

THE NORTHWESTERN BANKER

TWENTY-SECOND YEAR

DES MOINES, IOWA, FEBRUARY, 1917

TOTAL NUMBER 354

Northwestern National Life Insurance Co. MINNEAPOLIS, MINN.

JOHN T. BAXTER, President

A PURELY MUTUAL, OLD-LINE, WESTERN COMPANY

Directors

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

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

Established 1851

Capital - - \$3,000,000
Surplus and Profits 16,000,000

HOTEL FONTENELLE OMAHA - NEBRASKA



Bankers are invited to
make this hotel their
home when visiting
Omaha.

Management--JOHN F. LETTON

U. S. DEPOSITORY

Citizens National Bank

DES MOINES, IOWA

J. G. ROUNDS...Chairman of Board

CLYDE E. BRENTON...President
JOHN H. BLAIR...Vice-President
GEO. E. PEARSALL...Cashier
JAMES BURSON...Asst. Cashier

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

ACCOUNTS SOLICITED



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

CENTRAL TRUST COMPANY OF ILLINOIS

CHICAGO

Capital \$ 6,000,000
 Surplus and Profits 2,500,000
 Deposits 50,000,000

Accounts of banks and bankers received upon favorable terms

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



A high quality of service, the outcome of a century of development and growth, is rendered by this bank to its correspondents.

The Mechanics and Metals National Bank

OF THE CITY OF NEW YORK

ESTABLISHED 1810

Total Deposits (Dec. 27, 1916) \$181,000,000.

THE FIRST NATIONAL BANK

WATERLOO, IOWA

Our Capital---\$200,000.00

Our Surplus and Profits---\$250,000.00

OFFICERS

A. M. PLACE, Vice-President
 JAS. BLACK, Vice-President

F. J. EIGHMEY, President

F. P. HURST, Asst. Cashier
 V. J. RECHTFERTIG, Asst. Cashier

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

THE AMERICAN STATE BANK

CAPITAL, \$200,000.00

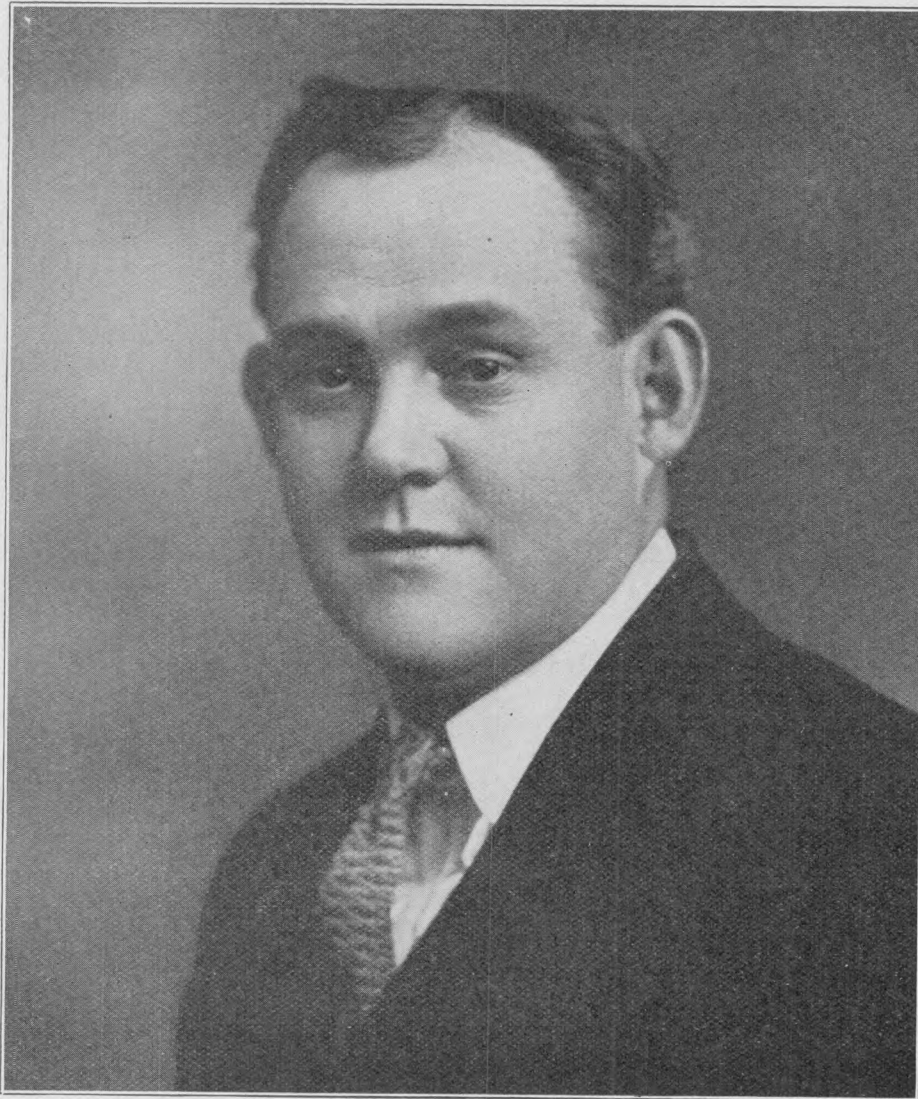
M. F. SHAFER, President
 JOHN F. HECOX, Vice-President

OMAHA

L. M. SWINDLER, Cashier
 A. L. STEINERT, Ass't Cashier

IOWA Banks desiring an accommodating Omaha connection are invited to correspond with our officers.

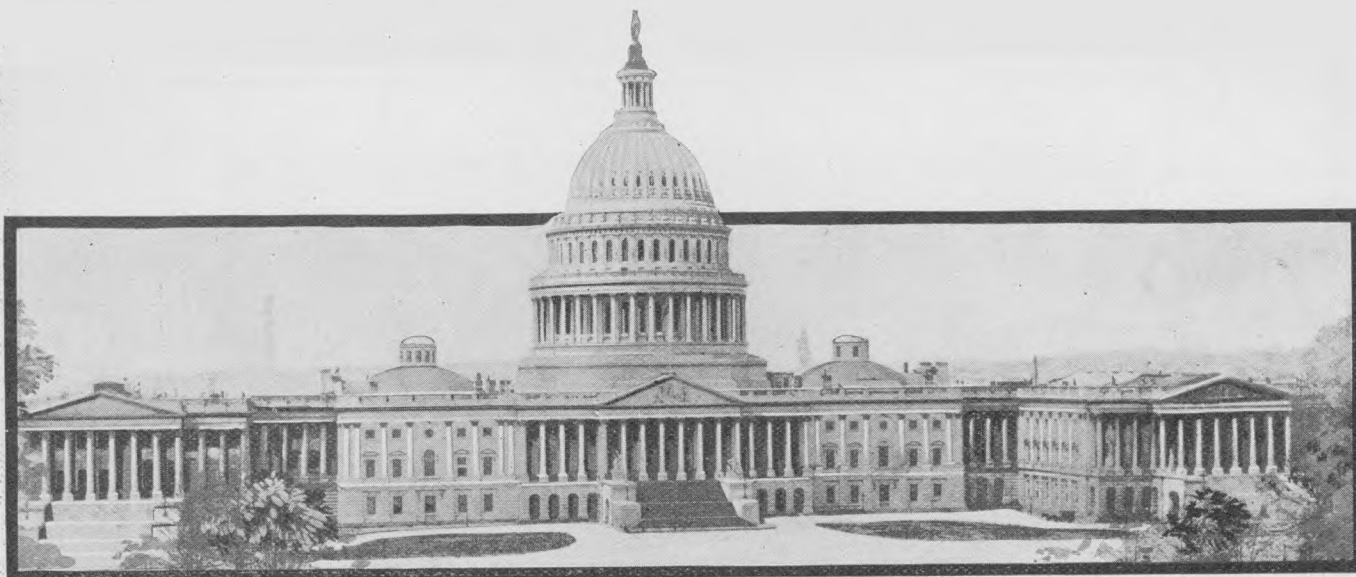
MANAGED by bankers of practical experience who know the requirements of Middle-West Bankers.



DAN MORRIS

President of the Nebraska Bankers Association.

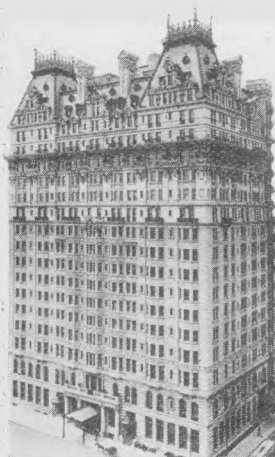
Dan Morris, President of the City National Bank, Kearney, Nebraska, is also President of the Nebraska Bankers Association. Mr. Morris was born on a farm near Indianapolis, Indiana, February 10, 1878, and was educated in the District and State Normal Schools of Nebraska. He was engaged in the farming business before entering the bank. He started his banking career in the City National fifteen years ago as messenger boy. In 1912 he was elected Cashier of this bank and on January 1, 1916, assumed the Presidency. The deposits of the bank, when Mr. Morris first became connected with it were \$94,000 and at the present time they are \$1,418,891.25. Much credit is due Mr. Morris, for the progress of his institution.



The Next Time You Are in WASHINGTON, New York, Boston, Philadelphia, Chicago, Denver, Seattle, San Francisco



Blackstone Hotel
Chicago



Bellevue Stratford
Philadelphia

Make a note of the matting on the floors of the leading buildings, hotels, banks, theatres and stores in these cities. You will find in the U. S. Capitol, the U. S. Postoffice Building at Washington and in most of the other prominent buildings of America the famous **WEAR-PROOF MAT**. The wide-awake managers of these big buildings have STOPPED the endless waste of money spent in replacing short-lived mats every few months. They wanted something better--cleaner--neater--more sanitary--durable. They found it in

WEAR-PROOF MATS

The Cheapest and Best Mats Made

The saving in cost alone is sufficient to warrant their use. Once laid, your mat troubles and expense end. The convenience and time saved in handling by your janitors is a big item. They won't curl up nor crack in handling--a big advantage. The better foot-cleaning qualities soon offset their cost in your maintenance account. There are a dozen reasons why they are the **CHEAPEST AND BEST MATS** made in the long run. Just write on a postal--"Send me prices and literature"--that's all. You'll be surprised.

Wear-Proof Mat Co.

503 So. Peoria St. CHICAGO
Equally Well Adapted for Residences



ESPECIALLY RECOMMENDED FOR USE IN BANK BUILDINGS

WEAR PROOF MATS meet the requirements of Bank and Office Buildings as no other mat can. They are dignified and attractive in appearance--soft to the tread--always stay where placed--never rust, crack, wear through in spots nor curl up. If you have trouble in keeping your floors clean in bad weather, you will be delighted with the change that will follow the use of these sanitary, long-life mats. Used in leading banks everywhere--among them:

Security National Bank Bldg., Sioux City, Iowa.
Mercantile Trust Company Bldg., St. Louis, Mo.
Dime Savings Bank, Detroit, Mich.
First National Bank Bldg., Cincinnati, Ohio.
Union Trust Bldg., Providence, R. I.
Erie County Savings Bank, Buffalo, N. Y.
Marine National Bank, Buffalo, N. Y.
Manufacturer's and Trader's National Bank, Buffalo, N. Y.
Savings Union Bank and Trust Co., San Francisco, Cal.
Fidelity Trust Co., Kansas City, Mo.
First National Bank, Birmingham, Ala.
First National Bank, Richmond, Va.

and many others.

The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, FEBRUARY, 1917

20 Cents Per Copy

Advantages of a New Bank Building

By J. A. Raven

How often have you heard the expression, "This place is good enough for us; we can handle all our business as we are."

To a certain extent this may be true as well as it is true that the same old house in which you used to live was good enough. The same meals could be cooked and eaten and the same amount of sleep had in one as in the other, which would be the same as handling the business in the same old banking house.

Why, then, does the able man discard the old dwelling and take a great deal of care and spend a lot of time on a new modern dwelling—why! for the convenience, the comfort, and the pleasant surroundings.

Why do the farmers build big barns and a nice, large, modern house? Could they not have just the same meals in the old place as in the new? Could they not milk the cows just as well in one place as in another? Why, of course, they could, but—yes—there, you are; the reason is self-evident.

Now then, we come back to the bankers plan of business. Is there any reason why you should not have everything as convenient, comfortable and pleasant there as at your home? Think it over; what per cent of your waking hours do you spend at your business and what per cent at your home. Does it not seem reasonable that the same feeling that you have when homeward bound to your beautiful and pleasant home should hold good when you come back the next day to your place of business in which you are in duty bound to spend the major portion of your time?

So much from the standpoint of the active banker as to comfort and convenience which should be had—but a lot of times, we find a larger boulder in the way and at first sight, it appears as if it would be impossible to remove it. What is this boulder? Why, the inactive officer, director or stockholder says, "We are making money where we are, why should we spend our earnings in such a foolish way." This man, in almost every case, has all of the modern-conveniences at hand where he is actively engaged. If he is a farmer, I venture to say you will find everything on his farm right up to the minute. I would wager he does not shovel

Many banks are realizing more and more the real advantage to be derived from erecting a new bank building. In the first place a new banking home is a community asset. It attracts business and also makes it possible for the officers and employees to transact their business in a more careful and efficient manner. This article, by J. A. Raven, President of the Lytle Company, of Sioux City, Iowa, gives the practical side of bank construction, with which Mr. Raven is very familiar, because of his many years of experience.

"There is another and a most vital point which must not be overlooked. This is the increase in business which never fails. This part you should be most interested in. Ask yourself how the new building should be arranged so as to take care of a great amount of business in the most convenient way and you have before you, quite a perplexing problem—one similar to the housewife about her new home. While it looks hard, it is not so hard after all. One of the first things to consider is your customers. You should make your bank building as pleasant and convenient for them as possible. You must provide for them a customers' vault, in which they can feel that they have an equity. In the smaller country towns a farmers' room and a ladies' rest room are great features and are sure to add to your business. Mr. Jones is a customer of your bank; Mr. James a customer of your competitor. Mrs. James says, "Well, if Mrs. Jones can use that ladies' rest room so can I." The result is, Mr. James transfers his account. Bear in mind that we must have the interior arranged so as to meet the peculiar requirements of the community in which the institution is located. The part that would be a feature in one community might not be of any value in another."

his corn into the crib. Oh, no, he has an up-to-date corn elevator and lets Maud pull it up for him.

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must have the interior arranged so as to meet the peculiar requirements of the community in which the institution is located. The part that would be a feature in one community might not be of any value in another.

I know of one instance in a small town in which there were two banks. One of them erected a splendid building in which there was a farmers' room which was always open to the public. All of the newspapers and market reports were placed in this room, the room was large and was also used for the meetings of the school board, board of directors of a creamery, and also of a Farmers' Elevator and Lumber Company and of the local telephone company.

Then, there was a large ladies' rest room located on the mezzanine floor which was used along the same lines as the men's room.

The deposit boxes, customers' room and telephone booth were so arranged as to make the customers feel as if these were their own individual property.



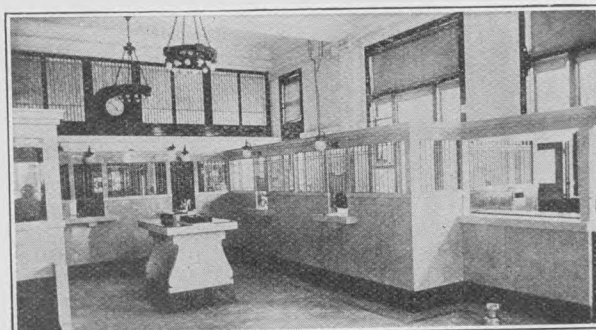
These Banks Modernized at Bank Fixture Headquarters

The year 1916 saw more banking quarters modernized than any year in history. Of this unprecedented number throughout the West, more banks came to Fisher-Morris for this improvement than to any other firm or organization.

The year just closed was the greatest in the 45 years' history of BANK FIXTURE HEADQUARTERS. Each year our growing organization equips more bank interiors than the years preceding. To date more than three thousand banks have been modernized by Fisher-Morris, a record unequaled and unparalleled, we believe, in history.

Through this record of achievement, through growing into the largest bank fixture organization in the West, through the superior results of our work, bankers have come to recognize Fisher-Morris as BANK FIXTURE HEADQUARTERS.

Our forty-five years of specialized experience fit us to meet any problem in interior arrangement. Our largest factory and superior facilities enable unequalled quality of work. And our great volume and consequent saving through efficiency and purchasing power give you these extra advantages at lower cost than less satisfactory results cost elsewhere.



A Fisher-Morris Interior Facilitates Work, Increases Efficiency, Swells Deposits

Modernized During 1916. Ask Them!

The final proof of these assertions lies in the stamp of approval placed on our service by the banks who have benefited by it.

Following is partial list of banks remodeled at BANK FIXTURE HEADQUARTERS during 1916.

Farmers Savings Bank, Joice, Ia.	First National Bank, Canton, S. D.	Gering National Bank, Gering, Neb.
Geneva State Bank, Geneva, Minn.	Charles Mix Co. Bank, Geddes, S. D.	Farmers & Merchants Bank, Kenmare, N. D.
Jones Co. Trust & Savings Bank, Monticello, Ia.	First National Bank, Watertown, S. D.	Farmers & Merchants Bank, Britton, S. D.
Merchants State Bank, Hebron, N. D.	Farmers & Merchants Bank, Bowman, N. D.	First National Bank, Manning, Ia.
Brandon State Savings Bank, Brandon, Ia.	Monona State Bank, Monona, Ia.	Elgin Savings Bank, Elgin, Ia.
Solway State Bank, Solway, Minn.	First National Bank, Hartley, Ia.	Conde Bank, Conde, S. D.
Farmers State Bank, Hills, Minn.	Farmers State Bank, Elkton, Minn.	State Bank of Tulare, Tulare, S. D.
St. Ansgar State Bank, St. Ansgar, Ia.	State Savings Bank, Goodell, Ia.	First National Bank, Lawler, Ia.
Farmers State Bank, Yale, S. D.	Farmers & Merchants National Bank, Minneota, Minn.	Farmers Bank of Blairsburg, Blairsburg, Ia.
First State Bank, Arlington, Ia.	First National Bank, Pipestone, Minn.	Plainview State Bank, Plainview, Minn.
First State Bank, Wauzeka, Wis.	Farmers State Bank, Lake Benton, Minn.	Commercial State Bank, Britt, Ia.
Freeborn Co. State Bank, Albert Lea, Minn.	Farmers State Bank, Garnavilla, Ia.	State Bank of New Richland, New Richland, Minn.
Peoples National Bank, Independence, Ia.	Franklin Co. State Bank, Hampton, Ia.	Dakota Trust & Savings Bank, Sioux Falls, S. D.
Arizona Central Bank, Kingman, Ariz.	Anaconda National Bank, Anaconda, Mont.	Baker State Bank, Baker, Mont.
First National Bank, Fairmont, Minn.	Farmers Savings Bank, Colwell, Ia.	Fertile Bank, Fertile, Ia.
First State Bank, Ruso, N. D.	Farmers Trust & Savings Bank, Marble Rock, Ia.	Farmers State Bank, Stockton, Minn.
Peoples State Bank, Ramona, S. D.	Peoples State Bank, Walla Walla, Wash.	Farmers State Bank, Rossville, Ia.
Arizona Central Bank, Chloride, Ariz.	Farmers National Bank, Garner, Ia.	
First National Bank, Garner, Ia.	Merchants State Bank, Nicollet, Minn.	
First National Bank, Dell Rapids, S. D.		

Watch for our four-page announcement in March Northwestern Banker

FISHER-MORRIS CO.

BANK FIXTURE HEADQUARTERS
CHARLES CITY - - - - - IOWA

The day this bank opened there were two very wealthy farmers and stock raisers present who were not customers of this institution, each one of them rented a private deposit box and within a very short time, they were customers of this bank.

Do you know the reason? No, neither do I, but I would venture to say that if it were not for the special privileges granted the ladies, these gentlemen would still be customers of the other institution.

Another instance, a new bank was organized in a certain town and on account of the unusual strength of institutions already there, it was generally conceded by the public that they would not do well, but they were wide awake and by engaging someone well versed in these special requirements succeeded in erecting a building that was a credit to the town and had every convenience that a person could wish for. The result was this; the day of the opening, the deposits overreached the \$40,000 mark and have increased ever since.

Had the officials of the new organization contented themselves by renting a vacated store room, remodeling and putting in such furniture and fixtures as necessary to carry on a general banking business, I believe that fate would have proceeded to count them out.

The last but one of the most essential parts is the arrangement of the interior and the design of the exterior. The interior should be arranged in such a manner as to give every convenience to the bank officials and employees. The good light and ventilation, properly regulated, fixtures, cabinets, furniture and artificial light, arranged to the very best advantage bring results and efficiency of a high standard.

The exterior designs should be individual, striking, inviting and pleasing to the eye. This, I think, is one of the most essential features in the present day bank architecture and engineering and is one thing that has more to do with the increase of business than anyone could at first imagine.

This is the age of progression, you must take a step forward or you will find yourself in the rear ranks. Progress does not wait, but will desert you.

Times have changed, the old banking house used to be good enough, because everyone had the same thought, but the ranks of the progressive are formed, they are drilled under the best of generalship, and unless we fall in when the command is given, someone else takes our place.

You see the point, the old house must go, begin to study the proposition and when you do step forward, be sure that you have chosen well your girdle.

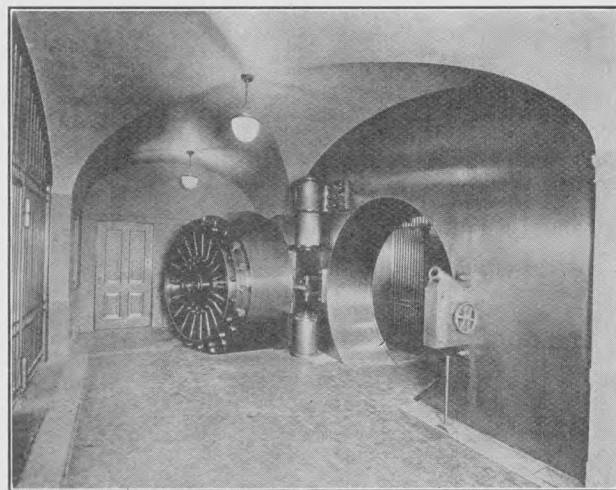
FIFTH AVENUE OFFICE OF THE GUARANTY TRUST CO. OCCUPIES NEW QUARTERS.

One of the three largest and strongest bank vaults in the world was put into commission recently in the new Fifth Avenue office of the Guaranty Trust Company of New York, on the southeast corner of 43d street. The vaults in the Morgan and the Guaranty Trust buildings down town are the only two that equal it in size and invulnerability.

The main door of this vault weighs nearly forty tons and looks like the polished steel breechblock of a great gun. It is so accurately balanced, however, that it can be swung to and fro by a hand's pressure. The combination of the vault is not on the door, but on the jamb at one side. This is the very latest handicap that the

safemaker has placed on the safebreaker. The mechanism of the combination might be blown away by some powerful explosive without impairing the impregnability of the safe itself. Moreover, the combination can be seen only by the person who manipulates it. It is at the bottom of an electrically illuminated steel cylinder that one looks into like a telescope.

The interior of the vault room, lined with polished



The forty-ton door and main entrance to one of the largest bank vaults in the world, the Guaranty Safe Deposit Company, Fifth Ave. and 43d St., New York. The telescopic box at the right reveals the combination dial only to the person who manipulates it.

steel and brass, gives the impression of a large compartment in one of the newest of battleships. The nearly 5,000 steel boxes are arranged in tiers at the sides. There are wall mirrors at the ends of the cross aisles. These looking-glasses, however, are not for the vain. They are an added element of protection, for anyone can be seen in them from anywhere. There



Interior view of the new vault of the Guaranty Safe Deposit Company, Fifth Ave. and 43d St., New York. This vault contains about 5,000 steel safe deposit boxes.

are no "dead corners" where a lurker could conceal himself. Even the 2,000-ton mass of the central safe can be viewed on all sides by means of diagonal mirrors.

How to Keep Happy Every Day

By S. L. Frazier

Did you have a Happy New Year? Of course you did, providing you made somebody else happy.

Happiness is contagious. When you make some one happy you are happy. No use looking for happiness for you can't get it that way. When you are miserable just go out and make others happy, do somebody a good turn. Scatter rays of sunshine here, and seeds of kindness there, and you won't be miserable any longer.

If, on New Year's Day, your tongue was tuneful, if where it could not praise, it was bridled, if it spoke boldly for the right, if it quieted strife and disdained the honey of falsehood, if it cheered and heartened, then of course it was a Happy New Year.

