back contentedly and listen to "Annie Laurie" or "Auld lang syne" with a sigh of genuine pleasure. We applaud the singer for the opening number to show the other fellows that we know a good thing when we hear it and we shut our eyes and enjoy the familiar numbers because we honestly like them—they stir up in us recollections of former days, the days of childhood, and we live in the memory of the past for a little while.

The French may be emotional, the English slow and the German stolid and phlegmatic, but we Americans are the most impressionable race on the face of the globe. We run up a big Republican majority one year and the next election we dump the Republicans and put the Democrats in the seats of the mighty. Why is this? Because we are the greatest readers in the world and, buncoed time after time as we have been, we are always ready to believe the next thing we read (or some of it, at any rate).

To return to the subject of preparedness. I had the

As the author of the articles entitled, "The Man Behind the Counter," which were written exclusively for The Northwestern Banker, Mr. McCandless became well known to our readers as a writer who could express his own thoughts in a very interesting way about the everyday banking problems with which he is so familiar—because Mr. McCandless is a successful banker, as well as writer. During 1916 his articles will appear every other month in The Northwestern Banker and in each one will be discussed various problems of interest to every banker.

statement he made was so arranged in its subject matter and so well stated that no one in his audience could take offense. The most partisan pro-ally or pro-German accepted the statements made with hearty applause. Why?

Because the speaker had prepared his speech with this idea in view. I have no doubt his address had been written out, blue-penciled and revamped till it was letter perfect and had the desired effect on the listeners.

In other words, the speaker believed in preparing his subject so that in presenting it he would give no offense and yet express his ideas fully. This could not have been done without a great deal of preparation and to this extent the speaker and his address were direct refutations of the argument he presented in favor of peace at any price.

The reason the speaker mentioned stands where he does today is because he has been prepared at all times to speak in such a way that he has lit-

erally been able time and again to carry his audiences with him.

Last Sunday I went to church and the preacher spoke on the subject of training children. Among other things he said we are too prone as parents to sublet the job of intellectual training to the public schools and religious training to the Sunday school teachers. Parents have so many things to think of whereby they can best amuse themselves that they haven't time to teach their children to become good citizens.

I was deeply impressed with this sermon for two or three reasons, the principal one being that I felt from the way the minister presented his subject that he had devoted many hours to its preparation and that in the main he knew what he was talking about. That's the point I want to drive in—know your subject before you express an opinion on it.

They say that in congress when a member gets up to speak the other members listen for a few minutes

"I am inclined to think the reason the banker's opinion is so often asked is because the public has confidence in his judgment, as well as confidence in his ability to keep his mouth shut and that he will not make any statement he cannot verify.

"The average banker has learned this from experience, which we will all agree is the best teacher we can have. Of all professions, that of banking should have back of it thorough preparation, not only in technical knowledge, but the larger knowledge of when to give an opinion and when to remain silent. The successful banker of today is the one who bases his judgment on absolute knowledge and information. Banking under such management has less guesswork in it than medicine or surgery and we think of the latter as being an exact science."

# 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, \$2,316,000.00      Deposits, \$23,298,000.00

HARRY G. MICHENER, Pres.      CHARLES H. HARDING, Vice-Pres.      SAMUEL D. JORDAN, Vice-Pres.  
E. S. KROMER, Cashier      WILLIAM J. MURPHY, Ass't Cash.      RICHARD S. MCKINLEY, Ass't Cash.  
CHAS. M. PRINCE, Ass't Cash.      C. A. Mc ILHENNY, Ass't Cash.

in order to make up their minds if the speaker knows what he is talking about and if they think he does they sit down and listen attentively.

If, on the other hand, they find he is taking up their time speaking platitudes and painting beautiful word-pictures they hike for the cloak room and spin yarns.

I believe most of us are sincere and want to learn and the earnest man who, when he has something to say and knows what he is saying, need never want for an audience.

At a little club I belong to we meet every two weeks for lunch together. Our club is composed of thirty men, chosen by unanimous ballot, and drawn from every business and profession.

A different chairman is selected for each evening. He selects a principal speaker who, after we have lunched, talks to us for ten minutes on some topic with which he is thoroughly familiar. For instance, one of the doctors gave us a talk recently on typhoid inoculation. We learned more in that talk of ten minutes' duration than we could have by a month's reading and as we are all comparatively busy men we thus absorb considerable information in tabloid form.

A lawyer member gave us a ten-minute talk on "Law that business men should know." I learned more law in that ten minutes than I could have learned in a month of reading. Every speaker who addresses us makes preparation before he attempts to speak to us. Our by-laws permit discussion after the speaker is seated and he is then bombarded with questions. Woe to that man if he has tried to slip one over on us and has not prepared himself for this grilling.

We are all apt to be critical. It is so much easier to destroy that it is to construct. Some of us criticize Billy Sunday, but when a man tells me Billy is a fakir I say to him, "Do you think you could produce the good results that he does if you were called upon to do so?" Better leave well enough alone than to take away without substituting something better. The old

## IN TIMES OF STRESS THE TRAINED MAN WINS THE STEADY JOB

Times of Stress, when every man has to work at "peak load," are also times of test.

The man who shows he is able to work efficiently, under an overload is the man who is marked by his superiors as the one who will be retained and advanced when business grows dull and less valuable men discharged.

Poise, judgment, the ability to come to sane and safe conclusions, even under stress, come from the knowledge of FUNDAMENTALS.

The man with the right foundation plows calmly and speedily through his day's work with serene confidence, while his less-thoroughly-trained associates hesitate, blunder, lose time and multiply their own labors because they are uncertain, lack confidence; and are continually struggling in an atmosphere of fear.

To the expert swimmer, the ocean is no deeper than a mill pond.

### BE AN EXPERT ACCOUNTANT

There are only 1,500 Certified Public Accountants in America. Half a million firms need their books audited yearly. The business world NEEDS accountants. The demand largely exceeds the supply.

### LEARN AT HOME

Our accredited Resident Courses are now offered you BY MAIL in your own home. The work is easily mastered, yet thorough and efficient.

### BE WALTON TRAINED

Graduates of the Walton School are accorded particular recognition in the business world. Ask ANY Certified Public Accountant in your own city regarding the supreme standing of the WALTON SCHOOL in the PROFESSION.

INVESTIGATE THOROUGHLY. Write us now, this very day—for our new interesting book,

### "THE WALTON WAY TO HIGHER PAY"

It explains our courses, faculty, and tells in detail what our unequalled facilities for serving you REALLY are. Let this book spell your success. Send for it.

WALTON SCHOOL  
of  
COMMERCE

511-521 Peoples Gas Bldg., CHICAGO

## Certified Public Accountants

Financial Investigations

Audits

Cost and Accounting  
Systems

WM. GUTHRIE & CO.

234-235 Davidson Bldg.

SIoux CITY

IOWA

lady said that was the trouble with Ingersoll; he knocked all her props away from under her and did not give her anything to stand on.

In Kansas the bank examiners have been put on the civil service list. Prospective candidates are called to Topeka and take a written examination on banking. The appointments are made according to rank each receives at this examination. Surely a bank examiner should KNOW what he is doing. Is this not better than the old method of paying political debts by the appointment of some friend or son of a good party worker? Surely the banker is entitled to an intelligent examination for the fee he pays.

No man can get a high mark in one of these examinations unless he has prepared himself for the test either by study or experience or both.

I am inclined to think the reason the banker's opinion is so often asked is because the public has confidence in his judgment as well as confidence in his ability to keep his mouth shut and that he will not make any statement he cannot verify.

The average banker has learned this from experience, which we will all agree is the best teacher we can have.

Of all the professions, that of banking should have back of it thorough preparation, not only in technical knowledge, but the larger knowledge of when to give an opinion and when to remain silent. The successful banker of today is the one who bases his judgment on absolute knowledge and information.

Banking under such management has less guesswork in it than medicine or surgery and we think of the latter as being an exact science.

To me the most attractive feature of the banking business is the opportunity for learning something every day. New situations arise daily, new laws are being passed in our legislatures and in congress at every session and we must keep up with the procession or be left behind.

I am reminded of the young lady who made the remark at a card party, "I don't think there is much to this game of whist. Why, I learned it in one evening." She then proceeded to ask, "What's trump?" There are very few instances of such ability as this where such attainment could be gained in so short a time.

I feel safe in saying that it is only by reading all we can get hold of on the matters pertaining to our business that we can hope to keep up with our competitors and it is a narrow man indeed who does not take pleasure and have some pride in knowing what other successful men have done and are doing in his line.

**CONVENTION CALENDAR.**

- May 8-10—Ex. Council, A. B. A., New York. Briarcliff
- May 11-12—Reserve City Bnkr., Michigan... Detroit
- May 11-12—Kansas ..... Salina
- May 23-24—Missouri ..... St. Louis
- June 15-16—North Dakota ..... Minot
- June 20-21—Iowa ..... Waterloo
- June 22-23—Minnesota ..... Minneapolis
- June 28-29—South Dakota ..... Sioux Falls
- August 8-9—Wisconsin ..... Madison
- August 25-26—Montana ..... Miles City
- September 20-22—A. I. B., Ohio..... Cincinnati
- September 25-30—A. B. A., Missouri..... Kansas City
- September ..... I. B. A., Ohio..... Cincinnati
- Farm Mortgage Bankers, Tenn... Memphis

**Put advertising before thousands at no extra cost**

**Tells how**

The new Highland Park State Bank, of Detroit, Michigan, opened its doors on March 1st and within twelve hours secured 6,766 depositors.

Consistent, well thought, carefully displayed advertising materially assisted this bank in securing this large number of new accounts.

Our new 32-page illustrated book "ADVERTISING THE BANK WITH SIGNS" pictures and describes the kind of advertising many banks are using to secure new depositors and additional bank patronage.

**Write for our new valuable booklet**

This book is of interest only to the banker who is after new depositors and additional bank patronage. Just drop us a line and in a couple of days your copy will be on its way to you. It is a book worth having, bankers tell us.



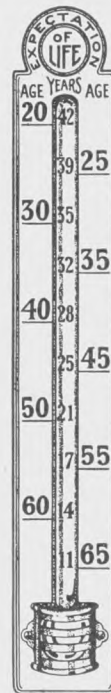
**Jas. H. Matthews & Co.**

Forbes Field, Pittsburgh, Pa.  
"Headquarters for Bronze Signs"

**BE YOUR OWN EXECUTOR**

By arranging with us to pay your wife a definite monthly income for the remainder of her life, in event of your death.

The plan proposed guarantees that your wishes will be respected, and is not subject to change on account of changed financial conditions. An ideal method of providing for dependents. Details furnished upon receipt of your name, age, address and date of birth of proposed beneficiary.



Explanation: The middle column shows the time a person is expected to live whose age is that given in the side columns

**Berkshire Life Ins. Co.**

Pittsfield, Mass.

Incorporated 1851

W. D. WYMAN, President

W. S. WELD, Supt. of Agencies

**EMORY D. BREAM, Gen'l Agent**

715 Hippee Building

DES MOINES, IOWA



# Community Progress a Bank Asset

By Peter Radford

One of the greatest opportunities in the business life of the nation lies in practical co-operation of the country banks with the farmer in building agriculture and the adventure is laden with greater possibilities than any forward movement now before the American public.

A few bankers have loaned money to farmers at a low rate of interest, and oftentimes without compensation, to buy blooded live stock, build silos, fertilize the land, secure better seed, hold their products for a better market price, etc. The banker in contributing toward improving the grade of live stock, the quality of the seed and the fertility of the soil, plants in the agricultural life of the community a fountain of profit, that, like Tennyson's brook, runs on and on forever.

The time was when money loaned on such a basis would severely test the sanity of the banker; such transactions would pain the directors like a blow in the face. A cashier who would dare to cast bread upon waters that did not return buttered side up in time for annual dividends would have to give way to a more capable man. This does not necessarily mean that the bankers are getting any better or that the milk of human kindness is being imbibed more freely by our financiers.

It indicates that the bankers are getting wiser, becoming more able financiers and the banking industry more competent. The vision of the builder is crowding out the spirit of the pawnbroker. A light has been turned on a new world of investment and no usurer ever received as large returns on the investment as these progressive bankers, who made loans to uplift industry. The bankers have always been liberal city builders, but they are now building agriculture.

It is refreshing in this strenuous commercial life to find so many dollars with souls. When a dollar is approached to perform a task that does not directly yield the highest rate of interest, we usually hear the rustle of the eagle's wings as it soars upward; when a dollar is requested to return at the option of the

The growth and progress of any financial institution is dependent upon the community's welfare—including its manufactured articles and its agricultural products. And the banker who is assisting to increase this wealth is creating an asset, from which he is bound to receive his share. In this article Mr. Radford pictures the value of co-operation between banker and farmer and emphasizes that the bank is a financial power house to the community.

ally talks solemnly of its redeemer; but soul material has entered into the vaults of our banks and rate, time and volume have a new basis of reckoning insofar as the ability of some of the bankers permit them to cooperate in promoting the business of farming:

These bankers are God Almighty's noblemen. Heaven lent earth the spirit of these men and the angels will help them roll in place the cornerstones of empires. They are not philanthropists; they are wise bankers. The spirit of the builder has given them a new vision, and wisdom has visited upon them business foresight.

The cackle of the hen, the low of kine and the rustle of growing crops echo in every bank vault in the nation

and the shrewd banker knows that he can more effectively increase his deposits by putting blue blood in the veins of live stock, quality in the yield of the soil and value into agricultural products, than by business handshakes, overdrafts and gaudy calendars.

Taking the community into partnership with the bank,

opening up a ledger account with progress, making thrift and enterprise stockholders and the prosperity of the country an asset to the bank, put behind it stability far more desirable than a letterhead bearing the names of all the distinguished citizens of the community. The bank is the financial power house of the community and blessed is the locality that has an up-to-date banker.

The Sheldon Savings Bank, Sheldon, Iowa, has a very interesting and valuable display of coins from the varieties which have been just struck off at the San Francisco mint in commemoration of the Panama Pacific Exposition.

"The cackle of the hen, the low of the kine and the rustle of growing crops echo in every bank vault in the nation and the shrewd banker knows that he can more effectively increase his deposits by putting blue blood in the veins of live stock; quality in the yield of the soil and value into agricultural products, than by business handshakes, overdrafts and gaudy calendars."

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

SOME DEPOSITS ACCORDING TO LAST CALL  
BANK TOWN DEPOSITS

BANK	TOWN	DEPOSITS
<b>IOWA</b>		
The First National	Armstrong	\$ 235,505.59
The Burt National	Burt	210,146.71
Cedar Rapids National	Cedar Rapids	9,321,895.85
First National	Cherokee	1,081,322.79
City National	Clinton	2,971,083.44
First National	Coon Rapids	304,607.84
City National	Council Bluffs	1,130,112.63
First National	Davenport	3,084,470.89
Iowa National	Davenport	3,115,445.76
Des Moines National	Des Moines	8,623,888.37
Iowa National	Des Moines	10,918,534.21
Des Moines Savings	Des Moines	2,721,336.69
Valley Savings Bank	Des Moines	1,282,200.20
Valley National Bank	Des Moines	3,360,080.71
First National	De Witt	444,345.52
Farmers & Citizens Savings	De Witt	686,909.88
Dubuque National	Dubuque	531,285.41
First National	Dubuque	2,209,558.34
Second National	Dubuque	1,476,499.24
Dubuque Savings	Dubuque	1,062,810.88
First National	Everly	290,112.82
Grundy County National	Grundy Center	326,798.39
Grundy County Savings	Grundy Center	227,474.90
First National	Guthrie Center	623,769.58
First National	Lyons	652,495.59
Lyons Savings	Lyons	1,334,760.48
First National and		
First Trust & Savings	Marshalltown	1,883,633.78
National State	Mt. Pleasant	587,617.06
Second National	New Hampton	782,558.37
Oskaloosa National	Oskaloosa	647,668.61
Union Savings	Oskaloosa	337,418.49
Iowa National	Ottumwa	1,053,704.67
Iowa Savings	Ottumwa	414,069.80
Ottumwa National	Ottumwa	1,375,849.76
Wapello County Savings	Ottumwa	486,202.41
Lyon County National	Rock Rapids	428,549.61
First National	Ruthven	312,733.26
First National	Sheldon	1,063,928.49
First National	Sioux City	7,949,040.61
Live Stock National	Sioux City	3,030,897.93
Security National	Sioux City	4,796,916.30
Citizens National	Storm Lake	626,799.66
First National	Toledo	889,981.04
Commercial National	Waterloo	3,087,600.31
<b>NEBRASKA</b>		
Farmers State	Adams	59,233.35
First National	Hastings	1,616,862.08
First Bank	Miller	125,247.91
First National	Omaha	15,511,827.12
Merchants National	Omaha	8,948,782.19
Omaha National	Omaha	16,093,760.90
U. S. National	Omaha	15,661,620.22
Live Stock National	Omaha	3,631,076.45
Stock Yards National	South Omaha	7,398,576.88
Banking House of F. Folda	Schuyler	692,022.66
American Bank	Sidney	629,054.72
Saunders County National	Wahoo	490,721.50
Nebraska State Savings	Wahoo	214,200.50
<b>MINNESOTA</b>		
First National	Brainerd	1,287,960.13
Fergus Falls National	Fergus Falls	1,119,936.60
Hancock National	Hancock	296,947.03
First & Security National	Minneapolis	64,601,470.87
Northwestern National	Minneapolis	47,178,893.52
Minnesota Loan and Trust Co.	Minneapolis	3,525,547.69
State Bank of Sleepy Eye	Sleepy Eye	536,275.76
Stock Yards National	South St. Paul	2,918,951.67
<b>SOUTH DAKOTA</b>		
Citizens State	Colman	106,734.44
First National	Colman	230,175.01
Citizens State	Irene	233,819.00
First National	Midland	95,441.82
First National	Oldham	133,810.35
Security National	Sioux Falls	3,131,161.41
Sioux Falls Savings	Sioux Falls	2,904,133.50
<b>MISCELLANEOUS</b>		
First National	Carrington, N. D.	513,855.28
First National	Grand Forks, N. D.	2,669,708.32
First National	Chicago	157,925,895.21
Live Stock Exchange National	Chicago	14,441,983.33
National Bank of Republic	Chicago	29,779,602.97


Continental National	Indianapolis	2,887,499.23
Mechanics and Metals National	New York	179,360,285.43
National Bank of Commerce	New York	273,440,589.72
Seaboard National	New York	55,858,874.35
Bank of North America	Philadelphia	23,298,729.23
First National	Philadelphia	33,476,659.76
Fourth Street National	Philadelphia	62,635,289.20
National Bank of Commerce	St. Louis	49,558,117.70
Boatmen's Bank	St. Louis	16,471,851.37

**BANKERS WILL LOAN CANADA \$75,000,000.**


A group of bankers headed by J. P. Morgan & Co. are negotiating with the government for the flotation of a new Canadian loan, according to a statement issued by the Morgan firm. The amount has not been finally determined, but it was intimated that it would be in the neighborhood of \$75,000,000.

**A Clever and Novel Advertising Idea**

**Patent Motion Mailing Folders**



**BIG Bargain**



Real live, Direct Advertising—the classiest idea ever devised. Strong and snappy copy, written by clever merchandise men. Four follow-ups. Printed in two colors on both sides and die-cut. Must close out this Dept. Send for samples and prices.

**S. Willens & Co.**  
542 S. Dearborn St. Chicago

**THE CHARACTER COMPANY**

## Get the Significance of These Facts

### National Fidelity Life 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.
- 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.

**Ask for our local Bankers' Contract**

## National Fidelity Life Insurance Co. of Iowa

**Sioux City, U. S. A.**

**RALPH H. RICE, President**



# 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  
709-710 Crocker Building  
DES MOINES :: IOWA

Clifford De Puy  
Publisher  
APRIL, 1916

MINNEAPOLIS  
Hennepin Avenue and Fifth Street  
CHICAGO  
122 South Michigan Boulevard  
NEW YORK  
225 Fifth Avenue

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

## AN AMBIGUOUS LAW

On October 15, 1916, the Clayton Law will become effective and section eight is intended to forbid the so-called interlocking system of directing banks. This law, however, is but another example of where lawmakers have failed to secure the necessary information and expert testimony in order to make the law clear and comprehensive. It seems strange that with a Congress composed of men of supposedly high mental ability, that they would allow any law of any character to be passed, which was in any way ambiguous or uncertain in the language used, yet banks today, after having almost two years to study it over, are not able to decide exactly what it means. One of the New York Banks in referring to the provisions of section eight, said: "By reason of the involved language and ambiguous terms used, bank officers and directors generally have found it difficult to learn the extent of the application of the section, and in a great many cases are today as much in the dark regarding their own position under the law as when it was enacted." Inasmuch as there have been no direct judicial opinions on the Clayton Law and inasmuch as none are looked for, until after the law goes into effect in October, bankers of the country will be forced to place their own construction on the law until then.

## A PROBLEM OF THE HOUR

There has been much discussion relative to what might happen financially if we were drawn into the present European conflict. But of this much we are certain, that in case the 400,000 men employed on the railways of the country were to quit work the wheels of business would be forced to stand still and the loss from a financial standpoint would probably be as great as that which war might cause. The trainmen are asking for a 25% increase in wages, which would amount to \$100,000,000 a year, and would be the equivalent of a 5% general advance in the freight rates of the country. The question which the railways are trying to solve is whether or not, they can advance the wages of their highest paid employes—the trainmen and the enginemen—without also advancing the pay of the others. To give a 25% advance to all the employes of the railways would cost \$332,000,000 a year, or \$16.60 for every family in the United States. And when it is remembered that the total net dividends paid by the railways of the United States in 1914 amounting to \$339,000,000 according to the Interstate Commerce Commission, it will be seen that this would wipe out 97% of the dividends received by 600,000 stockholders, as a return on their investment. To grant such a request would bankrupt the railway system of the country. In 1914 35% of the railway stock paid no dividends. As the economic development and business progress of every community is absolutely dependent upon the railways, this problem should have the serious thought and consideration of every banker.

## ABOLISH THE OFFICE

Since the Federal Reserve Law was enacted many bankers have discussed the advisability of abolishing the office of Comptroller of the Currency. Practically all of the duties which heretofore have been executed by that office, are now under the supervision of the Federal Reserve Board and those bankers who are in favor of business methods being applied to govern-



ment supervision are heartily in favor of abolishing the office of Comptroller. At a meeting of Group 6 of the Pennsylvania Bankers Association, in addition to passing a resolution protesting against any movement on the part of the Federal Reserve Board to force member banks into the system of collecting through the Federal Reserve banks of the several districts unless arrangement can be made to allow a fair rate of exchange, they also made the statement, "It is the judgment of this Group that the best interests of the banking community would be served by the abolishment of the office of the Comptroller of the Currency." At a Group meeting in New York state, the president of one of the Buffalo banks said: "That with the inauguration of the Federal Reserve system, the office of the Comptroller of the Currency became superfluous and that its continuance would be harmful, the reasons being found in the dual supervision and the divided responsibility, which must lead to conflict." In addition to this, many of the recent rules and regulations, which the comptroller has forced upon National banks, have not only caused general disapproval, but have also indicated that the man in charge does not have the capacity or the judgment, to use the power of his office, as he should.