If, on that day, your hands sought the page of truth, if they brought comfort to the mourner and sustenance to the famishing and clothing to the naked and warmth to the freezing, why of course you were happy.

If, on that day, your feet trod the path of duty, if they fled from the homes of plenty and sought the humble sheds of poverty and affliction, "If grandeur's guilty bribe they spurned and home to virtue's cot returned," if they carried a load that lessened the burden of some struggling soul, you were happy without doubt.

If you made a few good resolutions on that day, honestly, sincerely and determinedly, of course you were happy, and if you live up to them you will enjoy 365 happy days this year.

If you turned over a new leaf you were happy and if you don't turn it back you will be happy every day of the year.

If you made up your mind to save a part of every dollar earned, to live within your means, to be thrifty, make more than you spend, get the saving habit, you were happy in the thought, and if you live up to your resolutions, in this regard, you will be happy all the time, for there is no habit that makes for contentment like the saving habit.

This interesting article by Mr. Frazier suggests a better way of appreciating the New Year and incidentally inspires one to live up to the good resolutions made on the opening of 1917.

Most of our woes, most of our troubles, most of our contentions, most of our business failures and

most of our domestic difficulties come from the misuse and abuse of money. Spending our money foolishly is what makes wreck and ruin of home, wreck and ruin of health, wreck and ruin of domestic happiness, wreck and ruin of our business, and leads to divorce, suicide and villainy of all sorts.

Money is a mighty power for good or evil. Spending it wisely makes it a power for good. Spending it foolishly makes it an engine of destruction. Being thrifty, saving regularly and systematically, getting ahead, steadies a man. A good account in a good bank tends to make a man manly. **Doing** something and **having** something bring self-respect. Friends are indispensable and a healthy bank account is one of the best friends a man ever had.

When you are down and out, how many friends have you? Very few indeed. The most of them have gone

where the woodbine entwineth so far as being of any earthly account to you in your poverty. The most of our so-called friends will trot along at our side and smile up into our face, while the sun shines and the waves of prosperity are awash at our feet, but they desert us the moment the clouds gather and adversity dogs our faltering steps. Your check book has the average friend beat seven ways for Sunday.

We are all seeking happiness.

We all want friends. Money rightly used will bring happiness. Money makes for you, friends, while your money lasts, but when the rainy day comes, when old age creeps on, when you are no longer able to play the game, that bank account—your money—is the only friend you can bet on. Making money, saving a part of it and spending the rest—wisely—is great fun. Do something, have something, be something and be happy.

"When you are down and out, how many friends have you? Very few, indeed. The most of them have gone where the woodbine entwineth, so far as being of any earthly account to you in your poverty. The most of our so-called friends will trot along at our side and smile up into our face, while the sun shines and the waves of prosperity are awash at our feet, but they desert us the moment the clouds gather and adversity dogs our faltering steps. Your check-book has the average friend beat seven ways for Sunday."

The National City Bank of Chicago

UNITED STATES DEPOSITORY

Capital, \$2,000,000.00

Surplus, \$750,000.00



A moderate sized bank in which small accounts as well as large are welcomed.

Fairness, Promptness and Courtesy characterize our service.

Correspondence of banks, bankers and corporations, firms and individuals invited.

OFFICERS

DAVID R. FORGAN, President

ALFRED L. BAKER, Vice-President
H. E. OTE, 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
Mgr. Bond Dept.
M. K. BAKER, Asst. Mgr. Bond Dept.

**HEAD OF FEDERAL TRADE COMMISSION
SAYS MERCHANTS DO NOT MAKE A
PROFIT ON HALF THE GOODS
THEY SELL.**

Edward N. Hurley, while Chairman of the Federal Trade Commission, in an interview accorded Printers Ink, New York, recently stated that careful investigation has shown that a large share of the merchants of the country are not making a profit on three of every six articles they sell.

The Commission's crusade in behalf of better business methods is bound to result in great good for the average storekeeper. The Government, however, is not the only party interested in the present country-wide movement in favor of better and more profitable storekeeping. Many trade papers are carrying on campaigns along this line and recently several private concerns have joined the movement, each "doing its bit" to help merchants make a profit on every sale.

Among the latter is the Brenard Company, of Iowa City, Iowa, who has recently issued for distribution among retail merchants a timely and interesting booklet of storekeeping helps called the "Brenard Blue Book."

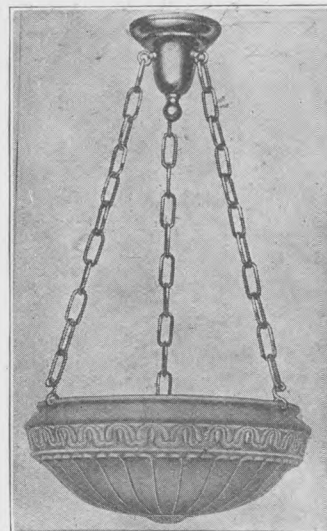
While this book is frankly an advertisement for the Brenard Company, they have devoted very little space to their interests. Over three-quarters of this work is given to terse discussion on the fundamental of good storekeeping and has no particular reference to the Brenard Sales System. The chapters on profit-figuring turnovers, costs and competition are especially interesting and instructive and can be read with profit by every merchant who wants every sale to yield a profit.

**Des Moines Chandelier Co.
Electric Lighting Fixtures**

Phone Walnut 2536

Office Corner Ninth and Walnut Sts.

Des Moines, Iowa



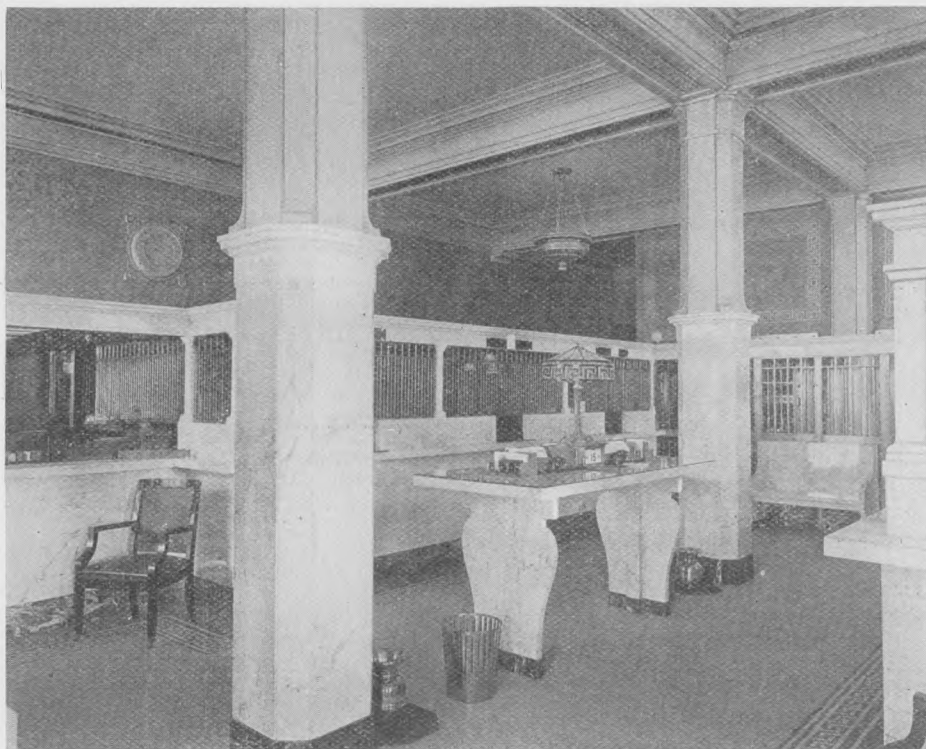
No. 3137

A semi-indirect fixture of class and quality. The large "Mellolite" bowl is 16 inches in diameter with a 14-inch opening. Arranged for one light inside with heavy brass canopy and safe bowl hooks. Length 30 inches over all.

Wired Complete Including Glass . . . \$8.00

**BUSINESS
BUILDING
BANK
INTERIORS**

Estimates
Furnished
From
Your
Architect's
Plans



**JAEGER
MFG.
CO.
DES
MOINES
IOWA**

Expert
Service in
Bank Fixture
Designing
and
Construction

Illustrating Our Ability to Handle an All Marble Job. This Bank
We Furnished Complete in Every Detail.



Recently Completed Under



CITIZENS STATE BANK, ONAWA, IOWA

H. M. CORMANY, President

H. L. HAIGHT, Cashier

An Accomplishment in Remodeling

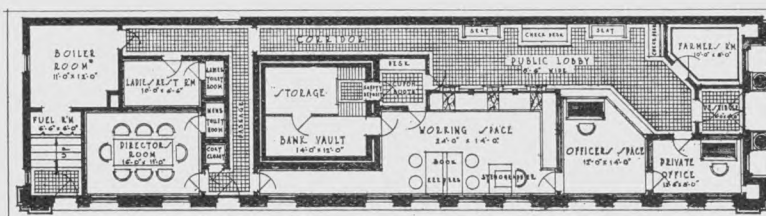
THIS beautiful new home of the Citizens State Bank of Onawa represents a feat in remodeling. It demonstrates remodeling possibilities.

Upon the site purchased for this building was a brick store building 25x100 feet, one story high. It was too good to tear down, so we planned to remodel this into a one-story bank building, changing entirely its exterior appearance and interior arrangement.

Where Experience and Honesty Count

After the material was purchased and construction well under way, the bank officials decided they wanted a two-story building. Here is where THE SERVICE SYSTEM and specialized bank engineering ability proved effective; for this change was efficiently made without waste of cut stone or other materials bought for the one-story plans.

It is in such instances that specialized bank engineering ability save costly waste and expensive losses. It is here that the honesty of the firm you deal with, and the system it employs proves a vital consideration.



FIRST FLOOR PLAN

Description

The exterior is faced with rug face texture, impervious face brick, and trimmed with blue Bedford Cut Stone. The illustration cannot show the pleasing color effects.

Note from the floor plan that the vault doors are so arranged as to give the appearance of a heavy, massive

vault front. The safety deposit boxes face one another and have a mirrored back. The boxes and mirror form the partitions of the customers' vault. Note the easy access from both lobby and work space to ladies' rest room, directors' room, coat closet, toilet and boiler room.

Visit Our Buildings Yourself

To gain any clear understanding of the real appearance and true magnificence of these or other Lytle-constructed bank buildings,—you must see these buildings with your own eyes.

Ask any of the bankers we have served, confidentially, how they are satisfied with our Service. Ask us for a list of bank buildings we have built near you.



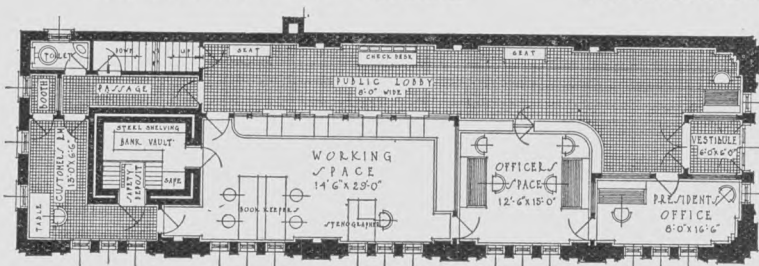
The Lytle Service System



MAPLETON TRUST & SAVINGS BANK

C. I. WHITING, President

R. J. SWEET, Cashier



FIRST FLOOR PLAN

Description

This building is absolutely fireproof. The exterior is finished in Greendale blue-black, rug texture face brick, and light buff, full glazed, enamel terra cotta above water table. Full enamel, granite terra cotta below water table. The building is 23 by 83 feet. The vestibule, public lobby and customers'

room are floored with ceramic tile. Windows are provided with Swedish-Venetian blinds, and light can be regulated to perfection in any part of the building. All fixtures, furniture, vault doors and equipment of special design. Ventilated throughout with washed air system. In every detail, this building is of superior construction.

One of Iowa's Finest

ABOVE is a photographic reproduction of the magnificent new bank building occupied by the Mapleton Trust & Savings Bank. The eyes of bankers all over this part of the

country have been focused on this building. For it is one of Iowa's finest. It is a model of architectural design, efficient arrangement, and true magnificence.

The efficiency with which our organization, under Mr. Raven's personal supervision, executed this responsibility can best be learned from the officers of this bank themselves.

Two Super-Accomplishments

We effected two super-accomplishments which experience proves exceedingly rare in bank construction.

We produced a completed building which even exceeded the bank officials' expectations.

We accomplished this more-than-expected result at a less-than-expected cost. The completed building cost was exactly 20 per cent less than the original estimate. Twenty per cent less than the bank expected to pay.

We cite these instances as evidence of what you may expect from us and, The Service System.

Use the Service System

We are specialists in bank designing, building, remodeling—that is our only business. We have but one thing to sell—SERVICE. Our one charge to you is our service charge, and the efficiency of our system often saves you that. Our system is the new, more satisfactory way. Ask us about it. Our new catalog, "Modern Banks," illustrating and describing many modern banking structures, will be mailed upon request.

The Lytle Company, Sioux City, Iowa

J. A. RAVEN, President

Architects and Engineers of Complete Bank and Office Buildings

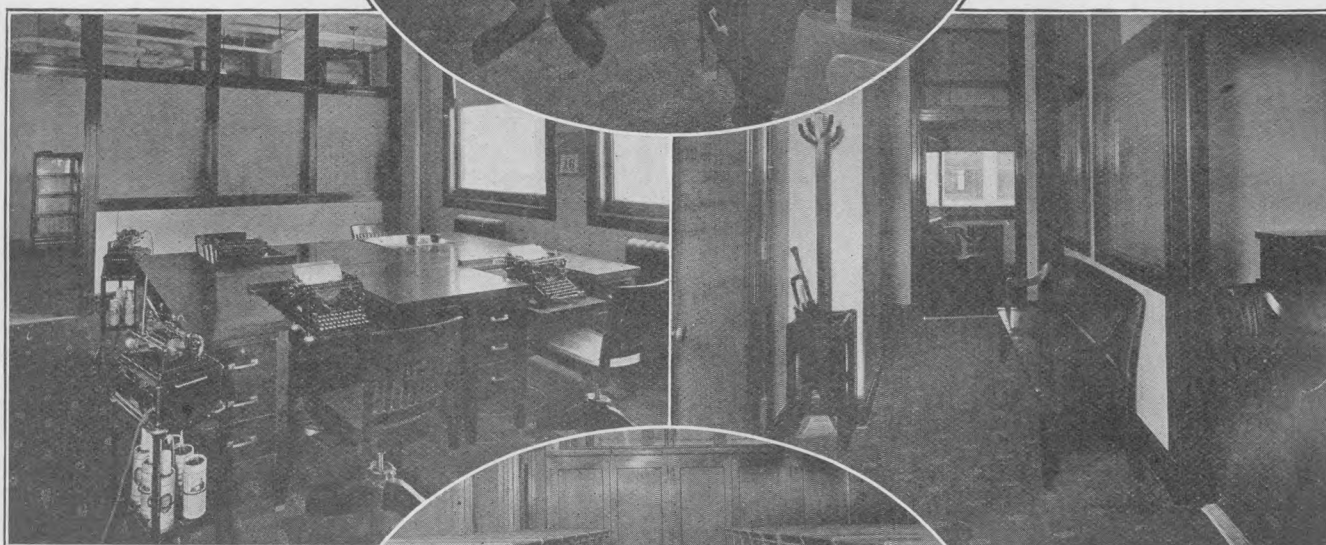
CHARLES E. WALTERS COMPANY MOVE INTO FINE NEW OFFICE IN FIRST NATIONAL BANK BUILDING, OMAHA.

The Charles E. Walters Company, which is well known throughout the country as buyers and sellers of bank stocks, have moved their offices from Council Bluffs, Iowa, to Omaha, Nebraska.

They have secured splendid accommodations in the new First National Bank building, where they now occupy nine rooms on the 14th floor. They have also purchased new furniture and equipment, added to their office force and are now better prepared than ever before to serve their clients in the efficient manner that has always

wonderful business now being transacted by the Walters System, which enjoys a national reputation.

R. W. Walters, first vice-president and head of the Omaha office, began by packing water for the elephants immediately after his graduation from college some ten years ago. He has filled every position from errand boy up, and is thoroughly conversant with all the details of confidential bank salesmanship. He has a wide acquaintance among the bankers throughout the central states and is famous for the Walters smile. Robert L. Goethe, second vice-president, is a practical banker and was engaged in the banking business in Nebraska prior to his connection with the Walters System. He is a polished salesman and a man of exceptional ability, as is



been characteristic of the Walters System.

This business was established in 1905 by Charles E. Walters and later incorporated in 1908.

Charles E. Walters, president, started in the banking business early in life and holds the distinction of being cashier of a bank before he was 21 years old. He had filled every position in both city and country bank. He was the first secretary of the Nebraska Bankers Association and for several years prior to the organization of this company was State Bank Examiner of Iowa. It was while thus engaged that he conceived the idea of selling banks in a confidential way. After making careful plans he proceeded to put his ideas in practical operation. How well he succeeded is best explained by the

evidenced by his rapid rise in the Walters hall of fame, from representative to assistant secretary and then to second vice-president, skipping the secretary's office. Mr. Goethe has a happy faculty of being a good mixer and his friends are numbered only by those he meets.

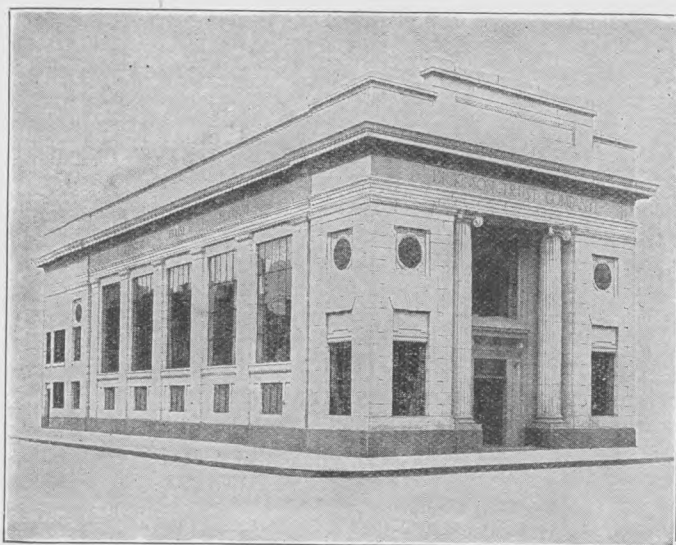
H. H. Byers, secretary, one of the main spokes of the Walters System, began as entry clerk shortly after his graduation from college, but his merits soon won for him a promotion as assistant manager of the bank officers and clerk's department and a few years later he was again promoted to assistant secretary, and his election to the office of secretary followed a year later. Mr. Byers is always on the job, ready to greet you with his hearty welcome and smile.

President's Office
General Office Reception Room
Filing Room

Fridstein and Kerr
BANK ENGINEERS
NINTH FLOOR - MONADNOCK BUILDING
Chicago

ECONOMY PLUS ARTISTIC DESIGN IN BANK BUILDING

We Guarantee in Advance the Completed Cost
of Your Bank Building



Exterior, Dickinson Trust Co.
Richmond, Indiana

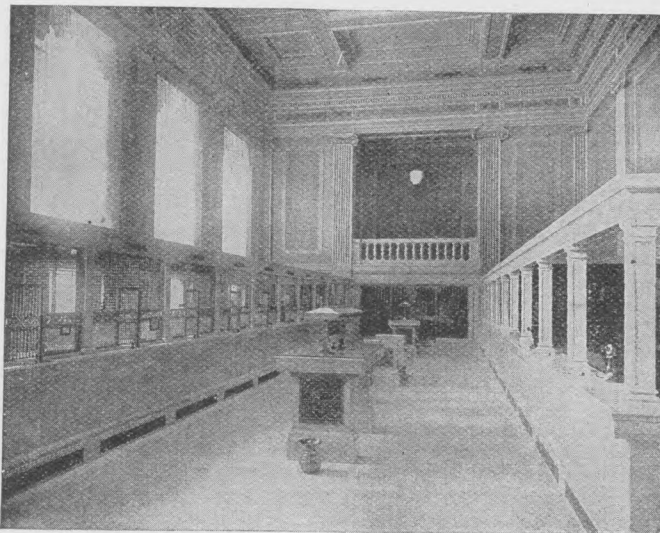
SPECIALIZATION is the watchword of the age. If your bank building is not the result of careful study of your requirements by a trained, experienced and efficient firm of Bank Engineers, you are not properly serving your own or customers' needs.

WE offer you the services of a tried and successful organization of bank specialists.

WE will gladly call on you for a conference.

A Few Banks Whose Buildings Have Been Built Under Our Direction

- Drexel State Bank, Chicago, Illinois. Three Story Bank and Office Building.
- City Bank of Battle Creek, Battle Creek, Michigan. Eight Story Bank and Office Building.
- Security National Bank, Sioux Falls, S. D. Six Story Bank and Office Building.
- St. Joseph Valley Bank, Elkhart, Indiana. Remodeling.
- First Trust and Savings Bank, Elkhart, Indiana. Remodeling.
- Dickinson Trust Company, Richmond, Indiana. Individual Bank Building.
- First National Bank, Ottumwa, Iowa. Individual Bank Building.
- German-American National Bank, Lincoln, Illinois. Two Story Bank and Office Building.



Interior, Dickinson Trust Co.
Richmond, Indiana

"Efficient Design"

FRIDSTEIN & KERR
Bank Engineers

"Economic Construction"

Ninth Floor Monadnock Bldg.

- - - -

CHICAGO

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
FEBRUARY, 1917

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

HOW TO SAY "NO"

Probably the hardest thing for a good many bankers to do is to say "No" at the right time, and still not give offense to the customer who is transacting business with them. In conversation the other day with the president of a very large and successful bank, he said: "I have always made it a rule, when it has been necessary for me to turn down a loan to a customer, to say 'No' in such a way that he will think I have done him a favor." Here is the keynote of success in the building of any banking institution, because the man who comes to you to borrow money on some proposition in which he is vitally interested will never be the friend to you and your bank that you want him to be if you turn down his request for money in a cold, disinterested manner. If, after analyzing the plan which he presents to you, you can point out to him the reason why you think such a business venture would be unprofitable and suggest to him a method whereby he can improve the business, he will not only appreciate your advice but he will feel that in not granting him the loan, you have done him a real favor. To be able to do this successfully, you must study your customers' needs, you must know their good points and their weaknesses as well. But with all of your business and banking knowledge, it takes tact combined with courtesy, a pleasing personality, linked with a true desire to serve, before you can really say "No" to a customer and still have him feel that you are working for his best interests—but you can do it if you try.

THE BROADER VIEW

If the present world-wide financial conditions have done nothing else for the bankers of the country, they have at least caused them to think in larger circles, to look beyond their community problems of finance, and to give them the broader view of conditions, as they are. The banker who does not do this will surely fail in grasping the great problems which will confront us when peace is declared. One of the big financial institutions of the country emphasized this point in a recent article when they said: "Those bankers who fail to appreciate the opportunity that lies before the United States we believe to be few in number. A way will be found for financing our foreign business; that way we believe will be found here, and the financing will be forthcoming from American sources. For every dollar of credit extended abroad at this time, our control over the future is made more sure. If we are to lose our provincial habits of finance, and broaden out into a real and genuine world market, our efforts will be constantly directed toward helping foreign buyers to pay for their purchases in this market. On the other hand, if we are to keep our insular habits, we will shut the doors against such buyers, withholding credit, and making it necessary for them to go elsewhere to satisfy their demands." The broader view of financial affairs must not only be taken of our foreign trade and commerce, but we must also realize that the greatest and best market that we have is right at home and, for this reason, the banking institutions of the country must be ready and willing to do their part in developing home business when the foreign demand slackens.

CAPITALIZING ENERGY

¶ In an address made before a large organization of business men in a growing and prosperous middle western city, Roger W. Babson, one of the best-known statisticians and business prophets in the country, astounded his hearers by stating that the future of any city, state or nation depended not so much upon their location or their natural resources as it did upon the Initiative, Imagination, Economy and Faith of the men who live in them. In other words, Mr. Babson was capitalizing energy and initiative because he knows from actual figures that men who have these qualifications are the greatest asset that any community can have. He puts it this way: "Two men are of the same age, inherit the same amount of property, weigh the same, and receive the same diplomas from school and college. Yet one is a great factor in the growth of your city, and the other you will not even miss. What is the difference? The difference is that the successful man has initiative, imagination, ambition and enterprise, while the other man has not. Buildings, boulevards and banks are but barometers and symptoms of conditions. They do not make or cause conditions. Moreover, population is not the determining factor; otherwise the city which was first the biggest would always remain the biggest and there would be no chance for the smaller places. The reason why South America has not amounted to so much as North America is that the Spanish came to South America to exploit and plunder, while the English came to North America to work and develop." In this connection, it is also interesting to note that David Lloyd George, in a recent address before parliament, mentioned in glowing terms how the individual efficiency of the men of England had been increased since the war. "Before the war," he said, "we had a good many shortcomings in our business, our commerce, our industry. The war is settling them all right in the most marvelous way. You ask a great business man what is going on in those great factories throughout Great Britain and Ireland. Old machinery is scrapped; the newest, the best and latest is set up; slipshod and wasteful methods are eliminated and hampering customs discontinued. I do not know what the national debt will be at the end of this war, but I will make a prediction: Whatever it is what is added in real assets to the real riches of the nation will be infinitely greater than any debt we ever acquire. The resources of the nation in every direction have been developed and directed; the nation itself, disciplined, braced up, quickened, has become a more alert people. We have thrown off the useless tissues; we are a nation that has been taking exercise." What Mr. Lloyd George has said is really a tribute to the energy and industry of his people, stimulated, of course, because of the necessity of fighting a common foe. In this country, however, this same energy and this same initiative which we have referred to above, if used to increase the manufacturing interests of our cities and the agricultural interests of our states, will secure for us the same favorable conditions from a commercial standpoint that England has received, without our having been forced to this because of a terrible conflict.

"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-one years in its present field.



Personal Paragraphs

The Continental National Bank of Sioux City, Iowa, have been increasing their business so rapidly that they have had to seek larger quarters. They have secured the entire corner rooms on Fifth and Pierce streets and will move across the hall from their present location as soon as the necessary equipment and fixtures have been installed. A large number of new deposit boxes will be arranged for the use of customers. The deposits of the bank on December 30, 1916, were \$570,000 and on January 26, 1917, had increased to \$700,000, which is certainly a most excellent growth in so short a time. This record has been largely due to the untiring efforts of the officers who are T. F. Harrington, president; Jas. P. Martin, F. E. Gill, vice-presidents; W. G. Dunkle, cashier; R. Nash, assistant cashier.

The Bankers Trust Company of Des Moines, now organizing, has recently purchased for the benefit of the organization when completed, the abstract books of the Polk County Abstract Company, acknowledged to be the most complete set of records in Polk County. It is their expectation to promote the abstract business as one of the important branches of the Trust Company, as well as to guarantee land titles, which is done by similar institutions in other states.

J. H. Ingwersen, president of the Peoples Trust & Savings Bank, Clinton, Iowa, has entered his institution as a member of the Federal Reserve Bank System. This is the first large state bank in Iowa to become identified with the System and it is Mr. Ingwersen's belief that bankers will soon commence to realize that the Federal Reserve System is a step in the right direction and that it will ultimately bring about a unified banking system in the United States. State bankers will at least watch with interest to see how the Peoples Trust & Savings progresses under the new plan.

"The Record Year of American Finance" is the title of a book recently issued by Knauth, Nachod & Kuhne of New York which covers the investment and banking situation during 1916 in a very able and careful manner. The first paragraph of the booklet says: "The past year has been without doubt the most marvelous

year of American finance. Its story is one of high records, increased wages, new markets, extraordinary financing, expanding foreign trade and the developments growing out of the world-war. The European tragedy has been at all times the dominating influence, for the United States, as the greatest neutral nation, has been peculiarly exposed to the movements and counter-movements incidental to such a catastrophe."

George S. Parker, president of the Iowa Bankers Association and also of the Live Stock National Bank of his city was recently elected president of the Sioux City Clearing House Association. Mr. Parker says that they have a most excellent organization and the rules which they have adopted are lived up to in a very satisfactory manner by all the banks. In order to keep in touch with the live stock conditions in various communities, his bank keeps in touch with affairs through local county newspapers and in going over one of these papers recently, they noticed the following item: "Ole Oleson, of Cornville, shipped a car of hogs to market last week and several of his neighbors went in with him to fill out the load."

The Merchants Loan & Trust Company of Chicago, at their annual meeting elected as a new director Homer A. Stillwell, president of Butler Bros. At the directors' meeting, the officers were re-elected as follows: Chairman of the board, Orson Smith; president, Edmund D. Hulbert; vice-presidents, Frank G. Nelson, John E. Blunt, Jr., C. E. Estes, F. W. Thompson and H. G. P. Deans; cashier, P. C. Peterson; assistant cashiers, John J. Geddes and F. E. Loomis; secretary and trust officer, Leon L. Loehr; assistant secretary, A. Leonard Johnston; manager bond department, G. F. Hardie.

Frank B. Yetter, cashier of the Iowa National Bank, Davenport, received a very appreciative letter recently from the president of one of the largest companies in his city. The letter was addressed to the stockholders of the company and reads as follows: "I want you, as a stockholder of our company, to know that the Iowa National Bank has been a very uniform and consistent friend of this company, and its support, co-



Established 1829
Nationalized 1865

FOR ninety years we have been studying
the banking needs of the business community
and striving to anticipate their requirements

ATLANTIC NATIONAL BANK
NEW YORK CITY

operation and advice has been of great service to us at all times. I do not mean simply that they lend us money when we want it. To be sure, they do that; but the officers of this bank have shown an enthusiasm and interest in our company that is unusual. Therefore, it behooves us all as stockholders to bear this in mind, and, if the opportunity comes, to show that we, or any of us, appreciate their good will and works. This letter to us is unasked and unsolicited by the bank—in fact, they do not even know it is being written, and will not know until they receive a carbon copy."

\$ ————— \$ ————— \$

L. M. Lord, president of the Live Stock National Bank of Omaha, reports the doubling of their capital stock at their annual meeting this year from \$200,000 to \$400,000. They also have a surplus of \$100,000 and undivided profits of \$100,000. This is indeed a most excellent showing and indicates the excellent manner in which Mr. Lord and his associates have been conducting the affairs of the institution. On December 27, 1916, the deposits were over \$6,454,000.

\$ ————— \$ ————— \$

W. D. Hunter, president of the Jackson National Bank, Jackson, Minn., reports a very successful year which showed that on December 27th, they had a capital stock of \$30,000 and surplus and undivided profits of \$36,000 and deposits of over \$571,000. The bank opened for business Jan. 2, 1904, and the surplus is all earned. At the annual meeting the following officers were elected: W. D. Hunter, president; W. C. Portmann, vice-president; Asher O. Nasby, cashier, and Theo. Drahota, assistant cashier.

\$ ————— \$ ————— \$

The New Half Dollars were distributed in Des Moines by the Century Savings Bank. They were designed by Adolph A. Weinman. The obverse side of the half dollar bears a full length figure of Liberty with a background of the American flag flying to the breeze. The Goddess is striking towards the dawn of a new day, carrying laurel and oak branches, symbolic of civic and military glory. The reverse side shows an eagle perched high upon a mountain craig with wings unfolded. Growing from a rift in the rock is a sapling of mountain pine, symbolic of America. The coin bears the usual inscription of "In God We Trust."

\$ ————— \$ ————— \$

A. F. Dawson, president of the First National Bank of Davenport, announces that they have purchased an additional seventy feet of frontage on Main Street in

The First National Bank of Chicago

welcomes and appreciates the accounts of banks and bankers. Its extensive clientele, developed during more than fifty years of consistent service, is splendid endorsement of the agreeable and satisfactory relations maintained with correspondents.

Capital and Surplus \$20,000,000

JAMES B. FORGAN, Chairman of the Board

F. O. WETMORE, President

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

CORN EXCHANGE NATIONAL BANK OF CHICAGO

Capital	\$ 3,000,000
Surplus	5,000,000
Undivided Profits . .	2,000,000
Deposits	90,000,000



OFFICERS

ERNEST A. HAMILL, President
 CHARLES L. HUTCHINSON, Vice-President
 D. A. MOULTON, 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

WATSON F. BLAIR EDWARD B. BUTLER
 BENJAMIN CARPENTER
 CLYDE M. CARR ERNEST A. HAMILL
 CHARLES H. HULBURD
 CHARLES L. HUTCHINSON MARTIN A. RYERSON
 EDWARD A. SHEDD
 ROBERT J. THORNE CHARLES H. WACKER

Foreign Exchange Letters of Credit Cable Transfers

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

order that they can increase the size of their bank in the near future. The bank has for some time been crowded for room and it has been apparent to the officers that additional space would soon be necessary in order to care for the rapidly increasing business. The newly acquired property adjoins the bank on the south.

E. G. McWilliam, president of the American Institute of Banking, will associate himself about March 1st with the Guaranty Trust Company of New York, as an assistant to Vice-president Stetson in the Department of Banks and Bankers. For the last two years Mr. McWilliam has been Manager of Publicity and New Business for the Security Trust and Savings Bank of Los Angeles, an office he has resigned to take the position with the New York institution.

Marvin L. Gosney, formerly of the Ft. Dearborn National Bank of Chicago, has been appointed Assistant to J. Fletcher Farrell, treasurer of the Sinclair Oil & Refining Corporation. Mr. Gosney was born and reared in Paris, Missouri, and for the past six years has been manager of the Transit Department of the Ft. Dearborn National Bank of Chicago, and in that capacity represented the Ft. Dearborn in attendance upon various banking conventions. He is quite well and favorably known by the banking fraternity in the western states, and is considered one of the leading transit men in the country. Mr. Gosney, accompanied by his wife and little daughter, left for the East recently, and will reside in Bronxville, New York.

Craig B. Hazlewood, who has been with the Union Trust Company of Chicago for ten years, was recently elected vice-president and is now in charge of the bank's relations with out of town banks and also directs the department of New Business. Previous to coming to the Union Trust Company he was with the Commercial National Bank of Chicago. He is at present Chairman of the Executive Committee of the State Bank Section of the American Bankers Association.

George T. McCandless, who writes articles for the Northwestern Banker, and manages the Reno State Bank of Hutchinson, Kansas, read a little poem recently which he sent on to us and here it is: "If with pleasure you are viewing any work a man is doing, If you like him or you love him, tell him now. Don't withhold your approbation till the parson makes oration, And he lies with snowy lilies o'er his brow. For no matter how you shout it, he won't really care about it, He won't know how many teardrops you have shed. If you think some praise is due him, now's the time to slip it to him, For he cannot read his tombstone when he's dead."

A. H. Hammarstrom, Certified Public Accountant of Clinton, Iowa, has been a practicing public accountant for the past ten years and has a wide experience, having been employed for six years by some of the leading firms of Certified Public Accountants of Chicago.

The Omaha Clearing House Association held their annual meeting recently and re-elected Luther Drake, president, and W. H. Bucholz, vice-president. J. C. French was elected a member of the Committee of Management and Wm. B. Hughes was re-elected manager.

Harry T. Blackburn, cashier of the Iowa National Bank of Des Moines, together with his wife and son, Mortimer, will sail from San Francisco on March 28th, for a three months' tour through China, Japan, part of the Hawaiian Islands and possibly Australia.

\$—————\$—————\$

Charles B. Oliver, for some years traveling representative for The Live Stock Exchange National Bank of Chicago, has resigned from that capacity to accept a position with Wm. A. Read & Company's Chicago office. Mr. Oliver expects to cover about the same territory as heretofore and his wide acquaintance should prove valuable in his new connection.

\$—————\$—————\$

The Security National Bank of Sioux City, Iowa, has just celebrated the thirty-third anniversary of the founding of the institution. It is interesting to note the remarkable growth in deposits during this time which is indicative of the progress and development of the country during that same period. On March 7, 1884, the deposits were a little over \$30,600. In January of this year, they were over \$5,470,000. W. P. Manley, who is now president of the Security National Bank was also present when the bank was organized and has been an active officer in the institution during all these years. The other officers at this time are T. A. Black, vice-president; C. W. Britton, cashier; C. G. Cummins, assistant cashier.

\$—————\$—————\$

R. L. Chase, Jr., assistant cashier of the Iowa National Bank, Des Moines, is now the official "Welcomer" to all the customers of this growing institution. His duty consists of mingling with the customers of the bank and seeing that they find the right windows and secure what they want. Mr. Chase has worked in every department of the bank and is most capable to give any information desired. Mr. Chase also has his desk up in front now as do also C. H. Stevenson and J. R. Capps, assistant cashiers. All three of the men are now as accessible to the general public as the other officials.

\$—————\$—————\$

Mrs. Tressa McElhinney Trumbauer was recently elected president of the Security Savings Bank of Waterloo, and is said to be the first woman president of a Savings Bank in Iowa. She is the wife of J. Oliver Trumbauer, vice-president of the Leavitt & Johnson National Bank and a sister of F. F. McElhinney, former president of the Security Savings Bank. The office of vice-president of the institution was not filled. F. B. Diterick, elected to that office a year ago, will hold over. Claude F. Berry was re-elected cashier. The annual report given by the vice-president showed the bank enjoyed a very prosperous year in 1916.

\$—————\$—————\$

George H. Wilson, for a number of years cashier of the Ft. Dearborn National Bank of Chicago, has been elected vice-president of that institution and E. C. Tubbs was elected cashier to fill Mr. Wilson's place. Both of these gentlemen have been connected with the bank for many years. Mr. Tubbs for some time past has been auditor of the institution.

\$—————\$—————\$

The Chase National Bank of New York, at their annual meeting, re-elected all of the retiring directors and Henry B. Endicott, of Boston, of Endicott, Johnson & Co., and Edward T. Nichols, of New York, vice-president of the Great Northern Railway Co., were added to the board; and at a meeting of the Board of Direc-

Accounts and Interest Rates Abroad

A banking account in London is a convenience and often a necessity to American banks and business houses. There is today an additional advantage in carrying such an account because of the high rates of interest prevailing there.

The Guaranty Trust Company of New York maintains a London office, whose services are at your disposal. London accounts may be opened through the New York Office of the Company.

Conference or correspondence
is invited.

Guaranty Trust Company of New York

Capital and Surplus, - \$40,000,000.00
Resources, more than - \$500,000,000.00

The ^B/_L COLLECTION BANK of CHICAGO

OFFICERS

FREDERICK H. RAWSON, PRESIDENT
FREDERICK L. WILK, V. PRES.
HARRY A. WHEELER, V. PRES.
CHARLES R. HOLDEN, V. PRES.
CRAIG B. HAZLEWOOD, V. PRES.
FRANK P. SCHREIBER, CASHIER
CHARLES P. KENNING, ASST. CASH.
JOHN S. GLEASON, ASST. CASH.
EDWARD A. HOEFT, ASST. CASH.
H. LINDSAY WHEELER, ASST. CASH.
ALBERT SECKEL, ASST. CASH.

The department of Banks and Bankers, including Collection Service, is in charge of C. B. Hazlewood, Vice-President, and H. Lindsay Wheeler and Albert Seckel, Assistant Cashiers.

*The UNION TRUST COMPANY is
an old, conservative bank, doing a strictly
commercial business. Established in 1869.*



Fort Dearborn National Bank

CHICAGO, ILLINOIS

United States Depository

CAPITAL AND SURPLUS \$2,500,000

DEPOSITS \$42,000,000

WM. A. TILDEN, PRESIDENT
 NELSON N. LAMPERT, VICE-PRES.
 HENRY R. KENT, VICE-PRES.
 JOHN FLETCHER, VICE-PRES.
 MARCUS JACOBOWSKY, VICE-PRES.
 GEORGE H. WILSON, VICE-PRES.
 E. C. TUBBS, CASHIER



WM. W. LE GROS, Ass't CASHIER
 CHARLES L. BOYE, Ass't CASHIER
 WM. L. McKEE, Ass't CASHIER
 R. J. McKAY, Ass't CASHIER
 WM. E. Mc LALLEN, Ass't CASHIER
 H. LAWTON, MGR. FOREIGN DEPT.

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

Van Horn, Cluett & Company

A Co-partnership, the Members of which are

CERTIFIED PUBLIC ACCOUNTANTS

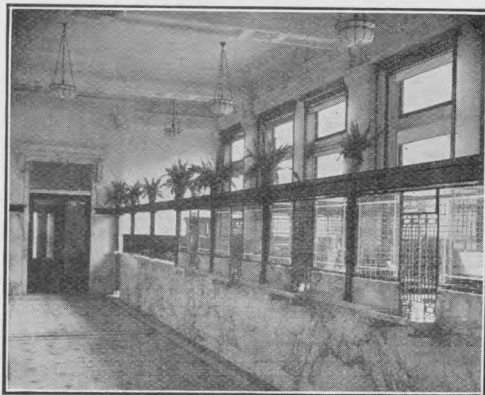
Audits---Investigations---Systems

CHICAGO
 1st National Bank Bldg.

DES MOINES
 S. & L. Building

Attractive Fixtures are a BANK'S Best ASSET

Then Why Not Get "Ehrlich" Fix-
 tures and Increase Your Business?



Interior View of the First National Bank, of
 Fremont, Nebraska.

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

H. EHRLICH & SONS MFG. CO.

ST. JOSEPH, MO.

tors, Gerhard M. Dahl, formerly vice-president of Electric Bond & Share Company, was elected a vice-president, and S. Fred Telleen, Robert I. Barr and Sewall S. Shaw, for many years in the employ of the bank, were appointed assistant cashiers.

Kent C. Ferman, the well-known and popular cashier of the Cedar Rapids National Bank, of Cedar Rapids, Iowa, has been spending the winter in Tucson, Arizona, in order that he might improve his health. In a recent letter, he says: "I am glad to tell you that my condition is not at all serious but I am enjoying this warm climate and intend to stay here until my physician tells me I am fit. A little later on I hope to have Mrs. Ferman join me when we will return home by way of California."

The State Bank of Jordan, Jordan, Minnesota, at the close of business December 27th, had total resources of over \$125,300; on June 30th, last year, they were \$100,189, which indicates that the bank has made a most excellent growth under the management of the following officers: F. H. Wellcome, president; B. I. Moses, vice-president; W. E. Downey, cashier; A. J. Koelzer, assistant cashier.

The Live Stock Exchange National Bank of Chicago at their annual meeting re-elected all of the officers as follows: M. A. Traylor, president; S. T. Kiddoo, vice-president; G. F. Emery, cashier; A. W. Axtell, assistant cashier; L. L. Hobbs, assistant cashier; D. R. Kendall, assistant cashier; G. F. Emery was elected to the directorate, succeeding W. A. Heath, resigned. The last published statement of the Live Stock Exchange National Bank shows total resources of over \$20,000,000.

Claude E. Nichols, cashier of the Farmers' Savings Bank of Bagley, Iowa, reports that their institution during the past year made a very successful record and at their annual meeting in December, declared a 12% dividend, placed \$800 to the surplus account and left

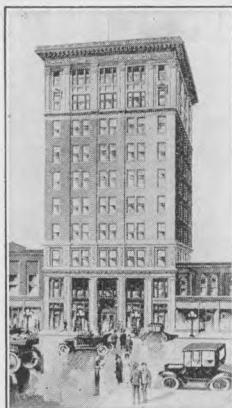
A. H. HAMMARSTROM

CERTIFIED PUBLIC ACCOUNTANT

Member--American Institute of Accountants
 Fellow--Iowa Society of Certified Public Accountants

603 Fourth Ave.

CLINTON, IOWA



LEAVITT & JOHNSON NATIONAL BANK and FARMERS LOAN AND TRUST COMPANY WATERLOO, IOWA

Combined Capital **\$300,000.00**

Surplus and Profits **\$125,000.00**

OFFICERS

J. E. SEDGWICK, President
C. E. PICKET, Vice-President
C. L. KINGSLEY, Vice-President
J. O. TRUMBAUER, Vice-President
IRA RODAMAR, Cashier
C. J. McNULTY, Assistant Cashier
FRED H. WRAY, Assistant Cashier

WE are proud of the fact that we have spent SIXTY-ONE active years in the banking circles of Iowa. If this experience or any of our facilities can be of service, we would be pleased to hear from you.

\$700 undivided profits. The bank has been in business only four years and from November, 1912, to December, 1916, the deposits increased from \$75,000 to \$191,000. The other officers are A. D. Carter, president; John Quayle, vice-president.

\$ — \$ — \$

First National Bank, Philadelphia, has sent out in booklet form an article by Isaac F. Marcossion entitled "The War After the War." The article was wonderfully written, as the first two paragraphs which we quote will indicate: "While the guns roar from the North Sea to the Mediterranean, and the greatest armed host that history has ever known is still locked in a life-and-death struggle on a dozen fronts, another war, more potent and permanent perhaps than the one which now engulfs Europe, lurks beyond the distant horizon of peace. Its fighting line will be the boundaries of all human need; its dynamic purpose a heroic rehabilitation after stupendous loss. It will be the far-flung struggle for the rich prize of international trade, waiting at the end of the crimson lane that sooner or later will have a turning."

\$ — \$ — \$

Fredrick R. Fenton, who for the past twelve years has been actively connected with the bond business, for a number of years sales manager for E. H. Rollins & Sons, for the past five years in a similar capacity with Devitt, Tremble & Co., has severed his connections with Devitt, Tremble & Co. to become vice-president of C. W. McNear & Company, Chicago, having charge of the sales organization. C. W. McNear & Company is one of the best-known municipal bond houses in the West, and they are extending their field of activity into that of financing public utilities and industrial corporations. Mr. Fenton is perhaps better known to the investment banking fraternity as one of the organizers of the Investment Bankers Association of America, having been an officer since its inception. Mr. Fenton brings to his new connection a wide experience and the best wishes of a host of friends.

PHILIP L. BILLINGS

CERTIFIED PUBLIC ACCOUNTANT

MEMBER OF THE INSTITUTE OF ACCOUNTANTS IN THE UNITED STATES

813 BLACKHAWK BANK BUILDING
WATERLOO, IOWA

H. N. Holdsworth & Co. CERTIFIED PUBLIC ACCOUNTANTS

Certified Business and Financial Statements Prepared.

Special Audits for Investors.

Periodical Audits.

Special Audits for Banks.

Systems Installed.

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Johnson County Bank Bldg.

IOWA CITY, IOWA

The NATIONAL BANK of the R E P U B L I C OF CHICAGO

Offers adequate facilities for the accounts of banks and bankers.

JOHN A. LYNCH, President	OSCAR H. SWAN, Cashier
WILLIAM T. FENTON, 1st Vice-Pres.	WM. B. LAVINIA, Assistant Cashier
ROBT. M. MCKINNEY, 2nd Vice-Pres.	THOS. D. ALLIN, Assistant Cashier
JAMES M. HURST, 3rd Vice-Pres.	LOUIS J. MEHL, Assistant Cashier

SECURED NOTES

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

Analyze the Town Before You Build

By Meyer Fridstein

The question of providing attractive and adequate banking room facilities for a bank and its customers is one that sooner or later confronts every successful banking institution, its directors and officers. When this point is reached, a banker naturally turns to the individuals or firms who are making a specialty in this particular line, and he absorbs a great deal of information relative to various contract methods of producing a building, all of which unquestionably have a great deal of merit.

Applied to the preparation of plans and construction of buildings, the principles of efficient management and the results which accrue to an owner from their method are unquestionably advantageous. The method employed is to first carefully study the community in which a bank is located, the character of its patrons, and the particular peculiarities and idiosyncrasies of the bank's customers as well as its officers and clerks. With that in mind, and given a certain space, an arrangement is developed in the banking room which affords the most economical layout and which provides the most comfortable and practical means of the customer transacting his business, the officers and clerks of the bank transacting theirs, and the equipment and arrangement to transact such business with the minimum clerk hire. In conjunction with this is also developed an interior and exterior which from the standpoint of appearance is harmonious, appropriate and architecturally correct and pleasing at

Every banker who has erected a new and modern banking home and every banker who intends to do so knows that an analysis of his community is of vital importance before he builds, in order that his structure may be best suited to the needs of his patrons. In this excellent article by Meyer Fridstein, of the firm of Fridstein & Kerr, Bank Engineers, of Chicago, he points out how each community should be analyzed and the methods which can be employed in securing this information.

of cost. A scientific analysis is made of the cost of every article entering into the building, and when the costs are particularly high in certain materials the use of this material is restricted as far as possible, and

all times to the eye, whether it be that of the layman or the critic.

But another feature of great importance in connection with achieving the above results is that

still obtain the desired results. This principle is applied throughout the construction of the building, and only such materials as are absolutely necessary are used in any part of the work, but bearing in mind at all times that the finished results must be correct.

With this line of thought utilized in the preparation of plans, an owner is assured that once the plans are completed they are correct in every essential, and the same careful thought and attention is given to the building during its construction, so that when completed the actual building represents the careful and scientific analysis which has been given to the preparation of plans.

In buildings which contain additional floors for the use of offices, or in individual buildings which have mechanical equipments to any extent, the operation of the building is standardized. On the basis of tests already made, it is determined what is the best grade of coal to use; what is the most economical method of operating elevators and other mechanical units, and the engineer and janitor service is trained and edu-



MEYER FRIDSTEIN

President Fridstein and Kerr, Chicago.