### WORK

Success in the banking business, as well as in any other line, depends on about nine-tenths hard work and one-tenth genius. The young men of today, who are entering the banking business, have just as good chances, just as good opportunities and in many cases just as much ability to make good, as their fathers or their grandfathers had, but sometimes they lack initiative and in too many cases, I am afraid, they have not placed the right estimate on hard work, as the essential element, for permanent success. A prominent banker in the middle west, who recently celebrated his 75th birthday and is still actively interested in five banks, of which he is president, made the statement: "There are better opportunities today than in the days of my youth. The young man, who acquires the right sort of training and has the initiative and willingness to WORK should find success, but he must not be afraid to WORK." The president of one of the largest banks in New York City said: "I attribute most of my success in the banking world, to hard work, lots of it and good friends." The testimony of such men as these, should give every young man courage in his effort to make a real success of the banking business. Remember that it is only once in a while that you find a genius or a wizard, in any line of business. There are a few prominent and outstanding financial geniuses in the United States today, but the real stability of the financial affairs of this nation rests on the common sense and good judgment of thousands of successful bankers, who have reached their present positions through honest effort and hard work. It has often been said that worry kills more people than work. Every banker has questions to be answered and problems to be solved, but in most cases honest, conscientious work and concentration upon the problem at hand will assist to find a solution more quickly than can be secured by constant worry. The man who has found joy in his work is indeed on the road to business happiness. Work has carried young men from the bookkeeper's desk to the president's chair. Work has placed non-dividend paying institutions in the forefront of financial progress. Work will lift burdens, increase salaries, multiply dividends and beat genius in the long race every time. WORK.

**"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

Ford E. Hovey, formerly president of the Denver Union Stock Yards Bank, has been elected as a vice-president of the Stock Yards National Bank, of South Omaha, and commenced his active duties the first of this month. J. C. French is the other vice-president of the Stock Yards National Bank and has been responsible in no small degree for its continued growth and development, which is making necessary an addition to its administrative staff.

\$——\$——\$

Austrian Banks are endeavoring to increase the national supply of gold and are opening special accounts, with persons depositing gold ornaments and jewelry, on which the rate of interest will be 1 per cent higher than the ordinary rate. The bank will hand over the gold objects to a state appraiser, who will ascertain the quantity of gold contained and inform the bank of its value. The bank will then issue a book crediting the owner with the appraised amount.

\$——\$——\$

Cedar Rapids National Bank, Cedar Rapids, Iowa, has gained over \$1,000,000 in deposits since their statement of March 4, 1915, when the deposits were \$8,315,000. On March 7, 1916, they had reached \$9,323,895.85, a record which ought to cause Kent Ferman to increase his usual good-natured smile by at least one inch. On the bank's statement is this paragraph, "The fact that so many conservative bankers have selected the Cedar Rapids National Bank as a depository for their reserves is significant."

\$——\$——\$

The Tribjournew is the official organ issued once a year by the Sioux City Press Club. The Gridiron edition for 1916 has as its motto, "Hit 'em with a brick." Notice is contained in the editorial column that the Tribjournew will not knowingly print anything that savors the truth. Any subscriber who has any complaints to make will please see the sergeant-at-arms. In the society columns the Gridiron dinner was described, as follows: "The color scheme was green and red—green for safety first and red when it appeared that some of those present were using their knives too freely. Our nimble society reporter could not secure an accurate description of all the beautiful toilets worn,

but one of the most striking was that of John J. Large, president of the First National Bank, who wore his beautiful tortoise shell glasses with vest buttons to match."

\$——\$——\$

Chase National Bank, of New York, at the close of business March 7, 1916, had total deposits of \$244,635,765.53, of which individual deposits amounted to \$94,803,304.33 and bank deposits amounted to \$149,832,461.20.

\$——\$——\$

S. L. Frazier, vice-president of the First National Bank of Verndale, Minn., in a recent letter from Los Angeles, says: "For the present I am so tarnation busy doing nothing and burning up the roads, in that new seven-passenger, six-cylinder, fifty-five-horsepower, 130-inch wheel base Buick, that I have no time for anything else." He did take time, however, to put in a boost for Minnesota, by saying that, "they had the greatest flouring mills, the richest iron mines, the biggest school fund and the most wonderful fishing grounds of any state in the union."

\$——\$——\$

E. B. Wilson, manager of the advertising department of the Bankers Trust Company of New York, has recently issued a catalog showing advertising designs and plans to be used in connection with A. B. A. checks. All of the advertising designs, cuts and copy are furnished free to banks issuing A. B. A. checks and certainly no better or more effective co-operation could be desired than that which is being furnished by Mr. Wilson.

\$——\$——\$

The Hanover National Bank of New York, according to their statement of March 7, 1916, had deposits of \$169,995,413.17, of which \$109,509,808.70 was due to banks and bankers. The total resources of the bank were \$190,534,220.19.

\$——\$——\$

A \$43,000,000 bank check drawn to the order of the Guaranty Trust Company of New York passed through the New York Clearing House recently. As far as can be learned, this is the largest bank check that has ever passed through a clearing house in the

## Fort Dearborn National Bank

CHICAGO, ILLINOIS

CAPITAL \$2,000,000

SURPLUS AND PROFITS \$1,000,000

DEPOSITS \$39,000,000

### 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
December 31, 1915.....	34,166,055.02
March 7, 1916.....	38,952,490.96

WM. A. TILDEN, PRESIDENT

NELSON N. LAMPERT, VICE-PRES.

WM. W. LE GROS, ASS'T CASHIER

J. FLETCHER FARRELL, VICE-PRES.

CHARLES L. BOYE, ASS'T CASHIER

HENRY R. KENT, VICE-PRES.

WM. L. MCKEE, ASS'T CASHIER

JOHN FLETCHER, VICE-PRES.

R. J. MCKAY, ASS'T CASHIER

MARCUS JACOBOWSKY, VICE-PRES.

WM. E. Mc LALLEN, ASS'T CASHIER

GEORGE H. WILSON, CASHIER

H. LAWTON, MGR. FOREIGN DEPT.



United States Depository

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

United States. This check was drawn in payment for the issue of Midvale Steel & Ordinance Company 5 per cent convertible bonds, which were recently sold by the syndicate headed by Lee, Higginson & Company, the Guaranty Trust Company and the National City Bank. At the same time the New York Clearing House Association reported a credit balance in favor of the Guaranty Trust Company of New York of \$39,279,235.38. With but one exception this is the largest credit balance in favor of any banking institution ever reported by the New York Clearing House Association. The only other larger credit on record was for \$39,597,421.89 in October, 1915, in favor of the National Bank of Commerce.

\$——\$——\$

**Parley Sheldon**, president of the Story County Bank, Ames, Iowa, and for many years mayor of the city, was recently renominated to fill that position for another term. Mr. Sheldon has had much to do with the business and financial development of the city and has always been a leading factor in every undertaking that stood for community betterment.

\$——\$——\$

**E. B. Wilson**, for some time a state bank examiner for Iowa under Auditor F. S. Shaw, is to be the head of a new bank, which is to be organized in Des Moines. It is understood that Mr. Wilson is associated with some well-known Des Moines capitalists in the project.

\$——\$——\$

**The Mechanics and Metals National Bank** of New York City has issued a very timely and interesting pamphlet entitled, "The Bank Director and the Clayton Law," which gives an analysis of the provisions of

## Guaranty Service

XIX

### War Tax Law Information

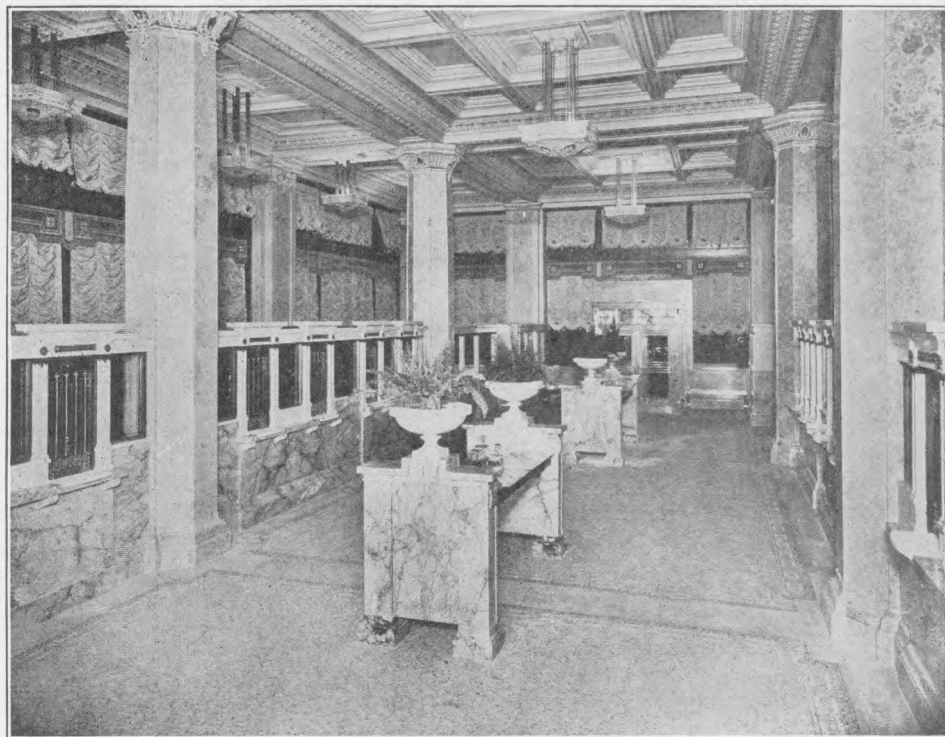
The Federal War Tax Law of 1914, which expired by limitation on December 31, 1915, has been extended by Congress to December 31, 1916.

We have just published a revised edition of our alphabetical synopsis of this law *as it now stands*, and those desiring copies may secure them by addressing a request to our Department of Publications.

Ask for Booklet N-149

## Guaranty Trust Company of New York

Capital and Surplus - - \$ 40,000,000  
Resources, more than - - 400,000,000



THE SAN DIEGO SAVINGS BANK

DESIGNED AND EXECUTED BY THE

## WEARY AND ALFORD COMPANY

1907 Michigan Boulevard, Chicago

BANK BUILDINGS AND EQUIPMENT



# CORN EXCHANGE NATIONAL BANK OF CHICAGO

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



**OFFICERS**

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

**DIRECTORS**

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

Foreign Exchange Letters of Credit Cable Transfers

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

that section of the law which forbids the interlocking of bank directorates. They will be glad to send you a copy.

\$——\$——\$

John D. Rockefeller sixty years ago went to work in Cleveland as an assistant bookkeeper, and for the first three months received only \$50 as his wages. "John D." hasn't done so bad considering his start.

\$——\$——\$

Will Wayman, secretary of the Kansas Bankers Association, has issued their program for the seventh annual convention, which is to be held in Topeka, Kan., April 18th and 19th. Among others, addresses will be given by Arthur Capper, governor of Kansas, and W. F. Benson, bank commissioner of Kansas. Plenty of entertainment has been provided, including theater parties and automobile rides, and everyone who attends is assured of the best time possible.

\$——\$——\$

Will A. Lane, cashier of the First National Bank, Indianola, Iowa, is receiving the endorsement from numerous members of Group 6, who are anxious to see him elected as secretary when the group meets at Ames, on May 18th. Mr. Lane will make an active, efficient officer who will handle the duties of secretary in an able manner.

\$——\$——\$

The Bank of North America, Philadelphia, Pa., had deposits on the date of the last call amounting to over \$23,000,000. This is a very substantial increase, as their deposits were recently at the \$13,000,000 mark. Samuel D. Jordan, who for many years has served the bank so efficiently as cashier, has been elected as vice-president and E. S. Kromer has been chosen as cashier to fill his place. C. A. McIlhenny has been added to the list of assistant cashiers.

\$——\$——\$

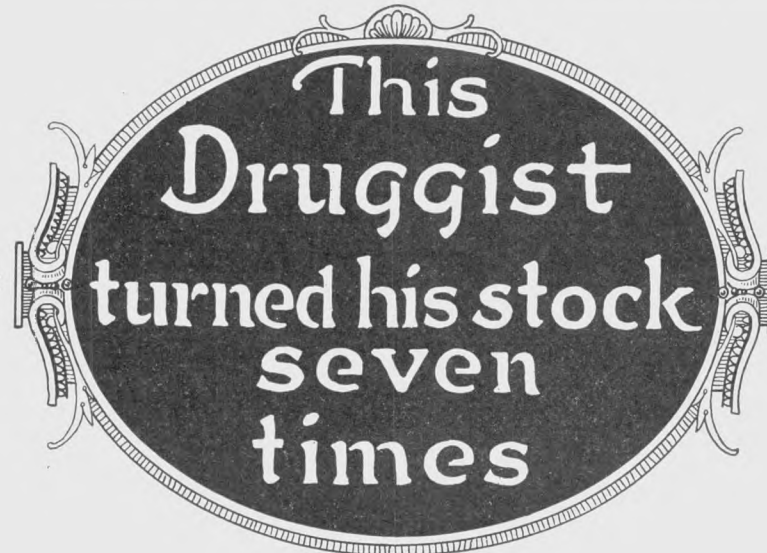
E. T. Kearney, president of the Mid-West Bank, Sioux City, Iowa, opened his bank on March 11, 1912, and since that time has secured deposits of \$416,858.09. He has catered especially to the business of the farmers and has been a strong believer in the use of advertising space. In a recent article concerning his bank, it said, "He is favored with many clients from away, receiving a deposit of \$5,035 from 150 miles above St. Paul, and each mail bringing inquiries from points sometimes far away. Mr. Kearney ascribes the success of his bank to three points: Advertising, giving good services, pledging his all back of each deposit, and making good in all his promises."

\$——\$——\$

The Live Stock Exchange National Bank of Chicago have issued their Live Stock Year Book for 1915, which contains much valuable information to every stockman, farmer and banker. M. A. Traylor, president of the bank, in his foreword on "Successful Stockmen" said: "The successful stockman studies his situation, adapts himself and his work to changing conditions without switching recklessly from one thing to another, and above all he hustles wisely while others idly wait."

\$——\$——\$

B. S. Alnutt, formerly cashier of the Muscatine State Bank, Muscatine, Iowa, is now a real booster for the City National Bank of Evansville, Ind., of which institution he has been cashier for some time. In their last statement of March 7th, the bank had deposits of \$4,100,000, a capital stock of \$350,000 and surplus and undivided profits of \$411,000. It is to be expected, of



This  
Druggist  
turned his stock  
seven  
times

**Your customers, too, can have a big increase in their business by using the same plan. Here is what they write us.**

January 11, 1916.

Brenard Mfg. Co.  
Iowa City, Iowa.

Gentlemen:

The Trade Extension Campaign conducted by you in my store proved to be the largest, most successful and most satisfactory advertising campaign ever conducted by any druggist in Saratoga County.

Your special sale features are wonders. Every one produced pleasing results.

I sold on these special sale days all goods at regular price, when my competitor and the General Stores would cut the price anywhere from 15 to 33 $\frac{1}{3}$  per cent and still I sold out completely many times, and had to keep rush orders constantly going forward to the wholesale house.

I bought a large order of matches and put them on during my special sale's days, and I actually sold \$112.00 worth of matches at 5 cents a box on that day.

I am so well pleased that I am today giving your Mr. Eastman a reorder for a larger deal.

This letter may perhaps be unusual, but I just wanted you to know how well I had done and if you can use this letter to advantage, you are at perfect liberty to do so.

I turned my stock during my first plan about seven times over. That is going some.

Yours very truly,

A. G. GILMORE.

If any of your customers want to put on a clean, dignified business-building plan that will make friends for their store, without any chance of it ever making enemies, advise them to drop us a line and we will be glad to give them full and complete information.

**Brenard Mfg. Co., Iowa City, Ia.**

### The Service You Can Render 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.

# ATLANTIC NATIONAL BANK

OF THE CITY OF NEW YORK

Organized 1829; Nationalized 1865.

Capital Stock ..... \$1,000,000.00  
 Surplus and Undivided Profits ..... 750,000.00

OFFICERS

**PHINEAS C. LOUNSBURY,**

Chairman of the Board

**EDWARD K. CHERRILL,**

Vice-President

**EDWARD V. GAMBIER,**

Vice-President

**FRANK E. ANDRUSS,**

Cashier

**KIMBALL C. ATWOOD,**

Vice-President

**WILLIAM F. FITZSIMMONS,**

Assistant Cashier

**HERMAN D. KOUNTZE,**  
President

**GILBERT H. JOHNSON,**  
Vice-President

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

## 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

course, that from now on the deposits will continue to increase, because Mr. Alnutt knows how to go after business and not only get it, but hold it.

\$ — \$ — \$

C. B. Mills, vice-president of the Scandinavian-American National Bank, Minneapolis, in a recent communication, said: "My son Carl and I have just been looking over the March issue of The Northwestern Banker together, and compliment you on the general good appearance of the magazine. Business remains good with us. Deposits a year ago were a shade over \$6,000,000 and they are now more than \$12,250,000." Such a record surely reflects credit upon Mr. Mills and the other officers of their fast growing institution.

\$ — \$ — \$

The Le Febure Ledger Company, of Cedar Rapids, Iowa, has many salesmen of ability and energy, who are calling on the banks, in connection with their X-Ray line of posting machine ledgers, which have proved so effective and efficient, but of all the salesmen from Deets to Button, perhaps no name attracts quite as much attention as does that of R. Rudolph Boozer. Ordinarily, it would not be expected that a young man with such a name could sell so many banks, located in a dry territory, but nevertheless he does. Furthermore, the company knows how to get advertising value out of his name, and printed on the blotter which he uses with his mail is the following paragraph, which was written by the general manager: "This Mr. Boozer is the 'only one' on our sales force. He has been a Boozer since 1886, the year he was ushered into this mundane sphere at Johnstown, Pa. He has succeeded in changing a women's name, but has made no effort to change his own. Instead, he has added (to date) three more Boozers to the Iowa population. You'll like Mr. Boozer—you will find him a 'very much in earnest' young business man—a salesman who knows his own line and who presents his proposition with due consideration for the 'other fellow'—the man who does the buying."

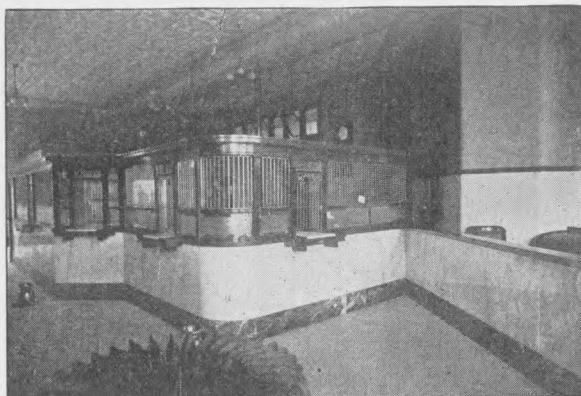
\$ — \$ — \$

George Woodruff, president of the Illinois Bankers Association, has inaugurated a plan to secure by a referendum vote the opinions of the members of the Association on various subjects. The first one on which a vote is now being secured is that of national preparedness. A return post card was enclosed, with the last Bulletin issued by the Association, on which three questions are asked, as follows: "Do you believe our navy should be enlarged and strengthened? Do you

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.



**The Bank of Direct Service**

**Over  
1,000 Direct  
Connections.  
Try Us!**

**First National  
Bank of Omaha**

**The  
Oldest  
National Bank  
in Nebraska**

**Capital and Surplus \$1,500,000**

believe our army should be enlarged and strengthened? In adopting any plan for army and navy enlargement, do you believe congress should be guided by the recommendations of our army and navy officers, who are experts on the subject of army and navy matters?

\$ — \$ — \$

Quite frequently articles and editorials are reprinted in other financial journals which have originally been published in The Northwestern Banker, and of course there is no objection to this so long as credit is given. But it now appears that a classified advertisement contained so much literary merit that "B. L. T." made use of one recently in his column in The Chicago Tribune entitled "A Line O' Type or Two." Thanks for the courtesy.

\$ — \$ — \$

Arthur Reynolds, vice-president of the Continental & Commercial National Bank, Chicago, believes that the war will not be ended for at least another year. "They have spent at least forty billions of dollars over there now and it would seem that they would be compelled to quit from sheer financial exhaustion. But history has shown us that a nation can continue at war for an entire year after financial exhaustion or seeming exhaustion. That Europe is approaching strained financial circumstances is evidenced by the fact that American loans are being talked of in financial circles. The move is just starting and I expect to see the European nations get some American money. But they will get it only on the American securities they now hold. And they hold about three billion dollars' worth of American credit. Their borrowing will improve the financial situation in this country. The financial situation is becoming brighter. There is an increased demand for money and as a result the interest rates are becoming firmer."

\$ — \$ — \$

Harry T. Blackburn, cashier of the Iowa National Bank, Des Moines, and president of the State Association, had the leading events of his life "illustrated" in a Des Moines daily paper recently. The article said: "Harry T. Blackburn would rather hunt than count money, and during the open season he can be found tramping through the mud along the Skunk or Coon rivers oftener than at the bank. He is now planning on a hunting trip to Mexico with H. S. Butler, vice-president of the bank. Years ago little Harry Blackburn sold The Iowa State Register after school hours. He was a bug for monopoly, getting the exclusive concession of carrying water and selling newspapers to the

**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.  
W. F. CARVER, V.-Pres.

BEN P. LARSON, Cashier  
G. P. ALLARD, Asst. Cashier

"Checks are  
money"



## Check Protection

The sure and safe means of check protection is by National Safety Paper. It is easy, too--no extra labor or care required--no punching, stamping or cutting. Nothing to get out of order.

It is the simplest and most thorough protection for banks, their employees and their customers.

Ask your printer, stationer or lithographer for checks on National Safety paper, or write us for samples.

**George La Monte & Son**

Founded 1871

35 Nassau Street

New York

**Van Horn, Cluett & Co.**  
**A C C O U N T A N T S**  
**Impartial Audits-Systems**  
**Correspondence Invited**  
**ADDRESS**  
**Citizens Nat'l Bank Building**  
**DES MOINES, IOWA**  
**CHICAGO    DES MOINES    NEW YORK**

**Remington Typewriter**  
**with Wahl Adding and Subtracting**  
**Mechanism. The typewriter for**  
**ALL Bank work.**  
**Remington Typewriter Company, Inc.**  
**327 Broadway, New York City**

ommendations of our army and navy officers, who are experts on the subject of army and navy matters?"

\$——\$——\$

State Senator Charles H. Thomas, of Kent, Iowa, has announced his candidacy for the office of State Treasurer. Mr. Kent was author of the Iowa Blue Sky Law, as well as numerous other important legislative bills. He is a senior member of the Thomas Hardware Company, one of the largest and most successful in southern Iowa and also vice-president and active manager of the Kent Savings Bank and as a Creston paper says, "Is a broadminded business man of proven ability, who would honor the office he seeks."


\$——\$——\$

**"LONG WHITE" MAY SOON REPLACE "LONG GREEN."**

The "long white" may soon replace the "long green," according to Joseph Chapman, vice-president of The Northwestern National Bank, Minneapolis, who says that American bank notes and postage stamps may soon be printed on white paper.

"Fast dyes with which currency and stamps are printed are getting scarcer and scarcer, and as yet Uncle Sam has found no way of manufacturing a substitute for the German product. If no remedy is found, bank notes and postage stamps will have to be printed on white paper."

F. B. Myers, of Duluth, Minn., has disposed of his interests in the First National Bank of Biwabik, Minn. Dr. C. W. Bray was elected as president of the Biwabik bank to succeed Mr. Myers.

1868  1916

W. A. HEATH, Ch. of the Board  
 M. A. TRAYLOR, President  
 S. T. KIDDOO, Vice-Pres.  
 G. F. EMERY, Cashier  
 A. W. AXTELL, Asst. Cashier  
 H. E. HERRICK, Asst. Cashier  
 L. L. HOBBS, Asst. Cashier

**Capital and Surplus**  
  
**\$1,750,000.00**

**LIVE STOCK COMMUNITIES ARE  
 PROSPEROUS COMMUNITIES**

**LET US HELP YOU TO PROMOTE THE  
 LIVE STOCK INDUSTRY IN YOUR COMMUNITY**

**WRITE FOR PARTICULARS**

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



## These Bankers Tell How New Quarters In- creased Their Deposits

**H**UNDREDS OF BANKERS in this territory are planning new banking quarters—five times more than in any previous season. This is the result of much thought and investigation. Each of these hundreds has asked the question, "Does it pay?" The experience of those who already have taken this step shows that it does pay, and pays in more ways than one. Here are two specific cases. There are hundreds like them, and many names on the next page for your reference.