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

T. F. HARRINGTON, President

W. G. DUNKLE, Cashier
R. NASH, Asst 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.

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

DIRECTORS

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

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

cated to work most efficiently, and to eliminate waste wherever possible.

It is therefore obvious that this is the development of something that is entirely new in the field of construction, as it begins with the analysis of the people who are to use the building, the character of business that is to inhabit it, the development of the building to meet the requirements of its users and inhabitants, and the scientific operation of the building after its completion.

BEAVER VALLEY STATE BANK, PARKERSBURG, IOWA, PURCHASES THE FIRST NATIONAL BANK.

The Beaver Valley State Bank, Parkersburg, Iowa, recently purchased the entire interests of the First National Bank of that place, liquidating and consolidating under the name of the former. At that time the total deposits of the First National were about \$85,000 and the capital \$60,000. The total deposits of the consolidated banks are \$940,000, with 143,000 capital and surplus.

The officers are: H. W. Wilhelms, president; Fritz Tammen, vice-president; T. R. Tammen, cashier and C. W. Wilhelms, assistant cashier.

CELEBRATES FIFTY YEARS OF SUCCESSFUL BANKING.

To celebrate a half century of banking on the part of the pioneer bank of Clarinda, Iowa, the Page County State Bank, the president of the bank, J. N. Miller, recently entertained the officers, directors and employees of the bank at his home on West Main street.

Metropolitan Trust Company of the City of New York

is prepared and qualified to render a high-grade service to correspondent banks.

GEO. C. VAN TUYL, JR.	President
BEVERLY CHEW	Vice-President
E. F. ROREBECK	2d Vice-President
J. F. McNAMARA	3d Vice-President
H. B. THORNE	4th Vice-President
BERTRAM CRUGER	Treasurer
GEO. N. HARTMANN	Secretary

Capital and Surplus \$7,000,000.00

60 Wall Street

Member New York Clearing House

Established

1868



Capital and Surplus

\$1,750,000.00

If Your Community

RAISES
FEEDS
SHIPS

LIVE STOCK

A Connection With

**THE LIVE STOCK EXCHANGE NATIONAL BANK
OF CHICAGO**

Will Prove Valuable to You

Legal Opinions and Decisions

Question: Suppose A who owns a piece of real estate gives B a note of \$1,000 secured by a first mortgage on said real estate. A then sells this real estate to C for \$2,000 and conveys "subject to mortgage of \$1,000 which grantee assumes and agrees to pay." The grantee C defaults in payment of mortgage on due date and B, the mortgagee, forecloses, but in such foreclosure proceedings, realizes only \$1,000 of the \$2,000 mortgage. C owns no other property upon which B can have any recourse for the deficiency. Can B have recourse upon A, the original maker of the note for the deficiency?

Answer: Yes, unless he is specifically released by B at time C assumes mortgage, B can have recourse on original maker unless said original maker is specifically released by B at time C assumes mortgage. As between the grantor of mortgaged premises and a grantee who assumes the mortgage personal liability is transferred from the former to the latter. But this does not affect the mortgagee unless mortgagee specifically agrees to release him. See Cyc. "Mortgages" 1352 and cases cited among others James v. Day, 37 Iowa, 164.

Question: Can a holder of a due second mortgage on real estate upon which there is a first mortgage not yet due, foreclose subject to first mortgage and compel holder of first mortgage to accept the money on first mortgage? Or must second mortgage holder wait for his money until first mortgage becomes due?

Answer: He must pay off first mortgagee and then bring suit. Iowa Code Section 4292 provides that at any time prior to sale any person having a Junior lien will be entitled to an assignment of all the interest of the holder of the mortgage by paying the amount secured with interest and costs together with the amount of any other liens of the same holder which are paramount to his. He may then proceed with foreclosure or discontinue at his option.

Question: If a note is made in Iowa at 10% (lawful rate is 8%) and payable in Minnesota (lawful rate

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.

is 10%) would such a note be valid? Would usury law apply in state where note was made or in state where note was payable?

Answer: It would be presumed that same is lawful. Where the several elements of a contract have their "situs" in different states if by laws of one state the contract

would be legal and illegal by the law of the other then parties will be presumed to have contracted with reference to the law of the place where transaction would be valid, always providing there is no evidence of bad faith or deliberate attempt to evade usury laws. The presumption is that the contract is valid. See Cyc. Usury P. 900, Bigelow v. Burnham 83, Iowa 120, 90, Iowa 300.

Question: When is a bank insolvent?

Answer: Insolvency in a Bank or Trust Co. exists whenever such institution from any reason is unable to pay its debts in the ordinary course of business. Commonwealth v. Trust Co. 85, Atlantic, 364.

To say that a bank is insolvent under a statute providing a penalty for receiving deposits with knowledge that bank is insolvent means that all of bank's property and assets are not sufficient to satisfy its debts and not that it may not have sufficient funds in reserve to satisfy all depositors. Parrish v. Kentucky, 123 S. W. 339.

A bank is insolvent when it does not possess sufficient assets and good paper to pay its debts. See "Words & Phrases" Insolvency.

Question: If Executor or Administrator borrows money for the estate and signed note "John Jones, Executor," or "John Jones, Administrator," if estate proves insolvent can bank hold John Jones personally liable for note?

Answer: An executor or administrator has no inherent power to borrow money and loans to representative do not constitute valid claims against the estate although representative is himself personally liable, but an equity arises on behalf of lender where the

(Continued on page 82.)



We Offer You a Bargain--

in this set of used Bank Fixtures. We will gladly mail you a floor plan and complete specifications. These are made of oak and are in splendid condition. Ask for our price—it will surprise you.

COMPLETE BANK EQUIPMENTS are our specialty—let us figure with you on your fixtures—furniture—ledgers and loose leaf devices—supplies and Steel Equipments.

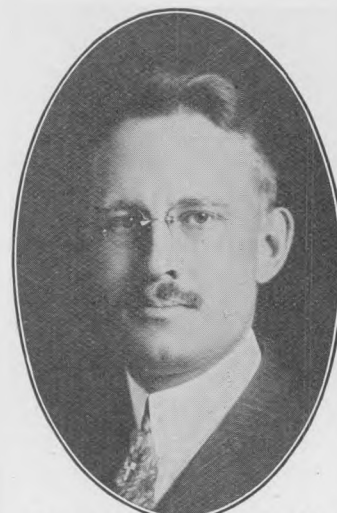
McNAMARA-KENWORTHY CO.
DES MOINES, IOWA



CHARLES E. WALTERS, President

CONFIDENCE

All business is based on confidence. The fact that thousands of bankers have availed themselves of the Walters System in either buying or selling banks, indicates that our service has been satisfactory and that bankers have CONFIDENCE in our ability.



R. W. WALTERS, 1st Vice President

Where Privacy Predominates

One of the greatest essentials in all deals handled by the Walters System is that **privacy predominates**. We know from long years of experience that when a banker wishes to sell his bank he does not care to have the information scattered broadcast. Sometimes a banker wishes to retire from active business; sometimes he wishes to move to another state—there are many legitimate reasons why a man may wish to sell and also why he may not wish it generally known that he intends to make a change—it is here that our System and our Service can help you, in either selling your bank stock or assisting you in purchasing stock in other well-established, prosperous financial institutions.

What we have done for others we can do for you. Correspondence and consultations invited.

THE CHARLES E. WALTERS COMPANY

(INCORPORATED)



ROBT. L. GOETHE, 2nd Vice-President

1422-1430 First National Bank Building

OMAHA

Nebraska

1023-1025 North Western Bank Building

PORTLAND

Oregon


223 Dwight Building

KANSAS CITY

Missouri



HENRY H. BYERS, Secretary



USE
NORTHERN
SERVICE

"Your Checks
Reflect
Your Bank"

About Your Checks

It is your aim, undoubtedly, to buy your checks, drafts, letterheads, certificates of deposit, etc., where you can get the work that best serves your purpose at the best price. If this is your aim, we believe that it will be to your advantage and ours if you will give us an opportunity to submit our quotations on your next order.

We are specialists in this kind of work. Our specialization makes it possible for us to produce the class of bank work that reflects the prestige and dignity of the banking profession.

**NORTHERN
BANK NOTE COMPANY**

DISTINCTIVE LITHOGRAPHING
For
BANK & COMMERCIAL USE

Clark & Harrison Streets - CHICAGO

**B. A. WALLACE ELECTED PRESIDENT OF
THE ROCKFORD STATE BANK, ROCK-
FORD, IOWA.**

B. A. Wallace, who has been cashier of the Rockford State Bank, Rockford, Iowa, during the past twenty-five years, was elected president of the bank at the annual meeting held recently. Mr. Wallace succeeds F. C. Johnson, who has been head of the bank since its organization.

Other officers elected for the coming year are: Burton Carratt, vice-president; A. C. Meiers, cashier, and A. Jenkins, assistant cashier.

Reports of officers who reviewed the work of the past year indicated that the bank had passed through one of the most successful years since its organization.

**W. N. HOSTROP ELECTED PRESIDENT OF
CITIZENS SAVINGS BANK, CEDAR
FALLS, IOWA.**

W. N. Hostrop was recently elected president of the Citizens Savings Bank, Cedar Falls, Iowa.

The new president enters upon his duties backed by a practical banking experience covering a span of 25 years, during which time he has built up a personal following that will be of great value to the bank.

The bank was launched as a private institution in 1899, and about a year later incorporated under a national charter. In 1905 Mr. Severin retired from the active management, at which time the Citizens Bank and the State Bank were merged under the corporate name of the Citizens Savings Bank with C. A. Wise as president and W. N. Hostrop as vice-president.

The consolidated institution has enjoyed a continuous and steady growth from its inception.

BANKERS TRUST COMPANY

(ORGANIZING)

of Des Moines

Proposed Capital \$1,000,000

Surplus \$250,000

This company will transact a general trust company business in all its branches, including the purchase and sale of farm mortgages, Iowa municipal, county, drainage, and improvement bonds, act as trustee, guardian, executor, administrator, etc., operate a real estate department and furnish abstracts of title.

Especial attention will be given to country bank accounts and special service will be rendered such depositors. The company will do a savings bank business but will not do local commercial banking.

B. F. KAUFFMAN, President

**ASHTON CLEMENS
C. L. HERRING**

**J. W. HOWELL
H. H. POLK**

**FRED W. SARGENT
O. J. FAY**



No Talking Machine Manufacturer Dares to Make this Test

No talking machine manufacturer dares to invite a public comparison between a great artist's voice and the reproduction of that voice by a talking machine. No talking machine could sustain such a test.

The NEW EDISON

has been tested in this manner before two hundred thousand people. Great artists such as Marie Rappold, Anna Case, Alice Verlet, Christine Miller, Marie Kaiser, Elizabeth Spencer, Helen Clark, Arthur Middleton, Thomas Chalmers, and numerous others, have matched their voices against Mr. Edison's Re-Creations thereof and two hundred thousand music lovers have confessed their inability to distinguish the real voices from Edison's Re-Creations of them.

Not a Talking Machine

The New Edison is not a talking machine. It does not re-produce music. It literally re-creates music. It is the world's most wonderful musical instrument.

Come to Our Store

The next time you are in Des Moines. We want to give you an Edison Musicale. There will be no obligation on your part. It will be a pleasure to us to demonstrate this wonderful new invention which Mr. Edison has licensed us to sell.

Write for Catalog and the name of your nearest Edison Dealer.

HARGER & BLISH, Inc.

Mr. Edison's Representatives for Iowa and South Dakota
DES MOINES

RECENT CHANGES IN CITIZENS NATIONAL BANK, DES MOINES, IOWA.

At the annual meeting of the Citizens National Bank, Des Moines, held recently, J. G. Rounds, who has been in the banking business forty-eight years, and forty-three years in the employ of the Citizens National Bank, retired from the presidency of that institution and was elected chairman of the board. Mr. Rounds entered the banking business at McGregor, Iowa, in 1868, being employed at the First National Bank, as assistant cashier. In October, 1873, he came to Des Moines as assistant cashier of the Citizens National Bank. In 1886 he organized the Des Moines Clearing House and was its first secretary and manager, which position he held for ten years. In 1887 he helped to organize the State Savings Bank of Des Moines and was its vice-president for many years, until the death of Mr. M. Strauss, when he was made president. Mr. Rounds has for many years been a director of the Iowa Loan & Trust Co., and one of three trustees who hold the securities behind the debentures of the Iowa Loan & Trust Co.

Clyde E. Brenton, who purchased a large block of stock in the Citizens National some months ago, then becoming vice-president, will succeed Mr. Rounds as president. Mr. Brenton entered the banking business in 1885. In 1888 he was made cashier of the Bank of Dallas Center, Iowa, which was owned by the Brenton Brothers. Mr. Brenton will give his time to the bank as president.

John H. Blair, who has been vice-president of the Des Moines National Bank, will take the place made vacant by the promotion of Mr. Brenton. Mr. Blair was born in northern New Jersey and came to Boone county, Iowa, at an early age. He graduated at Cornell College, at Mt. Vernon, Iowa, and came to Des Moines in February, 1887. He has studied law and was admitted to practice in 1889. He was secretary and attorney for the Iowa Loan & Trust Co. for twelve years. For thirteen years he has been vice-president of the Des Moines National Bank, and for the last five years has had active management of its affairs. Mr. Blair is a banker of large experience and exceptional ability.

George E. Pearsall continues to fill the office of cashier, which he has held for many years. Mr. Pearsall commenced his banking career at Spirit Lake, Iowa, where in 1881 he established the Dickinson County Bank, which has since been nationalized and is now the Spirit Lake National Bank. He also was

one of the organizers of the Emmetsburg National Bank; the Estherville State Bank; the First National Bank of Ruthven; Sac County State Bank and First National Bank of Milford. In January, 1895, the State Savings Bank and the Citizens National Bank, Des Moines, whose stock was owned by the same stockholders, moved into the same room and Mr. Pearsall was made cashier of both banks, which position he has held ever since.

The officers and the following men are the directors: Chas. R. Brenton, Howard J. Clark, W. E. Coffin, Leon Strauss, Chas. L. Gilcrest, F. H. Luthe, Dr. D. W. Smouse, M. Schloss, Maurice Mandelbaum.

IOWA NEWS AND NOTES.

At the annual meetings of the two national banks in Milford, Iowa, held recently, very important changes were made in the managements. At the First National Bank, P. Rasmussen, who has been president of the institution for the past twenty-five years, resigned and was succeeded by C. F. Mauss, who has been cashier. P. O. Bjorensen becomes cashier and L. D. Daily remains as assistant cashier. C. Torstenson will again serve the bank as vice-president. F. A. Heldridge resigned the position of cashier of the Milford National and E. L. Ewen was elected to the position. H. G. Ludeman, who has been bookkeeper, was elected assistant cashier in place of Mr. Ewen.

The second annual meeting of the Farmers State Bank of Dow City, Iowa, was held recently and the following officers were elected: President, L. K. Moore; vice-president, C. Vollersten; cashier, C. L. Isbell, and assistant cashier, E. G. Wiggins.

At a meeting of the board of directors of the Fidelity Savings Bank, Marshalltown, Iowa, held recently, A. T. Davis, assistant cashier was elected cashier, succeeding Wm. A. Sandoe, who died a short time ago. Mr. Davis has been connected with the bank for eight years. E. H. Nyce, formerly second assistant cashier, was made first assistant, and E. J. Paul, a teller, was appointed an assistant cashier.

The Peoples State Bank, Guthrie Center, Iowa, is now in the Honor Roll Class. They have deposits of over \$353,000. One year ago they had \$268,000 in deposits, a gain for the year of over \$85,000. This institution is certainly to be congratulated on the progress they are making. The bank was organized March 18, 1912.

**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.

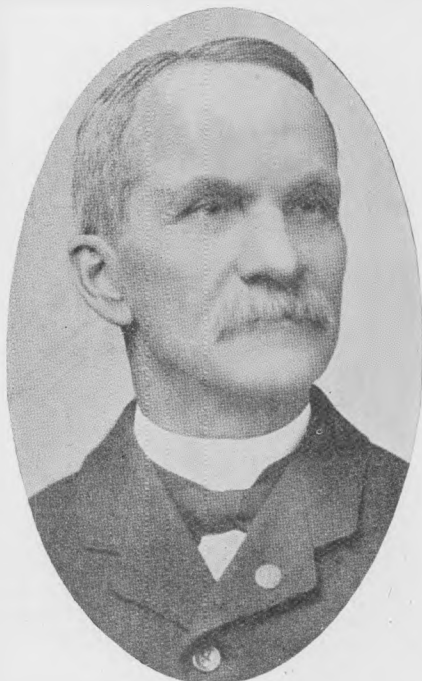
DEPOSITS NEARLY TWO MILLION DOLLARS

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

CITIZENS NATIONAL BANK

DES MOINES, IOWA

The Men Who Are Rendering Real SERVICE to the Customers and Correspondents of This Bank. Is Your Institution One of Them?



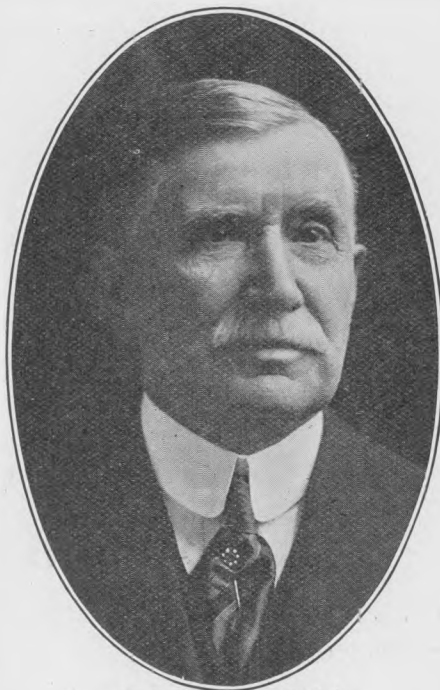
J. G. ROUNDS,
Chairman of the Board.



CLYDE E. BRENTON,
President.



JOHN H. BLAIR,
Vice-President.



GEO. E. PEARSALL,
Cashier.

Bank Advertising That Will Pay

"The First National Bank, capital, surplus, and undivided profits \$250,000." Change the figures to suit, add the name of president, vice-president, cashier, and sometimes your board of directors, and this is a bank advertisement such as you may find in a hundred newspapers. No wonder the average banker regards advertising as a charity proposition, and thinks there is nothing in it for him! What is there in that advertisement to impel action or to fix a "buying" habit?

Metropolitan institutions have added the information, "we pay 4 per cent interest on saving deposits." Some of them suggest that they are glad to render any service consistent with conservative business policy. Even these bare statements do not impel people to begin savings accounts; the latter might turn my footsteps thitherward if I needed a loan.

There is ample evidence that constructive advertising for banks does accomplish results. And the benefits of such advertising accrue to the whole community as well as to the bank. So that the publisher who can persuade his banker to try out advertising which is calculated to increase deposits contributes a real service to everybody in his community.

The Merchants Bank of Salt Lake City, Utah, secured 1,200 accounts in seven months through advertising. How? The copy was made "human instead of statistical." Every material advantage seemed to belong to competitive banks. They had more capital; they had larger surpluses; they occupied better banking houses; they had been longer in business. There was just one score on which they could not excel the Merchants Bank.

That point was Service.

Service is the feature at the Merchants Bank, one of its officers has said, and Service was selected to serve as the backbone of the new advertising campaign. Man's acquisitive habit was ignored; the cry

This excellent article on Bank Advertising also contains many ideas about how not to advertise a bank, and was written by Mr. Buford O. Brown, instructor in Advertising, University of Texas. Mr. Brown gives some specific examples as to how banks can increase their deposits and shows how 1,200 new accounts were added in seven months, as the result of one campaign.

written, dealing with the Merchants Bank as a Service Institution. The officers of the Merchants Bank are just big caliber men—always ready and willing to give counsel on money matters, their advertisements told the people. Laboring classes were made to understand that they were as welcome in the Merchants Bank as the merchant prince. Officers and various employees were introduced through the advertisements.

Every objection brought against the bank was turned into a business-winning point. One evening a teller happened to hear a remark to the effect that the appearance of the Merchants Bank was not massive enough—that one could see the whole place from the outside. Based on this objection an advertisement was headed: "We believe in letting the sunshine in." The text told how much more cheerful is the Merchants Bank than the usual "Vaultlight" institution. "The directors believe in making this bank pleasant for employes and patrons," the advertisement said. Another piece of copy said: "Our officers don't hide in a private office. The minute you enter this institution you see them. The president, vice-president, and cashier are right near the door. They are there to meet you, to counsel with you and to help you with your financial tangles. It matters not whether you are a capitalist or a laborer."

And the result was 1,200 new accounts in seven months!

Plainfield, N. J., in 1902, had a population of 15,000, with three banks, whose combined deposits were \$2,000,000. A new bank was started, and since 1903, all of these institutions have been consistent and continuous advertisers. The population of Plainfield has increased to 20,000, or 25 per cent, while deposits in the banks have increased to over \$10,000,000, or 500 per cent.

"Humanized copy would gain the interest and hold the confidence of the people, and educational suggestions would tell them in a dozen ways how they might lay by a portion of their earnings, and why they should save something. Such advertising would do much to bring America nearer the standard of thrift attained by the French, and would provide millions of dollars for enterprises that are now hampered because we do not have money enough to finance them. The saving habit would also raise the individual's respect for himself and tend to decrease shiftlessness and want."

SECURITY NATIONAL BANK

SIoux CITY, IOWA

Capital and Surplus \$500,000

W. P. MANLEY, President

T. A. BLACK, Vice-President

C. W. BRITTON, Cashier

C. G. CUMMINS, Ass't Cashier

The Best of Service in Handling Collections and Accounts of Banks

Founded 1884

Three banks in a Southern Michigan city of 10,000 people, had total deposits of \$5,500,000 twelve years ago. None of them advertised. A fourth institution, with a management which believed in advertising, accumulated in nine years deposits larger than the combined deposits of the other three banks twelve years ago. In the meantime the other banks concluded that they must advertise intelligently, and the combined deposits of the four banks are now nearly \$11,000,000, a gain of nearly 200 per cent, while the population of the town has increased less than 35 per cent.

Humanized copy would gain the interest and hold the confidence of the people, and educational suggestions would tell them in a dozen ways how they might lay by a portion of their earnings, and why they should save something. Such advertising would do much to bring America nearer the standard of thrift attained by the French, and would provide millions of dollars for enterprises that are now hampered because we do not have money enough to finance them. The saving habit would also raise the individual's respect for himself and tend to decrease shiftlessness and want.

A Missouri bank suggests that "A bank depositor is a public benefactor," and goes on to explain in an every-day sort of way "why." Christmas savings clubs have been organized by many banks in the Southwest. You begin with 10 cents and increase the amount 10 cents each week. Some of the banks are willing to let you begin with 1 cent and double the amount each week for twelve weeks. A Texas bank suggests that you save \$100—"just sit down and figure out how much you could save each week if you tried, and begin now." Another offers to sell you a "savings bond" for either \$50 or \$100, which shall be paid for at the rate of \$1 a week for the former and \$2 a week for the \$100 bond. In either case, the bank agrees to give you the first payment.

5 Cents

**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 CLUB 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.

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)

ONE CONTRACT

The New Way

For Bank Buildings. We specialize in the Design, Construction and Equipment of

Bank Buildings

Write for our method of handling your Building Problems.

H. M. BROWN & CO.

Office: New York Life Bldg., MINNEAPOLIS, MINN.

DISTINCTIVE SIGNS FOR BANKS

STATE BANK

163

HANGER PANEL—beveled plate glass
"BRILLIANT" gold letters

WESTERN DISPLAY CO., Saint Paul

SEND FOR CATALOG

Debt Insurance and Bank Loans

By A. J. Faerber

This subject is of vital interest to insurance men because of the rapid advancement being made along educational lines in life insurance matters as they pertain to credits. Therefore this subject is worth considerable thought and mature reflection will develop many possibilities and naturally many difficulties. However, the latter will gradually be overcome by the great demand for a form of insurance policy which will meet the pressing need of those people granting credit.

In discussing this subject I will refer solely to the banks, principally for the reason that they of all institutions granting credit are paying closer and closer attention to the matter of payment in case of the death of the borrower. The bank is supposed to be a conservator of community resources; therefore, the banker is looked upon as a most logical and wise man. This is especially true in rural districts, accordingly their customers go to him for advice in various matters pertaining to their business. The farmer in the country, the mechanic and small tradesman in the city are very apt to consider anything the banker tells them as literal truth and usually abide by his advice.