### 12% a Year

**O**NE BANK HAS deposits of five million. It has been a MODERN bank four years. It is attractive, dignified, impressive, inviting. And each year of the last four, deposits have increased 12%, which these bankers attribute principally to their attractive quarters.

Something had to cause that increase. The location is the same—the community is the same—the officers are the same—the service rendered is the same—but one thing is changed, the APPEARANCE of the bank.

The first vice-president says this: "People come inside this handsome bank every day who never entered before. They seem impressed with the beautiful, dignified appearance. Some mention they didn't know there was so fine a bank in this city. Some, after being shown through, have deliberately withdrawn their accounts from other banks and opened their accounts with this bank—due entirely to its appearance."

As this vice-president says, his bank LOOKS SUCCESSFUL—it looks safe, secure, efficient. And people naturally prefer to do business with that kind of institution.

In addition to the 12% yearly deposit increase, which has paid the entire expense, this bank is a pleasant place in which to work. Working facilities and conditions are ideal. Employees have become more efficient. The same number have been able to turn out more work—to handle increased business—to wait on a greater number of customers, than was possible before. You may have this bank's name on request.

### This Bank

has deposits of three-quarters of a million. It is in a town of five thousand. A new building was erected five years ago, with a modern banking interior. They have found it very effective advertising. The building and the interior appearance reflect the character of this institution. Deposits have increased continuously for the five years.

Incidents like this have convinced them of its effect on deposits: A farmer from a neighboring town came in one day. He explained to the cashier that he had merely come in to see if the building looked as attractive on the inside as it had from without. This farmer was shown through the bank, and later, in the private office, he pulled out a roll of five hundred dollars in bills, which he deposited. He remarked that he had not thought of making a deposit when he entered, but this bank looked better than any in his town.

There can be no question about modern quarters paying. The best way to judge is to ask the banker who already has remodeled. Many such bankers are listed on the next page.

### It Pays

A modern interior will pay you in many ways. It will pay through increased deposits. In two years it should pay for itself. It will pay in greater efficiency. It will pay by supplying more pleasant surroundings. It will pay by giving customers an inviting place in which to transact business. It will pay in advertising value. It will pay in greater influence, prestige, confidence.

See also following three pages.



# Your Bank Interior Can Be Made



**FIRST STATE BANK, NASHUA, IOWA.**

Since this interior was completed, four years ago, DEPOSITS HAVE ALMOST DOUBLED, jumping from \$220,000 to \$380,000. The officers of this bank consider this a MOST REMARKABLE increase in view of local conditions. Banks in the five surrounding towns pay 5% interest. This bank pays but 4%. Many of the largest and most profitable accounts have been attracted to these other towns by the additional interest. The Nashua banks would have considered themselves fortunate to have held their own against this competition. Yet, deposits here have grown steadily and rapidly, due principally, these bankers claim, to their attractive Fisher-Morris interiors.



**COMMERCIAL STATE SAVINGS BANK, NASHUA, IOWA.**

There are but two banks in Nashua. Both have Fisher-Morris interiors. Here is another example of a modern, attractive, well-arranged, yet inexpensive interior. This bank pays but 4%, thus having the same competition as the First State Bank of Nashua. This bank's deposits, despite this interest competition from surrounding towns, have shown a steady increase since their interior was completed. Deposits are now \$380,000. They had expected a decrease, owing to the interest competition, and attribute their increase entirely to their attractive, dignified interior.

**HERE ARE A FEW BANKS WHICH HAVE FISHER - MORRIS MODERN INTERIORS.**

We want you to know at first hand, if you care to investigate, just what quality of work our great organization is capable of.

These bankers investigated our organization before placing their contracts with us. Ask these bankers yourself—learn at first hand just what Fisher-Morris has accomplished for these banks,—and what our experienced, specializing organization can do for you. Learn for yourself why more than three thousand banks have chosen Fisher-Morris to handle their work—and why we say that more than **three thousand banks have placed the stamp of approval on our Service.**

Following is a partial list of banks, which we have modernized during the past two years:

Farmers Loan & Trust Co., Winona, Minn.  
 Tillamook City Bank, Tillamook, Ariz.  
 Albert Lea State Bank, Albert Lea, Minn.  
 Security Savings Bank, Boone, Ia.  
 German State Bank, Douglas, Minn.  
 First National Bank, Marathon, Ia.  
 Union State Bank, Richland, Ia.  
 Farmers State Bank, Lengby, Minn.  
 Moorland Savings Bank, Moorland, Ia.

Slifer State Bank, Slifer, Ia.  
 Farmers State Bank, Minong, Wis.  
 Maynard Savings Bank, Maynard, Ia.  
 Andrew Jensen, Minden, Neb.  
 Thor Savings Bank, Thor, Ia.  
 First State Bank, Livingston, Mont.  
 Dallas County Bank, Minburn, Ia.  
 Udell Savings Bank, Udell, Ia.  
 Delaware County Bank, Delaware, Ia.

**YOUR DEPOSIT INCREASES**

When we say that every bank we have more than three thousand of them—have deposits, we do not refer to the natural March first. We have completed hundred deposits during fall and winter have risen preceding spring—practically in every instance permanent, continuous, lasting. A Fisher-Morris appearance after many years. In other years ago still look as new as if they had investigate this point, we supply you a list years ago.



**W. A. CLARK & BROTHERS.**

Here is the endorsement of a bank which "With reference to bank fixtures furnished Charles City, Iowa, we beg to state that in every way satisfactory. We are sure you secure Fisher-Morris fixtures and service."



**WAVERLY SAVINGS BANK**

It is doubtful whether there is a finer in the entire United States, for its size, shows you what Fisher-Morris years of accomplishment when the very best and fit graph shows but part of the lobby. The contract for the complete interior was increased abnormally since these quarters daily bringing in their friends, proudly. There is an interesting story connected with it. We will be glad to send you on inquiry.

Farmers State Bank, Almullund, Minn.  
 Shellsburg Savings Bank, Shellsburg, Ia.  
 Farmers Savings Bank, Princeton, Ia.  
 Bank of Estherville, Estherville, Ia.  
 State Savings Bank, Quasqueton, Ia.  
 Farmers Savings Bank, Larchwood, Ia.  
 Arizona Central Bank, Flagstaff, Ariz.  
 First State Bank, Denhoff, N. D.  
 Citizens Savings Bank, Webb, Ia.

# As Handsome As These

THEY WILL BE PERMANENT.

are designed, remodeled and modernized—  
so far as we know, had an increase in  
deposits that comes to every bank about  
the end of banks in the late summer, and their  
deposits are above those of the high period of the  
year. Moreover, this increase is always  
due to the fact that the Fisher-Morris interior retains its new and fresh  
appearance, interiors we completed five to ten  
years ago just been finished. Should you care to  
know the names of banks completed this many



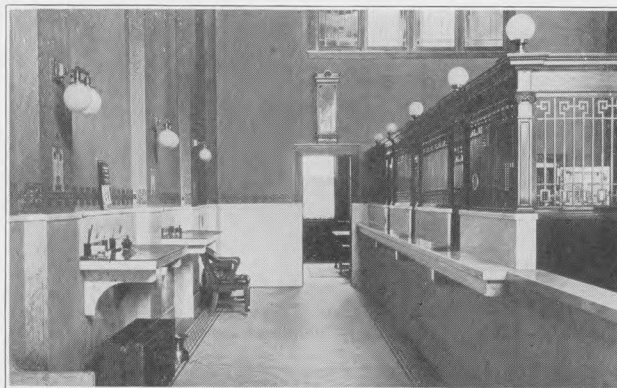
**FIRST NATIONAL BANK, ROCK RAPIDS, IOWA.**

Most bankers in this part of the country know Charles Shade, president of the First National Bank of Rock Rapids, and formerly president of the Iowa Bankers Association. When Mr. Shade decided to modernize his bank, he called on Fisher-Morris for superior skill and experience to carry out his ideas. Mr. Shade now has one of the finest banks in his section of the state, of which he is justly proud. He is especially pleased with the arrangement of his interior. Fisher-Morris expert designers worked Mr. Shade's ideas into a practical, useful, handy, convenient arrangement—and as Mr. Shade will no doubt tell you, in a practical, efficient manner. Like all the rest, this bank has shown a nice increase in deposits.



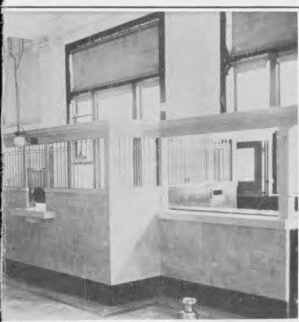
**BANKERS, BUTTE, MONTANA.**

Bankers, Butte, Montana, has installed Fisher-Morris fixtures: furnished us by Fisher-Morris Company of Chicago. They are very handsome, convenient and practical. We are sure that you will say the same thing, if you have had the service.



**FARMERS AND MERCHANTS SAVINGS BANK, HARLAN, IOWA.**

This bank furnishes still a different idea of Fisher-Morris years of accumulated knowledge of practical bank arrangement. A novel idea in connection with this bank is the directors' room, which overlooks the lobby from the rear mezzanine floor. Note the general air of refined, attractive dignity in this lobby. A Fisher-Morris interior will make your bank just as attractive, furnish you a more pleasant, inviting place to work in, reflect the dignity, safety and security of your institution, and permanently increase your deposits just as this and thousands of other Fisher-Morris interiors have done. You are handicapped without it.



**BANK, WAVERLY, IOWA.**

Bank, Waverly, Iowa, is a more attractive, better designed bank than the Waverly Savings Bank. This is due to the fact that the bank is specializing in banking interiors can be had is desired. This photograph shows an entire new building, and the interior is given to Fisher-Morris. Deposits have increased since they have been occupied. Depositors are shown through "MY BANK," with the experience of this bank, which

- First National Bank, Alden, Minn.
- State Bank of Alta, Alta, Ia.
- G. L. Hope, Hamberg, N. D.
- First National Bank, Emmons, Minn.
- First National Bank, Dayton, Ia.
- W. A. Clark & Bro., Butte, Mont.
- Enola State Bank, Enola, Ia.
- First National Bank, Coleman, S. D.
- Farmers State Bank, Jesup, Ia.
- State National Bank, Iowa Falls, Ia.
- Farmers State Bank, Larrabee, Ia.
- Waverly Savings Bank, Waverly, Ia.
- Lytton Savings Bank, Lytton, Ia.
- First National Bank, Rock Rapids, Ia.
- Farmers State Bank, Wayland, Ia.
- Home State Bank, Royal, Ia.
- Farmers Tr. & Sav. Bank, Charles City, Ia.
- First Farmers Bank, Waterville, Ia.
- Lyon Co. National Bank, Rock Rapids, Ia.

- Farmers Savings Bank, Swedesburg, Ia.
- Farmers Savings Bank, Vincent, Ia.
- German-American Sav. Bank, Le Mars, Ia.
- Hansell Savings Bank, Hansell, Ia.
- First State Bank, Ft. Yates, N. D.
- Farmers State Bank, Brewster, Minn.
- Citizens State Bank, Kenyon, Minn.
- Frank E. Elliott, Doland, S. D.
- State Bank of Allison, Allison, Ia.
- Farmers Savings Bank, Joice, Ia.
- Monona State Bank, Monona, Ia.
- Emmetsburg Nat'l Bank, Emmetsburg, Ia.
- Geneva State Bank, Geneva, Minn.
- Jones Co. Tr. & Sav. Bank, Monticello, Ia.
- Farmers State Bank, Hope, Minn.
- Arizona Central Bank, Kingman, Ariz.
- First National Bank, Fairmont, Minn.
- Brandon State Savings Bank, Brandon, Ia.
- First State Bank, Arlington, Ia.

- Farmers & Merchants Bank, Iroquois, S. D.
- Colorado Savings Bank, Colo, Ia.
- City National Bank, Huron, S. D.
- Farmers Nat'l Bank, New Richland, Minn.
- First State Bank, Pine River, Minn.
- Chisholm State Bank, Chisholm, Minn.
- Cerro Gordo State Bank, Clear Lake, Ia.
- Peter Lamp, Mapleton, Ia.
- Bank of Los Gatos, Los Gatos, Cal.

See next page



# Over Three Thousand Banks Have Placed the Stamp of Approval on Our Service

**T**HE ONLY KIND of service that is worth a cent to you is the kind that places at your disposal the ideas, plans, and suggestions which have made other banks successful, because of their modern, up-to-date interior fixtures.

When you ask about the kind of fixtures you should use, and the kind of interior arrangement which will be best suited to your needs, our Service Department places at your disposal, without one cent of cost, our vast, accumulated knowledge of over forty-five years' experience in designing, equipping and arranging some of the best, most complete, and today the most successful financial institutions in their communities.

What we have done for others we can do for you. Why take chances with inexperienced, theoretical suggestions, when for no additional cost you can receive our definite, concrete ideas on how your bank should and can be arranged to make it the most attractive, the most useful, and the most up-to-date, with the smallest expenditure of money.

## Experts at Your Service

The men in our Service Department are expert designers—they are specialists who

have made a scientific study of planning and arranging banking quarters.

These men will draw designs for your bank covering any special suggestions which you may make, and submit the complete plans to you absolutely free and without obligation.

Over three thousand banks have profited by the service we have rendered them in designing and planning their banking interiors. This same skill—this same expert advice—this same service is at your disposal to assist and help you to better arrange your bank and make it more attractive for customers.

The fact that we have the largest bank fixture plant in the Middle West—the fact that we are conferring each year with more bankers about their interior equipment than any other organization—the fact that our Service Department will be glad to submit you plans free—the fact that over three thousand banks have installed Fisher-Morris fixtures shows that our experience and service have solved every problem connected with equipping bank interiors.

It will cost you but a postage stamp to learn more of our service and extensive experience. It will cost you nothing to confer with us, and this places you under no obligation whatsoever.

# FISHER-MORRIS CO.

Forty-five years specialists in bank interiors

CHARLES CITY, IOWA

FISHER-MORRIS COMPANY, Charles City, Iowa.

Please tell us more about your service in designing bank interiors. We understand this places us under no obligation.

Bank .....



# A History of the Ideal Cashier

Chapter No. 12.  
By S. L. Frazier

Finally, in bidding farewell to our "Ideal Cashier," allow me to suggest that there is no set of rules to be laid down, covering every point, every problem, every situation, every circumstance.

New problems and questions that no man can foresee will continually present themselves and it is left to our "perspiring" young friend, the cashier, to meet them in his own way, as these matters present themselves, and if he is "resourceful," versatile, forceful and ingenious he will wade through all difficulties, overcome all obstacles, surmount all barriers and solve all problems.

By way of recapitulation and as food for "thought" on your part, as naked subjects to be clothed and garlanded by you, as mere skeletons on which and in which you are to put flesh and blood and life, as "ideas" around which you are to build business and character, as "dropped stitches" that you are to "pick up" and weave into some thoughtful product of your own, penpoints to be wrought into noble verse, suggestions to be enlarged upon and worked into practical "ideas," policies and systems—permit me to offer a few "hints," a few epigrams, wise and otherwise, for the desk of our "growing" cashier.

Don't run down at the heel.

Keeping up appearances is mighty good advertising.

People like to do business with a busy man.

Keep busy, whether there is anything to do or not.

A good CASHIER can always find something to do.

In slack times, better your system.

SYSTEM is essential to efficiency.

EFFICIENCY is essential to success.

SUCCESS is essential to happiness.

Happiness is conducive to good health.

Without good health there can be but "poor" success.

Orderly living and efficiency will bring you both.

Keep both feet on the floor.

Look every man in the eye.

Use your head all the time.

Learn to concentrate your thoughts.

Do one thing at a time.

With this chapter we conclude our "History of the Ideal Cashier," which commenced in the May, 1915, issue of The Northwestern Banker. The series has been read with intense interest by our subscribers and we are glad to announce that this department will continue to contain an article each month from the pointed pen of S. L. Frazier. The articles will deal with various subjects and may include everything from "How to advertise a bank," to "When will the war be over?"

Cultivate the agreeable habit.

Meet every man on his own plane.

Don't wear a domineering air.

Nor a "swell" head.

Interest yourself in your customer's welfare.

Taking from and never giving back is miserable business.

Compromise, but never crawl-fish.

Make your word as good as gold.

Do as you agree, if it takes the hide.

See that the other fellow does the same.

Beware the promoter and the good-thing "guy."

Never, knowingly, give bad advice.

Take advice, but don't allow any man to "run" your business.

Correct a mistake, always, if satisfied one has been made.

Make friends, but not "friendship" loans.

Trust your fellowman, also mistrust him.

Have a GOOD OPINION of yourself, but don't be an egotist.

Never give over "half" the sidewalk to the biggest man on earth (unless he's drunk).

"Working" people must necessarily wear "working" clothes.

A faded suit may cover a bigger, better man than you.

YOUR CHIEF BUSINESS is "paying dividends," so don't "worry"—just hurry—

And beat the other fellow to it.

No man can be a "Perfect" cashier, but the "Ideal" is possible and fortunate indeed is the Bank that has installed

**"THE IDEAL CASHIER."**  
(Concluded.)

The Yorktown Trust & Savings Bank, Yorktown, Iowa, did an enormous business March 1st. The deposits made on that day were \$298,938.88.

The Farmers & Drovers State Bank, Germania, Iowa, will have a new modern brick banking house in the near future.

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.

# How Bankers Are Advertising

## Bank Provides Sales Notes Free, Then Offers to Buy Them.

An Iowa bank tells the public that the function of that institution is, among other things, the dealing in commercial paper. It advertises that it keeps on hand an ample supply of sales notes, which it furnishes free to all who will call, and then it takes the next logical step and says that it makes a specialty of collecting and buying sales notes and is in the market for bankable notes at all times and invites the public's business on that basis. Of course, the sales notes are made payable at the bank—that's why it gives them out—in the hope of drawing that business to itself. They cost the bank practically nothing, and are a decided convenience to the public, which is reciprocated in the business that the public gives it.

## Advertising Gets 6,766 Depositors for New Bank.

Within twelve hours after the opening of the New Highland Park State Bank, Detroit, Michigan, the bank had 6,766 depositors.

This resulted from an offer to open checking accounts for so low a deposit as one dollar, combined with an advertising campaign in the newspapers and posters. An elaborate souvenir pass book was given away to the depositors and the "hook" in the advertisement was provided by an offer to open a checking account on the deposit of one dollar.

On the Sunday previous to the opening, a sixteen-inch, six-column advertisement was published in the local papers, showing the portraits of the twelve directors, among whom were Henry Ford, James Couzens, and other well-known men. One of the most effective features of the campaign was a 106-foot billboard in the shape of an arrow, erected on the locally famous "million dollar vacant lot" opposite the bank, pointing directly at the entrance of the bank, which, it was announced, "is to be conducted exactly the same as the highest type of modern store." The sign was illuminated all night.

## Ads During Baby Week Secure New Depositors.

During Baby Week in Davenport, Iowa, the Iowa

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.

National Bank issued some very attractive ads, with a picture of a different baby each day and different baby verses. Each day of the week they offered to give to every parent, a copy of a Baby Book, and to every child accompanied by parent, a copy of "The Children's Hour." Frank B. Yetter, cashier, writes that this publicity has given them excellent returns, and that many new accounts were opened.

secured to give to every parent, a copy of a Baby Book, and to every child accompanied by parent, a copy of "The Children's Hour." Frank B. Yetter, cashier, writes that this publicity has given them excellent returns, and that many new accounts were opened.

## Secure the Baby Bank Accounts.

The Des Moines Trust Company has a young lady for outside representative whose business it is to read the birth announcements in the papers and to call on the mothers a few days later in an effort to get bank accounts started for the babies. Most parents are glad to open accounts for their children if the matter is properly brought to their attention.

## Pamphlet Entitled "Habit" Encourages Saving.

A little booklet called "Habit" has been issued by the Iowa State Savings Bank of Sioux City, Iowa, and contains many splendid ideas. Some of the headings in the booklet are: A thrifty Man is a Happy Man, The Habit of Saving, Autocratic Banking Days Gone, No Such Alibi for You, Your Problem and the Boy's Problem." The pamphlet says that inculcating the saving habit into the boy's mind beats leaving him a quarter section, without the knowledge of saving, because the chances are he would squander it, if the habit of saving is not developed.

## Bank Depositors' Handbook Issued by Bank to Stimulate New Accounts.

The Bank Depositors' Hand Book, containing much useful knowledge, has been issued by the Sioux Falls Savings Bank, of Sioux Falls, S. D. Several important banking rules are given which everyone should acquaint himself with, concerning a checking account, a savings account, drawing a check, the certified check, a certificate of deposit, exchange, overdrafts, safety deposit box and suggestions to women. A few brief business laws are also given and the stamp taxes which

**DISTINCTIVE**  
SIGNS FOR BANKS

**STATE BANK**

163

HANGER PANEL—beveled plate glass  
"BRILLIANT" gold letters

**WESTERN DISPLAY CO., Saint Paul**

SEND FOR CATALOG



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

**H. B. CRADDICK**

Financial Advertising

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

were in effect December 1, 1914. Altogether the booklet contains much useful information.

In the introduction the Sioux Falls Savings Bank says: "The savings habit and the bank book habit is worth cultivation by every boy and girl and to this end we are especially anxious to be of service to the young people of this community, who may be ambitious to make the most of themselves as they come up into responsible relationship to the business world about them. You can count on the best co-operation of this bank always."

**Practical Suggestions for Bank Advertising.**

A few practical suggestions on bank advertising have been given by T. D. MacGregor, which are: Use space enough. Have high-grade illustrations in the advertisements. Change the copy with each insertion, but maintain the same typographical style throughout. Put human interest into the copy. People have too many interesting things to read now-a-days to want to wade through a long and heavy discussion of financial matters. Nor will they read with avidity anything that shouts on the face of it "I am a bank advertisement." They must be beguiled for their own benefit and receive their financial medication in the form of sugar-coated pills that will slip down easily. Instead of saying in a stilted and formal manner that the banks of this community "are ready and willing to make commercial loans on approved security," and so forth, let us tell the story of the young business man who early in his career tied up with a certain bank; how his balance and acquaintance at the bank grew; how he stood by his bank and how his bank stood by him. A few concrete instances of how having a bank account and using the bank's facilities have helped a man over tight places, and enabled him to take advantage of opportunities, is worth reams of catalog-like statements of what the bank has on its shelves, so to speak.

**BANKERS PLAN COURSE OF INSTRUCTION FOR EMPLOYEES OF MINNESOTA BANKS.**

Minneapolis bankers through the Minneapolis Chapter of the American Institute of Banking announce the completion of plans for a two months' practical course in banking which is to be offered to all bank employees. It will be known as the Minneapolis Chapter school for junior bankers, under the tutelage of successful financiers.

The Bank of Glencoe, Minn., will have a new home in the very near future. The new building will be an elegant structure in which the people of Glencoe may properly take pride. A. Moorman & Company, of St. Paul, are the architects.



754

PUT IN OUR  
CHRISTMAS  
BANKING CLUB  
AND INCREASED 5 cents  
WEEKLY MAKES YOU  
\$63.75

Come in;  
Ask about it.

Come in and get a BANK BOOK FREE and join our "Christmas Banking Club." It is the easy way to HAVE MONEY. Join the club yourself. Take out a membership for each one of your CHILDREN; teach them to SAVE.

In 50 weeks:	1-cent club pays	\$12.75
	2-cent club pays	\$25.50
	5-cent club pays	\$63.75
	10-cent club pays	\$127.50

You can put in \$1.00 or \$2.00 or \$5.00 each week and in 50 weeks have \$50 or \$100 or \$250.

We add.....per cent interest.  
You can start TODAY—START!  
**BANK'S NAME HERE**

---

Our CHRISTMAS BANKING CLUB is a Tremendous Success. A simple and practical plan to get a large number of depositors. Operates Pass Book and Card Index System. Easy to install. Easy to run.  
*Be Sure and Investigate Our Plan.*

THE OUTCAULT ADVERTISING CO.

1135 Caxton Building
Chicago, Ill.

(Please mention this paper when writing)

HENRY N. HOLDSWORTH

CERTIFIED PUBLIC ACCOUNTANT

President Iowa Society of Certified  
Public Accountants

Johnson County Bank Building  
IOWA CITY, IOWA

Business and Financial Statements  
Prepared for Banks and other Loans



# Legal Opinions and Decisions

The following question has been submitted: "Brown makes a loan, or rather borrows \$1,000.00, giving a mortgage on certain real estate and a note made on usual printed bank form for \$1,000 payable to Jones or order. On the back of the note, however, there is this entry: 'Jones, payee named herein agrees to look to the mortgage security for payment. Signed, Jones.'" Was this a negotiable instrument?

## Answer.

Under the Uniform Law, instruments to be negotiable must possess five qualifications, viz.:

1. Instrument must be in writing and signed by maker or drawee.
2. Must contain an unconditional promise or order to pay a sum certain in money.
3. Must be payable on demand or at a fixed or determinable future time.
4. Must be payable to order or to bearer.
5. Where instrument is addressed to a drawee, he must be named or otherwise indicated with reasonable certainty.

An instrument not negotiable may be transferred from one person to the other, but person receiving takes it subject to all defenses that might be made against original maker.

In this case Allison 10 Hollenbeak 138, Iowa 479 114 N. W. 1059 presents substantially a like condition and holds that the entry on back of note limiting to mortgage makes instrument non-negotiable.

## Recent Cases.

Where defense against payment is that a note is forged, part payment of the note may be shown as a ratification and estops defendant from claiming forgery if it can be established, but he may introduce evidence to show the money he paid was intended to apply on other notes, so it becomes a question for the jury. *N. Dak. Oslgard v. Lemke* 156 N. W. 102.

A bank is sued for the amount of a draft and it is held proper to allow evidence introduced that inquiry by bank might have disclosed that payment of the draft was unauthorized. Further that it is proper to allow evidence of custom of banks as to cashing drafts at request of one presenting without inquiry. A well established custom may prove a defense or violation of it may lose. See *Minnesota Nat. Bank v. Emons* 156 N. W. 277.

It is a complete defense to a corporation note to show that loan was made to defendant corporation for personal use of certain officers, who appropriated proceeds to their own use and that plaintiff bank making the loan knew of this at time of making loan. *City Bank of Minneapolis v. Renovator Co.* 156 N. W. 256.

## Savings Bank.

A savings bank, in the strict original sense, is a corporation without capital stock and stockholders, created for the purpose of receiving moneys of small depositors and investing them solely for the benefit of the depositors, repaying to them the amount of their

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.

deposits with interest, as payment may be called for from time to time.

In most middle western states, however, including the state of Iowa, savings banks may be incorporated with a capital stock, in which the stockholders receive the profits over the interest reserved to the depositors.

Under such incorporation, however, a great many restrictions are placed around the operation of a savings bank which do not apply to state banks which are incorporated under the general incorporation laws of the state. Any savings bank in Iowa may receive on deposit money equal to twenty times the aggregate amount of its paid-up capital and surplus and no greater amount of deposits may be received without correspondingly increasing the paid-up capital and surplus, which capital and surplus shall be a guaranty fund for the better security of the depositors and invested in safe and available securities.

The character of the securities in which a savings bank may invest its funds or capital, as set forth in Section 1850 of the Code Supplement of Iowa, is as follows:

1. In bonds, interest bearing notes or certificates of the United States.
2. In bonds or evidence of debts of the state of Iowa bearing interest.
3. Not exceeding 25 per cent of the assets of the bank may be invested in bonds or warrants of any city, town, county, school district or drainage district of Iowa, issued pursuant to the authority of law.
4. In notes or bonds secured by mortgage or deed of trust on real estate located in Iowa or adjoining states worth at least twice the amount loaned on, provided that no such loan shall be made upon real estate outside of the state of Iowa, excepting real estate situated in a county adjoining the Iowa state line.
5. It may discount, purchase, sell or make loans on commercial paper or any other personal or public security, but shall not purchase, hold or make loans on the shares of its own capital stock.

In order to increase the capital stock of the savings bank, it will be necessary to first issue a notice signed by the officers of the bank and a majority of its directors, to all of the stockholders of said bank, specifying the intention of increasing the capital stock, the time of the meeting to consider same, and the place, the amount of the proposed increase and, if notice must be published, once a week for four consecutive weeks before the time fixed, in some newspaper of the county where the bank is located. If at such meeting two-thirds of the stock of said bank votes in favor of such increased capital, a certificate of the proceedings, the amount of capital paid in and the amount to be increased, shall be signed and verified by the affidavit of the chairman and the secretary of the meeting, certified to by a majority of the board of directors and filed and recorded in the office of the recorder of deeds of the proper county, and with the secretary of state, and

certificate shall thereupon be made in the manner required in the original organization of the bank. When this is done, the stock shall be increased to the amount stated in the certificate.

**State Banks.**

In case of a state bank the capital stock may be increased by two-thirds vote of the stock at any regular meeting of the stockholders, or as provided under the general incorporation laws of the state of Iowa.

The form of amendment to the articles of incorporation is as follows either in state or savings banks, but savings banks must have affidavit of publication of notice attached:

KNOW ALL MEN BY THESE PRESENTS: That at a ..... (fill in regular or special) meeting of the stockholders of ..... bank, a corporation duly organized under the laws of the state of Iowa, held at the office of the bank in ..... Iowa, on the ..... day of ....., 19....., after due and legal notice of said meeting had been given to the stockholders, in conformity with its articles of incorporation and the laws of the state, at which the requisite majority of the stock of such corporation was represented, the following amendment was adopted by two-thirds vote of the stock of said bank, as shown below:

Total number of shares of stock outstanding.....  
Total number of shares of stock represented at this meeting .....

Total number of shares voted in favor of the amendment .....

(Then the amendment follows in the present form.)  
The amount of capital stock authorized is..... Dollars, divided into..... shares. (Refer to the original article and state the number of shares originally authorized and the number as amended.)

The president and secretary of the bank were duly authorized and directed to sign, acknowledge, record, publish and do all things which are by law required to execute, complete, and carry into effect the above amendment to the articles of incorporation, of said Company.

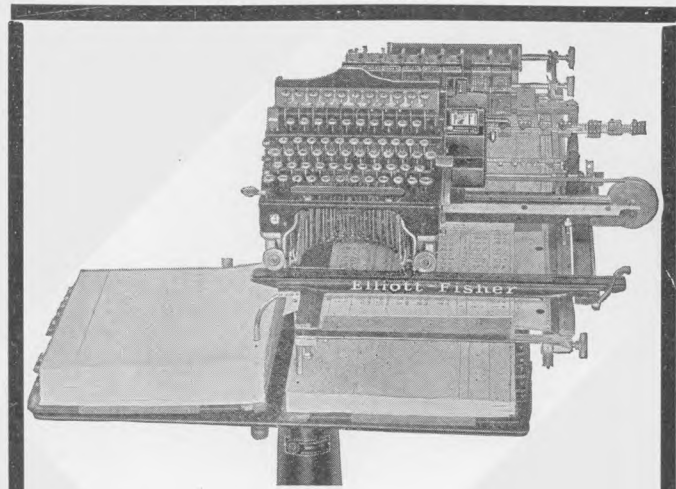
We, ..... and ....., chairman and secretary of said meeting, do hereby certify the above to be a true and correct statement of the proceedings of the stockholders at the above meeting.

.....  
Chairman of the meeting.  
.....  
Secretary.

In conformity with the above resolution we, the president and secretary of said corporation, have executed this instrument, and we hereby sign and acknowledge the same for and in behalf of said corporation this..... day of ....., 19.....

.....  
President of the corporation.  
.....  
Secretary.

Affix the seal of the corporation and have the same acknowledged on behalf of said corporation before some notary public of the county. You will then forward the amendment to the county recorder to have same recorded and thence to the secretary of state, paying a fee of \$1.00 per thousand of the capital stock increase, in addition to the fees of the auditor of state and the secretary of state for issuing certificate. You



### Perfect Legibility

Machine figures eliminate the worry and mistakes that come from the uncertainty of pen-written figures. Elliott-Fisher Bank Bookkeeping Machine produces the kind of figures that put an end to guess work--you can't mistake them for something else. Perfect legibility at all times in all the records of your bank means greater security and better service to your depositors.

### Service Factor No. 6

The Bank Bookkeeping Machine gives you legible ledger records, neat legible statements for depositors and a legible journal of checks and deposits for auditing purposes, all made at one operation by machine and with machine results--accuracy, legibility and economy in the highest degree.

*May we tell you more about the machine and Service Factor No. 6? "Machinery in Banks" is a folder full of interest for bankers--ask us to send you a copy. : :*

## ELLIOTT-FISHER COMPANY

425 Cameron Street

HARRISBURG, PA., U. S. A.

Offices in all principal cities



# THE CONTINUOUS CHAIN

--An Outgrowth of Efficient Service

**E**MERSON is credited with this: "If a man can make a better book, preach a better sermon, or build a better mousetrap—though he build his home in the woods, the world will make a beaten path to his door."

This simple truth is interestingly illustrated in the following, which has to do with the experiences of three banks in erecting new buildings. If you are going to build or remodel, these experiences will be well worth knowing.

Royal, Iowa, is a prosperous little town of 400 population. It is the proud possessor of two of the finest bank buildings in Northwestern Iowa.

The Home State Bank was the first to build. They investigated, however, before they built. They looked into the experience of other banks who had built. Along with others, they investigated the new way of building—the **Lytle System**. As a result of careful investigation, they chose the Lytle System and placed their building contract with the Lytle Company. This included everything from drawing the plans to the finished interior decorating.

Meanwhile, the Citizens National Bank of the same town decided to erect a new building. They watched the Lytle System in operation. The officers and directors had ample opportunity to observe with their own eyes the effect of the Lytle System.

They called us into consultation just before the completion of the Home State Bank. They informed us that they were going to build, and that they had decided we should do the building. So the contract for this splendid building was awarded to us, **entirely without solicitation** on our part, as a result of the efficient, experienced manner in which we had handled the other bank building.

No need to tell you how well pleased the officers of the Citizens National Bank were with the service we rendered. It is sufficient to say that this is one bank in a chain of five—and that immediately upon completion of their bank in Royal,

they awarded us a new contract—a still bigger one—to completely remodel, both exterior and interior, their bank at Spencer, Ia., the Citizens National Bank. Work is now in process at Spencer. We have won the confidence of these banks, just as we have won the confidence of every bank we have served in a building capacity. We have won it by earning it. We believe we have deserved that confidence, and we are going to continue deserving it.

We are designers and builders of bank buildings, exclusively—not of mousetraps. But the theory holds true. The beaten path has been established. We have built **better, more efficiently**, and banks who intend building, are finding their way to us. The large number of bank buildings we are erecting is the natural result.

#### Here's the Reason.

"Yes, that's true, and there's a reason," said Mr. O. B. Scott, cashier of the Citizens National Bank of Royal, to a representative of the Northwestern Banker. "The Lytle Company have a system that makes it an incentive for them to work that way. Under their system, we pay them only for their services, and all other charges, such as material, are paid for by us. They give us, however, the benefit of their expert knowledge of the markets, and they purchase materials for us, thus effecting a better selection, and a saving through their enormous buying power. They make no additional profit on the material item, as most contractors do. There is no incentive for them to cut quality of

workmanship or material, as is ordinarily the case. On the other hand, their system makes it an incentive for them to work to the best of our interests. They are sincere and conscientious in their work, which means a whole lot, and Mr. Raven made several personal trips up here to inspect the work. We are very proud of our building."

Mr. J. A. Raven, president of this organization, is recognized as one of the foremost authorities in the entire country on bank designing and building. Every plan—every detail of the work, received his personal supervision. He makes personal trips of inspection to every job. Every plan must have his personal O. K. This, we feel, insures the most satisfactory possible results.

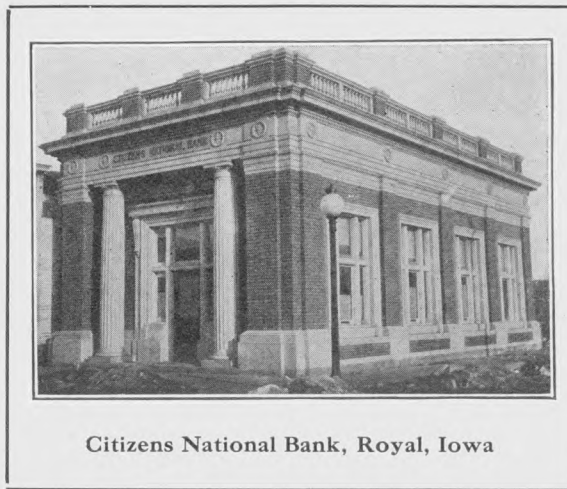
#### The Continuous Chain.

It was the satisfaction we had rendered other banks that secured for us the contract of the Home State Bank Building. It was the efficiency with which we handled their work that secured for us the Citizens National contract in Royal. It was the satisfactory way in which we handled this that secured for us the contract for the Citizens National Bank at Spencer. And the manner in which we are handling that is going to bring us more contracts.

Our organization is in position to render you the same kind of service. The Lytle System is the new way of building, with many advantages—it is based on common sense. It will be well worth your while to investigate it further. A postal card—today!



The Home State Bank, Royal, Iowa



Citizens National Bank, Royal, Iowa

**THE LYTLE COMPANY**  
J. A. RAVEN, President, SIOUX CITY, IOWA



will then be at liberty to issue the stock under the general incorporation laws.

A careful adherence to the form as set forth will enable any bank in the state of Iowa to increase its capital, bearing in mind that in case of savings banks four weeks' notice by publication of such intention must be made before the meeting of the stockholders.

**PRELIMINARY ARRANGEMENTS FOR A. B. A. CONVENTION AT KANSAS CITY.**

Fred E. Farnsworth, general secretary of the A. B. A., was in Kansas City recently for the purpose of going over preliminary arrangements for the annual convention to be held in Kansas City, September 25th to 30th. Headquarters will be at the Baltimore and Muehlebach hotels.

The general program as discussed and arranged between the Clearing House Committee and General Secretary Farnsworth, subject to the approval of the Administrative Committee of the A. B. A., is as follows: Monday, September 25th, a. m., committee meetings. Afternoon, executive council meeting. P. m., get-together smoker at the Auditorium. During the day those who desire to visit the stock yards; automobiles will be furnished for that purpose. Tuesday, September 26th, section meetings all day. Wednesday, September 27th, a. m., section meetings. Afternoon, at 12:30 an auto ride to Longview Farm, one of the finest farms in the West and specially noted for its fine Jersey cattle and its string of fine carriage and saddle horses and polo ponies, which are the property of Miss Long. The afternoon will be given over to cattle show and display of the horses, a barbecue or luncheon, good music and amusements, country circus, etc., through the courtesy of Mr. R. C. Long. Thursday, September 28th, a. m. and afternoon, first day's sessions of General Convention of the Association in the Auditorium. P. m., reception and ball in the Auditorium. Friday, September 29th, a. m. and afternoon, second day's sessions of General Convention in the Auditorium. P. m., concert. Saturday, September 30th, executive council meeting.

**AMOUNT OF GERMAN EXPORTS TO U. S. IS NOW SMALL.**

Exports from Germany to the United States show a tremendous falling off in the past twelve months. The highest exports from Germany to the United States occurred in 1912, when the exports amounted to \$190,018,571; in 1914 the exports to this country amounted to \$156,406,714, and last year, in 1915, German exports to the United States fell down to \$39,967,183.



Johnson County Savings Bank  
Iowa City, Iowa

**PROUDFOOT BIRD & RAWSON**

Architects

810 Hubbell Bldg.,  
DES MOINES, IOWA

**MR. BANKER---**

A new form of Policy. Double insurance at reduced cost.

The new form of Western Life Policy covers Accidental Death in a new way. This Policy provides for a guaranteed reduction of the premium on the 20-Pay-Life plan.

The success of Western Life Agents is gained by the favorable policies they have to offer.

We desire to co-operate with Iowa banks and have something to offer to your advantage. We have a special proposition for Iowa Bankers in which you will be interested.

**JAS. H. JAMISON**  
President

**A. D. STRUTHERS**  
Sec'y & Treas.



**The Iowa Company For  
Iowa People**

**NORTHERN MINNESOTA LANDS**

We have 3,400 acres in Beltrami and Clearwater counties for sale on easy terms. Fine tract for colonization purposes. No mineral reserved. 8 to 10 miles from railroads. Some lake shore.

Write for prices and plats.

**Northern Minnesota Dairy Farm Land Co.**  
710-712 Palace Bldg. Minneapolis, Minn.

**CENTRAL  
IOWA'S  
OLDEST  
AND  
LARGEST  
BANK.**

Founded 1860

# First National Bank

And First Trust and Savings Bank

## Marshalltown, Iowa

Combined Capital \$250,000

### OFFICERS

C. C. ST CLAIR, Pres.      A. M. FRIEND, Vice-Pres.  
H. K. DENMEAD, Cash.      H. GERHART, Asst. Cash.

DEPOSITS NEARLY TWO MILLION DOLLARS

**O**UR experience gained in serving this territory for more than half a century, backed by our unexcelled service and facilities are at your disposal.

#### FELTON VOLLMER ELECTED PRESIDENT OF STATE BANK OF WINSTED, MINNESOTA.

Henry L. Simons, who has owned about seventy-five shares of the stock in the State Bank of Winsted, Minn., for the past twelve years and who has been president of the bank during that time, has sold his interest to F. Vollmer and C. R. Vollmer. Felton Vollmer was elected president and B. Millerbernd, vice-president.

Robt. W. Lindeke, assistant cashier of the Merchants National Bank of St. Paul, who is a cousin of C. R. Vollmer, bought five shares of the stock and was elected a director.

#### PATRICK T. WALSH, LEADING CAPITALIST AND VICE-PRESIDENT OF IOWA NATIONAL BANK, DAVENPORT, IOWA, DIES.

Patrick T. Walsh, one of the leading capitalists of Davenport, Iowa, vice-president of the Iowa National Bank and a director of the Scott County Savings Bank, died recently from the effects of a stroke of apoplexy.

Mr. Walsh had a rapid rise in business, progressing from a small beginning as a stone cutter at the Rock Island arsenal to the leading power in the construction business. The Walsh Construction Company, of which he was the organizer and president, today includes a number of subordinate companies that were formed for the benefit of the employes who had shown a particular aptitude for this line of work.

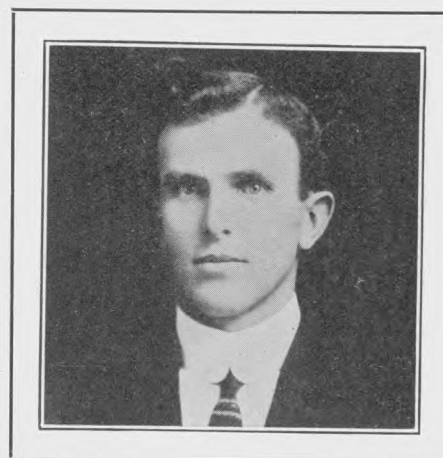
Frank B. Yetter, cashier of the Iowa National Bank, says of Mr. Walsh: "Mr. Walsh was a local example of the world-wide success that always comes with

industry coupled with intellect. While he began as a day laborer, it must never be forgotten that every day he worked he used his brain as well. There was not one element of accident in the success of Mr. Walsh. When he worked for others he never stinted on time or effort. He gave to the limit the best there was in him, and when he came to the time that others worked for him, he never held back in giving his associates credit or reward. Always on the lookout for ability among the men that worked for him, when he found ability in them he made them partners in his business and shared the profits with them, not only fairly, but most generously.

"At the meetings of the directors of the Iowa National Bank, where we knew him best, he was always the leader in words of friendliness and good cheer, and in councils of broad-minded generosity in handling the affairs of the bank in connection with the growth of the city that he loved.

#### THE IOWA BANKERS ASSOCIATION IS LOOKING FOR THE FOLLOWING FORGER.

Wm. C. Conway, alias Henry J. Tucker, C. T. Baldwin, alias J. L. Jamison, 35 years, 160 pounds, 5 feet, 11 inches tall, medium light hair, medium dark complexion,



ion, smooth face. When last seen wore fine gray suit, extra long black overcoat and black derby hat. Defrauded bank and hotel in Omaha, hotel and merchants in Des Moines, also several merchants at Boone, Iowa. Uses form of customers' checks, which he has printed.

### 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.

# Citizens National Bank of Royal, Iowa, in Fine New Home

One of the most prosperous, thriving towns in this section of the country is Royal, Iowa. Royal is a town with a future.

The Citizens National Bank, Royal's oldest and largest bank, has demonstrated its confidence in that future by the erection of one of the finest bank buildings in northwestern Iowa. Indeed, it is one of the finest bank structures in the entire country, size of town considered. It is a monument to the town and to the town's future.

This elegant building was built complete by the Lytle Company, of Sioux City, Iowa. The building is 28x58 feet. The exterior is large and impressive, yet neat and artistic in lines.

The building is entirely fireproof. The interior is finished mostly of Italian veined marble, with verdi green marble trimmings. The woodwork is quartered oak, nicely selected and beautifully finished. The lobby floor is tiled.

The bank has a customer's room at the front of the lobby, a private conference room opening off the officers' quarters, safety deposit vault, large banking vault, separate safe which sets in the working space by the window, in full view from both inside and out, an elegant board of directors' room, modern wash rooms, locker rooms, etc. It has its own hot-water heating plant. The wall decorations are of unusual art and beauty.

February 24th was Opening Day. This day was an important one in Royal, for it marked the opening to the public of the finest building ever erected in this community. It was a stormy, blustery day, but 700 people came—300 more than the entire population of the town. They did no business on Opening Day—it was set aside that they might entertain and welcome the public.

Souvenirs were given and two little girls passed out carnations.

It was a general holiday in Royal, and the schools closed early in the afternoon, in order that the children might attend the big opening.

One fact that has been pleasing to the officers of the Citizens National is that the farmers seem to appreciate the fact that the bank appreciates their business enough to give them so fine a new building to come to.

The people of this community consider this THEIR bank. They are proud of it and proud that their town can boast of so fine a bank. They take great pride in showing visitors to Royal through their fine new bank. They point it out as an indication of Royal's progressiveness. Their pride is well justified, for few towns of ten times Royal's population can boast of so fine a structure.

This handsome building is merely the outgrowth of a continuous expansion. The Citizens National was organized as a private bank in September, 1900. In 1906 it was reorganized as a savings bank, and in May, 1913, as a national bank. Since its organization, the bank has had a healthy, continuous growth. Deposits have continued to increase year by year. In February, 1908, they had reached over



\$75,000. In November, 1909, they had increased to \$93,000. September, 1910, to \$93,486. In October, 1913, they were \$166,765; January, 1914, \$169,000; June, 1914, \$183,554. And deposits, according to the last call, have now reached \$187,867.39. The capital has been increased from time to time, and is now \$25,000.

In addition to a general banking business, this bank conducts a farm mortgage department and does a general insurance business. Its insurance department includes all forms, life, fire, accident, etc.



An idea of the sound, conservative management, and the strength of this bank may be gained from the fact that during the almost complete corn failure of 1903, this bank financed the farmers through until the next year, in spite of the fact that another bank in Royal failed during that year. During the panic of 1907, the Citizens National kept on loaning just the same. Nineteen-fifteen was a poor corn year in this community, but the Citizens National furnished all the money the farmers needed. In fact, this bank has been able to accommodate its

customers when other banks could not under similar circumstances. This is mainly because it is one of five banks, all under the same general ownership. Hence, it is in reality much larger and stronger than a single bank could be. The associated banks are: Citizens National Bank of Spencer, and Citizens Savings Banks of Fostoria, Webb and Spencer. Combined resources are \$1,285,000.00. Combined capital, \$155,000.00, and combined surplus, \$50,000.00.

This successful bank has continued since its organization under the same management.