What more natural then, than the banker advising his depositors and borrowers regarding buying Life Insurance. So assuming that the banking business is no different than any other commercial enterprise in that it depends on customers for its existence, and believing that you have to do something for the other fellow if you would have him do something for you, it would seem that in order to further the interests of life insurance through banks it would be necessary to devise a policy issued by life insurance companies for the purpose of guaranteeing debt in case of death, and in that way benefit the banker as well as the life insurance business as a whole.

The following article by A. J. Faerber, of Davenport, deals with the advantages to the farmer and business man of protecting their loans with debt insurance, so that their affairs will be taken care of in case of death. Mr. Faerber also believes that this form of a policy is one that bankers could recommend to their borrowers when occasion demands.

the death of the debtor written on a premium basis of 1% of the loan or thereabouts, at age 35 for a period of from one to five years subject to conversion any year to a higher premium policy. There isn't a banker in the United States but who would appreciate its value as A No. 1 collateral in case of death, as the thing that worries most bankers (when a large line of credit is granted) is the death of the debtor.

Believing, however, if this debt insurance was put on the proper basis so that the banker could say to a man when he came to borrow money, "Mr. Smith, we want to help you in your business, you have a growing business, and your business has much merit. We have every confidence in you in the world and we know that if you live that it is only a matter of a few years until

you will be a depositor instead of a borrower. We also feel that it is the bank's duty to help worthy enterprises in our community but we must do that with as little risk as possible. There undoubtedly are other creditors and in case of your death somebody would have to be appointed to represent the creditors and clean up your business, and we do not care to be placed in that position, because estates seldom bring what the beneficiaries expect under forced liquidation,

and we would wish to avoid consequent criticism which is inevitable. So, therefore, I would suggest to you that you take out a "Debt Insurance" policy which in case of your death will liquidate your entire indebtedness and we will turn back the collateral to your estate. The annual cost of this policy will add about 1% to your interest rate, and I believe it is worth every cent of it to you."

Now what effect do you think this would have on

"Accordingly my idea is as follows: A contract issued by a Life Insurance Company for the purpose of guaranteeing the payment of debt in case of the death of the debtor written on a premium basis of 1 per cent of the loan or thereabouts, at age 35 for a period of from one to five years, subject to conversion any year to a higher premium policy. There isn't a banker in the United States but who would appreciate its value as A No. 1 collateral in case of death, as the thing that worries most bankers (when a large line of credit is granted) is the death of the debtor."

NEW FARM MORTGAGE LIFE INSURANCE

Guaranty Life Insurance Company

Davenport, Iowa

The District that is Feeding the World Today is Our Field.

Special Proposition for Bankers and Bank Employees.

L. J. DOUGHERTY, Secretary and General Manager

LANE BUILDING - DAVENPORT, IOWA

your borrower's mind? Do you not believe if presented after this fashion, that he would be thankful to the banker for bringing it to his attention? I am sure if he was worthy of the credit he certainly would be, and that kind of insurance would relieve the banker from all criticism. This method I believe would be real co-operation between the banks and Life Insurance companies. It also possesses the power of suggestion, if good for debt, why not good for income.

I believe the average business man and farmer should carry some kind of life insurance, a certain fixed amount according to his own idea payable to his family and the necessary volume of debt insurance which should be assigned to his creditors, and it would be carried for the sole purpose of preventing serious entanglements in his estate in case of his death. There has been a good deal of suggestion of late relative to banks advertising life insurance. Personally, I feel that method would cost the banks a lot of money. More money than they can ever hope to get out of it, and those banks who have tried this had a theory that they would increase the number of depositors through matured endowments and death losses, that is, get the beneficiaries to deposit their money with them. I have inquired at several banks regarding deposits coming from matured policies both by death and surrender, and in every instance they have said the money usually was dissipated or invested in less than one year. So that they, as bankers did not consider it of much value as a source of permanent deposits. Therefore, it would seem to me that that method would be out of the question.

So from investigation and observation I consider it

National Life Insurance Company

Montpelier, Vermont
Organized 1850 High Dividends Purely Mutual Low Net Cost
Assets \$63,129,877.34

We want a bank connection in your town.
We will make it to your interest to investigate our proposition. Write

YOUNG & PATTERSON, Gen'l Agents
305-6 Citizens National Bank Bldg.
DES MOINES, IOWA

IOWA NATIONAL FIRE INS. CO.

312-313-314-315 HIPPEE BLDG.
DES MOINES, IOWA

JOHN L. BLEAKLY, President
F. L. MINER, Vice-Pres. C. M. SPENCER, Secretary
C. S. VANCE, Underwriting Mgr. FRANK P. FLYNN, Treasurer

Capital
Subscribed
\$500,000.00



Surplus
Subscribed
\$500,000.00

**Will Commence Writing Insurance
January 2, 1917**

POLICY HOLDERS
Will Patronize an **IOWA** Company
Guaranteed by **IOWA** Capital
Managed by **IOWA** Men

IOWA BANKERS Recognize the Advantage of Protecting **IOWA CREDIT** with **IOWA INSURANCE**

Reliable Agents Wanted in Every City in Iowa.
Write to the Company or

H. P. ROSSER,
Supt. of Agents



Organized in 1862 under the laws of Massachusetts.
ASSETS \$127,361,388.95 LIABILITIES \$119,631,183.67
SURPLUS \$7,730,205.28

"THE POLICYHOLDERS' COMPANY"
Live-wire service given all agency connections. For information wire

HENRY G. WISCHMEYER, General Agent
701-3 Hippee Bldg. Des Moines, Iowa
The Service Agency

BE A PATRON OF YOUR LOCAL BANK.

BUILD YOUR DEPOSITS BY SAVINGS.

- - - BE A DEPOSITOR - - -

THE ROYAL UNION MUTUAL LIFE INSURANCE COMPANY

DES MOINES, IOWA

TAKE from your bank deposit the small necessary amount annually to make life insurance an important part of your estate. Life insurance is the installment method of acquiring enlarged estates.

PAYABLE IN CASH WHETHER YOU LIVE OR DIE

SIDNEY A. FOSTER, Secretary

FRANK D. JACKSON, President

Good Agencies Open

necessary to devise some means whereby the banker can insist on more life insurance being carried and I know of no other better method than "Debt Insurance," because it gives the banker an opportunity to tell the borrower that he considers debt insurance in the light of additional good collateral.

I think the group insurance business has done a wonderful work along educational lines among the laboring classes, but the farmer is always a borrower and he is the one who needs education most, and group insurance does not reach him. If the country banker were in a position to impress upon him the necessity of taking out "Debt Insurance," the farmer would

soon become an ardent supporter of life insurance in general.

EQUITABLE LIFE INSURANCE CO. FINISHES FIFTY YEARS OF SUCCESSFUL BUSINESS.

The Banker, as a financial expert, is best qualified to analyze figures and to appreciate the value of all qualities which make up the standing of a business organization.

The Fiftieth Annual Statement of the Equitable Life Insurance Company of Iowa will, therefore, be of especial interest to the readers of this magazine, because it marks the Golden Anniversary of one of the prominent business organizations of the Mid-West.

Comparatively few financial institutions—especially in this section of the country—have been in existence for half a century or more. There is a certain ruggedness of quality which characterizes an organization that can trace its origin to the days of pioneer development; and fifty years ago most of the prosperous conditions which we now enjoy in this section of the country were scarcely dreamed of.

The month of January marks the Fiftieth Anniversary of the Equitable Life Insurance Company of Iowa, organized in Des Moines in January, 1867. It is the first Life Insurance Company organized in Iowa and a pioneer in the entire portion of the United States west of the Mississippi River. Among the several hundred banks in the state of Iowa and its neighboring

WHY are so many people buying the new Disability policies of the Phoenix Mutual Life Insurance Company?

BECAUSE they pay for Total Disability, a monthly income for life—waives all premiums and pay face of policy at maturity without any deductions.

Also pays a monthly income to the beneficiary in event of death of insured when desired.

For further information write or phone

Will D. Bowles, Mgr.

209 W. Fifth St. 301-2 Polk Building
Phone Walnut 714 DES MOINES, IOWA

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
Total admitted assets	\$308,400.07

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
Total	\$308,400.07

NO CLAIMS DUE AND UNPAID

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

"Die Solvent"
Bankers, Have Your Borrowers Investigate our Debt Insurance

1%

That is the average cost per year if They Buy it.

NOTHING. That is what it costs to find out the particulars.

Write

A. J. FAERBER

Banker
Agents Wanted

406 SECURITY BUILDING
DAVENPORT, IOWA

states, comparatively few were in existence fifty years ago, when the Equitable Life Insurance Company of Iowa began business.

This company has, from the beginning, placed its insurance upon the full legal reserve plan—a basis generally regarded as too stringent for newer companies—and, therefore, it has always stood the severest tests for solidity and provision for future obligations.

This company has passed successfully through several periods of general business depression and now enjoys the reputation of being one of the soundest among the well established Life Insurance Companies of the United States, and is procuring a very rapidly increasing patronage in the more conservative eastern centers of industry.

The prosperity of the Equitable Life Insurance Company of Iowa has been coincident with the development of the fertile valleys of the Mississippi and Missouri rivers. During its fifty years of business, it has done a great service to the people by supplying money for the development of agricultural regions, as well as in safeguarding the interests of policyholders and meeting the needs of a vast number of dependent beneficiaries.

The Equitable company made rapid strides during the past year. New insurance, written during 1916 amounted to \$26,226,391, a gain of \$5,802,127 over 1915, and a gain of \$10,548,000 over 1914. The company's patronage in its home city and state bespeaks its reputation for good service given policyholders.

The company now has \$118,320,453 insurance in force, which marks a gain of \$17,965,336 for the year. Total income for the year was \$4,887,536.58, of which

A great combination for the banker to boost
PROTECTION INSURANCE
at Reasonable Cost

—and—
A BANK ACCOUNT
From the Savings

Your customers can procure insurance at a saving which, if deposited with you annually and compounded at 4 per cent, would in a few years produce sufficient interest to pay the premium on the policy.

Get Our Booklet

CUTTING THE HIGH COST OF LIFE INSURANCE
Agency openings in Iowa, South Dakota, Nebraska,
Kansas, Missouri and Wyoming
NATIONAL LIFE ASSOCIATION
Des Moines, Iowa



Pays Good Pay to Good Men

BANKERS LIFE COMPANY, DES MOINES, IOWA

EXPERIENCE FACILITIES SERVICE

ELLIS AND HOLLAND CO.

DES MOINES, IOWA

General Agents

FOR ALL KINDS OF INSURANCE

State Representative for

**Northwestern
Fire and Marine
Insurance Co.**

of Minneapolis

NOW ORGANIZING

DES MOINES LIFE AND ANNUITY COMPANY

DES MOINES, IOWA

Capital - - - \$500,000

Your opportunity to buy stock in a life insurance company now forming, with the largest capital of any company ever organized in Iowa. Special Bank Deposit and Advisors Contract issued to Bankers.

For full information write

Des Moines Life Finance Company

Fiscal Agents, 320-321 Hippee Bldg.

Des Moines, Iowa

1896

1917

Central Life ASSURANCE SOCIETY OF THE United States

SERVICE SECURITY PROGRESS

Watch Us Grow in
20 Years

PROGRESS and SECURITY

Insurance in Force		Admitted Assets
\$256,000.00	1896	\$2,972.00
\$2,366,054.00	1901	\$102,687.00
\$10,576,111.00	1906	\$661,430.00
\$20,565,597.00	1911	\$1,952,407.45
\$48,027,306.00	1916	\$4,922,477.71

SERVICE

Paid in claims and to living Policyholders in 1916

\$329,562.85

Surplus to Policyholders

\$835,703.74

Saved to Policyholders' Account

\$1,298,756.22

GEO. B. PEAK, President
H. G. EVERETT, V. Pres. and Agency Mgr.
HOMER A. MILLER, Treasurer
GEO. N. AYRES, Mgr. Loan Dept.

LET US SERVE YOU DURING 1917

Address

The Central Life
Des Moines

Good Loans and Agency Contracts

\$3,811,856.34 was paid in in premiums. This is an increase in income of about \$650,000 over 1915.

In 1916 there was paid to beneficiaries of deceased policyholders the sum of \$590,049.16. The sum of \$584,089.92 was paid to living policyholders in dividends. Other payments to policyholders for endowments and surrender of policies made the return to living policyholders \$1,194,967.34, making the total paid out on policy contracts, \$1,785,016.50. This is \$405,637 more than corresponding payments in 1915.

Assets of the company now aggregate \$20,000,000, of which more than \$2,000,000 was added in 1916. These assets are chiefly invested in first mortgage loans to the amount of \$16,330,000. They are secured by property valued at more than \$60,000,000.

The Equitable has earned an enviable reputation for large returns to its policyholders, made possible through its conservative management, which meets the most strict legal test.

AMERICAN LIFE INSURANCE CO. MAKES EXCELLENT GROWTH DURING PAST YEAR.

The American Life was organized February 12, 1899, commencing business in Room 609 of the Equitable building in Des Moines. The business was expanded to two rooms the first year and three rooms the second year. At present the company occupies two-thirds of the Ninth Floor of the Hubbell Building and will use the entire floor in a short time when present lease expires. They have purchased the quarter block at Sixth and Park Streets and plan to erect a substantial, modern office building within a few years. Their report the first year showed admitted assets of less than \$1,000 and one unpaid claim of 1,000. Their admitted assets at the close of 1916 are \$1,654,726.76 and they have in force over \$1,000,000 insurance for each year that the company has been in business. Since the reorganization in July, 1900, every claim has been paid in full promptly without a single contest on any policy in force. Best's Policy Analysis and Dividend Illustrations for 1916 showed the American Life to be one of the lowest net cost companies to policyholders for the past ten years. They issue annual dividend and non-participating policies; transact business in nine states and will open more new territory this year.

The managing officers of the American Life are: H. J. Klemme, president; A. D. Hindman, vice-president; J. C. Griffith, secretary and agency manager; H. A. Bryan, treasurer and assistant secretary and L. Hezzelwood, field superintendent.

ROYAL UNION MUTUAL LIFE OF DES MOINES.

For more than thirty years and during the life of the company, Frank D. Jackson, president; Sidney A. Foster, vice-president and secretary; N. M. Hubbard, Jr., vice-president and general counsel; Carl B. Pray, treasurer, and Dr. James Taggart Priestley, medical director, have been associated with the Royal Union and its growth and development is their achievement.

The Royal Union has long stood for solidity, conservatism and efficiency in the field it serves. Its growth has been both steady and symmetrical and its attainment to a place among the great insurance organizations of the country has been so quietly and modestly assumed that the real causes that have operated to produce it have scarcely been understood.

Unlike most insurance organizations of its class, it

Do You Know That

50 Years Ago

THE

Equitable Life

INSURANCE COMPANY

OF IOWA

was organized in Des Moines, Iowa, and that the Equitable is Iowa's
Pioneer Life Company and ranks high among all
companies in results and policyholders

Highest Record of Persistent Business. Over 63% of Insurance Written in
Fifty Years Still in Force

Insurance in force December 31, 1916.....	\$118,320,452
Gain during year (seventy per cent of issue).....	17,965,336
Admitted Assets, December 31, 1916.....	19,890,951
Increase during year.....	2,072,244
Assets Include First Mortgage Loans of.....	16,334,309
Value of Security Underlying First Mortgage Loans.....	60,115,791

PAID POLICYHOLDERS IN 1916

Death Claims	\$ 590,049
Dividends	584,080
Matured Endowments and Surrender Values.....	610,887
Total to Policyholders.....	\$1,785,016

Deposit with Insurance Commissioner December 31, 1916, to protect all policies in force.....	\$18,032,246.39
Increase During 1916.....	1,962,078.61

Home Office, Equitable Building, Des Moines, Iowa

Liberal contracts and low net cost

OFFICERS

J. C. CUMMINS, President
F. C. HUBBELL, Vice-Pres.
H. S. NOLLEN, Vice-Pres.

B. F. HADLEY, Secretary
F. W. HUBBELL, Treasurer
MERVYN DAVIS, Actuary

H. E. ALDRICH, Supt. Agts.
FRED L. WELLS, Med. Dir.
J. E. FLANIGAN, Asst. Act'y.

operates in but few states and has proceeded upon the theory of an intensive cultivation of the field that it occupies. Its entire production is confined to the states of Pennsylvania, Ohio, Missouri, Kansas and Iowa, states chosen by the company as representing the stable producing states of the country in agriculture and manufacturing.

Sidney A. Foster was one of the very first men to recognize that the Iowa insurance law made Iowa the best culture ground for insurance companies which existed in the United States. He was big enough and broad enough to realize that a law which compelled public confidence in its insurance companies by becoming their guarantors must eventually build great companies even though it seemed to place restrictions upon their free administration and what he foresaw has come to pass and the Royal Union together with a number of other successful insurance organizations stand as a monument to the wisdom of that law.

Another element which has contributed greatly to the growth of the Royal Union has been and is the high rate of interest it earns and the further fact that for thirty years there has not been the loss of a dollar to the company by reason of bad investments. These high interest earnings have been a source of great strength to the company and a strong factor in the creation of the high rate of dividends paid to its policyholders.

Under the provisions of the beneficent Iowa insurance law the company has just passed through a most searching examination by the state insurance department with a clean, honorable and efficient record. With its nearly fifty million dollars of business on the books and an income for the current year which will reach

the three million mark and with the good will and confidence of the people of Iowa and the magnificent territory which this company occupies, the management may well look forward to a yet more rapid growth and still higher honors in the years to come and Iowa may be proud of an institution which is being so useful to its people and the people of the other states which it serves.

NEW LIFE INSURANCE COMPANY BEING ORGANIZED IN DES MOINES.

The Des Moines Life and Annuity Company is now being organized with a capital of \$500,000.00 and from the progress that has been made in the sale of its stock, the company will be ready for business within a very short time.

They now number among their stockholders some of the leading bankers and merchants of the state, among whom are such men as John Callander, vice-president of the Century Savings Bank of Des Moines; D. H. McKee, vice-president of the Iowa Loan and Trust Company, of Des Moines; Robert Bannister, one of Des Moines' leading lawyers and financiers; Mr. T. Thompson, banker and manufacturer, of Brighton, Iowa; C. E. Lofland, cashier of the Oskaloosa National Bank and C. M. Keck, vice-president Commercial Bank of Washington.

The company proposes to issue a special bank deposit and advisors contract to a limited number of banks throughout the state, that will be of material assistance in the writing of insurance when the company is ready for business.

It might also be stated that this company is to have the largest capital of any company ever organized in

Royal Union Mutual Life Insurance Company

Des Moines, Iowa

OFFICERS

FRANK D. JACKSON, President
N. M. HUBBARD, Jr., 2nd Vice-President and General Counsel

SIDNEY A. FOSTER, Vice-President and Secretary
JAMES TAGGART PRIESTLEY, M. D., Medical Director

CARL B. PRAY, Treasurer

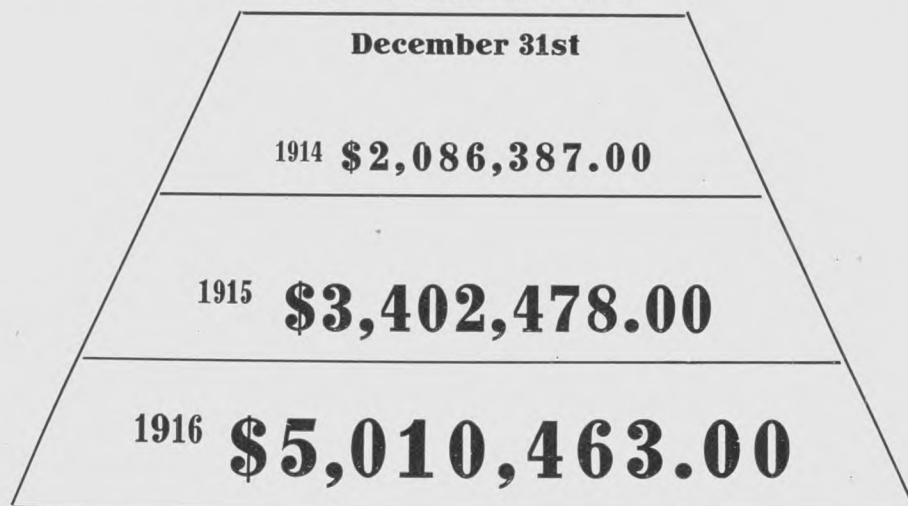
31st Annual (Condensed) Statement Ending December 31, 1916

Income 1916		
Ledger Assets, January 1, 1916	\$5,680,342.50	
Premiums	\$1,575,680.19	
Interest, etc.	443,901.61	
Total Income	2,019,581.80	
Total	\$7,699,924.30	
Disbursements 1916		
Death Losses	\$253,054.05	
Annuities inv'l'g life contingencies	600.00	
Matured Endowments	22,314.00	
Dividends to Policyholders	215,682.29	
Surrender Values	195,581.52	
Total to Policyholders	\$687,231.86	
Paid for Claims on Supplemental Contracts not involving life contingencies	8,910.00	
State Fees and Taxes	26,880.03	
Commissions and Agency Expenses	377,205.24	
Salaries of Officers and Clerks	86,350.85	
Managerial, Legal Expenses and all Traveling Expenses	9,554.47	
Medical Fees and Inspections	35,005.33	
Printing, Stationery, Advertising, Postage, Telegraph, Telephone, Express and Exchange	18,552.14	
Rent, Home Office and Branch Offices	12,698.46	
All Other Disbursements	28,853.31	
Total Disbursements	\$1,291,241.69	
Ledger Assets, Dec. 31, 1916	\$6,408,682.61	
SUMMARY OF YEAR'S BUSINESS		
Total Insurance in force, December 31st	\$44,105,695.00	
Gain in Insurance in force for 1916	4,698,545.00	
Securities on Deposit December 31, 1916, with the State, to Protect Policyholders	6,026,735.60	
Gain in Deposit for 1916	637,966.48	
PAID POLICYHOLDERS OVER \$5,158,000.00—PRESENT ASSETS TO CREDIT POLICYHOLDERS, \$6,637,267.00		
Total Income for 1916		2,019,581.80
Gain in Income for 1916		260,151.40
Total Admitted Assets, December 31, 1916		6,637,266.94
Gain in Admitted Assets		697,750.57
Total Surplus, Assigned and Unassigned		767,716.37
Total Loans		6,101,004.93
Average Interest and Profits Earned (per cent)		6.17
Assets December 31, 1916		
Real Estate		\$130,805.19
First Mortgage Loans		\$4,542,135.00
Loans on Policies and Premium Notes—Net		1,558,869.93
Cash in Office and Banks		151,294.10
Due and Deferred Premiums—Net		72,491.55
Interest Due and Accrued		181,671.17
Total Admitted Assets		\$6,637,266.94
Liabilities December 31, 1916		
Reserve on all Policies (mean basis)		\$5,685,493.00
Death Claims Not Complete		42,606.00
Supplemental Contracts (not due)		93,231.00
Accrued Taxes and Medical Fees		29,166.00
Premiums Paid in Advance		13,167.68
All Other Liability		5,886.89
Surplus to Policyholders, Apportioned and Unapportioned		767,716.37
Total		\$6,637,266.94
INSURANCE ACCOUNT		
In Force, January 1, 1916 (25,387 Policies)		\$39,407,150.00
Issued and Restored in 1916 (5,791 Policies)		\$9,404,160.00
Total 31,178 Policies		48,811,310.00
Terminated in 1916, 2,671 Policies		4,705,615.00
Total Insurance in Force, December 31st		44,105,695.00
Gain in Insurance in Force		4,698,545.00

*Paid for business.

Not an Advertisement—This Page is an Endorsement THREE YEARS PYRAMID OF PROGRESS

INSURANCE IN FORCE



Over Fifty Iowa Bankers Who Carry Western Life Policies

A. O. Anderson, President
First National, Peterson
Louis Bata, Asst. Cashier
Bank of Clutier, Clutier
L. F. Beyer, Asst. Cashier
Sully State, Sully
L. L. Beinhauer, Cashier
Farmers State, Dows
A. E. Blair, Cashier
Farmers State, Grand River
Fred J. Boie, Cashier
Hancock Svgs., Hancock
C. A. Burmeister, Cashier
Center Jct. Svgs., Center Jct.
Nora Boyd, Asst. Cashier
Farmers State, Grand River
D. E. Byam, President
Hubbard State, Hubbard
M. K. Childers, Cashier
Woodburn Bank, Woodburn
J. E. Clayton, Cashier
Bank of Milo, Milo
E. E. Conner, Cashier
First National, Algona
J. C. Cozad, Cashier
Decatur State, Decatur
R. C. Dobrusky, Cashier
Farmers Tr. & Sav., Dumont
A. J. Donald, Cashier
Peoples Savings, Garrison
J. C. Draper, Asst. Cashier
State Savings, Sharpsburg
R. S. Ferris, Asst. Cashier
Farmers Svgs., No. English
C. F. Frazier, Asst. Cashier
Commercial Sav., Des Moines
O. L. Frazier, Cashier
Farmers Bank, Davis City
C. A. Freeman, Asst. Cashier
Bank of Logan, Logan
A. H. Freiberg, Asst. Cashier
Farmers Svgs., New Albin
O. F. Fryer, Cashier
Iowa State Savings, Fairfield
W. C. Hamman, Cashier
Farmers Savings, Keystone
W. F. Huebsch, Asst. Cashier
Ger.-Am. Savings, Le Mars
D. K. Harris, Cashier
Peoples Bank, Jolley



JAS. H. JAMISON
President

A. D. STRUTHERS
Sec'y-Treas.

EVERY Policy protected by Deposit of
Full Legal Reserve with State of Iowa.