Its slogan is, "First Security, then Interest." Interpreted in a broader sense, this slogan means, for instance, that in the case of a loan, the security of the principal is far more important than the rate of interest. And, vice versa, in the case of depositors, the safety and security of the principal is considered before the amount of interest paid. It means being conservative enough to insure security and as progressive as is consistent with this policy. It is a splendid slogan—well worth the consideration of other bankers.

The officers of the Citizens National Bank are: J. H. McCord, president; Wm. Flindt, vice-president; O. B. Scott, cashier; W. G. Anderson, assistant cashier.

The Citizens National Bank is to be congratulated for erecting so fine a home for their institution. And the town of Royal is to be congratulated for being the home of such a bank.



# Farm Mortgage Department

Recommendations of the Farm Mortgage Bankers' Association with Reference to Rural Credit Bills Now Before Congress.

The Farm Mortgage Bankers' Association of America embodies a membership whose outstanding farm mortgage loans in twenty-five of our agricultural states approximates a total of \$500,000,000.

The Association has taken cognizance of the rural credit bill pending in congress popularly known as the Bill of the Joint Committee on Rural Credits, introduced in the United States Senate and House of Representatives January 5, 1916. It does not undertake to criticize the federal government in its desire to permit the organization of national farm loan associations to operate in connection with the federal land banks provided for in the Act. In full fairness to the borrower, however, we believe he should be given the privilege of securing farm loan funds from a non-co-operative joint stock land bank as well as through a co-operative farm loan association.

Certain features of the bill recommend themselves to those who are genuinely interested in devising a workable system for financing the American farmer. On the other hand, it does not seem entirely free from fundamental weaknesses. Many of these, it is believed, can be remedied by the substitution of proposals herewith respectfully submitted—proposals of thoughtful and sincere men credited with many years of honorable and successful experience in farm mortgage banking.

In devising a system of rural credits there is one outstanding factor that must be kept constantly in mind, namely, the interlocking interests of the borrower and the investor. There can be no borrower without an investor, nor an investor without a borrower; the two are entitled to equal consideration. For each, therefore, to receive the maximum benefits of a governmentally supervised farm land bank we make the following recommendations:

## Government Aid.

We believe that funds in sufficient quantity for this form of credit can be mobilized without either 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.

direct or indirect aid of the government. We believe that to lend to any one class to the exclusion of other classes, either the credit or the moneys of the nation by direct government loans or indi-

rectly by subsidies or guarantees is not consistent with the principles upon which this government is founded.

## Utilize Present Machinery.

We believe that so far as possible present farm mortgage banking machinery should be utilized and supplemented. We favor, therefore, the enactment of a federal law, if constitutional, providing for the formation of federal joint stock land mortgage banks with federal charter whose affairs shall be subject to federal supervision and regulation.

## Capital Stock.

We believe that the minimum capital stock of such banks should not be less than \$500,000, for the reason that less capital responsibility than that would fail to command the degree of confidence necessary in the investor and that it is desirable to have at least that amount of capital responsibility between the investor and loss, from the outset.

## Powers of Joint Stock Banks.

We believe that joint stock banks should have the power to negotiate, buy and sell individual first farm mortgages qualified under this Act; and of issuing, buying and selling farm mortgage bonds against the collateral security of farm mortgages qualified under the terms of the Act.

## Outstanding Bonds.

We believe that inasmuch as federal land banks are given the advantage under the Act in question of a tax exempt capital stock and surplus over joint stock land banks, the latter should not be handicapped in its earning power by a substitution of fifteen times as compared with twenty times its capital stock and surplus in outstanding bonds as obtains under the proposed bill with the federal land banks. The spirit of rural credit legislation is centered upon popularizing land mortgage credit in one form or another, at lower rates than now prevails, and this can best be accom-

## 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

plished by stimulating rather than restricting the amount of capital which would be employed in carrying out this purpose.

#### Abolish State Line Restrictions.

We believe that it is deeply vital to the success of any farm land bank system that state line restrictions be abolished for the loaning of its funds and the sale of its bonds. Inasmuch, as in the last analysis, the federal land bank, the joint stock land bank and the farm loan board must base their approval or rejection of mortgage loans and bond issues upon the official appraisals provided for in this Act, they are, therefore, qualified to pass on loans arising in any one or all of the states within the territory eligible under the Act. This would obtain for the borrower and for the banks the advantage of unrestricted and competitive markets for their farm mortgage securities.

#### Bonds in State Series.

We believe and respectfully suggest that if the federal land banks and the joint stock land banks contemplated in the Act are restricted to state series in the issue of farm loan bonds, all the purposes for which state line restriction have been thought necessary by the framers of the bill will be fully met. It is self-evident that broadening the territorial scope of the federal land banks and the joint stock land banks will inure to the benefit of both the borrower and the investor, each of whose interests are fundamental to the success of any land mortgage bank system.

#### Interest.

We believe that arbitrarily fixing the rate of interest that farm loan bonds may bear, limiting the difference to 1 per cent between the mortgage rate and the rate expressed in the last series of farm loan bonds issued is dangerous and fundamentally unsound. In the last analysis, the investor and the investment rate offered on competitive securities will govern very largely the rate at which farm loan bonds can be sold. We believe it is manifestly possible for sudden disturbances to occur, either elemental, such as long protracted drought, floods or excessive rainfall spread over a wide area of agricultural lands; or, economic, such as the declaration of war or a world-wide inflation or contraction of credit, all of which might occur between the dates of the last issue of a series of farm loan bonds by a given bank and the date of a new proposed issue.

All disturbances of the above character have a tendency to advance the investment rate; and with a higher investment rate it would be manifestly impossible for land banks to lend their funds to farmers on a 1 per cent margin in excess of the bond rate established before the occurrence of such disturbances. We therefore recommend that the farm loan board be empowered to establish the rate at which farm loan bonds may be issued, all to be consistent with money and credit conditions prevailing at the time of the application for the issue of a new bond series.

(To be continued in May issue.)

### 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.

### 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.

#### ELECTED 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.

# 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 infor-

mation we possess, or publish a blind advertisement securing as many propositions as possible from responsible parties, without charge. Please enclose a 2-cent stamp for reply.

**WANTED**—Man to take charge of Montana office for Mortgage Loan Company. Salary and commission. Small investment required. Address 1977, Northwestern Banker.—3-4.

**POSITION WANTED**—Capable and aggressive young banker wants controlling interest in \$10,000 to \$25,000 bank, or might consider minority interest carrying management. All information treated strictly confidentially. Address 1982, Northwestern Banker.—4.

**WANTED**—Cashiership in a strong bank in a live town of 2,000 or more. Am a hustler and am well acquainted with the banking business. Have had several years' experience in both city and country banking. Am at present employed as assistant cashier. Can produce the best of references. Have a college education and am married. Can make a reasonable investment. Address 1981, The Northwestern Banker.—4tf.

**POSITION WANTED**—I have had eight years' experience in state and national banks, six years as cashier. Would like to locate in central or south central Nebraska as cashier or assistant cashier in a small bank. Address 1983, Northwestern Banker.—4.

**WANTED**—Position as cashier of a country bank by a married man, 31 years of age, American, Protestant, with seven years' experience as assistant cashier. Now employed. Best of references by present employers and others. Can invest. Minnesota, Iowa or eastern Dakota preferred. Address 1980, The Northwestern Banker.—4.

**WANTED**—Assistant cashiership. I desire to affiliate with a good country bank as bookkeeper or assistant cashier. Corn belt preferred. Have had two years' experience in a city bank. Best bank references given. Have good education, am single, age twenty-six. Operate typewriter. Address 1984, The Northwestern Banker.—4.

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.



**SPLENDID OPENING** in New Mexico for new bank of \$25,000 capital. Local parties will subscribe \$15,000. Cattle and sheep country. Money loans at 12 per cent. No competition near. Address H. W. Long, 1005 Haas Bldg., Los Angeles, California.—3.

**YOUNG MARRIED MAN**, four years' banking experience, desires to invest \$1,500 to \$2,000 in small bank with assistant cashiership or cashiership. Address 1985, The Northwestern Banker.—4.

**FIXTURES FOR SALE**—We offer for sale our modern counter fixtures built of white oak, golden finish, three windows and door to private office, marble dealing plates and drawers under counter. Length about 25 feet, in first-class condition. Write for further particulars. Fort Pierre National Bank, Fort Pierre, South Dakota.—4.

**WANTED**—Thoroughly capable married man 33 years old and eight years' banking experience, would like to get in touch with parties willing to furnish part capital to organize bank in western state. Can furnish record that will invite confidence. Address 1986, The Northwestern Banker.—4.

**POSITION WANTED**—Married man thirty-two years old, with six years' banking experience, wants bigger position. Familiar with country bank work. Would not hesitate to go to small town. Address 1987 Northwestern Banker.—4.

**A MARRIED MAN**—Thirty-one years of age, wants position in a country bank as assistant cashier. Has had four years' experience in a well-managed bank. Can furnish good reference. Can speak both High and Low German. Address 1988, The Northwestern Banker.—4.

**FOR SALE**—On account of building a new bank building we will sell our complete set of bank fixtures. All in good shape and will sell cheap. Can be seen set up any time to April 5th. Can deliver any time after that date. Address 1989, The Northwestern Banker.—4.

#### **NORRIS BANKING BILL PASSED BY SENATE.**

The Senate has passed the bill introduced by Senator Norris providing "That every national banking association doing business in a state where there is a state law providing for the securing of deposits in state banks, shall be, and is hereby authorized, if permitted by the laws of such state, to avail itself of such state law, and to take the necessary steps under the laws of such state to guarantee its deposits."

It will be observed that this law is permissive and not compulsory.

In some states where the national banking associations come into competition with the state bank whose depositors are guaranteed under the state laws the national banks are placed under a serious handicap.

#### **WHEATON, MINN., HAS BANK AT SCHOOL.**

The Commercial Department of the Associated Schools of Wheaton, Minn., has installed up-to-date banking fixtures for the purpose of handling real and

"Identified with Chicago's Progress Since 1857"



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

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

#### **DEPARTMENTS**

**COMMERCIAL — SAVINGS — TRUST — BOND**  
**— FARM LOAN — FOREIGN EXCHANGE —**

**Capital and Surplus — \$10,000,000**

artificial money. The officers and directors of the bank will be students and persons connected with the department, and the books and forms used will be identical with those used by the city banks.

This is a splendid method of teaching the grade and high school pupil a systematic way of saving money. The stamp system will be used and each week students who open accounts will deposit at least one cent, though any amount will be received. After fifty one-cent stamps have been placed in the book, it is turned over to one of the local banks (of student's choice), where the student is given credit for fifty cents.

#### **DEPOSITS OF HILLS SAVINGS BANK, HILLS, IOWA, DOUBLE DURING PAST FOUR YEARS.**

During the past four years the deposits in the Hills Savings Bank of Hills, Iowa, have nearly doubled. Roy E. Bulechek was elected cashier at that time, having just passed his twenty-first birthday. The other officers are: John McCollister, president, and F. C. Hirt, vice-president. The capital stock is \$15,000; the total deposits, including those subject to check, demand and time deposits, amount to \$239,886.38.

The Peoples State Bank of Swanville, Minn., has increased its capitalization from \$10,000 to \$25,000 and has made all necessary arrangements to change from a state to a national bank. The new bank will be known as the First National Bank of Swanville. The present officers are J. J. Reichert, president; J. J. McRae, Sr., vice-president; Otto H. Hitzemann, cashier, and J. J. McRae, Jr., assistant cashier.

# 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.

## I O W A

**BANKERS OF GROUP SIX MEET IN AMES, IOWA, MAY 18TH.**

The bankers of Group Six of the Iowa Bankers' Association will meet in Ames, Iowa, on May 18th. The new hotel will be the headquarters. Efforts are being made to get J. A. S. Pollard, the banker orator from Fort Madison, to appear on the program.

**NATIONAL BANKS IN DES MOINES MAKE GAINS FOR THE YEAR.**

A steady growth in business is shown by the statements of the national banks of Des Moines which were issued on March 7th, at which time the deposits in the four national banks—Iowa, Des Moines, Valley and Citizens—amounted to \$27,097,903.74. On March 4, 1915, the deposits in the same banks totaled \$24,662,222.56, thus showing an increase for the year of \$3,435,681.18. The Iowa National ranks first with \$10,918,534.21 in deposits and the Des Moines National is second with \$8,623,888.37.

The loans on March 7, 1916, were \$15,333,684.22 and on March 4, 1915, were \$15,265,682.65, showing a gain for the year of \$68,001.57.

**BANKS OF DELAWARE COUNTY, IOWA, CO-OPERATE FOR BETTER SEED CORN.**

The banks of Delaware County, Iowa, have decided to thoroughly canvass the seed corn situation in their county and accordingly they have made arrangements for the seed corn agent to work the county so that they may know definitely what to expect the home seed corn to do. The officers elected to carry on the work are: Percy Walker, county superintendent, president; F. B. Wilson, cashier of the Security State Bank, Manchester, secretary.

A cash prize of \$100.00 is to be paid to the person or persons who excel in corn growing in Delaware county in 1916, the distribution of this premium to be left to the executive committee of the Delaware County Farmers Institute.

The Delaware County Bankers Association was formed and dedicated its services to the county for the advancement of the general conditions of the business life of the county. The officers elected were: F. E. Williamson, Hopkinton, president; H. C. Seeds, Manchester, secretary; Don A. Preussner, Manchester, treasurer.

It is the intention of the association to meet at stated times and to act in a small way as the clearing house for the county as far as possible; not as a check clearing house, but to furnish information for its members in regard to a certain class of borrowers and as a general balance wheel for the county business.

**...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  
MARCH 7, 1916**

**UNITED STATES DEPOSITARY**

<b>Resources.</b>	<b>Liabilities.</b>
Loans and Discounts.....\$4,952,654.29	Capital Stock.....\$ 300,000.00
Overdrafts.....293.22	Surplus and Undivided Prof- its.....474,561.56
U. S. Bonds and Other Bonds 468,633.48	Circulation.....200,000.00
Real Estate (for bank prem- ises).....212,500.00	Deposits.....8,298,336.70
Furniture and Fixtures....NONE	
Cash on Hand, Due from Banks and U. S. Treasurer 3,638,817.27	<b>\$9,272,898.26</b>
<b>\$9,272,898.26</b>	

**OFFICERS**

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

**RUDOLPH SCHROEDER ELECTED VICE-PRESIDENT AND ASSISTANT CASHIER OF BUFFALO SAVINGS BANK, BUFFALO, IOWA.**

Rudolph Schroeder, who has been a prominent Scott county farmer for a number of years, has been elected vice-president and assistant cashier of the Buffalo Savings Bank, Buffalo, Iowa.

The capital of the bank is \$12,000 and the undivided profits are \$2,000. Associated with Mr. Schroeder will be S. H. Moorehead as president and A. H. Dorman as cashier.

valued at \$1,875, and 504 shares in the Iowa Loan and Trust Co., valued at \$100,800; R. A. Crawford, president of the Valley National Bank with 819 shares in that bank valued at \$163,800 and 167 shares in the Valley Savings at \$33,400.

**FARMERS AND MERCHANTS BANK ORGANIZED AT SPIRIT LAKE, IOWA.**

The Farmers and Merchants Bank has been organized at Spirit Lake, Iowa, and opened for business about April 1st. The officers of the bank are the

**JOHN A. CAVANAGH, VICE-PRESIDENT DES MOINES NATIONAL BANK, SECOND HEAVIEST BANK STOCK HOLDER IN DES MOINES.**

Statistics have been recently compiled showing the bank stock holders in Des Moines. John A. Cavanagh, vice-president of the Des Moines National Bank, ranks second in the list with 1,788 shares in the bank with which he is associated valued at \$402,300. Some of the other heavy holders are: Homer A. Miller, president of the Iowa National Bank, with 855 shares in the Iowa National valued at \$205,200, with its accompanying 171 shares of Des Moines Savings, valued at \$41,040; Simon Casady, president of the Central State Bank, with 460 shares in that bank valued at \$126,500 and 15 shares in the Central Trust Co.,



## NORTHEY

### Refrigerators Coolers and Butchers' Supplies

“will back up your judgment” to your customer.

**COMMISSIONS PAID  
where sales result.**

**SEND FOR CATALOG  
NORTHEY MFG. CO.  
Waterloo, Iowa**



# 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  
 GRANT McPHERRIN, Vice-President      JOHN B. McDOUGAL, Cashier  
 HUGH B. HEDGE, Vice President      FRANK C. ASH, Ass't Cashier

**REMEMBER OUR FOUR CARDINAL PRINCIPLES**  
**Absolute Safety. Courteous Treatment to All.**  
**Consistent Liberality. Promptness in Execution.**

Estherville people connected with the First National Bank of Estherville. J. P. Kirby is the president of the new bank and B. A. Gronstal is the cashier.

B. A. Gronstal, who will have charge of the Farmers and Merchants Bank, has been with the First National Bank of Estherville for the past eight years. Ralph Miller will succeed Mr. Gronstal.

**PLENTY OF MONEY IN SHELDON, IOWA, BANKS.**

The financial condition in the banks of Sheldon, Iowa, is very satisfactory. The high water mark in March deposits was reached recently in the First National Bank, when the total neared \$1,200,000. Cashier F. W. Bloxham, of the First National, thinks that much of this is due to the fact that there has been less speculating and investing in real estate. Hence

much of the money that was usually required for land payments on March 1st settlements remains for land payments at home, safely deposited in the local banks, bearing five per cent interest.

The soft corn situation also has much to do with the present satisfactory financial condition.

**L. M. SWINDLER, CASHIER OF YALE SAVINGS BANK, OFFERS BOUNTY FOR GRAVELING ROADS.**

L. M. Swindler, who has been cashier of the Yale Savings Bank, Yale, Iowa, since 1899, has offered to give \$10 for every mile of road graveled in the vicinity of Yale.

Mr. Swindler says: "I do this for the very simple reason that the better the roads leading to this town the more business will come to Yale. I know of no better investment a business man can make than to assist in creating good roads leading to his town."

Mr. Swindler is one of the most ardent workers for good roads in this section of the state and advocates permanent paved roads. However, he realizes these cannot be achieved at once, so he is doing all he can to obtain such highway improvements as are now possible. This is surely a move in the right direction and one upon which Mr. Swindler should be very highly commended.

**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 CITIZENS NATIONAL BANK, SPENCER, IOWA, INCREASES CAPITAL TO \$100,000.**

The Citizens National Bank of Spencer, Iowa, has increased its capital stock from \$50,000 to \$100,000.

William Flindt, who has been a director of the bank for several years and who has been vice-president for the last three or four years, has resigned both of these positions and has been succeeded as vice-president by J. H. McCord, who has been cashier for the past ten years.

E. R. Mauss, who has been assistant cashier for the past nine years, has been elected cashier and has also been elected a director to fill Mr. Flindt's place.

P. R. Graham, who has been connected with the Citizens National for seven years, has become assistant cashier.

**PEOPLES SAVINGS BANK, CEDAR RAPIDS, IOWA, HAS DEPOSITS OF \$950,093.47.**

According to the statement rendered to the Cedar Rapids clearing house on March 4th, the deposits of the Peoples Savings Bank amount to \$950,093.47. This shows a large increase over the statement of January 31st, which showed the deposits to be \$892,981.95.

The officers are: John Burianek, Jr., president; Wm.

King, F. C. Dobrovsky and Timothy McCarthy, vice-presidents; Frank C. Welch, cashier; Frank O. Mekota, assistant cashier.

**THOS. H. READ, PRESIDENT OF FIVE IOWA BANKS, CELEBRATES SEVENTY-FIFTH BIRTHDAY.**

Thomas H. Read, president of the First National



**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

Bank of Shenandoah, and also of four other prosperous banks in that section of Iowa, has recently celebrated his seventy-fifth birthday—and he celebrated it by working all day. He works from eight to ten hours a day and finds much pleasure in his work. He was left fatherless at the age of three and has had to make his own way in the world. Mr. Read became interested

in the First National Bank of Shenandoah in 1875. The other banks of which he is president are the First National of Farragut, the First National of Coin, the First National of Imogene and the Gravity State Bank.

Mr. Read says: "There are better opportunities today than in the day of my youth. The young man who acquires the right sort of training and has the initiative and willingness to work should find success. But he must not be afraid to work."

### THE OSCEOLA NATIONAL BANK, OSCEOLA, IOWA, MAKES INCREASE OVER YEAR AGO.

At the adjourned meeting of the stockholders of the Osceola National Bank, Osceola, Iowa, the report of the cashier, Roy A. Downs, indicated a very healthy condition and showed considerable increase over a year ago.

The following directors were elected: C. T. Ayres, Dr. W. F. Dean, S. A. Blake, J. J. Spindler and Roy A. Downs. Mr. Spindler is cashier of the First National Bank of Council Bluffs, Iowa.

The officers are: C. T. Ayres, president; S. A. Blake, vice-president; Roy A. Downs, cashier, and Frank A. Switzer, assistant cashier.

### THE STATE BANK OF EARLY, IOWA, HAS \$219,234.28 IN DEPOSITS.

The last statement of the State Bank of Early, Iowa, shows that they have deposits of \$219,234.28. The

## 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

# 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**

capital is \$40,000; surplus and profits, \$8,994.11, and bills payable, \$20,000.

F. S. Needham is president; E. C. Fuller, vice-president; W. W. Little, cashier, and I. L. Fuller, assistant cashier.

The State Bank of Early writes insurance of all kinds and makes a specialty of farm loans.

### IOWA NEWS AND NOTES.

Through an error it was stated in the March issue of The Northwestern Banker that Claude F. Anderson, who lived at Malvern, Iowa, had accepted the position of assistant cashier of the Live Stock National Bank, Omaha, Neb. Mr. Anderson has been state bank examiner for southern Iowa during the past year up to February 1st, at which time he resigned that position to accept the assistant cashiership of the Live Stock National Bank of Omaha. Mr. Anderson has never lived at Malvern, but has always had his residence at Pacific Junction, Iowa, where for the past fifteen years he has been the cashier of the State Savings Bank. He still has his holdings in that bank.

Thomas H. Read, president of the First National Bank of Shenandoah, Iowa, and also four other pros-

perous banks in that section of Iowa, celebrated his seventy-fifth birthday anniversary recently.

The bank clearings in Des Moines, Iowa, recently were the largest in the history of the city.

## 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**

# IOWA NATIONAL BANK

FLEMING BUILDING, DES MOINES, IOWA

### STATEMENT MARCH 7, 1916

LIABILITIES.	
Capital Stock .....	\$ 1,000,000.00
Surplus and Profits .....	579,667.58
Circulation .....	47,000.00
Dividends unpaid .....	27,285.00
Deposits .....	10,918,534.21
	<hr/> \$12,572,486.79
RESOURCES.	
Loans .....	\$ 6,746,144.95
United States Bonds .....	110,000.00
Federal Reserve Bank Stock .....	39,000.00
Furniture and Fixtures .....	5,000.00
Overdrafts .....	13,309.25
Cash and Exchange .....	5,659,032.59
	<hr/> \$12,572,486.79

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

# IOWA

At a meeting of the directors of the Citizens National and Citizens Savings Banks of Spencer, Iowa, held recently, Wm. Flindt tendered his resignation as vice-president and director of the Citizens National and as director of the Citizens Savings Banks. Franklin Floete was elected president of the Citizens National; J. H. McCord, vice-president; E. R. Mauss, cashier, and P. R. Graham, assistant cashier. J. H. McCord was elected president of the Citizens Savings; W. L. Bender, vice-president; E. R. Mauss, cashier.

The Lytle Company of Sioux City, Iowa, are preparing plans and drawings for a proposed new banking building for the Mapleton Trust & Savings Bank, Mapleton, Iowa.

J. L. Reynolds is the new cashier of the First National Bank of Alta, Iowa.

G. A. Manwaring, a well-known Lyon county banker, died recently at his home at 510 Palm street, San Diego, Cal.

C. D. Stevens has resigned as cashier of the Chatsworth Savings Bank, Chatsworth, Iowa. He will move to Minneapolis, where he has a much better position offered him.

The German Savings Bank, Craig, Iowa, have commenced the erection of a new fireproof bank building.

The interests of R. M. McCarter in the Farmers Bank of Merville, Iowa, have been taken over by W. H. Rockefeller, C. H. Smith and R. E. Grau.

H. M. Bucher, cashier of the Rhodes Savings Bank, Rhodes, Iowa, has resigned on account of poor health.

A First National Bank has been established at Derby, Iowa, with a capital of \$25,000.

The Farmers Savings Bank, Ulmer, Iowa, held its annual meeting recently. Lou Stoelk was elected cashier; F. A. Meyer, president; A. C. Whitaker, vice-president.



C. A. Larson, cashier of the First National Bank of Waterloo, Iowa, has resigned his position.

The block of the Bank of Oelwein, Oelwein, Iowa, is to be remodeled.

The board of directors of the State Bank of Ledyard, Iowa, held their annual meeting recently. J. J. Carlton, of Iowa Falls, was elected a member of the board to fill the vacancy of John Weimer, deceased. All the other officers remain the same.

The First National Bank, Sumner, Iowa, just recently installed a new Burroughs Adding-Subtracting machine.

The Citizens National Bank of Royal, Iowa, opened for business in their new quarters recently. It has been under the same management since its organization in 1900 and has kept pace with the time and the growing demand of the town and surrounding country. Their new quarters are well and substantially built and the interior arrangements are made as convenient as possible both for the employes, the customers and the friends.

**WE HELP OUR AGENTS.  
ASK US HOW.**

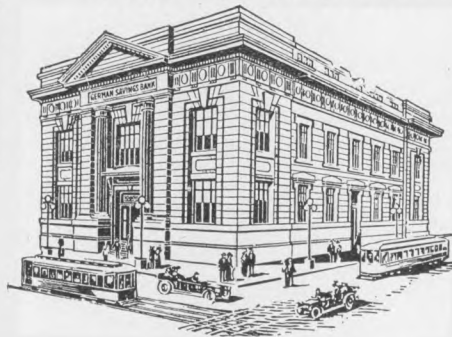
**BANKERS LIFE COMPANY, DES MOINES, IOWA**

<p><b>C. H. EIGHMEY, President</b>  <b>C. J. COLLIER, Vice-President</b></p>	<p><b>B. F. BLOCKLINGER, Vice-Pres.</b>  <b>H. A. KOESTER, Asst. Cashier</b></p>
<p>Capital, - - - - \$200,000                  Surplus &amp; Profits, \$180,000</p>	
<h2 style="margin: 0;">First National Bank</h2> <p style="margin: 0;"><b>DUBUQUE, IOWA</b></p>	
<p>Accounts of Bankers Solicited.</p>	<p>Write Us for Terms</p>

# 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

Frank E. Huber, who has held the position of assistant cashier of the Home Savings Bank at Fort Atkinson, Iowa, for the past three years, has resigned and has accepted a position with the First National Bank of McGregor, Iowa. Karl Knight, of Postville, has filled the vacancy made by Mr. Huber.

Clyde Roe, cashier of the Citizens Savings Bank at Kelley, Iowa, was married recently to Agnes Olson at Decorah, Iowa.

T. F. McCarten, well-known Pocahontas, Iowa, banker and pioneer settler of Pocahontas county, died recently of apoplexy. To his family the loss is irreparable. To Pocahontas county it is one that will be felt for many years.

J. J. Spindler, cashier of the First National Bank of Council Bluffs, Iowa, was recently elected director of the Osceola National Bank, Osceola, Iowa.

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

Located in the grain and live stock center of Iowa, having unexcelled direct connections in the state

## THE CEDAR RAPIDS NATIONAL BANK

is qualified to offer complete service for the handling of Iowa business

# The Cedar Rapids National Bank

Cedar Rapids, Iowa

Capital \$500,000.00

Surplus and Profits \$250,000.00

39 YEARS

Of Continuous, Conservative and Successful Banking

### OFFICERS

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

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

CHAS. C. KUNING, Chief Clerk



# Scandinavian American National Bank

MINNEAPOLIS

Capital \$1,000,000.00

Surplus \$200,000.00

Officers

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

H. R. LYON, President

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

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

## MINNESOTA

### TWO MELROSE, MINNESOTA, BANKS CONSOLIDATE.

The Borgerding State Bank and the German-American State Bank, of Melrose, Minn., have consolidated under the name of the Borgerding State Bank and with the following officers: C. C. Schoener, president; John Kolb and J. H. Welle, vice-presidents; H. C. Tembrock, cashier, and J. L. Meyer, assistant cashier.

The consolidation raises the total resources of the bank almost to the \$700,000 mark, with a capital and surplus of \$60,000 and deposits of over \$600,000.

Mr. Schoener and Mr. Welle will be in active charge of the bank. Mr. Schoener has been connected with the bank of which he is president for the past twenty-two years and Mr. Welle has been in the banking business in Melrose for the past thirteen years.

### NEW REDWOOD COUNTY STATE BANK, REDWOOD FALLS, MINN., ELECTS OFFICERS.

F. W. Philbrick has been elected president of the new Redwood County State Bank which has been organized at Redwood Falls, Minnesota. Geo. A. Paton is vice-president; F. W. Orth, vice-president; Knute Hustad, cashier, and J. B. Philbrick, assistant cashier.

Mr. Paton comes from Clear Lake, S. D., and he, together with Mr. Hustad, will have active charge of the new bank.

The bank expects to erect a building suitable for its purposes during the next year.

### MUCH WHEAT STILL ON THE FARM, ACCORDING TO NINTH DISTRICT FEDERAL RESERVE BANK.

The ability of the Northwest to turn grain to cash is far from being exhausted, says the report of the Federal Reserve Bank of Minneapolis. Because of the poor condition of the roads and the marketing conditions at this time much of the wheat will remain on the farms until spring.

The principal features of the report are: Seed corn testing more general; slight effect on live stock industry of severest winter for years; mining conditions extremely favorable; bank resources heavy; interest rates low.

### KIEWEL & M'GREGOR BUY CONTROLLING INTEREST IN POLK COUNTY STATE BANK, CROOKSTON, MINN.

Charles Kiewel and F. W. McGregor have purchased the interests of P. M. Ringdahl and G. O. Hage in the Polk County State Bank of Crookston, Minn. Mr. Kiewel was elected president and Mr. McGregor vice-president and cashier. Mr. McGregor for a number of years was connected with the Scandia American Bank of Crookston and more recently has been one of state bank examiners. He will begin his new duties on May 1st, at which time Gilbert Hage, the present cashier, will retire.

It is the intention of the stockholders to increase the capital stock from \$50,000 to \$75,000 or \$100,000.

### F. W. STEVENS SELLS HIS INTEREST IN THE SANBORN STATE BANK, SANBORN, MINN.

F. W. Stevens, cashier of the Sanborn State Bank of Sanborn, Minn., has disposed of his interests in the bank to H. J. Fink, president. Mr. Fink will take an active interest in the bank and D. G. Klein, who has been assistant cashier and stockholder for a number of years, will also remain with the institution.

Mr. Stevens organized the Sanborn State Bank in March, 1897, which was conducted as a private bank until 1901. The capital stock at the present time is \$25,000.

### TENTH DISTRICT GROUP MINNESOTA BANKERS' ASSOCIATION MEETS IN MINNEAPOLIS.

The third annual meeting of the Tenth District Group of the Minnesota Bankers' Association met in Minneapolis on March 29th.

The program of the morning session was the annual address of the president, F. L. Salter; appointment of committees; "Diplomatic Experiences," L. S. Swenson, ex-minister to Norway and vice-president of Mercantile State Bank, Minneapolis; "Educational Facilities Offered by the American Institute of Banking," J. C. Thomson, president Minneapolis Chapter, A. I. B.

The afternoon session consisted of an address by N. F. Hawley, president Savings Bank Section, A. B. A. and secretary and treasurer of Farmers and Mechanics Savings Bank, Minneapolis, on "National Thrift Campaign"; "Rural Credit Legislation," by O. M. Corwin, vice-president Farm Mortgage Bankers' Association and vice-president Wells & Dickey Co., Minneapolis; "The Operation of the Federal Reserve Bank since its Organization," by Theo. Wold, governor, Minneapolis Federal Reserve Bank.



Oldest Bank in Minnesota

UNITED STATES DEPOSITORY

**The First National Bank of Saint Paul**

Places at your disposal the most prompt and satisfactory service that half a century of constant growth and wide experience can provide.

**RESOURCES, FIFTY-SIX MILLION DOLLARS**

The round table discussion concerning "The proposed change in our present law relative to the issuance of municipal warrents" was led by J. A. Allen, cashier First National Bank, Milaca, and the discussion on "The county organization of bankers" was led by G. H. Richards, secretary of Minnesota Bankers' Association.

**W. J. STUTZMAN, EXCHANGE TELLER MERCHANTS NATIONAL BANK, ST. PAUL, BREAKS WORLD'S RECORD FOR CHECK WRITING.**

W. J. Stutzman, exchange teller of the Merchants National Bank, St. Paul, broke the world's record in check writing with a protectograph at the annual speed contest of the St. Paul and Minneapolis chapters of the American Institute of Banking. Mr. Stutzman's time was 4 minutes, 24 4-5 seconds, writing 50 checks ranging from \$1 to \$3,000, or 35 1-5 seconds faster than the former world's champion, Wilbur Wright, of New York.

St. Paul men won eleven prizes and Minneapolis

nine. The contest was held at the Merchants National Bank, St. Paul, and 500 members of the chapters were present.

Millions of dollars were counted during the contest. The cash and currency adding machine and mental addition tests were the most spectacular.

**W. J. STEVENSON BECOMES SECRETARY AND TRUST OFFICER OF WELLS-DICKEY TRUST COMPANY, MINNEAPOLIS.**

W. J. Stevenson has resigned as assistant attorney-general to accept the office of secretary and trust officer and member of the board of directors of the Wells-Dickey Trust Company, Minneapolis. Mr. Stevenson has an accurate knowledge of wills, trusts and settlements of estates, and a complete knowledge of the various modern functions of a trust company.

Mr. Stevenson was appointed assistant attorney-general in 1911 by George T. Simpson, former attorney-general, and has been re-appointed twice to that position by Attorney-General Lyndon A. Smith.

**Continental and Commercial National Bank OF CHICAGO**

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

**OFFICERS**

Arthur Reynolds . . . . . Vice-President	George M. Reynolds . . . . . President	Wilson W. Lampert Assistant Cashier
Ralph Van Vechten . . . . . Vice-President	William T. Bruckner. Vice-President	Dan Norman . . . . . Assistant Cashier
Alex. Robertson . . . . . Vice-President	John R. Washburn . . . . . Vice-President	George A. Jackson. Assistant Cashier
Herman Waldeck . . . . . Vice-President	Nathaniel R. Losch . . . . . Cashier	John F. Craddock. Mgr. Credit Dept.
John C. Craft . . . . . Vice-President	Harvey C. Vernon . . . . . Assistant Cashier	Jos. McCurrach . . Mgr. Foreign Dept.
James R. Chapman . . . . . Vice-President	George B. Smith . . . . . Assistant Cashier	R. G. Danielson . . Mgr. Transit Dept.
	Wilber Hattery . . . . . Assistant Cashier	
	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**

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

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



## RESOURCES

Over Seventy Million  
Dollars



Correspondence Invited

## MINNESOTA

### NEW STATE BANK ORGANIZED AT JUDSON, MINNESOTA.

The organization of the new state bank of Judson, Minn., has been completed and the following officers have been elected: O. K. Door, president; E. R. Jones, vice-president, and Walter W. White, cashier. The bank has a capital of \$10,000 and a surplus of \$2,000 and the deposits so far indicate a very successful business.

The directors of the new bank are: O. K. Door, E. R. Jones, W. W. White, Robert Williams, John C. Brunen, J. C. Albrecht and Richard Wigley.

### BIG INCREASE IN RESOURCES MADE BY STATE BANK OF NORTHFIELD, MINN.

Since the State Bank of Northfield, Minn., opened for business on April 16, 1910, with \$34,780 in resources, the increase has been constant. On February 20, 1912, the resources amounted to \$216,318.92 and at the time of the last call, March 7, 1916, they had reached the magnificent sum of \$360,718.93.

The capital stock of the bank is \$25,000 and the surplus and undivided profits are \$5,489.57. The deposits amount to \$330,229.36.

### MINNESOTA NEWS AND NOTES.

The Redwood County State Bank, Redwood Falls, Minn., is now open and ready for business. The officers are: F. W. Philbrick, president; F. W. Orth and Geo. A. Paton, vice-presidents; Knute Hustad, cashier, and J. B. Philbrick, assistant cashier.

The annual convention of the Ninth District Bankers' Association will be held at Thief River Falls, Minn., April 20th.

A lone holdup man robbed the Security State Bank, St. Paul, Minn., recently of about \$1,000. The man was unmasked. He entered the bank flourishing a revolver and forced Charles Christians, president; F. L. Christians, cashier, and F. P. O'Malley, vice-president, into the vault, warning them that unless they did as he told them he would shoot. When the bank officers were in the vault the robber slammed the door

shut and locked it. He left the bank without having attracted the attention of passersby. No trace of him has been found up to the present time. The officers of the bank were in the vault about twenty minutes. They were released by H. A. Wise.

Anton Watzke, Jr., has resigned his position at the Citizens Bank, at Morris, Minn.

L. C. Stuart, for a number of years assistant cashier at the Farmers State Bank, Kasson, Minn., has severed his connection with that institution and has gone to Bay City, Mich., to enter the factory of the Baker-Vawter Company.

F. H. Klawon has resigned his position as cashier of the First National Bank, Wheaton, Minn., and will remove to Sioux Falls, S. D. Mr. Klawon will be succeeded in the bank by J. W. Berg, from Beach, N. D.

F. W. Stevens, who has been at the head of the Sanborn State Bank, Sanborn, Minn., for the past nineteen years has disposed of his interests in that institution to H. J. Fink, and will retire as cashier.

Kirk Hindman, for the past seven years employed at the Bank of Pierce, Simmons & Company, Red Wing, Minn., has resigned his position and will leave in the near future for Winnipeg, Canada, where he will be employed with the Union State Bank of Canada.

The Polk County State Bank, Crookston, Minn., was sold recently by President P. M. Ringdahl, and Cashier G. O. Hage, to Charles E. Kiewel and Frank L. McGregor, state bank examiner. The latter has resigned his position and will be cashier of the bank, the capital stock of which will be increased to \$75,000 or \$100,000. It had been intended to start a fifth bank in Crookston and the sale of the bank was consummated at the eleventh hour. C. E. Kiewel was elected president and F. L. McGregor, vice-president and cashier.

The first National Bank of St. Cloud, Minn., will increase its capital stock from \$100,000 to \$250,000 on May 1st.

A. D. Stephens, of Crookston, Minn., has bought the interest of T. Anderson in the Scandinavian-American Bank at Badger, Minn.

A new bank has been organized at Westbury, Minn., known as the Farmers State Bank. This bank will be incorporated with a capitalization of \$10,000. A bank building will be erected at an early date and the bank will open up for business about July 1st.



# Great Western Accident Insurance Company

DES MOINES, IOWA

Iowa's Largest and Strongest Health and Accident Company

RESOURCES.	
Approved securities deposited with Insurance department .....	\$207,671.31
Cash on deposit and in office.....	67,561.35
Interest accrued .....	7,322.52
Premiums in course of collection.....	25,818.77
Holding account .....	26.12
<b>Total admitted assets .....</b>	<b>\$308,400.07</b>

LIABILITIES.	
Reserve for reinsurance .....	\$103,163.60
Reserve for losses .....	25,412.85
Reserve for sundries .....	9,736.16
Surplus to policyholders (including capital stock \$100,000) .....	170,087.46
<b>Total .....</b>	<b>\$308,400.07</b>

## NO CLAIMS DUE AND UNPAID

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

Articles of incorporation of the State Bank of Stanton, Minn., were filed recently. The bank is to have a capital of \$10,000.

Minnesota will have at least \$1,000,000 more to deposit in state banks than it had a year ago.

Carl Veblen has accepted a position as cashier of the First National Bank at Hallock, Minn.

The Freeborn County State Bank, Albert Lea, Minn., recently installed a new Burroughs bookkeeping machine.

The following are the officers of the new State Bank of Judson, Minn.: O. K. Door, president; E. R. Jones, vice-president; Walter W. White, Cashier. The bank has a capital of \$10,000, with a surplus of \$2,000 and has been operating since February 27th. The deposits up to date have been very satisfactory and the prospects indicate a very successful business.

Henry L. Simons, who has been president and the heaviest stockholder in the State Bank of Winsted, Minn., for the past twelve years, has sold his interest in that institution to the Vollmers of that city. F. Vollmer is now president of the bank.

The First National Bank of Bricelyn, Minn., recently installed a new burglar proof safe.

S. G. Latta has resigned as cashier of the First State Bank of Crosby, Minn., to become cashier of a new bank at Austin, Minn.

H. M. Manuel, president of the Marquette Securities Company, Minneapolis, recently announced that the Interurban State Bank, to serve the Midway district, had been organized and that temporary quarters were established at the corner of Shelling and Selby avenues, St. Paul. The bank will have a capital stock of \$30,000. Several Minneapolis and St. Paul business men are associated with Mr. Manuel.

The Farmers State Bank of Angus, Minn., has been organized. The new institution has a capital stock of \$10,000. Otto Bremer, of St. Paul, is president and A. J. Peterson, cashier.

The Pierz State Bank, Pierz, Minn., will erect a new bank building in the very near future.

A. H. Turritin, state superintendent of banks, has named D. B. Fuller, of Bemidji, Minn., as a bank examiner to succeed F. E. McGregor, who resigned to enter the banking business at Crookston.

## WM. E. M'LALLEN ELECTED ASSISTANT CASHIER OF FORT DEARBORN NATIONAL BANK, CHICAGO.

Wm. E. McLallen, who for the past twenty-three years has served in practically every department of the Fort Dearborn National Bank, Chicago, has been elected an assistant cashier to succeed Mr. Charles



WM. E. MCLALLEN  
Assistant Cashier Fort Dearborn National Bank, Chicago.

Fernald, who has been elected a vice-president of the Drivers National Bank of Chicago.

Mr. McLallen was born in Aurora, Illinois, in 1875, and at the age of eighteen started as a messenger at the Fort Dearborn National. For the past six years he has served as paying teller. His promotion to the assistant cashiership is a well-deserved honor in recognition of his services.

**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**

**GROUP MEETING DATES FOR NEBRASKA BANKERS' ASSOCIATION.**

The four groups of the Nebraska Bankers' Association which have definitely decided upon the dates for their meetings are as follows: Group One—Beatrice, May 17; Group Two—Fremont, April 22d; Group Three—Norfolk, April 22d; Group Four—Holdrege, May 24th.

**NATIONAL BANK DEPOSITS IN OMAHA REACH HIGH MARK.**

The deposits of the Omaha National Banks on the last "call" day exceeded the deposits that have ever been made before in March by several million dollars. They were about \$16,800,000 above those of March, 1915, and more than \$14,000,000 above those of last December. This vast accumulation of money indicates that prosperity all over the country is very much in evidence in Omaha and Nebraska.

The total deposits in the nine national banks amount to \$74,796,070, the Omaha National ranking first with deposits of \$16,093,760 and the U. S. National second with \$15,661,620.

**FIRST NATIONAL BANK, ATKINSON, NEB., HAS HAD NO CHANGE IN OFFICIAL STAFF FOR EIGHT YEARS.**

The First National Bank of Atkinson, Neb., has the record of not having any change in the officers or directors of the bank for the past eight years. E. F.

Gallagher is president; T. F. Birmingham, vice-president; F. H. Swingley, cashier, and I. R. Dickerson, assistant cashier.

The bank's recent statement shows resources of \$524,975; the capital is \$25,000 and the surplus is \$50,000.

**THE FARMERS STATE BANK OF CRAIG, NEB., IS A THRIVING INSTITUTION.**

The Farmers State Bank of Craig, Neb., which was founded in 1903 by J. C. and E. J. Martin with a capital of \$12,000, has continued to prosper and grow stronger every year and at the present time they have recently completed a fine new building of their own.

J. C. Martin, the president, came to Nebraska in 1888. E. J. Martin, the cashier, entered the banking business as bookkeeper in the private Bank of Craig in 1896. In 1903 the father and son organized the Farmers State Bank, purchasing a lot, onto which they moved an old carpenter shop building, which they remodeled and used for their bank for twelve years.

A new modern building, which is constructed of Bedford stone and gray brick to match, has now replaced the old one. The bank room throughout has battleship lineleum, special safety deposit vaults and daylight directors' room. The ceiling is of ornamental plaster beam and there are copper vision screens for the front windows. One thousand one hundred and forty-nine people visited the bank on its opening day.

The capital has been increased to \$35,000 paid up. The deposits, which on February 24, 1915, were \$139,376.52, had increased according to the statement of February 24, 1916, to \$227,215.45, thus showing a gain in one year of \$87,838.93.

The officers are: J. C. Martin, president; E. D. Martin, vice-president; E. J. Martin, cashier, and A. A. Danielson, assistant cashier.

Walter H. Rhodes

John W. Overstreet

**Rhodes-Overstreet Company**

**Consulting Bankers  
 Bank Stocks**

**OMAHA**  
 907 W. O. W. Bldg.

**NEBRASKA**  
 Phone Douglas 5546

# UNITED STATES NATIONAL BANK OF OMAHA, NEBRASKA

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

**Surplus and Profits - - - - 815,000.00**

**Deposits - - - - \$13,204,000.00**

**Your Business Cordially  
Invited**



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

### FIRST NATIONAL BANK, NICKERSON, NEB., TO HAVE NEW BUILDING.

Plans and specifications for a new building for the First National Bank of Nickerson, Neb., have been approved and the contract has been let for the erection of the building.

The building will be 23 by 48 feet, of brick, with stone trimmings and tile doors will be installed. There will be a banking room and a directors' room and a full basement under the entire building, with vaults located both on the main floor and in the basement.

### McNISH CATTLE LOAN COMPANY OPENS IN OMAHA.

Jesse C. McNish, who has been active in banking circles in Nebraska for many years, has opened the McNish Cattle Loan Company in Omaha. The capital stock is \$100,000. J. C. McNish is president; C. H. McNish vice-president, and R. V. McGrew is secretary and treasurer.

The new firm will handle cattle and sheep loans in Nebraska and anticipates a heavy volume of business.

### THE NEBRASKA STATE BANK, ORD, NEB., PLACES \$1,500 IN SURPLUS FUND.

The Nebraska State Bank of Ord, Neb., of which J. H. Carson is president; Chas. Bals, vice-president; H. B. Van Decar, cashier, and John C. Trosky, assistant cashier, has just passed a very successful year. The bank was opened September 12, 1912, in the face of keen competition, but a strong business has been

worked up and there are good prospects for bettering it as time goes by. At the recent stockholders' meeting a satisfactory dividend was declared, \$1,500 was put in the surplus and funds were set aside for buying an automobile for bank use. This surely testifies to the prosperity of the bank.

The surplus fund of the bank is \$2,500; undivided profits, \$2,467.75; depositors' guarantee fund, \$616.31, and the total deposits are \$186,115.96.

### THE CITIZENS BANK OF STUART, NEB., IS IN GOOD CONDITION.

According to the statement of the Citizens Bank of Stuart, Stuart, Neb., they have a capital stock paid in of \$50,000; surplus fund, \$12,500; undivided profits, \$1,360.69; total deposits, \$416,243.71, making their liabilities amount to \$480,104.40.

The officers are: Michael W. Flannigan, president; John M. Flannigan, cashier, and James C. Flannigan, assistant cashier.