RATIO OF MORTALITY has not exceed-
ed 30%.

CAPITAL STOCK fully paid up \$200,000.00.
Deposit with State as security for Policies
\$270,000.00.

Legal Reserve Jan. 1, 1917, \$130,000.00.

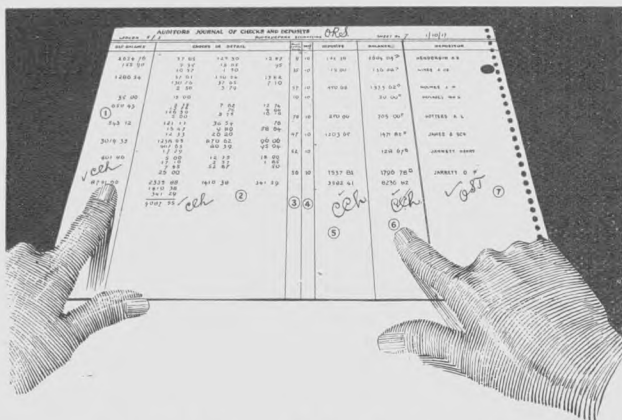
1916 RECORD

A LARGER GAIN in Insurance Written.
Lower Death Rate.
Greater Gain in assets.
LARGER NUMBER satisfied Policyholders.
PROMPT SETTLEMENT of all claims.
Fair and liberal treatment to Policyholders.

Over Fifty Iowa Bankers Who Carry Western Life Policies

A. F. Iverson, Cashier
Bank of Popejoy, Popejoy
William Jons, Cashier
Ogden State, Ogden
J. J. Klingseis, Asst. Cashier
Ger.-Amer. Bank, Dedham
Louis F. Kovar, Cashier
Far. & Mer. Sav., Lidderdale
Peter Langer, Jr., Cashier
Farmers Savings, Minden
J. W. Leuty, Cashier
Percy Savings, Percy
O. H. Perrin, Cashier
First National, Woodbine
C. A. Richardson, Asst. Cashier
First National, Renwick
Clyde L. Roe, Cashier
Citizens Savings, Kelley
J. T. Rogers, Cashier
First National, Corydon
J. V. Rompotl, Cashier
Swisher Savings, Swisher
C. J. Sandvald, Asst. Cashier
Moorhead Bank, Moorhead
H. G. Schultz, Cashier
Otley Savings, Otley
P. F. Shaw, Cashier
Farmers Savings, Allendorf
E. A. Slininger, Cashier
Peoples Savings, Des Moines
Claude Spieker, Cashier
First National, Swea City
E. O. Stearns, Cashier
Van Wert State, Van Wert
E. R. St. John, Cashier
First National, Riceville
P. J. Thede, Cashier
Dixon Savings, Dixon
D. C. Thurlow, Cashier
Exchange Bank, LeRoy
Wm. H. Totten, President
Iowa State, Osceola
C. I. Twedt, Asst. Cashier
Le Grand Savings, Le Grand
P. C. Welle, Cashier
Sully State Bank, Sully
Roy R. Welton, Vice-President
Des Moines Trust, Des Moines





1, Column for Old Balances; 2, Checks in Detail, 3, Number of Checks to Date; 4, Date; 5, Deposits; 6, Balances; 7, Names of Depositors.

The Whole Day's Work at Your Fingers' Ends

This is the Elliott-Fisher Auditor's Journal of Checks and Deposits.

It gives you--right at your fingers' ends--a complete history of every Check and Deposit and every Old and New Balance entered on the Ledgers in the order in which they were entered, for each run and for the entire day's work.

With its aid you can keep in intimate touch with every active account--without going through ledger after ledger and looking through inactive as well as active accounts.

It is no extra work to have this Journal made--the Elliott-Fisher Bank Bookkeeping Machine makes this important record at the same operation as posting the Ledger. It is supplementary record for both checking and reference purposes upon which rests the very foundation of the success of Bank Bookkeeping by Machinery.

Our bank department is at your service to explain more fully in how many ways this Auditor's Journal would prove of advantage in your own bank. Write today. No obligation.

Elliott-Fisher Company

225 Cameron Parkway, Harrisburg, Pa., U. S. A.
Offices in all principal cities

Elliott-Fisher

Bookkeeping Machine

Iowa. The formation of this company at Des Moines certainly speaks volumes for the Capital City as a life insurance center, which will we think, soon become as great a mecca for good, sound, safe life insurance as Hartford.

THE CENTRAL LIFE ASSURANCE SOCIETY NOW HAS INSURANCE IN FORCE OF OVER \$48,000,000.

To have achieved such a record as made by the Central Life of Des Moines within so short a time is a remarkable tribute to the vision and ability of the man who started the company and who through all the years has guided its destinies to the present time.

In 1896 the company's assets were \$2,972 and at the close of 1916 they were \$4,922,477.71. At the end of its first year the Central Life had \$256,000 of insurance in force, and on December 31, 1916, the insurance in force was \$48,027,306. A net gain in the item of insurance in force was made during the year just closed to the amount of \$6,312,476.50, and this amount is greater by \$1,457,045.50 than the net gain for 1915. During 1916 the company paid to policyholders \$329,562.85, of which \$164,396.30 were death claims. The net increase in assets during the year was \$869,193.37. The surplus to policyholders now stands at \$835,703,774, an increase over last year of \$216,323.17. There has been saved to policyholders' account during the past year \$1,298,756.22.

The Central Life owns and occupies its own home office building, known as the Central Life building. The company is recognized at home and abroad as one of the leading companies in the West--worthy of the remarkable growth it has had. President Peak has been most happy in the selection of his associate officers and the present standing of the company is due to their united efforts.

The officers of the company are: George B. Peak, president; H. C. Everett, George A. Peak and O. C. Miller, vice-presidents; T. C. Denny, secretary and medical director; George H. Carr, general counsel; H. A. Miller, treasurer; Dr. D. W. Smouse, chief medical director; George N. Ayres, manager loan department; Fred Wolfinger, assistant secretary, and John A. Wilson, cashier.

ELLIS & HOLLAND CO. OF DES MOINES ADD ANOTHER INSURANCE COMPANY TO THEIR LIST OF GENERAL AGENCIES.

The Ellis & Holland Company of Des Moines recently added the Minneapolis Fire and Marine Insurance Company, to their list of general agencies.

The Ellis & Holland Company are progressing very rapidly. During 1916 they made an increase of 16% in new business over 1915.

NATIONAL LIFE ASSOCIATION OF DES MOINES FINISHES VERY SUCCESSFUL YEAR.

At a recent meeting of the policyholders of the National Life Association, Des Moines, Mr. Harry F. Gross, vice-president of the Mechanics Savings Bank, was re-elected as a director. Other bankers on the board are: E. H. Hunter, president of the Iowa State Bank, and H. S. Butler, vice-president of the Iowa National Bank. E. T. Meredith, a director in the Chicago Federal Reserve Bank, and Judge James P. Hewitt make up the balance of the Directorate.

The Association has just closed a very successful

1899

1916

Eighteenth Annual Statement of the

American Life Insurance Co.

Home Office, Des Moines, Iowa

FINANCIAL STATEMENT

Ledger assets, January 1, 1916.....\$1,334,907.51

INCOME 1916

Premiums on new business\$151,859.21
 Renewal premiums 394,487.17
 Interest and other receipts 99,437.42 645,783.80
 Total\$1,980,691.31

DISBURSEMENTS 1916

Death claims\$ 42,124.65
 Matured endowments and surrender values 43,587.80
 Dividends on policies 27,087.29
 Other payments to policyholders... 9,370.51
 To policyholders\$122,170.25
 Paid on installment policies 2,250.00
 Agents' commissions, new business 93,259.15
 Agents' renewal commissions 31,801.78
 Other agency expense 27,028.58
 Medical department 19,107.80
 Officers, directors and employees ... 35,446.14
 Renewal premium supervision 6,947.89
 Taxes, fees and licenses 11,643.72
 Advertising, printing and postage.. 10,728.06
 Office rent, furniture and supplies.. 6,615.86
 Loan and legal expenses 1,198.24
 All other disbursements 1,670.65 369,868.12
 Balance\$1,610,823.19

LEDGER ASSETS

First mortgages on real estate ..\$1,218,890.00
 Loans on policies in force 252,314.66
 Renewal premium notes 42,780.14
 Agents' balances 15,526.23
 Real estate 36,825.00
 Cash 42,800.74
 Tax certificates 686.42 1,610,823.19

OFFICERS

H. J. Klemme, President.
 A. D. Hindman, Vice-President.
 C. J. Fulton, Vice-President.
 J. C. Griffith, Secretary and Agency Manager.
 E. B. Evans, Counsel.
 H. A. Byran, Treasurer and Assistant Secretary.
 M. B. Alldredge, Cashier.
 L. Hezzelwood, Field Superintendent.
 Dr. E. E. Dorr, Medical Director.
 Dr. J. M. Emery, Consulting Actuary.

NON-LEDGER ASSETS

Interest and rents due and accrued \$30,504.40
 Deferred semi-annual and quarterly premiums and premiums in course of collection (net) 38,652.07 69,156.47
 Gross assets\$1,679,979.66
 Deduct assets not admitted 25,252.90
 Admitted assets\$1,654,726.76

LIABILITIES

Reserve (mid-year) on all policies in force...\$1,365,416.00
 Reserve on installment policies 20,143.66
 Reserve for disability protection 3,032.00
 Surplus apportioned to deferred dividend policies 15,537.75
 Dividends apportioned on annual dividend policies 16,456.48
 Taxes accrued 10,000.00
 Premiums and interest paid in advance 7,223.73
 Claims reported, proofs not filed 6,677.90
 Other liabilities 4,731.82
 Paid-up capital and surplus 205,507.42
 Total\$1,654,726.76

INSURANCE ACCOUNT

Insurance in force January 1, 1916\$15,280,164.00
 Issued and restored in 1916 5,421,707.00
 Total\$20,701,871.00
 Less terminations 2,380,629.00
 In force December 31, 1916\$18,321,242.00

SUMMARY

Per cent of interest earned on mean admitted assets.. 6
 Per cent of death losses incurred to expected40
 Per cent of insurance gained to amount written56
 Per cent of reserve invested in first mortgage loans ...89
 Per cent of admitted assets invested in first mortgage and policy loans88.9
 Per cent of increase in unassigned surplus 28
 Amount of insurance gained\$ 3,041,078.00
 Increase in admitted assets 275,514.00
 Securities on deposit with state of Iowa, Dec. 31, 1916 1,323,007.64
 Increase in securities deposited with state of Iowa in 1916 140,067.12
 Policies in force December 31, 1916 11,907
 Insurance in force in Iowa 10,367,816.00

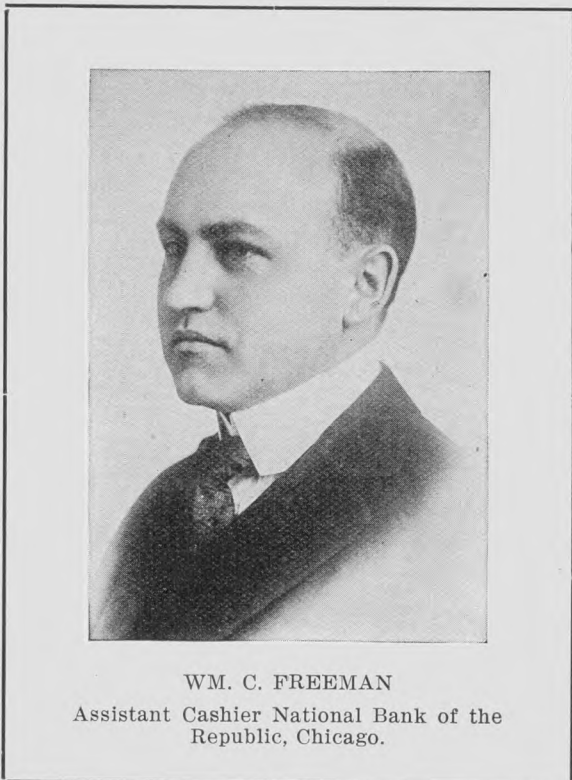
COMPARATIVE STATEMENT

Admitted Assets	Year	Insurance in Force
\$ 26,429.....	1900	\$ 232,700
86,559.....	1902	1,421,225
153,868.....	1904	2,339,925
187,994.....	1906	3,673,725
348,619.....	1908	4,259,188
650,599.....	1910	6,022,380
843,590.....	1912	9,421,268
1,180,363.....	1914	13,102,883
1,654,726.....	1916	18,321,242

AMERICAN LIFE - Des Moines, Iowa

The Service Company

year, with an increase of over two and a half million dollars of business in force.



vice-president; A. W. Layman, secretary; E. S. Kinney, assistant secretary, and Wm. Stevenson, Medical Director.

WM. C. FREEMAN, ELECTED ASSISTANT CASHIER THE NATIONAL BANK OF THE REPUBLIC OF CHICAGO.

Wm. C. Freeman, who has been with the National Bank of the Republic for almost fifteen years, was recently elected an assistant cashier of the institution. Mr. Freeman commenced at the bottom and, through his energy and ability, has reached his present position. Mr. Freeman is well and favorably known among the country bankers of this section as he has made all of the group meetings and state conventions for a number of years.

The First National Bank, of Stanton, Iowa, recently moved into their handsome new building, which is complete in every respect. The First National Bank was organized in 1902, and commenced business in the building from which they have just moved. They consolidated with the Farmers Exchange Bank May, 1906. J. S. Anderson, the present cashier, has been in that capacity since the organization.

The annual meeting of the stockholders of the Citizens Savings Bank, Letts, Iowa, was held recently and the following officers elected: Wm. Lieberknecht, president; H. N. P. Small, vice-president; E. R. McCormick, cashier, and M. J. McCormick, assistant cashier. Mahlon F. Parsons was elected bookkeeper and teller. The deposits reached a mark of more than \$275,000.

Other officers of the Association are M. W. McCoy,

A REMARKABLE BUILDER of DEPOSITS

OUR NEW

50 Weeks Savings Club

THE ORIGINAL



Educates people in the Saving habit that cannot be influenced by conventional methods.

IT WILL RAPIDLY BUILD UP YOUR SAVINGS DEPOSITS

As it has built up the Savings Deposits of every Bank that has put it into operation.

THE SUCCESSFUL

Originated -- Tried Out -- Perfected and Proved Successful by Practical Bankers

We furnish everything—Plan, Books, Blanks, Stationery, Advertising, Etc.

Let us give you full particulars. Write today.

LANDIS CHRISTMAS SAVINGS CLUB COMPANY

ORIGINATORS OF SUCCESSFUL SAVINGS PLANS

Union Trust Building

Harrisburg, Pa.

THIRTY-SIXTH ANNUAL STATEMENT

IOWA STATE TRAVELING MEN'S ASSOCIATION

ORGANIZED 1880

SECRETARY-TREASURER'S STATEMENT

RECEIPTS.

Jan. 1, 1916, Balance (Both Funds)		\$152,285.67
To Membership Fees	\$ 16,224.00	
Assessments and Reinstatements	416,172.00	
Dues	51,022.00	
Interest	7,752.83	
All Other Sources	685.02	491,855.85
		<hr/>
		\$644,141.52

DISBURSEMENTS.

By Claims	\$408,386.52	
General Expense	68,170.77	
Refunds	3,462.50	\$480,019.79
		<hr/>
Jan. 1, 1917, Balance as follows:		
Certificates of Deposit	\$100,000.00	
Des Moines School Bonds	50,000.00	
Cash in Bank	14,121.73	164,121.73
		<hr/>
		\$644,141.52

Membership, January 1, 1917	56,130
Net Gain in Membership in 1916	3,156
Claims Paid in 1916	3,804
Number Claims per 1,000 Members	68
Total Benefits Paid, 1916	\$394,373.67
Cash Balance, January 1, 1917	164,121.73
Cost per Member, 1916	9.00

BENEFITS IN CASE OF ACCIDENT

Accidental Death	\$5,000.00	\$10,000.00
Loss of Both Hands, Feet or Eyes		5,000.00
Loss of One Hand, Foot or Eye		1,250.00
Weekly Indemnity (104 Weeks)		25.00
Weekly Indemnity (Partial Disability)		12.50

BENEFITS PAID OUT SINCE ORGANIZATION\$4,487,254.68

J. W. HILL, President

H. E. REX, Secretary-Treasurer

WILL E. TONE, Vice President

BOARD OF DIRECTORS:

T. B. Cookerly	Horace L. Skinner	Wm. H. Smith	James M. Bowie
John A. Blanchard	Dorsey Hunnell	Geo. E. Hamilton	
Ralph A. Proudfit	Jno. D. Carpenter	M. S. Cohen	

Securities, Bonds and Mortgages

Utility Outlook for 1917.

"A review of progress in the public utility field in 1916 is a story of steady growth in general with no sensational gains, save here and there where special circumstances developed exceptional earning power. It must be remembered that public utility corporations are in no sense in the 'war' class, and they have benefited from the war only as the war may have acted as a stimulus to the general prosperity of the country. Two corporations, however, Northern States Power Co. and Cities Service Co., stand out conspicuously as corporations whose earnings have been increased so largely as to admit of the payment of very substantial dividends, while others, like United Light & Railways, Republic Railway & Light, United Gas & Electric Co., Standard Gas & Electric and a number of smaller corporations, have gladdened the hearts of shareholders with better dividend returns.

"A forecast of the possibilities for 1917 should not fail to take note of the importance which peace will have on public utility properties. It is undeniable that high prices of materials entering into the cost of public utility properties this year, but if we should have peace early in 1917, the public utility corporations could count on a material saving in their expenses and costs of permanent improvements, while their revenues, which come mostly from rates that are fixed, will not fall off materially unless a marked period of depression should ensue. Even in periods of depression, however, it is an axiom in public utility finance, that earnings are effected less, and that, too, markedly, than those of industrial corporations or the railroads. A fair inference, then, is that 1917 will see a continuance of the prosperity of 1916 with some additional features, such as referred to above that should materially increase the returns. Certainly there have been no developments during this year that should make any security holder desire to sell his holdings of public utility investments."

Farm Loan Bonds.

Under the Federal Farm Loan Act of July 17, the twelve Land Banks, for which provision was made, were authorized to make loans to farmers upon first mortgages and to pledge these mortgages as collateral security for bonds to be sold to investors, the proceeds

In this department the various phases of Investment Securities, Bonds and Farm Mortgages will be discussed. We shall be glad to have you ask any questions along these lines that may be puzzling you. Also, we shall be pleased to have you express your opinions on any subject under this department in which you are interested.

of the sale of these bonds to be used in making additional mortgage loans. The Farm Loan Board has now prepared a state-

ment, indicating the nature of the farm loan bonds to be issued by the Land Banks under the provision of the act.

In this connection announcement is made by the Treasury Department of a letter from the secretary addressed to governors of all the states, urging the recommendation of laws making farm-loan bonds legal investments for trust funds and savings banks. Requests of a similar nature have been sent to the various farm organizations throughout the United States.

Farm-loan bonds, to be issued by the several Land Banks under the general supervision of the Federal Farm Loan Board, will be issued in series of not less than \$50,000 (probably not less than \$250,000) each, as obligations of the issuing bank, according to the statement issued by the board. These bonds will be in denominations of \$25, \$50, \$100, \$500, and \$1,000, coupon in form and may be exchanged into registered and re-exchanged. The term of the bonds will probably be 30 years, redeemable after 5 years, with interest payable semi-annually. While the rate of interest is not yet determined it is stated that the bonds will pay not less than 4 per cent nor more than 5 per cent. As security for bonds, the act provides the pledging of an equal amount of first mortgages on cultivated farms, such mortgages being limited to 50 per cent of the value of the land mortgaged and 20 per cent of the value of the permanent insured improvements. The Board adds that the equality between the amount of bonds outstanding and the amount of collateral pledged will always be maintained by the redemption of bonds or the additional of collateral.

With respect to liability on the bonds, the statement refers to the joint liability of the 12 Land Banks for interest payments on any bonds issued by any one of the Banks, as well as for such portion of the principal as shall not be paid after the assets of the issuing Bank have been liquidated and distributed. The bonds may be bought and sold by any member bank of the Federal Reserve System, and are exempt from federal, state, municipal, and local taxation as "instrumentalities of the Government of the United States."

5% FUNDS FOR FARM LOANS 5%

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

HOW MORTGAGES OF FARM LOAN BECOME RETIRED.

One of the features of the Federal Farm Loan Act which makes a strong appeal to farmers is that it compels them gradually to retire their indebtedness through a long or short period of years.

This process is called amortization. Under it the interest and principal are paid off in equal annual or semi-annual installments throughout the period of the loan so that at the end of the term of the mortgage the borrower is out of debt.

All loans under the Farm Loan Act are made under the amortization or installment plan. Since the borrower begins paying off his debt the first year he gets it, and because a long time loan is best suited to farmers, borrowers under this act are permitted to execute mortgages to run from five to forty years at their option.

Permission is given to pay all of the loan or any part of it on any interest paying date after the mortgage has run five years. Borrowers are not permitted to pay off within the first five years, because the money which they have borrowed has been procured by the bank through the sale of its bonds, and bonds cannot be sold for a shorter period than five years.

ONE-HALF INVESTMENTS OF SAVINGS BANKS OF VERMONT IN FARM LOANS.

"An exceedingly interesting publication is the annual report of the Bank Commissioner of Vermont for the past fiscal year. It is especially productive of thought for the farm loan advocates in its showing of the interest taken by those shrewd investors of the Green Mountain State in the farm mortgage. The investments of the savings banks and trust companies are largely in real estate loans, practically one-half the resources being of that nature. For the past year the percentage is: Loans on Vermont realty, 20 per cent; on realty elsewhere, mostly in the western states, 42.6 per cent. The next highest investment is bonds, 15 per cent. So the real estate securities are important factors in these investments. It has proved satisfactory, for going back over the reports of the bank since 1894 the percentage has varied little, practically half being in farm loans. The percentage of western loans has increased. In 1898 the home loans were 19 per cent and the western loans 29; now the outside loans are more than twice the home loans, the bond holdings diminishing as the mortgages gained in favor. For ten years preceding 1909 bonds were 25 per cent of the assets, now they are but 15 per cent. The large holdings of farm mortgages in Vermont are also a factor



THE RECORD YEAR OF AMERICAN FINANCE

Interesting Digest of Financial News
and Important Happenings
During 1916.

We shall be pleased to send
you this booklet upon request.

Knauth · Nachod & Kuhne

Members of New York Stock Exchange

EQUITABLE BUILDING

New York City

Iowa SCHOOL MUNICIPAL DRAINAGE Bonds

This House, since 1891, has been engaged in buying and selling bonds issued by municipalities, to secure money to erect courthouses, schoolhouses, waterworks and electric light plants, commonly termed Municipal Bonds.

In this time we have handled Municipal Bonds representing many millions of dollars, all of which are paying interest and principal promptly, regardless of economic conditions. IOWA MUNICIPAL BONDS are FREE FROM ALL TAXATION in the hands of your clients.

We have prepared a pamphlet on IOWA BONDS that we would be pleased to send you on request.

Geo. M. Bechtel & Company
BANKERS

Davenport, Iowa Chicago, Illinois
Established 1891

5% FARM LOANS WANTED 5%

We have a large amount of money to lend on Iowa farms on advantageous terms and at lowest rates. We want connections in Iowa, Minnesota and South Dakota, with a view to handling a steady volume of good loans to our mutual advantage.

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 and Surplus - \$400,000.00
Oldest Loan Agency in Iowa



Bankers of the Northwest

The large and steady outlet that we have for first mortgage loans on Minnesota, North and South Dakota, and Montana farms keeps us constantly seeking additional connections with Bankers in this territory.

The mortgage loan facilities this Company offers should appeal to those Bankers who desire to place farm mortgages with an institution that can absorb quantity with quality.

Applications are promptly considered and, if accepted, are closed without delay.