### THE NELIGH STATE BANK, NELIGH, NEB., MAKES GOOD SHOWING UNDER STATE CHARTER.

The Neligh State Bank of Neligh, Neb., formerly the Neligh National Bank, which has been organized as a state bank for about two months, has issued the following splendid statement: Capital stock, \$50,000; undivided profits, \$667.97; deposits, \$241,515.14.

# The Merchants National Bank

of OMAHA, NEBRASKA

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

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

ACCOUNTS SOLICITED

U. S. DEPOSITORY

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



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

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

**Resources Over \$3,000,000.00**

## **LIVE STOCK NATIONAL BANK of SOUTH OMAHA**

**"THE BANK OF SERVICE"**

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

## **NEBRASKA**

### **NEBRASKA NEWS AND NOTES.**

The Farmers and Merchants Bank, Davenport, Neb., has changed managers. R. Jagels, who leaves for Idaho, has been succeeded by A. H. Warren.

The Citizens State Bank, Chadron, Neb., has increased its capital stock from \$35,000 to \$50,000.

T. B. Estill has resigned his position as cashier of the First National Bank, Bridgeport, Neb.

Frank C. Crone, of Tipton, Mo., assumed his duties as assistant cashier in the Citizens State Bank, Benkelman, Neb.

Butler Hart has severed his connection with the Edgar State Bank, Edgar, Neb.

Andreas and Carl Kjeldgaard, of Buch, Colo., have purchased the interests of E. C. Wolf in the Farmers State Bank of Bigsprings, Neb., and will take charge of same May 1st.

The Nebraska State Bank of Bridgeport, Neb., a new organization having a capital stock of \$25,000, has received a charter from the state banking board. L. B. Howey is president; J. L. Miller, vice-president, and T. B. Estill, cashier.

## **COLLATERAL LOANS**

We can offer at 6 per cent discount six months loans of manufacturers and installment concerns, long established and well rated in Dun and Bradstreet. Each loan is secured by customers' notes at a margin of 50 per cent or more taken from retail customers for merchandise sold and delivered. The borrower remits collections made semi-monthly, without rebate of interest. Usually 40 per cent or more of each loan is repaid prior to maturity, thus giving the lender an average deposit of about 20 per cent.

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

Established 1904

Commercial Paper

60 Wall Street

New York

The Farmers State Bank of Steele City, Neb., has recently been designated a state depository for the state of Nebraska.

Mere Garrison has secured a good position in the City National Bank of Lincoln, Neb.

O. H. Bushman of the First National Bank of Beatrice, Neb., has resigned from that bank to accept a position as assistant cashier of the Citizens State Bank of Tobias, Neb.

P. P. Pepple, who has been in charge of the remittance and collection department of the German National Bank of Columbus, Neb., has resigned his position and will accept a more lucrative one that has been offered him at Washington, Kan.

The Central Nebraska National Bank, David City, Neb., will install new fixtures. A new front will be put in and the interior will be redecorated and refinished. The fixtures will be of genuine mahogany and marble and new office furniture of mahogany will be among the improvements.

M. R. Humes has accepted the position as bookkeeper in the First National Bank, Scottsbluff, Neb.

Work has commenced in York, Neb., in remodeling the new building at Sixth and Lincoln avenue, which will become the home of the Farmers State Bank.

The Stromsburg Bank, Stromsburg, Neb., has moved into its new building. This building is one of the best buildings in Stromsburg. Built with velvet-faced brick, with gray marble finish, it has a fine appearance.

The Farmers and Merchants State Bank and the First National Bank of Trenton, Neb., merged under the name of the former, with the same officers.

Richard Nines has resigned his position with the Union Bank, Rushville, Neb., and will move to Harrisburg, Ore.

The First National Bank of Pender, Neb., has installed a savings department that is thoroughly equipped and will hereafter be conducted the same as an exclusive savings bank.

The contract for the erection of the new bank building for the Farmers & Merchants Bank, Foster, Neb., has been awarded to S. J. Linn.

Herald Arnsberger has accepted a position in a bank at Edison, Neb.

# 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

W. P. Pierce, president of the State Bank of Orleans, Neb., was instantly killed by a runaway team. His back was broken and his ribs were crushed.

The First National Bank of North Platte, Neb., is preparing to award a contract for the remodeling and practical reconstruction of its present building at a cost of \$40,000. The building, when completed, will be of two stories instead of three as at present, and will take in the additional space covered by a two-story building adjoining it. It will be constructed of light-colored brick and stone and will be finished in mahogany and marble.

L. C. Fink has resigned his position at the Rock County State Bank, Newport, Neb. John Manholter, of Omaha, succeeds Mr. Fink as assistant cashier.

Winside, Neb., will soon have a third bank—the Security State Bank, with G. E. French as president and D. B. Carter, cashier. Mr. Carter has been the cashier in the Merchants State Bank of Winside the past four years.

The Bank of Vesta, Neb., in Johnson county, at its annual meeting, re-elected its old officers and declared a dividend of 10 per cent.

An attempt was made recently to flood the Bank of Commerce, Hastings, Neb. Water was turned on in a room above and it was standing several inches deep on the bank floor when discovered.

F. M. Kimball has retired from the First National Bank at Wakefield, Neb., which was owned by his father from 1887 until his death a few years ago. Mr. Kimball has sold his interest to H. S. Collins, who has been cashier since the death of the elder Mr. Kimball. Mr. Collins will continue to act as cashier of the bank, although he will own a controlling interest in the institution.

The Cedar County State Bank, Hartington, Neb., opened for business in its fine new home recently. The work of remodeling the structure and making it suitable for the needs of the "fastest growing bank" in that section has been in progress all winter.

R. C. King and H. B. Gipson have purchased an interest in the Elmwood State Bank, Elmwood, Neb.

At the annual meeting of the stockholders of the Ericson State Bank of Ericson, Neb., it was voted to increase the capital stock from \$7,500 to \$10,000.

Anna Adams has accepted a position with the Curtis State Bank, Curtis, Neb.

Thirty-one national banks in Nebraska have changed to state banks to take advantage of the efficient state banking laws.

At a meeting of the directors of the Beatrice National Bank, Beatrice, Neb., of which the late Daniel W. Cook was president, W. W. Robertson was elected president; R. J. Kilpatrick, vice-president; D. W. Cook, Jr., cashier, and Harry Doll, assistant cashier. W. C. Wilson was elected as one of the new directors.

At a meetings of the shareholders of the Citizens National Bank of Tecumseh, Neb., held recently, it was decided to change the institution to a state bank. The bank will be known as the Farmers State Bank. The old officers will be retained.

Charles A. McCloud has disposed of his interest in the Farmers State Bank of Benedict, Neb.

The Seven Valleys State Bank has been incorporated at Callaway, Neb. Capital stock \$25,000; incorporators, William Tyson, J. H. Decker, A. L. Norbury.

The Princeton State Bank, Princeton, Neb., has been incorporated with a capital stock of \$10,000; incorporators Christ Bettenhauser, George Schmailzl, George Pillard and Charles Bettenhauser.

Ed Koerber has taken a position in the Norfolk National Bank, Norfolk, Neb.

L. T. Shank has severed his connection with the Citizens Bank of Stuart, Neb.

### THE HOGGSON BUILDING METHOD



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

Write for Method Book

**HOGGSON BROTHERS**  
 485 Fifth Ave., New York

NEW YORK    BOSTON    NEW HAVEN  
 CHICAGO               ATLANTA

# Sioux Falls Savings Bank

SIoux FALLS, S. D.

Capital . . . . . \$200,000.00  
Total Resources Over . . . . . \$2,800,000.00

## 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

### SIoux FALLS SAVINGS BANK DEPOSITS REACH HIGH WATER MARK.

The deposits in the Sioux Falls Savings Bank, Sioux Falls, S. D., recently surpassed any mark that had been made previously when they reached the splendid sum of \$3,000,000. This shows a net gain of \$400,000 since January 1st, at which time the bank showed deposits of \$2,600,000.

One of the officers in speaking of the growth of the deposits said: "We are very proud of the record which we have made and we feel that it is due in a large way to the confidence the public places in this bank. Our growth is equally as interesting to the patrons of the Sioux Falls Savings Bank as it is to the officers and directors."

### W. A. BRANCH & SON PURCHASE CONTROLLING INTEREST IN FARMERS STATE BANK, FULTON, S. D.

W. A. Branch and son, Elrie J. Branch, who is now cashier of the bank at Agar, have purchased the controlling interest in the Farmers State Bank at Fulton, S. D., and have taken charge. W. A. Branch will be president and Elrie Branch will be the cashier.

The bulk of the stock which has been transferred belonged to Messrs. J. H. Davis, Buel Evans, Sam Webber, L. W. Webber and C. A. Webber.

### WHITEWOOD BANKING COMPANY OF WHITEWOOD, S. D., PURCHASED BY STOCKHOLDERS OF SECURITY SAVINGS BANK, RAPID CITY, S. D.

Heavy stockholders of the Security Savings Bank, Rapid City, S. D., have purchased control of the White-wood Banking Company, Whitewood, S. D., of which the late Henry T. Cooper was for many years the cashier.

Harry Wentzy, A. B. Wentzy, Joie Jay, George McFarland and Geo. H. Sanders are the new owners of the Whitewood institution, in which Mrs. Cooper will retain an interest. A. B. Wentzy is to be the cashier.

### W. R. WATSON ELECTED CASHIER OF FIRST STATE BANK, LEMMON, S. D.

W. R. Watson, who was recently elected to the position of cashier of the First State Bank of Lemmon, S. D., has taken up his duties at the bank.

Mr. Watson comes from Bismarck, N. D., and is a conscientious and energetic business man. J. C. Kinney is president, W. E. Briggs and C. A. Bennett vice-presidents.

### FIRST NATIONAL BANK, SALEM, S. D., TO MAKE IMPROVEMENTS.

The First National Bank, Salem, S. D., has closed a contract for considerable improvements in its banking home. The improvements call for an expenditure of about \$3,000 in interior decoration of the banking rooms, entirely new fixtures and banking equipment.

When these improvements are completed the First National Bank will present a very splendid appearance.

The officers are: Oscar Arnold, president; K. M. Arnold, vice-president; H. L. Merrick, cashier, and G. B. Eivens, assistant cashier.

### STUDENT BANK FORMED AT WATERTOWN BUSINESS UNIVERSITY, S. D.

Articles of incorporation for the organization of the College National Bank of the Watertown Business University have been filed with the university "secretary of state" and "county" recorder for the charter to do business, the capital stock being \$50,000.

The officers are: A. H. Osthoff, president; Joe Kasinerak, vice-president; Clarence O'Toole, cashier; Oscar Peterson, secretary and treasurer; Russell Ching, paying teller; Francis O'Connor, receiving teller; Frank Marx, assistant cashier; C. E. Wade, financial advisor.

The class in banking and finance will be addressed at regular intervals by Messrs. Wade and Osthoff, beginning with the origin of banking, its development and the functions of the national and state banks. Arrangements are being made with some of the Watertown banks to have the students work there for a time after finishing their course in order to gain actual experience.

### THE BANK OF BROOKINGS, S. D., MAKES LARGE INCREASE IN DEPOSITS DURING PAST SEVEN YEARS.

The Bank of Brookings, S. D., has on deposit more





## 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  
TORE TEIGEN, Vice-President  
O. A. HAYWARD, Vice-President

than a million dollars. The deposits have grown within the past seven years from \$293,000 to its present amount of more than a million. The bank makes a specialty of farm loans and is doing much to encourage the farmers in their successful efforts of farm advancement.

The Bank of Brookings is under the able management of A. W. Hyde, president; G. F. Knappen, vice-president; G. J. Flittie, cashier; Theodore I. Flittie, vice-president; F. P. Herman, L. G. Hyde and C. L. Severson, assistant cashiers.

### SOUTH DAKOTA SHOWS PROSPERITY.

W. E. Briggs, vice-president of the Northwestern National Bank of Minneapolis, who recently returned from an observation trip of South Dakota said: "It is surprising to see how rapidly the range country of that country is being transformed into farm land. It means prosperity for the state." Mr. Briggs also said that the recent heavy snowfalls would mean millions to South Dakota farmers in providing moisture to the ground for the crop season.

### CITIZENS STATE BANK, SAUK RAPIDS, MINN., PROSPERS.

Although the Citizens State Bank of Sauk Rapids, Minn., has been in business but a few months, the condition of this financial institution is a credit to the promoters. The total assets are \$54,500.54, with deposits of \$30,500.54. This bank has been appointed as the collector of taxes for the Sauk Rapids district and East St. Cloud.

The officers for the ensuing year are: John Warten, president; Thos. G. Schaefer, vice-president, and F. J. Thur, cashier.

### A. B. C. OF SOUTH DAKOTA FARMING, ALFALFA, BEEF AND CREAM.

The A. B. C. of South Dakota farming is alfalfa, beef and cream and this combination, along with diversified farming will mean successful farming. The near failure of the wheat crop last year has demonstrated to the wheat growers of the state that they must turn their attention to more productive crops.

Alfalfa, beef and cream for 1915 in the state of South Dakota represented more than \$35,000,000. Brookings county alone produced more than a million dollars' worth of dairy products in one year.

An important phase of the farming industry is the raising of beef cattle for the market. Not counting the calves and other cattle there were 246,488 head of

steers in the state last year. Medium steers on the markets are worth about \$72.50 a head. On this basis the steers of South Dakota are worth approximately \$17,000,000.

### SOUTH DAKOTA NEWS AND NOTES.

The Bank of Erwin, S. D., founded by the late A. W. Stone, has been sold to local business men, who became part owners shortly after Mr. Stone's death and at the time it was made a state bank. The officers are: J. H. Coulson, president; James P. Jensen, vice-president; J. W. Kreuger, cashier, and J. Clark Hodges, assistant cashier.

O. L. Sedgwick is the new cashier in the Farmers Bank of Lane, S. D.

A gain of more than \$110,000,000 in bank deposits in South Dakota within a period of fifteen years is shown by figures just compiled by State Bank Examiner J. L. Wingfield.

A. B. Hanken, J. L. Parrott and Frank Brockamp recently bought out the interests of the Stock Growers State Bank of Tiber Lake, S. D., of George E. Breckenridge. At the last meeting of the stockholders, A. B. Hanken was elected cashier and J. L. Parrott assistant cashier.

The Bristol State Bank of Bristol, S. D., has been incorporated with a capital stock of \$15,000. C. H. Moe is president; Jacob Schad, vice-president, and G. C. Mogen, cashier.

J. L. Kroeger has resigned as cashier of the Farmers State Bank at Jasper, S. D., and will assume a similar position at Laken Benton, Minn.

Alford Gay has accepted a position in the First National Bank, Belle Fourche, S. D., to succeed T. C. Gay, who resigned.

A new modern brick bank building will be erected this coming summer for the Farmers State Bank, Corsica, S. D.

George Gould, of Glencoe, Minn., has accepted a position in the First National Bank of Webster, S. D.

Bessie C. Nash has severed her connection with the Bank of Ipswich, S. D.

While removing the contents preparatory to razing the First National Bank building, Watertown, S. D., to make room for the new \$75,000 structure, Samuel B. Sheldon found a record book containing the minutes of the first school board meeting of Watertown in the year 1879 and the four succeeding years.

**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**

It is probable that a new bank will be established at Ferney, S. D.

A new building is being erected for the Charles Mix County Bank, Geddes, S. D.

Alexander Gutenberg has accepted a position as assistant cashier of the Brown Brothers State Bank, Aberdeen, S. D.

F. T. Morgan, of Peever, S. D., has recently accepted a position with the Dakota National Bank, Aberdeen, S. D., as bookkeeper.

C. F. Peterson, cashier of the Farmers State Bank, Lemmon, S. D., has resigned to accept the cashiership of the Farmers State Bank at Ray, N. D.

Peter Van der Werp has purchased an interest in the Farmers State Bank of Corsica, S. D.

James Donnelly has severed his connection with the First National Bank of Watertown, S. D.

Lem Zavitz has assumed his new duties as cashier of the State Bank of Scenic, S. D.

All depositors and creditors of the First State Bank of Sturgis, S. D., were made happy recently by the receipt of checks for payment in full of their claim, everybody getting 100 cents on the dollar of their claims. It is probable that the purchasers of the assets of the bank are negotiating to organize and open a new bank, but nothing definite has yet developed.

The First National Bank of Arlington, S. D., has increased its capital stock from \$25,000 to \$50,000.

### **HOGGSON BROTHERS, NEW YORK, TO ERECT WORLD'S GREATEST HOTEL.**

Hoggson Brothers, New York, contracting designers, are to erect the Hotel Commonwealth in New York, consisting of twenty-eight stories and containing 2,500 rooms, or nearly twice as many as the largest existing hotel. The building will cover an entire block and the building together with the site will cost \$15,000,000.

Hoggson Brothers have signed a contract covering absolutely every detail of construction cost. This is the largest single contract of its kind ever executed.

### **RAPID FIRE LEDGER PRODUCES 100% EFFICIENCY IN ACCOUNTING SYSTEM.**

The Rapid Fire Posting Machine Ledger manufactured by the Le Febure X-Ray Ledger Company of Cedar Rapids, Iowa, produces 100 per cent efficiency in your accounting system, as each account is located instantly. Lost motion and waste energy in handling are eliminated. The Rapid Fire Ledger is successfully used with the Burroughs and all other bookkeeping machines. A few of the banks which have installed this system and are very much pleased with the results are: Ames National Bank, Ames, Iowa; Niles & Waters Savings Bank, Anamosa, Iowa; First National Bank, Atkinson, Neb.; Nichols Bank, Atlantic, Iowa; First National Bank, Belden, Neb.; Benton State Bank, Benton, Wis.; Union State Bank, Blanchardville, Wis.; Iowa State Savings Bank, Burlington, Iowa; Abram Rutt National Bank, Casey, Iowa; Clarinda National Bank, Clarinda, Iowa; First National Bank, Coleridge, Neb.; Iowa Savings Bank, Coon Rapids, Iowa; Bank of Crab Orchard, Crab Orchard, Neb.; First National Bank, Darlington, Wis.; Winnebago County State Bank, Forest City, Iowa; Citizens National Bank, Fort Scott, Kan.; First National Bank, Fulda, Minn.; George Savings Bank, George, Iowa; Shelby County State Bank, Harlan, Iowa; First National Bank, Loveland, Colo.; City National Bank, Mason City, Iowa; Nebraska State Bank, Milford, Neb.; Iowa County Bank, Mineral Point, Wis.; First National Bank, Mitchell, S. D.; Monticello State Bank, Monticello, Iowa; Farmers State Bank, New London, Iowa; Farmers State Bank, North Loup, Neb.; First National Bank, O'Neill, Neb.; Peoples National Bank, Perry, Iowa; Shenandoah National Bank, Shenandoah, Iowa; Fremont County Savings Bank, Sidney, Iowa; Citizens Bank of Stuart, Stuart, Neb.; Thurston State Bank, Thurston, Neb.; City National Bank, Tipton, Iowa; Farmers State Bank, Tyler, Minn.; First National Bank, Wausa, Neb.; First State Bank, Woodworth, N. D.

The George Savings Bank, of George, Iowa, says: "We have found the Burroughs posting machine system to be more efficient than they claimed for it—the best system of keeping accounts that we know of. The Rapid Fire Posting Machine Ledger which we were very fortunate in buying to be used with our machine has filled all the requirements. During the past seven months that we have had the same in use, we have found not one fault of any kind, and could not make a single suggestion for improvement. The Rapid Fire Index is a time saver. We had an idea that this index system would in a short time become ragged and torn by use, but this is entirely without foundation. All of our filled up sheets have been filed away for future reference, all intact, and as good as the day they were started."

The Citizens Bank of Stuart, Stuart, Neb., says: "We have had the Rapid Fire Posting Ledger in use now for over eight months and like it very much. We have 1,100 checking accounts and it formerly took from four to five hours to post one day's work. We now do the same work in from forty to fifty minutes. It would be impossible to sell us anything other than the Le Febure Rapid Fire Posting Ledger."

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

CHARLES M. ASHTON, Cashier  
FRANCIS B. REEVES, Chairman of the Board

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

# 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"

### WEARY & ALFORD TO ERECT TEN-STORY BANK AND OFFICE STRUCTURE FOR FIRST NATIONAL BANK, KALAMAZOO, MICH.

A contract has been awarded to the Weary & Alford Company, 1907 Michigan Blvd., Chicago, for the erection of a ten-story bank and office building for the First National Bank of Kalamazoo, Michigan.

The structure will occupy the most prominent corner in the city, 50 by 100 feet, and will be of the highest type of modern construction, with reinforced concrete frame and terra cotta and pressed brick exterior.

The first floor and mezzanine will contain the banking chambers with commodious safe deposit department and massive vaults, and the fixtures throughout will be of the highest grade and of distinctive design.

The basement will contain complete mechanical

equipment, storage vaults, record vaults, locker and lunch room for the employes.

The upper floors will be subdivided to suit the various tenants.

### EXTRA DIVIDEND DECLARED BY GUARANTY TRUST COMPANY, NEW YORK.

The Board of Directors of the Guaranty Trust Company of New York on March 1st declared a dividend of 4 per cent and an extra dividend of 1 per cent on the capital stock for the quarter ending March 31, 1916, payable at the close of business on that date to stockholders of record March 23d.

This is the initial dividend declared by the company since the capital stock was increased from \$10,000,000 to \$20,000,000 on January 1st.

## One-Half Acre of Bank Floor Space

used by employes only, and exclusive of the public lobby space, storage and record vaults, clerks' club room, restaurant, etc.—this is the extent of the working floor area of the Northwestern National Bank of Minneapolis and the affiliated Minnesota Loan & Trust Company.

Departments, that in themselves are not operated at a profit, take up several sections of this space. These departments are maintained entirely for the benefit and accommodation of the public.

A large commercial bank situated in the metropolis of its community is in many respects a servant of the individuals, the industries, and the local banks in its territory.

The city bank that realizes this and lives up to its conceptions of its character as a public utility is the bank that will handle your banking business in the most serviceable manner.

We believe that this is such a bank. May we serve you?

*Affiliated with the Minnesota Loan & Trust Company*

## Northwestern National Bank

MINNEAPOLIS, MINNESOTA

Combined Resources - - - - - \$59,000,000



"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

### CITIZENS BANK AND FARMERS AND MERCHANTS STATE BANK OF KENMARE, N. D., CONSOLIDATE.

The Farmers and Merchants State Bank of Kenmare, N. D., has purchased the Citizens Bank of Kenmare, thus consolidating the two institutions. Both of the banks were organized in 1906.

The Farmers and Merchants State Bank will increase their capital stock to \$25,000 and they have surplus and undivided profits of over \$10,000.

The officers of the consolidated institution are: J. L. Wemark, president; A. G. Engdahl and H. T. Sands, vice-presidents; H. C. Dahl, cashier, and E. W. Swanson, assistant cashier.

### THE DAKOTA NATIONAL BANK, DICKINSON, N. D., PLANS IMPROVEMENTS.

The Dakota National Bank of Dickinson, N. D., is planning several improvements on their building this spring. A twenty-five-foot room, the entire width of the building, will be added to the rear of the building. The old vault will be replaced with a new and larger one. On the west side will be the directors' room, finished in mahogany and equipped with the very latest in lighting equipment. The lobby will be enlarged and the floors will be of white tile.

### C. F. PETERSON BECOMES CASHIER OF FARMERS STATE BANK, RAY, N. D.

C. F. Peterson, formerly cashier of the Farmers State Bank of Bison, N. D., has resigned and has taken a similar position with The Farmers State Bank of Ray, N. D. The Ray bank is one of the best of the chain of banks owned by Adam Hannah, of Minneapolis.

A. F. Roehlke, of Watford City, N. D., has purchased an interest in the Farmers State Bank of Bison and will be vice-president, while Arthur Henkleman has been promoted to the cashiership.

### SURPLUS OF FIRST STATE BANK, DAWSON, N. D., INCREASED TO \$12,500.

That the First State Bank of Dawson, N. D., is in splendid financial condition is shown by the fact that the surplus fund has been increased from \$8,500 to

\$12,500, and now equals the capital stock of the bank. This is a wonderful showing for a town of only 200 population.