Call or write our Mortgage Loan Department for further details.

The Minnesota Loan and Trust Company

405 Marquette Avenue
MINNEAPOLIS, MINNESOTA

IOWA FARM LOANS

We have money to loan on choice Iowa farms at five per cent. Loans are made by us direct and are closed in a short time after application is submitted

*It will pay you to
correspond with us*

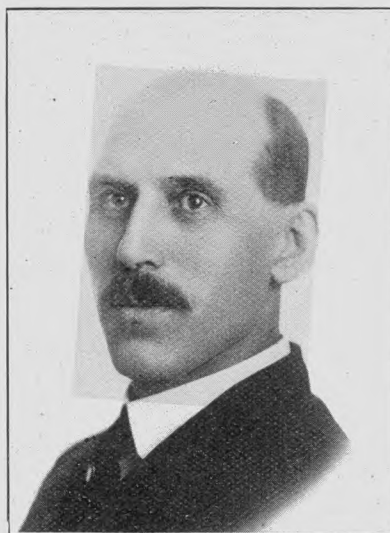
Jesse F. Stevenson & Company

Dealers in Bonds and Mortgages
1215 Hippee Building Des Moines, Iowa

in the loan field. The institutions named now have \$48,836,396 in real estate mortgages outside the state and \$23,145,821 in Vermont mortgages. The western loans have steadily increased. In 1886 they were \$5,-466,271; in 1910, \$30,106,618; now they are \$48,836,396, a gain of \$8,000,000 in the past four years. This indicates that the experience with farm loans has been to the advantage of the banks and the list of approved brokers through whom loans may be purchased with permission of the bank commission shows that every western state, as well as some parts of the south, are represented. The increase each year now is more than the entire holding of thirty years ago."

E. J. HILKEY, INVESTMENT BANKER, LAW- RENCE, KANSAS, ADDS NEW DEPART- MENT TO HIS BUSINESS.

E. J. Hilkey, an Investment Banker, of Lawrence,



E. J. HILKEY,
Investment Banker,
Lawrence, Kan.

Kansas, with offices in the Peoples State Bank Building, has decided to add to his growing business the department of "Bank Stocks" for the purchase and sale of banks and bank stocks. Mr. Hilkey was for

THE OLDEST TRUST COMPANY WEST OF THE MISSISSIPPI RIVER

5% FARM LOANS 5%

AS a banker, you are desirous of securing permanent connections, for the placing of farm loans and we are sure that you will find it greatly to your advantage to get in touch with us. We have large sums of money to loan on Iowa, Minnesota and South Dakota farms at the lowest rates and are desirous of securing regular connections, that will afford a steady volume of good loans.

Ask us for terms and full information and give us the complete details of what you have to offer.

IOWA LOAN & TRUST COMPANY —BANK—

DES MOINES, IOWA

CAPITAL, SURPLUS AND PROFITS OVER \$1,000,000.00

G. B. HIPPEE, President
D. H. McKEE, Vice-President
D. F. WITTER, Vice-President

SIMON CASADY, Treasurer
EDWIN HULT, Secretary
D. E. ALLDREDGE, Ass't Sec'y

more than twenty years an active and successful commercial banker and helped to organize the Peoples State Bank, Lawrence, Kansas, and was cashier for more than five years, during which time the deposits grew to more than a half million dollars.

For the past six years he has been in the investment business, loaning on farm mortgage security largely, and municipal bonds and incidentally has handled bank stocks from time to time in a small way.

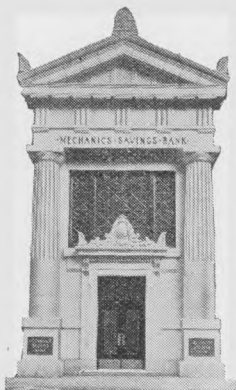
His long experience as a bank officer and his familiarity with banks and banking, especially fit him for the successful conduct of this new line of financial activity.

ONE MILLION DOLLARS INVESTED IN BANKING CAPITAL IN GAGE CO., NEBRASKA.

Nearly one million dollars is invested in banking capital in Gage county, Neb., according to figures gathered from the official statements published by the banks of Gage county in response to a recent call by both state and federal boards.

The capital of the banks of the county is \$692,500 and the surplus \$212,300, making a total of \$904,800. At the close of business November 17, 1916, the total deposits in the banks of the county was \$6,246,725.99, and the reports showed the banks at that time had practically one-third of that amount in their vaults or deposited in other banks subject to their draft, the total cash and sight exchange being \$2,318,285.38.

The new Stockton Savings Bank, Stockton, Iowa, opened for business recently with George Broders, from Hartley, as the cashier.



The Mechanics Savings Bank

319 Fifth Street
DES MOINES

Capital . . . \$100,000.00

Surplus . . . \$35,000.00

Deposits . . . \$1,000,000.00

This bank's growth has been largely due to the careful attention given to each individual customer.

While our business is almost entirely confined to the city of Des Moines, we would welcome connections with a few country banks on terms mutually favorable.

G. E. MacKINNON, President H. F. GROSS, Vice-President
H. F. SCHOEN, Cashier

DIRECTORS

W. A. RUTLEDGE H. F. GROSS
CHARLES A. RAWSON JOHN H. GIBSON
NELSON ROYAL D. E. MOON
R. J. CLEMENS R. R. McCUTCHEN
G. E. MacKINNON

High-Grade Municipal and Corporation Bonds

A GENERAL bond business is conducted through our Des Moines office. High-grade municipal and corporation bonds sold to banks, corporations and individuals.

We are now offering first mortgage real estate bonds in denominations of \$100, \$500 and \$1,000 with interest at 6 per cent, payable semi-annually.

A. H. Martens & Company, of Toronto, Canada, have branch offices in New York, Chicago, Philadelphia, St. Louis, Detroit and Des Moines.

We solicit your business.

A. H. MARTENS & CO.

Members Toronto Stock Exchange

524 Fleming Bldg. DES MOINES, IOWA



H. B. CRADDICK and his organized corps of specialized assistants are the Advertising Department of Three Hundred Banks in thirty-five states.

These Three Hundred Banks are using carefully planned advertising for a particular purpose; intensified for efficiency and concentrated upon definite, desirable and profitable business.

No Stunts — No Gifts — No Premiums

Do you care to know how these Three Hundred Banks are spending their yearly advertising appropriations; why each Bank is the Advertising Leader in its community; what they have gained by employing an experienced bank advertising specialist?

Write for full information, plans and estimates and name of satisfied clients in your section. I will reply by return mail.

H. B. CRADDICK

Advertising Manager for Three Hundred Banks
1003 First National Soo Line Building
MINNEAPOLIS, MINN.

For Bankers and Their Wants



This department of THE NORTHWESTERN BANKER is to assist SUBSCRIBERS in obtaining goods or service hard to find. It is free. Use it. ASK US, as we can tell you where to buy anything you need in your bank or for your bank. TELL US, as your "want" will be published under the above heading free of charge. In answering classified advertisements which have key numbers, please enclose a two-cent stamp. This is used to forward your letter.



HOW THIS DEPARTMENT GIVES YOU REAL SERVICE.

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

ASK US, as we can tell you where to buy anything you need in your bank or for your bank, including bank fixtures, safe deposit boxes, vaults, metal furniture, the service of bank architects and builders, typewriters, adding machines, ledger and bookkeeping systems, electric signs, advertising novelties, calendars, check

protecting machines, books on banking and banking law, safety paper, lithographed checks and drafts, service of certified accountants, advertising service, fidelity and surety bonds, burglary insurance, life insurance, electrical burglar alarms, accident insurance, phonographs, dictating machines, the best service from city banks and correspondents—in fact, ASK US about anything you want to buy or any service you wish to secure.

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

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

DON'T DECLINE invitations to make public addresses for want of time to prepare them. Tell us. We write anything to order. Years of experience. Confidential. Address: Writers' Guild, 744 Omaha National Bank Building, Omaha, Nebraska.

WANTED—Color artist who is familiar with bank buildings and fixture work, who can assist in the drafting room. If you haven't good ideas and do not understand the business thoroughly, don't answer. Address H. M. Brown & Company, New York Life Building, Minneapolis, Minn.

WANTED—Salesman with an established record, who can sell bank buildings; must be able to estimate, make preliminary sketches on the construction of the building, as well as the fixtures and equipment. Here is an excellent opportunity for a salesman who can do things. Salary no object. Address H. M. Brown & Company, New York Life Bldg., Minneapolis, Minn.

\$28,000 First Mortgage Bond. 5% interest on Iowa farm near Williams, Iowa, runs 5 years. Owner will sell at par if taken by March 1st. Address 2025, The Northwestern Banker.—12-1-2.

I HAVE SERVED A CHICAGO bank for several years. Still with it and could remain, but believe an official position in smaller bank elsewhere, would promise better for my future. Am eager to make a change while in the prime of life. Will be pleased to hear from bankers who have something of interest to offer. My references are all that could be desired and my ability will speak for itself. Address "Chicago," care Northwestern Banker.

WANTED—Position in country bank, Iowa or Minnesota, by married man. General business experience. Speak German. Will invest if mutually satisfactory. Address 2035, The Northwestern Banker.—2.

F. L. EATON, Vice-President
C. D. VAN DYKE, Cashier

GEORGE S. PARKER, President

A. W. SMITH, Asst. Cashier
CLIFFORD ATKINSON, Asst. Cashier

LIVE STOCK NATIONAL BANK

Capital
\$100,000.00

Sioux City, Iowa
LOCATED AT THE STOCK YARDS
Deposits \$2,500,000.00

Surplus
\$100,000.00

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

WANTED—Position in a bank in central Iowa by a young man 23 years, with two years' general banking experience, willing to start in very reasonably if work done merits promotion. Am also a typist and stenographer. Address 2036, The Northwestern Banker.—2.

WANTED—Position in country bank as second man. Can take up work at once. At present employed by Farmers State Bank of Kasson, Kasson, Minn., and refer to them. Address A. L. Emmert, Kasson, Minn.—2.

WANTED—Young man 21 years old wants position as assistant cashier or teller in southern Minnesota or Iowa bank where bookkeeper is employed. Two years' general banking experience where now employed as bookkeeper and stenographer. American; Protestant; A-1 references. Position must hold out some chance for advancement. Address 2037, The Northwestern Banker.—2.

WANTED—Young married man, three years as assistant cashier, wants position in bank at once. Write C. O. Lomen, 615 Reed St., Grinnell, Iowa.—2.

WANTED—Position in country bank as assistant cashier. Employed as assistant cashier at present, but has good reasons for wanting to make a change. Has thorough knowledge of banking and can furnish best of references. Address 2034, The Northwestern Banker.—2.

(Continued on page 52.)

\$607 HOUSE SELLS FOR \$1,693 PROFIT

The owner of city or farm property who puts a Gordon-Van Tine building on it, increases the value of his land all out of proportion to the cost of the structure. Consider the following letter for example:

November 22, 1916.
Gordon-Van Tine Company,
Davenport, Iowa.
Gentlemen:—
I thought you would be interested in knowing that the Standard home No. 173, which I purchased from you for \$607, was built on a 40-acre farm by me for Jas. Wolford—was sold the next year for \$137.50 an acre—and he offered the place before the house was erected for \$80 an acre.
(Signed) Felix Heinz,
Edwards, Illinois.

On request, we will be glad to send free to any banker our book of 200 Gordon-Van Tine Homes showing photos, plans and wholesale prices at Guaranteed Costs. These houses have been built in every state and are all tested and proven plans.

Barn Catalog Also FREE on Request

Gordon-Van Tine Co.
Satisfaction Guaranteed or Money Back

6214 Case St. Davenport, Iowa
ESTABLISHED OVER HALF A CENTURY

J. K. DEMING
President

JAMES M. BURCH
Vice-President

HERMANN ESCHEN
Cashier



THE SECOND NATIONAL BANK AND DUBUQUE SAVINGS BANK DUBUQUE, IOWA

ORGANIZED 1876

OFFICERS AND DIRECTORS

J. K. DEMING
President

HERMANN ESCHEN
Cashier

JAMES M. BURCH
V. P. Farley & Loetscher
Mfg. Co.

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Bradley Bros.

GEO. W. KIESEL
Hurd, Lenehan & Kiesel

FRANK BELL
Capitalist

J. J. ROSHEK
Roshek Bros. Co.

Reserve Agents for National Banks
United States Depositary

Combined Resources - - \$3,000,000.00

"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
CLARENCE A. BURLEY, Attorney and Capitalist
HENRY P. CROWELL, President Quaker Oats Company
MARVIN HUGHITT, Chairman Chicago & Northwestern Ry. Company
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. RUNNELLS, President Pullman Company
EDWARD L. RYERSON, Chairman Joseph T. Ryerson & Son
JOHN G. SHEDD, President Marshall Field & Company
ORSON SMITH, Chairman
ALBERT A. SPRAGUE II, President Sprague, Warner & Company
HOMER A. STILLWELL, President Butler Brothers
MOSES J. WENTWORTH, Capitalist

DEPARTMENTS

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

Capital and Surplus — \$10,000,000

Farm Power--The Nation's Problem

The United States is essentially an agricultural country. The business of farming forms the backbone of this nation. The big problems of the farm are the important problems of the nation. The future of the United States will closely parallel the future of its farming.

Agricultural problems are of particular interest to the bankers of this section of the country, because about ninety per cent of the customers of these banks will classify as farmers.

It has only been a matter of a hundred years since almost the entire population of the United States, then scarcely larger than the present number of farmers, was engaged in the production of food stuffs.

From that time the proportion of food producers to food consumers has grown constantly smaller. The Government census shows that in 1880, 70.5% of the population of the United States was on the farm or in towns of less than 2,500. In 1890 the rural population was 63.9%. The 1910 census, the latest available, shows this percentage reduced to 53.7%, or about 49,000,000 people.

Of this number, only about one-eighth, or 6,000,000 are classified as farmers. THESE SIX MILLION MUST NOW PRODUCE THE FOOD FOR MORE THAN ONE HUNDRED MILLION PEOPLE.

To magnify this remarkable condition and growing tendency, land is doubling in value; farm labor constantly is increasing. Horses now are valued at \$150 to \$300 apiece. These values and costs are increasing yearly.

Increased farming efficiency is the absolutely imperative solution. Today the farmer's land MUST produce more crops. He MUST farm more scientifically. He MUST eliminate waste. Farming is as much a business as manufacturing or retailing, and unless it is conducted on this more modern and efficient basis the farmer of the future will fail to show a profit; he will find himself as much a bankrupt as any other business failure; and the nation will take the count.

The most perplexing problem, the most vital factor, entering into this changing condition is power. The magnitude of this power problem is utterly astonishing. In spite of the tremendous industrial growth and manufacturing development of the United States, the farms of this country require more power than that employed in all our vast manufacturing industries, according to Phillip S. Rose, editor of The American Thresherman. Mr. Rose bases his statement on careful analysis of Government census and reports. This analysis shows a total power employed on farms, consisting of horses and mules, windmills, steam and gas tractors, and gas engines, of 23,000,000 horse-power. The total power used in all manufacturing establish-

This article gives a better idea of the present-day farming conditions and the necessity of the tractor on the farm. It shows how the farmer is doing work with his horses, which corresponds to that done by hand in the manufacturing establishments of years ago and which time and effort could be saved, if he used the tractor.

is tremendously important, and involves many millions of dollars. In the face of present-day farming conditions, this power problem is becoming all-important to the farmer. He is resorting more and more to mechanical power as a substitute for horse and mule power.

Just as the manufacturer has been forced by changing conditions to replace old and inefficient hand methods with modern high-powered and intricate machinery, just as he now manufactures by machinery and mechanical power in tremendous quantities what he used to make by hand, so is the farmer coming to find it necessary to replace his slower and more inefficient horse power with modern mechanical power which will cut expenses, save time and produce more efficient results. In other words, the farmer is doing

"Increased farming efficiency is the absolutely imperative solution. Today the farmer's land MUST produce more crops. He MUST farm more scientifically. He MUST eliminate waste. Farming is as much a business as manufacturing or retailing, and unless it is conducted on this more modern and efficient basis the farmer of the future will fail to show a profit; he will find himself as much a bankrupt as any other business failure, and the nation will take the count. Just as the manufacturer has been forced by changing conditions to replace old and inefficient hand methods with modern high-powered and intricate machinery, just as he now manufactures by machinery and mechanical power in tremendous quantities, what he used to make by hand, so is the farmer coming to find it necessary to replace his slower and more inefficient horse power with modern mechanical power, which will cut expenses, save time and produce more efficient results."

with his horses work which corresponds to that done by hand in the manufacturing establishments of years ago. The coming change in methods will not eliminate the horse from the farm any more than the coming of large high-powered machinery has eliminated the man from the factory. The man has not been eliminated from the factory by the advent of efficient mechanical equipment. He has instead been placed in his proper sphere. And in the same manner, the horse will not be eliminated from the farm by the coming of the farm tractor, but will be removed to his proper sphere on the farm. It is true,

however, that many less horses will be required on the farm than at present.

Government investigations are the most accurate barometer we have to judge by, and they prove that reliable makes of tractors have arrived at the practical stage of development for farms of 160 acres and larger. The larger number of farms of this size which are today successfully using the tractor proves its efficiency.

The tractor age is just dawning. It is the coming industry of magnitude. We have passed through the era of development of the railroad, of the telephone, of the automobile, of the "movie," but the present is the beginning of the tractor era.

The tractor has arrived, and it seems to be the one solution of the power problem on the farm.

A new bank is being organized at Sexton, Iowa, to take over the business of the Citizens Bank of that place, in which Humboldt residents are interested. L. Winne, F. A. Ayers and O. W. Parsons will be on the board of the new bank and Mr. Parsons will be cashier. Frank A. Gotch and Charles O. Schmidt are also interested.



Tested Eleven Years

"I have a Hart-Parr '60,' bought in 1906, which is running fine yet. We have always operated and repaired it ourselves."

Thus unsolicited, under recent date, wrote Mr. G. S. Reitan, R. F. D. No. 2, Moorhead, Minn.

Eleven years of service in the field and "still running fine." What better test could a tractor give? What more convincing argument of wholesome merit and worth?

Longer in active service than the entire life of practically all other tractor companies. Eloquent of the service and backing of the big concern that produces the machine.

Exceeding the average life of a farm horse while doing the work of many farm horses, stationary and portable engines. Conclusive of the tractor's utility and sterling integrity in granting Mr. Reitan full satisfaction and profits vastly greater than his investment.

"Always operated and repaired it ourselves"—is significant of the utter simplicity of the tractor which permitted the owner to keep it constantly busy without calling for expert help.

Hart-Parr builds such tractors in sizes to fit every size farm.

At your request we will gladly mail you a copy of Field and Factory, January issue, which will give you an intimate knowledge of Hart-Parr plant.

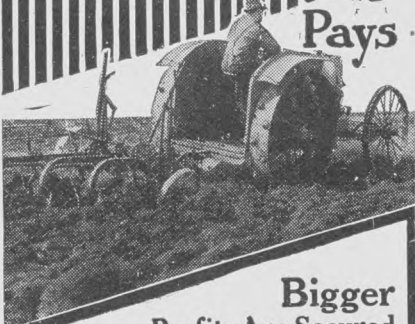
HART-PARR COMPANY

522 LAWLER ST. ∴ CHARLES CITY, IOWA

Founders of the tractor industry—Builders of the tractors that last.



Parrett Farming Pays



Bigger Profits Are Secured
from your present or increased acreage by applying the proven principles of Parrett farming.

No matter how varied your power requirements the Parrett will answer the purpose. It is an all purpose farm power unit.

We can put before you accurate, convincing proof of our claims with detail information about the Parrett. Address

Parrett Tractor Company
427A Fisher Bldg., Chicago

Write for nearest dealer's name.

PARRETT TRACTOR
SPEAKS FOR ITSELF
ONE PLAN FOR ALL PURPOSES

BANKERS AND THEIR WANTS.

(Continued from page 49.)

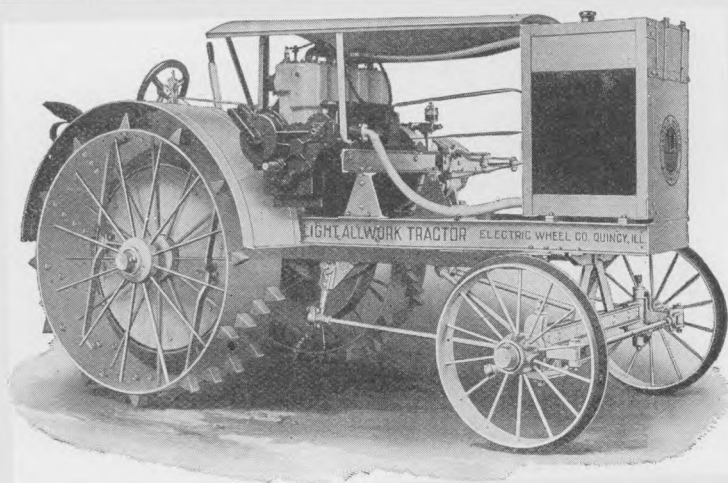
WANTED—To buy from \$3,000 to \$10,000 worth of stock in a well-established bank or would join in the organization of a new bank if the future of such an organization looks favorable. An official position must accompany stock. Prefer territory covered by Northwestern Banker. Am well acquainted with the banking business. Have had both country and city banking experience besides other valuable business experience. Am a college and business college graduate and have had a special course in banking. If you are looking for just the right man, get in touch with me at once. Address 2038, The Northwestern Banker.—2

WANTED—Position with a new bank where can invest. Am 21 years of age and single. At present employed and having good experience. If you are in need of anyone would like to hear from you. Address 2039, The Northwestern Banker.—2.

WANTED—Single man, 30 years old, desires work in country bank. Has had some experience in a bank. Law school graduate and has had some business experience. Was raised on a farm and appreciates common people. Can furnish references as to character and habits. Address 2040, The Northwestern Banker.—2

WANTED—Young man for teller in a Des Moines bank. State qualifications and salary desired. Address 2041, The Northwestern Banker.—2

WANTED—Young man, 25 years old, married, desires position as cashier, but will consider position as



ALLWORK Kerosene Tractor

**A Four-Wheel Tractor Dependable
as a Horse**

PULLS THREE PLOWS EASILY

**Successful at All the National Tractor
Demonstrations This Year and
All 1915 Demonstrations**

**Built by a Company With an Established
Reputation for Fulfilling its Warranties**

Get Your Money's Worth in Work Every Season

The Light "ALLWORK" Tractor is built for all-around work in any season of the year. Powerful for heavy plowing—light enough to get out on wet land in early spring or on a soft seed bed for harrowing and seeding—low enough for orchard cultivating—plenty of power for belt work. Here is the practical light-weight, high-powered farm tractor. Free from freakish features—runs on four wheels; carries the largest four-cylinder engine we know of on any three-plow tractor. It sets crosswise on the frame, thus giving direct spur gear drive—no bevel gears. Belt pulley is on direct line with crank shaft.

Four cylinders, 5-in. bore, 6-in. stroke, 750 R. P. M., develops 28 H. P. at belt and 14 H. P. at drawbar. Automobile type front axle, roller bearing rear axle—self-oiling steel gears thoroughly protected from dust. Weighs 5,000 lbs. Develops 3,000 lbs. drawbar pull and 4,000 lbs. on low gear.

Burns kerosene. Turns in 12-foot radius—pulls three plows (will pull four under favorable conditions)—will run 18-inch silage cutter, 28-inch separator—pull an 8-foot road grader. Gasoline or kerosene fuel. Two-speed transmission working in oil.

WRITE FOR OUR CATALOG and learn about the "Allwork." Let us also send the names of some of our customers near you—satisfied users everywhere.

ELECTRIC WHEEL COMPANY **Box 109, Quincy, Illinois**

**A One-Man
All-work
2-way
Short
Turn
Tractor**

With Power
Lift and
Floating
Hitch for
Plows

**Operates Successfully
on Either Kerosene
or Gasoline**



ALBAUGH-DOVER 15-30 "SQUARE TURN" TRACTOR

THE FARM TRACTOR WITH THE "GIANT GRIP DRIVE"

- Turns completely around in its own length.
- Plows closer to the fence corners than you can with a team.
- Cleans up at the finish better than you can with a team.
- Travels either way at full speed and power (seat is swiveled and locked on steering post).
- Carries plows and other tools in full view of operator.
- A touch of the foot lifts or lowers the plows by power.
- Reverses instantly and lifts plows to clear trash.
- Has improved floating hitch for plows.
- Burns either gasoline or kerosene successfully.
- Will work on a side hill too steep for a binder.
- Has no clutch, no differential, no transmission gears, hence no expensive parts to replace.
- Has fewer working parts than any other tractor.
- Guaranteed satisfactory to you on your farm, or no sale.