T. S. Pryse is president of the First State Bank, and J. S. Werner is the vice-president.

### HAROLD THORSON, PRESIDENT OF CITIZENS STATE BANK, ENDERLIN, AND ASSOCIATES BUY CONTROLLING INTEREST IN FIRST STATE BANK, LUCCA, S. D.

A deal has been consummated whereby Harold Thorson, president of the Citizens State Bank of Enderlin, N. D., and his associates have bought the controlling interest in the First State Bank of Lucca, N. D.

The new board of directors is composed of Harold Thorson, Harold Ingvaldson, T. D. Thomas, Fred Utke and J. M. Thorson.

The newly elected officers are: Harold Thorson, president; J. M. Thorson, vice-president, and T. D. Thomas, cashier.

### THE FIRST NATIONAL BANK, McVILLE, PROSPERS.

The First National Bank of McVilleville, N. D., was organized in 1915 and succeeded the Security and First State Banks by taking over their entire business. The business of the institution has reflected great credit on the officers and directors, having grown over 100 per cent since organized.

C. H. Simpson, president, is a pioneer of McVilleville and has been in the banking business there ever since the town started. E. L. Boyd is vice-president; A. O. Moen, cashier, and L. M. Ruana, assistant cashier. The capitalization is \$25,000.

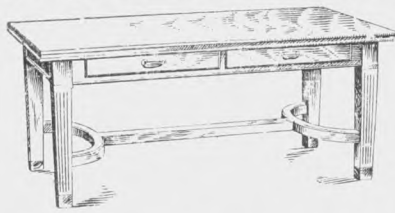
The First National Bank building, which was erected in 1915, is a very handsome structure. It is built of clay brick tile, faced outside with a mottled gray press brick and is lathed and plastered inside in slate and white. The lobby is of a square design floored with white tile, having a round check desk in the center. The wainscoting in the lobby and vestibule is white marble with a green marble base. A settee of marble is also provided, while the fixtures are all finished in old English oak and the steel railing is in bronze.

### B. J. LONG PURCHASES INTEREST OF C. G. LINNELL IN STATE BANK OF FINLEY, N. D.

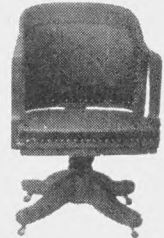
B. J. Long has purchased the entire interest of C. G. Linnell in the State Bank of Finley, N. D., and also

## 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**

his real estate. Mr. Long took his place as cashier the first of April.

The other officers are: E. G. Quamme, president, and Chas. Burseth, vice-president.

### BANK CLEARINGS IN FARGO SHOW INCREASE OVER LAST YEAR.

Bank clearings in Fargo for the first week in March, 1916, amounted to \$2,049,904.57 and for the corresponding week a year ago they were only \$1,318,944.66, thus showing an increase of \$730,959.91.

This remarkable jump in the bank clearings is in line with the greatly improved condition of business in Fargo and throughout the state.

### FRED C. WALL ELECTED PRESIDENT OF FARMERS STATE BANK, ANSELM, N. D.

Fred C. Wall has been selected to head the Farmers State Bank of Anselm, N. D., which has been recently organized by the farmers of that vicinity. Jacob Kaspari and O. P. Olson are vice-presidents and David Keyes is the temporary cashier.

A site has been purchased and a bank building will be erected early this spring. The bank will have a capital of \$15,000.

### NORTH DAKOTA NEWS AND NOTES.

R. C. Grochow has accepted a position in a bank at Engelville, N. D.

F. J. Latendresse, who has been employed as teller in the Merchants State Bank at Red Lake Falls, Minn., has accepted a position as assistant cashier of the

Farmers and Merchants State Bank of Overly, N. D.

Mr. Bruce Wallace, of Minneapolis, formerly of Eldora, Iowa, has purchased the holdings of J. C. Nelson in the First State Bank of Grace City, N. D., and will take possession April 10th.

At the annual meeting of the officers and directors of the First State Bank of Dawson, N. D., the surplus fund of that institution was increased from \$8,500 to \$12,500 and now equals the capital stock of the bank. There are very few banking houses located in towns the size of Dawson that can boast of such a large capital and surplus.

Bismarck, N. D., bank deposits reached the high mark of \$4,096,361.89 recently, which reflects the prosperity of Bismarck and the large commercial section which the capital city serves.

Officers of the Farmers State Bank of Anselm, N. D., recently incorporated, were elected at a meeting of the stockholders and are as follows: President, Fred C. Wall; vice-presidents, Jacob Kaspari and O. P. Olson; temporary cashier, David Keyes.

The St. John's block at Grand Forks, N. D., has been purchased by the First National Bank for the owner, F. S. Sargent. The consideration is between \$60,000 and \$75,000.

The First State Bank of Lucca, N. D., sold its interests recently and is now one of the Thorson chain of banks. The newly elected officers are Harold Thorson, president; M. Thorson, vice-president, and T. D. Thorson, cashier.

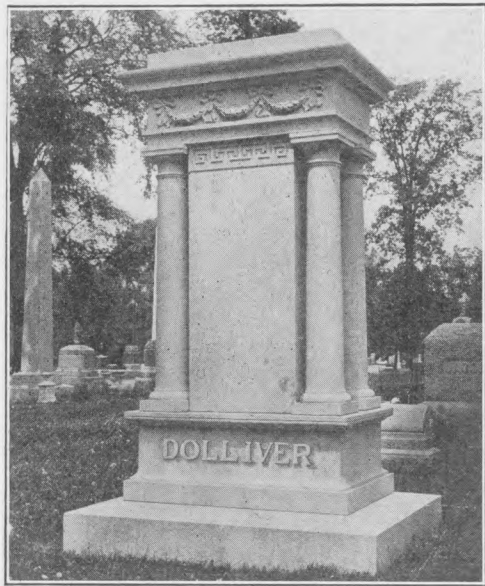


Our ample resources, supplemented by a strong organization and a desire to be helpful to our correspondents, enable us to offer satisfactory banking service.

## The Mechanics and Metals National Bank

OF THE CITY OF NEW YORK

**Total Resources (March 7, 1916) \$210,000,000.**



## The Real Purpose of a Memorial

A memorial should always reflect the purchaser's conception of the life and works of the individual whose memory it is to perpetuate.

This purpose can only be attained through the efforts of skilled artisans, thoroughly schooled and capable of carrying out such a conception to the minutest detail.

"House of Quality" memorials have long enjoyed a reputation for their ability to fulfill this real memorial purpose perfectly.

From the very smallest monument to the larger vaults and mausoleums that "purpose" is always apparent.

Combining as they do, beauty with dignity, they adapt themselves to any surroundings in a manner that is admirable.

You are welcome to call here at our salesrooms, where many memorials of varied design are on display.

Literature will be mailed upon request.

### CAPITOL HILL MONUMENT CO.

"THE HOUSE OF QUALITY"

P. B. SHERRIFF, Pres.

JOHN PHILLIPS, Treas.

At the annual meeting of the Golden Valley State Bank, Beach, N. D., J. J. Englehardt was elected assistant cashier. The surplus of the bank was increased by \$3,000.

Max Stern, president of the Dakota Trust Company of Fargo, N. D., prominent in business circles there for years and one of Fargo's wealthiest residents, died recently, after a year's illness.

M. E. Wilson, president of the First National Bank of Wildrose, N. D., is now also president of the State Bank of Commerce of Minneapolis, which was recently opened for business.

The First National Bank at Park River, N. D., has had the interior of its building redecorated.

G. H. Long, who has been assistant cashier of the First National Bank of Fessenden, N. D., has been appointed cashier of the Berwick State Bank of Berwick, N. D.

Charles Owens has accepted a position with the City National Bank, Bismarck, N. D.

The Bank of Lakota, N. D., is a new institution, just recently organized with Frank Goldammer, Jacob Thal, Math Hollicky, J. W. Murphy, A. M. Tuft-hagen, C. N. Frich, Samuel Foster, George D. Kelly and Albert Goldammer as stockholders. A new bank building will be erected.

Mr. Lynn Folger, formerly assistant cashier of the First State Bank of Taopi, Minn., has accepted a similar position with the Stock Growers Bank of Napoleon, N. D.

It is probable that Timmer, N. D., will have a new bank in the near future.

H. C. Tappon, connected with the First State Bank of Stady, N. D., was recently married to Miss Alice Thompson, at Crosby, N. D.

A 25 per cent dividend to the depositors of the Medina State Bank, Medina, N. D., closed in 1914, has been declared.

### MANY DISTINCTIVE BRONZE BANK SIGNS MADE BY JAS. H. MATTHEWS & CO., PITTSBURGH, PA.

Jas. H. Matthews & Co., Pittsburgh, Pa., Designers and Makers of Distinctive Signs for Bankers, have just issued a 32-page illustrated catalog which should be in the hands of every banker who is interested in advertising his bank and its services.

# SAVINGS BANK

## 3% INTEREST 3% ON DEPOSITS

MONEY AT INTEREST IS A GOOD SILENT PARTNER  
Table showing accumulation of deposits of \$1.00 to \$10.00 weekly and interest at 3 per cent.  
per annum compounded semi-annually.

Amount	1 year	2 years	3 years	4 years	5 years	6 years	7 years	8 years	9 years	10 years
\$1.00	\$52.77	\$107.10	\$163.11	\$220.82	\$280.26	\$341.50	\$404.53	\$469.35	\$535.95	\$604.34
2.00	105.57	214.32	326.36	441.79	560.70	682.21	806.43	933.45	1,063.22	1,195.68
3.00	158.36	321.47	489.55	662.65	840.70	1,022.71	1,208.71	1,398.72	1,592.72	1,790.72
4.00	211.13	428.65	652.76	883.80	1,121.83	1,366.86	1,618.90	1,878.95	2,147.00	2,423.05
5.00	263.90	535.78	815.80	1,104.95	1,403.24	1,709.67	2,024.25	2,347.00	2,678.00	3,017.25
6.00	316.70	642.97	980.13	1,326.85	1,683.24	2,055.91	2,444.95	2,849.45	3,269.50	3,695.25
7.00	369.47	750.11	1,142.25	1,546.24	1,982.44	2,391.58	2,833.33	3,288.68	3,757.31	4,240.35
8.00	422.23	857.28	1,295.86	1,747.18	2,226.80	2,724.21	3,239.42	3,772.52	4,323.37	4,892.80
9.00	475.04	964.44	1,468.83	1,988.06	2,523.19	3,074.48	3,642.45	4,227.38	4,830.35	5,451.43
10.00	527.83	1,071.62	1,631.83	2,208.95	2,803.97	3,416.13	4,047.21	4,697.32	5,367.15	6,057.18

Open a Savings Account at this Bank today and watch it grow.  
\$1.00 or more will start you.

This catalog illustrates the type of signs progressive bankers are using in all parts of the country, two of which we reproduce herewith.

Particular attention is called to the special cast bronze interest table tablet which many banks are now employing to show new and old depositors the value





### MACHINERY IN BANKS.

Why machinery? Why the cotton gin, the threshing machine, printing press, linotype, typewriter, addressograph, adding machine and what not? Because machinery does the same work better and reduces cost. Our old-fashioned geography shows us pictures of the farmer threshing his grain with two pieces of wood fastened together with a leather thong, called the flail. This was the old hand method of separating the grain from the straw and the chaff, but what farmer would think of using a flail for threshing when a modern machine like the separator will do it for him better and cheaper!

Machines are used today in every conceivable line of business for almost every conceivable kind of work—for manufacturing, labeling, packing, grading, assorting, distributing, counting. Out in the Golden State there is a machine used for assorting, grading, distributing and counting oranges. It grades oranges and counts them better and quicker.

Figures are not unlike oranges in that they are assorted, graded, distributed, counted, and why shouldn't it be the most natural thing in the world for banks to use machines for the handling of figures? So it has come to pass that machines are employed by banks the same as manufacturers, to do the same work better at a reduction in cost.

The bank without a machine today is really an oddity. Typewriters, adding machines, coin machines, check protectors, have all become incidental to the handling of bank routine work. As machines weave cloth accurately and truly so machines handle figures accurately and truly, thus doing the same work better

at a reduction in expense, saving costly mistakes—and money.

With the advent of a new machine in any field of production, come changes in the routine for the betterment of the business and these changes are as surely being wrought in banks as in other branches of industry. The listing and adding of checks on an adding machine, the list to be returned to the depositor with the checks, was an innovation only a few years ago, but what banker would think today of returning to the old method of listing and mentally adding checks!

The balancing of pass books is still a custom with most banks, but rapidly and surely the idea of making depositor's statement instead of balancing pass books is taking root in the minds of bankers. When the depositor leaves his money with the bank, the amount of the deposit is entered in his pass book and so the pass book immediately becomes the depositor's receipt for the amount of money left on deposit.

If your grocer should come to you and ask you for your receipt for the money you paid last month so that he might balance your account for this month, would not that impress you as a peculiar transaction? Yet, virtually, that is what the bank does when it requires the depositor to leave his pass book a few days until the bank can balance it for him.

"Necessity is the mother of invention," so some wise sage has told us, and never has there been an invention of a machine or system but that there was a necessity for it, either visibly or latently. There is a necessity for the depositor's statement, although that necessity is not discerned today by all bankers, not by any means, but the time will come when it will be a part of the



# 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.**

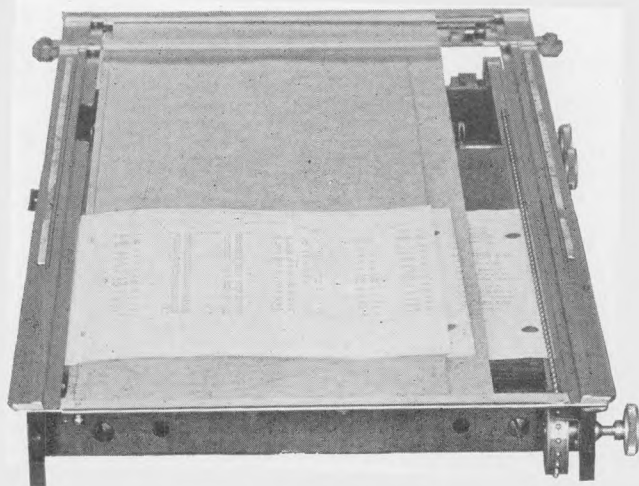
**J. E. MORTON, Asst. Cashier**

routine of every bank for protection and service to depositors.

Perhaps there is a third question justifying the use of machines in banks, and this is service to depositors. Is it not a fact that service is really what a bank offers in return for the confidence bestowed upon it by its clients?

Six years ago or thereabouts, the term "Bookkeeping by machinery" was coined. At first this expression was received by business men with an incredulous smile oftentimes mingled with ridicule. How could machinery keep books?

Six years is a short time and the originators of bookkeeping by machinery in that short while have firmly planted the idea; so that today, bookkeeping by machinery is not only a common expression in the commercial world but has become a verity in thousands of efficiently managed institutions. Elliott-Fisher Company, of Harrisburg, Pa., saw the necessity and invented the machine which keeps books.



Perhaps the greatest feature for doing the work better at a reduction in cost, claimed by Elliott-Fisher Company for its machine, is the making of depositor's statement, posting the ledger and producing debit and credit journal all at one and the same operation and at the same time, mechanically furnishing proven totals of old balances, of checks, of deposits and of new balances. These totals are furnished for checking and through the accuracy of the machine and its automatic mechanical check, proof is secured.

Mechanically assorting, adding and subtracting these figures and distributing them to the records where they belong, accurately and quickly, results in the same work done better at a reduction in the cost, and to go a step further, it furnishes the service of protection and security to depositors.

Another claim made by Elliott-Fisher Company is that The Bookkeeping Machine is flexible in its application to all kinds of bank accounting—that it will handle other accounting work in the bank besides the bookkeeping as outlined above. For instance, it may be used for writing transit and remittance letters, writing checks and check register, draft and draft register; in fact, it may be used in numerous ways wherever writing or adding, writing and adding, or subtracting are desirable.

The Fremont County Savings Bank, Sidney, Iowa, moved into its new home recently.

## H. B. VAN DECAR

*Cashier*

NEBRASKA STATE BANK  
Ord, Nebraska

"You do not need any compliments on your bank journal because the consciousness of doing a thing well is satisfying in itself. Notwithstanding this, however, it is gratifying to most of us to have our good work recognized by others. I just want to say to you I very much enjoy reading *The Northwestern Banker* and derive much benefit from it. I particularly enjoy your editorials, also the articles by our friend Frazier. Frazier is in a class by himself--no need for others to enter or attempt to imitate him--it would be as Emerson said: 'Imitation is suicide.'"

## H. K. DENMEAD

*Cashier*

FIRST NATIONAL BANK  
Marshalltown, Iowa

"In my opinion *The Northwestern Banker* is one of the best publications issued. If the writer were to choose between all the bank magazines issued I would choose *The Northwestern Banker*. This is given without prejudice and with all sincerity."



# Representative Iowa Banks

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

**ALGONA—County Savings Bank.**  
Capital, \$50,000. Surplus and Undivided Profits, \$60,000. Deposits, \$1,075,000.  
E. J. Murtagh, Pres., C. B. Hutchins, Vice-Pres., C. B. Murtagh, Cash., W. H. Bailey and W. K. Schoby, Ass't Cash.

**ALGONA—First National Bank.**  
Capital, \$50,000. Surplus and Undivided Profits, \$24,000. Deposits, \$580,000.  
Wm. K. Ferguson, Pres., E. V. Swetting, Vice-Pres., Leslie C. Seward, Cash., A. C. Ferguson, Asst. Cash.

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

**CHEROKEE—First National Bank.**  
Capital, \$50,000. Surplus, \$50,000. Undivided Profits, \$60,000. Deposits, \$900,000.  
W. A. Sanford, Pres., C. Sullivan, Cash., R. G. Rodman, Ass't Cash.

**ELDORA—First National Bank.**  
Capital, \$50,000. Surplus and Profits, \$60,000. Deposits, \$500,000.  
W. J. Murray, Pres., W. E. Rathbone, Vice-Pres., A. W. Crossan, Cash., H. C. Marks, Ass't Cash. U. S. Depository.

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

**HARTLEY—German Savings Bank.**  
Capital, \$20,000. Surplus and Undivided Profits, \$15,666. Deposits, \$315,000.  
J. T. Conn, Pres., Wm. T. Voss, Vice-Pres., G. E. Knaack, Cash., H. P. Mousel, Ass't Cash.

**KLEMMER—State Savings Bank.**  
Capital, \$15,000. Surplus, \$15,000. Undivided Profits, \$10,000. Deposits, \$240,000.  
W. R. Bloom, Pres., D. D. Ross and Wm. Katter, Vice-Pres., P. M. Grlesemer, Cash., F. J. Wenck, Ass't Cash.

**MARSHALLTOWN—Marshalltown State.**  
Capital, \$100,000. Surplus and Profits, \$100,000. Deposits, \$1,530,000.  
A. F. Balch, Pres., G. A. Turner, Vice-Pres., C. C. Trine, Cash., Harry W. Jennings, Ass't Cash.

**MONTICELLO—The Monticello St. Bk.**  
Capital, \$200,000. Surplus and Profits, \$230,000. Deposits, \$1,650,000.  
H. M. Carpenter, Pres., Wm. Stuhler, Vice-Pres., H. S. Richardson, Cash., H. M. Carpenter, Jr., and F. F. Becker, Ass't Cashiers.

**MARENGO—First Nat. Bank & The Iowa Co. L. & Sav. Bank.**  
Combined Capital and Surplus, \$100,000. Combined Deposits, \$630,000.  
Frank Cook, Pres., Thos. Stapleton, Vice-Pres., J. H. Lewis, Vice-Pres., C. C. Clements, Cash., F. W. Goldthwaite, Ass't Cash.

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

**NEWTON—Jasper County Savings Bk.**  
Capital, \$100,000. Surplus and Profits, \$65,000. Deposits, \$725,000.  
J. M. Woodrow, Pres., F. M. Woodrow, Vice-Pres., A. E. Hindorff, Cash.

**NEWTON—First National Bank.**  
Capital, \$100,000. Surplus, \$50,000. Combined Deposits, \$700,000.  
W. C. Bergman, Pres., H. B. Allfree, Vice-Pres., O. F. Ecklund, Cash., L. A. Russell, Ass't Cash.

**PANORA—Guthrie County Nat'l Bank.**  
Capital, \$50,000. Surplus, \$10,000. Undivided Profits, \$7,740. Deposits, \$395,000.  
M. M. Reynolds, Pres., H. L. Moore, Vice-Pres., Wade Spurgin, Cash., T. R. Swanson, Ass't Cash.

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

**SIOUX CITY—Live Stock National Bk.**  
Located at Sioux City Stock Yards.  
Capital, \$100,000. Surplus, \$100,000.  
Geo S. Parker, Pres., F. L. Eaton, Vice-Pres., C. D. Van Dyke, Cash., A. W. Smith, Ass't Cash.

**TOLEDO—Toledo Savings Bank.**  
Capital, \$50,000. Surplus, \$25,000. Deposits, \$350,000.  
W. C. Walters, Pres., J. P. Walters, Vice-Pres., M. J. Krezek, Cash., R. W. Adair, Ass't Cash.

**WASHINGTON—National Bank.**  
Capital, \$100,000. Surplus, \$100,000. Undivided Profits, \$15,000. Deposits, \$1,050,000.  
J. A. Young, Pres., Wm. A. Cook, Vice-Pres., W. F. Wilson, Cash., A. W. McCulley, Ass't Cash.

**WAUKEE—Waukee Savings Bank.**  
W. R. Beck, Pres., Robt. Stevenson, Vice-Pres., A. A. Leachy, Cash.  
Capital, \$10,000. Deposits, \$60,000.

**WEBSTER CITY—First National Bank.**  
Capital, \$100,000. Surplus, \$60,000.  
W. J. Covil, Pres., E. F. King, Vice-Pres., W. C. Pyle, Cash., E. E. Mason, H. O. Cutler, Ass't Cashiers.

**WINTHROP—Winthrop State Bank.**  
Capital, \$25,000. Surplus and Undivided Profits, \$13,000.  
J. B. Ryan, Pres., A. J. Dunlap, Vice-Pres., E. Brintnall, Cash.

## “Roll of Honor” Banks in Iowa

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

Town	Bank	Capital	Surplus & Profits	Our Special Service
Cherokee.....	FIRST NATIONAL ...	50,000	110,000.00	Send Cherokee items direct to this bank. Prompt returns—low rates.
Holstein.....	HOLSTEIN SAVINGS	60,000	90,000.00	The success of this bank is due to its continuous management by the same officers for twenty-nine years on conservative, obliging business principles.
Madrid.....	MADRID STATE .....	25,000	17,000.00	
Marshalltown.	STATE BANK .....	100,000	100,000.00	Send us your collections for prompt and careful attention

## Representative South Dakota Banks

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

**SUMMIT—Summit Bank.**  
Capital, \$10,000. Surplus, \$2,500. Undivided Profits, \$1,000. Deposits, \$205,000.  
O. P. Brustuen, Pres., C. P. Lien, Vice-Pres., C. H. Lien, Cash., G. C. Mogen, Asst. Cash.

**LEMMON—First National Bank.**  
Capital, \$25,000. Surplus, \$7,500. Undivided Profits, \$3,200. Deposits, \$300,000.  
C. D. Smith, Pres., T. C. Sherman, Vice Pres., A. J. Behrmann, Cashier.

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**

## 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 over thirty years rendered quick and efficient service to its correspondents

Resources, Eleven Million Dollars

### Officers

OWEN T. REEVES, JR., President  
 MERRILL W. TILDEN, Vice-President  
 CHARLES FERNALD, Vice-President  
 GEORGE M. BENEDICT, Cashier  
 FREDERICK N. MERCER, Asst. Cashier  
 HARRY P. GATES, Asst. Cashier  
 DALE E. CHAMBERLIN, Asst. Cashier  
 GEORGE A. MALCOLM, 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.