Write for FREE Catalog

If you are interested in buying a tractor, or recommending one to others, you can't afford to make your decision until you have investigated the many advantages of this "Square Turn" Tractor. Write for complete catalogue today. It will be sent to you free and postpaid. Address

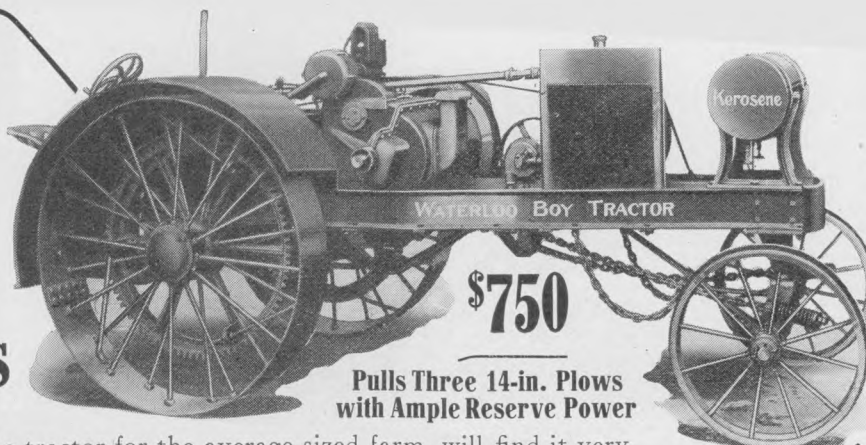
ALBAUGH-DOVER CO., 3022 West 21st Street, Chicago

Factories: Chicago
and Norfolk, Neb.

Also makers of Famous NEW BUTTERFLY Cream Separators
and High Grade Cut Gears

Fully Paid Capital and
Surplus, over \$2,000,000

Waterloo Boy Kerosene Tractor A Proven Success



\$750

**Pulls Three 14-in. Plows
with Ample Reserve Power**

Owners of farms who have been in doubt about the practicability of the tractor for the average sized farm, will find it very much to their advantage to post themselves on this tractor.

This tractor demands your respectful consideration because it is made by a responsible firm whose engines have been world leaders for 20 years, gold medal winners at three International Expositions, and are in use today on over 100,000 farms.

THE WATERLOO BOY TRACTOR IS NOW SOLVING THE FARM LABOR PROBLEM ON HUNDREDS OF FARMS

It does the plowing, harrowing, seeding and harvesting in record time and at a substantial saving in labor cost.

A reliable three-plow tractor—a successful kerosene burner. Plows 8 acres per day at a fuel cost of 18c per acre.

Supplies power for all belt machinery up to 17 in. silage cutter or 28 in. thresher.

ONE MAN OPERATES IT

We stand behind the Waterloo Boy Tractor with a strong quality guarantee. **INVESTIGATE THIS TRACTOR.** We will be pleased to send you the names of farmers who are using it, and illustrated catalog giving full information.

The Waterloo Boy at Work

E. C. Haraldson, of Hanley, Sask., writes:

"I broke 230 acres, double disked 500 acres and threshed 18,000 bushels of grain with the Waterloo Boy Tractor this summer. I run a 28-42 with self feeder and wind stacker. It required about 15 gals. of kerosene and about a quart of cylinder oil for a 10 hour day when threshing."

**Waterloo Gasoline Engine Co. 4200 W. 3rd Avenue
Waterloo - Iowa**

assistant cashier. Has had five years' experience in different stages of country banking. At present employed as cashier of bank, but has good reason for leaving. Can speak Scandinavian. Best of references and recommendations in every respect. Address 2042, The Northwestern Banker.—2

WANTED—Controlling interest in a well-established bank, preferably in N. W. Iowa, but will consider S. W. Minnesota or S. E. South Dakota. Will invest up to \$30,000. Address 2043, The Northwestern Banker.—2

WANTED POSITION—As assistant cashier or teller. Am twenty-eight years of age and married. Have had four years of banking experience in country

bank as assistant cashier. I am now employed as assistant cashier, but wish to make a change for a larger opportunity. Can furnish the best of references. Address 2044, Northwestern Banker.—2.

FOR SALE AT A BARGAIN—Complete set of quarter-sawed oak bank fixtures, two wickets, one on an angle. Also one customers' oak, wall check desk; one oak bookkeeper's desk; and one cherry roll top desk. All in good condition and can be shipped at once. Address First International Bank, Sherwood, N. D.—2.

WANTED—Position by business college graduate in a live country bank. Thorough knowledge of banking principles, neat and accurate at figures and ex- (Continued on page 78.)



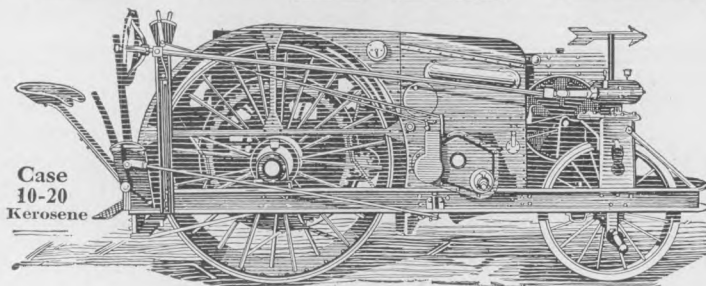
ADVANTAGES

Because of its immense stocks and the excellence of the furniture it provides, this store has advantages not to be found anywhere else in Iowa for the person who wants refined, individual and artistic furnishings and decorations in his home.

Chase & West

**Home Outfitters
DES MOINES, IOWA**

CASE



Case
10-20
Kerosene

A CASE Tractor is a Sound Investment

As a financial authority and advisor in your community, you will be asked which tractor is a sound investment. You should therefore become familiar with the leader, and why it dominates.

There are many reasons why Case tractors are the choice of the thinking, studious farmers. We are giving you here only a few of the many features of these tractors.

1. A Case tractor has all of the worthwhile features of other tractors and many they haven't.
2. It is adapted to all farm work—it pulls plows, manure spreaders, harrows, planters, hay tools, harvesters, road scrapers, etc. It will drive silo-fillers, threshers, balers, feed mills, lime pulverizers and do many other belt jobs.
3. The engine is of special Case design.
4. All parts are easily accessible.
5. Simple, easy to handle when turning sharp corners, as the wheelbase is 6 feet, 4 inches.
6. All working parts enclosed and fully protected.
7. Weighs less than other tractors of equal capacity and will not rear-up pulling heavy loads.
8. Larger shafts—all high carbon steel, heat treated, also larger bearings. Counter shaft and axle have roller bearings.
9. Idler wheel can be locked in from driver's seat for soft spots or on extra hard pulls.
10. All wheels travel on unplowed land (not in the furrow). An advantage on hillsides and permits use of wide tires.

Investigate these features; see the Case tractors; make comparisons, and then you will realize just how far ahead of all others we have progressed.

J. I. Case Threshing Machine Co., Inc., 290 Erie St., Racine, Wis.
Founded 1842

Write for our 1917 Case Album. Everyone interested in power farming should have a copy. It gives you complete information about all Case products. Beautifully illustrated with many interesting scenes and reproductions in colors. *Write today.*



Don't forget that there are five sizes of Case tractors: the 9-18, 10-20, 12-25, 20-40 and 30-60. There is no need for a farmer to be content with a less efficient tractor than the Case, because Case offers him a size for every requirement.

(489)

THE CITY NATIONAL BANK

OF CLINTON, IOWA

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

OFFICERS

A. G. SMITH, President

A. C. SMITH, Vice-President and Cashier

G. M. CURTIS, Vice-President

A. W. HANSEN, Assistant Cashier

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

IOWA

AMES NATIONAL BANK, AMES, IOWA, ENTERTAINS AT BANQUET.

The stockholders of the Ames National and the Ames Trust and Savings banks, Ames, Iowa, entertained themselves and the employes of the banks at dinner in the Sheldon-Munn dining room recently. The occasion was the first "family" dinner for the people of the growing Ames National Bank to get together, talk over the means of making the institution bigger and better to the stockholders and the community. The evening was an entire success, and it will be an annual event.

President H. W. Stafford presided at the dinner, and the following toasts were responded to: Cashier

I. O. Hasbrouck on "The Ames Trust and Savings Bank;" Prof. L. B. Spinney on "The Directors;" George J. Judisch on "The Stockholders and Their Duty to the Bank;" and Prof. S. A. Beach on "The Employes." Mr. Stafford reviewed the history of the bank, declaring that the Ames National has made wonderful growth in its three short years since being organized.

PERRY SAVINGS AND PEOPLES NATIONAL BANKS, PERRY, IOWA, CONSOLIDATE.

One of the largest and most important financial changes which has been made in that section of the state was concluded recently, when the Perry Savings Bank and the Peoples National Bank merged. The consolidated institution will do business under the name of the Perry National Bank. The business will be conducted from the banking room at the corner of Second and Warford streets, which has been the location of the Perry Savings.

H. B. ALLFREE

Vice President First National Bank
Newton, Iowa

Iowa Farm Loans

Have loans on hand for sale in amounts of \$3,000 and up. Over Five Million Dollars active loans now in force. Twenty-one years in handling of Iowa Farm Loans and never a foreclosure.
WRITE US FOR LIST

EDWIN G. PROUTY

Certified Public Accountant

Member of the Institute of Accountants

Putnam Building

DAVENPORT, IOWA



OFFICERS

CHAS. SHULER, President

W. H. GEHRMANN, Vice-President

FRANK B. YETTER, Cashier

LOUIS G. BEIN, Assistant Cashier



CAPITAL STOCK \$150,000.00
SURPLUS 150,000.00
UNDIVIDED PROFITS 125,000.00

We invite the business of Banks, Bankers and Merchants desiring Prompt, Efficient and Satisfactory Service.

"Keep Iowa Money in Iowa"

-- 1896 --

Just Twenty years ago the FIRST
AMERICAN PNEUMATIC
AUTOMOBILE TIRES

were made

2 - 34 x 4's

2 - 36 x 4's

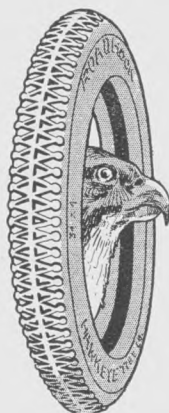
with an approximate value
today of \$93.60

Today there are in use 11,700,000 tires
costing approximately

\$195,000,000.00

The expenditures for IOWA in 1916
are estimated at over **\$16,000,000.00**, or

**Practically One-Twelfth of all
the Tires in Use.**



-- 1916 --

The establishment of the HAWK-
EYE TIRE & RUBBER
CO.'S plant at Des Moines,
Iowa, equipped with the lat-
est improved and most
modern machinery known to
the TIRE INDUSTRY, is of
particular interest to the people
of Iowa.

The output of this Factory
for the year 1917 will average
250 tires and 150 tubes per day,
which will mean a volume of
business amounting to

\$1,350,000.00

With the support of IOWA this
plant's capacity can, and will be IN-
CREASED to 1000 TIRES and 400
TUBES per day, which will mean a vol-
ume of business exceeding **\$5,000,000.**

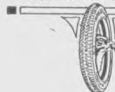
Write for Special TIRE USER'S PROPOSITION

IT WILL SAVE -- MAKE YOU MONEY -- AND A BOOSTER

Buy Hawkeye "Made in Iowa" Tires and Tubes.

The Hawkeye Tire and Rubber Co.

MANUFACTURERS
CASINGS and TUBES



215-225 EAST THIRD ST.
DES MOINES — IOWA.



REGISTERED—U.S. PATENT OFFICE

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.

After the purchase of the stock of E. D. Carter in the Peoples National, negotiations were at once opened for the consolidation of the two banks, and this was finally concluded by a vote of the stockholders of the Peoples National. The new institution will continue the charter of the National Bank, amending it by the change of name and the increasing of the capital stock to \$75,000, making it the largest capital stock of any bank in the county.

The officers of the Perry National will be: W. H. McCammon, president; Donald D. McColl and John P. O'Malley, vice-presidents; John Carmody, cashier; M. E. Carmody and G. W. O'Malley, assistant cashiers.

PROMOTIONS IN DES MOINES NATIONAL BANK.

At the annual meeting of the Des Moines National Bank, held recently, several changes were made in the

officers of the bank. Arthur Reynolds still holds the position of president, but John A. Cavanagh becomes first vice-president and active head of this institution. Mr. Cavanagh began his business career in the newspaper field as business manager of the Des Moines Register and Leader. During this time he invested his earnings in farms and bank stock and in 1912 purchased controlling interest in the German Savings Bank of Des Moines, becoming president of that institution, which on January 1, 1915, was merged with the Des Moines National Bank. He has put into actual practice his knowledge of farming by operating his farms, which comprise 1,300 acres on a money-making basis and they rank among the best-improved properties in Iowa. When Arthur Reynolds became vice-president of the Continental and Commercial National Bank of Chicago, Mr. Cavanagh purchased his stock in the Des Moines National and became an active officer in the bank.

C. A. Barr, who was elected to the position of vice-president of the Des Moines National, began his banking career as bookkeeper in the Dallas County Savings Bank, Adel, Iowa. He later was cashier of the Farlin Savings Bank, Farlin, Iowa, and also the Linden Savings Bank, of Linden, Iowa. He came to Des Moines from Linden in 1906 to become assistant cashier of the Des Moines National. In 1909 he was made cashier, which position he has held until his recent promotion.

THE IRVING WATERLOO, IOWA

Elevator Service Steam Heated European Plan
 Rooms 75c-\$1.00 With Bath \$1.25-\$1.50
 Cafe Service

IRVING HOTEL COMPANY
 FRED ROBLIN, Manager

PEOPLES TRUST & SAVINGS BANK

Established 1893

CLINTON, IOWA

CAPITAL, \$300,000.00 — SURPLUS, ALL EARNED, \$300,000.00 — DEPOSITS, \$3,800,000.00

Offers the facilities and services of a live, up-to-date banking house, fully equipped and amply capitalized to handle intelligently and efficiently every branch of legitimate banking.

COMMERCIAL — SAVINGS — SAFE DEPOSIT — TRUST

Accounts from banks in its territory, and collections receive the special attention of an officer of the bank

**PEOPLES
TRUST &
SAVINGS
BANK**

J. H. INGWERSEN
President

C. F. ALDEN
Vice President

W. W. COOK
Cashier

J. L. BOHNSON, C. S. HARRIS and W. S. GARDNER
Assistant Cashiers

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 O. C. THOMPSON, Vice-President	B. L. GILL, Vice-President
L. N. DeVAUSNEY, Asst. Cashier	W. K. OLEVERLEY, Cashier J. O. EMORY, Asst. Cashier	O. M. JEFFERDS, Asst. Cashier

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

John Hogan was elected to fill the position of cashier made vacant by C. A. Barr. Mr. Hogan attended school at Drake University. He started his banking career as bookkeeper at the Marquardt Savings Bank, in 1904. Resigned as cashier of the Marquardt Savings Bank in 1909 to accept cashiership of German Savings Bank, Des Moines. After the consolidation of the German Savings Bank and Des Moines National, Mr. Hogan became assistant cashier of the Des Moines National.

C. A. Diehl, who is well known to hundreds of country bankers throughout the state, will continue as active assistant cashier.

O. E. AND LUCIEN DORAN PURCHASE BEAVER BANK, BEAVER, IOWA.

A deal was consummated at Beaver, Iowa, recently,

by which O. E. and Lucien Doran became the owners of the Beaver Bank, L. D. Henry selling his building and all bank fixtures to the Dorans. The new firm is too well known to need any recommendation, and the patrons of this institution will receive the same courteous treatment in future as they have been accustomed to in the past. H. D. Hagge, who has been the capable and obliging cashier for the past year, will continue with the new firm for some time.

W. H. FIELD HEADS VALLEY JUNCTION, IOWA, SAVINGS BANK.

W. H. Field, vice-president of the Valley Junction Savings Bank, Valley Junction, Iowa, and his associates, have purchased the block of stock owned by John Cavanagh, former president of the institution.

ADEQUATE FACILITIES

and perfected service make this an ideal reserve bank for Iowa banks. Every courtesy and accommodation extended consistent with conservative banking. Inquiries solicited and appreciated.

BLACK HAWK NATIONAL BANK

WATERLOO, IOWA

DR. F. W. POWERS, President
A. E. GLENNY, Vice-Pres. CHARLES W. KNOOP, Cashier
JAMES LOONAN, Vice-Pres. H. E. RUGG, Asst. Cashier

**CAPITAL
\$200,000.00**

**RESOURCES
\$2,000,000.00**

"The Bank of Stability and Progress"

NATIONAL BANK of COMMERCE SIOUX CITY, IOWA.

IF—

- you knew we could increase the amount of your deposits
- and in doing so could assist you in helping your customers or others to develop their Live Stock holdings
- and in addition would also pay your entire sendings no matter where drawn
- and also credit your account with interest compounded monthly on a basis of 2%
- and you knew that the above statements could be substantiated in every particular—that the idea was not a theory or an experiment

THEN—

- you would be sufficiently interested to instruct the boys to send on a remittance to the National Bank of Commerce in Sioux City,

TODAY!



IOWA BANKS!

FOR QUICK & ACCURATE RETURNS

INSTRUCT YOUR LIVE STOCK PROCEEDS
DEPOSITED IN
LIVE STOCK NATIONAL BANK OF OMAHA
UNION STOCK YARDS
RESOURCES \$7,000,000.00

I O W A

Mr. Cavanagh as vice-president of the Des Moines National Bank will devote his attention to the local bank.

Mr. Field became president of the Valley Junction bank under the new management.

The directors elected at the annual meeting are Messrs. Field, Minnis, Williams, J. S. Compton, Mayor of Valley Junction and M. L. Jacobson.

NEW CASHIER FOR BANK AT LINEVILLE, IA.

Charles Saylor has accepted the position of cashier of the Farmers and Merchants Bank, at Lineville, Iowa. Mr. Saylor succeeds W. O. Mullinix, who has for a long time been cashier of the bank but who resigned on account of ill health.

CLAYTON B. STIVER CO., Inc.

Internal Revenue Service Agency

320 Hubbell Bldg.
DES MOINES, IOWA

A. M. SCHANKE ELECTED PRESIDENT COMMERCIAL SAVINGS BANK, MASON CITY, IA.

A. M. Schanke was elected president of the Commercial Savings Bank, Mason City, Iowa, at the annual meeting of stockholders and directors which was held recently.

The capital stock was increased from \$60,000 to \$100,000 and the Halsey stock was acquired by other stockholders, A. M. Schanke being one of the purchasers of the stock. Reports given at the meetings indicated that the deposits had been doubled within the past two years and gave evidence of the substantial financial condition of the bank.

The following officers were elected for the year: A. M. Schanke, president; L. O. Stone, vice-president; W. J. Seivers, cashier, and T. N. Igou, assistant cashier.

PEOPLES SAVINGS BANK, BAYARD, IOWA, HOLD ANNUAL MEETING.

At the annual meeting of the Peoples Savings Bank of Bayard, Iowa, held recently, a 10 per cent dividend was declared and the following officers elected for the coming year: Corey Mallonee, president; J. W. Cornish, vice-president, and Anton C. Geiger, cashier. Mr. Geiger was formerly connected with the German Savings Bank of Melvin, Iowa, as cashier.

Tim Crawford is a new employe in the Adair County Bank, Greenfield, Iowa, filling the vacancy caused by the resignation of Wm. Shanks.

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

FIRST NATIONAL BANK

COUNCIL BLUFFS, IOWA

Assets Over - - - - \$3,000,000.00

J. P. GREENSHIELDS, President

JOHN J. SPINDLER, Cashier

E. A. WICKHAM, Vice-President

G. F. SPOONER, Ass't Cashier

More than half a century of successful banking

IOWA NEWS AND NOTES.

The sum of \$25,000 was transferred from the undivided profits to the surplus account of the Citizens Savings Bank, Cedar Falls, Iowa, recently, at the annual meeting. The officers are as follows: W. N. Hostrop, president; H. N. Silliman, vice-president; J. Ervin Evans, cashier; Wm. C. Nuhn and J. H. Byers, assistant cashiers; Berdine Severin and G. D. Oxford, tellers.

R. P. Gault is the new cashier of the Farmers State Bank, Silver City, Iowa.

An amendment to the articles of incorporation of the Farmers Savings Bank of Cushing, Iowa, raising the capital of the bank from \$15,000 to \$25,000 was filed recently.

The German Savings Bank, Davenport, Iowa, re-elected the same officials at their annual meeting, with the exception of one member of the board. P. N. Jacobsen was elected a director to succeed H. O. Seifert, who resigned during the past year.

To accommodate its increasing business the Iowa State Savings Bank, Cedar Rapids, Iowa, will erect, as soon as the weather permits, a handsome new building to cost at least \$50,000.

The Farmers and Traders Savings Bank, Bancroft, Iowa, are planning on making some very extensive improvements to both the exterior and interior of their present location.

At the annual meeting of the stockholders of the Washington National Bank, Washington, Iowa, all of the old directors were unanimously re-elected.

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

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

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

First National Bank

DUBUQUE, IOWA

Accounts of Bankers Solicited.

Write Us for Terms

IOWA NATIONAL BANK

FLEMING BUILDING, DES MOINES, IOWA

STATEMENT DECEMBER 27, 1916

LIABILITIES.	
Capital stock	\$ 1,000,000.00
Surplus and profits	648,748.46
Circulation	50,000.00
Dividends unpaid	830.00
Deposits	10,249,434.32
	\$11,949,012.78
RESOURCES.	
Loans	\$ 7,065,133.52
United States bonds	60,000.00
Federal Reserve Bank stock	39,000.00
Furniture and fixtures	5,000.00
Overdrafts	7,818.33
Cash and exchange	4,772,060.93
	\$11,949,012.78

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

:- Officers :-

H. S. BUTLER, Vice-Pres.
H. T. BLACKBURN, Cashier

HOMER A. MILLER, Pres.
R. L. CHASE, JR., Asst. Cashier
C. H. STEPHENSON, Asst. Cashier

JAMES F. HART, Asst. Cashier
J. R. CAPPS, Asst. Cashier

Peoples Savings Bank

DES MOINES, IOWA

ESTABLISHED 1890

CAPITAL (Paid in) \$50,000.00
 CAPITAL (Earned) 50,000.00 \$ 100,000.00
 SURPLUS & PROFITS (Earned) 206,000.00
 DEPOSITS - - over 2,800,000.00

C. H. Martin, President
 Frank P. Flynn Vice-President
 E. A. Slininger Cashier
 Carl W. Mesmer Assistant Cashier

Accounts of Banks and Bankers Solicited

ROYAL HOTEL

Excelsior Springs, Mo.

For Rest, Recreation and Recuperation,
 Excelsior Springs Excels all Resorts.

STOP AT THE ROYAL HOTEL

American Plan, \$2.50 up

A Safe Place for Your Wife and Family.

ASK FOR RATES

GEO. F. MORROW, Prop.

YOUR BANK

Is reflected by the stationery you use. We specialize in printed and engraved letter heads, statement folders and booklets.

**Service, Quality
 and Right Prices
 Always**

Printing - Binding - Loose Leaf Devices
 Designing - Engraving - Embossing

THE HOMESTEAD COMPANY
 NINETEENTH AND GRAND
 DES MOINES, IOWA

JAMES G. WAKEFIELD ELECTED CASHIER OF THE CORN EXCHANGE NATIONAL BANK, CHICAGO.

James G. Wakefield, probably the most widely known member of the staff of the Corn Exchange Na-



JAMES G. WAKEFIELD

Recently elected Cashier Corn Exchange National Bank, Chicago.

tional Bank, Chicago, was recently promoted to the cashiership. For years he has been in charge of the extensive country bank and new business relations of the Corn Exchange National. He has been a constant convention attendant and as such attained to a rare degree of personal popularity. He has doubly earned his promotion.

H. B. BATES SELLS HIS STOCK IN THE COMMERCIAL SAVINGS BANK, FARRAGUT, IOWA.

H. B. Bates, the president of the Commercial Savings Bank of Farragut, Iowa, sold his stock in that institution to F. E. Rubey, W. B. Cox, John S. Dickey, and Mrs. Eva Gudgel. The following officers were elected for the coming year: W. B. Cox, president; W. R. Martin, vice-president; F. E. Rubey, cashier and Earl Gudgel, assistant cashier. Mr. Cox is a large landholder of Fremont county, owning about 1,000 acres in and around Farragut, also has large land interests in Nebraska and Texas, a man of keen business judgment, and recognized as one of the influential men of the country. F. E. Rubey, the cashier has been holding this position in the bank for the last five years and has by his genial manner and business ability, seen this institution grow from deposits of \$32,000 five years ago to deposits of \$117,000. He will have the entire management of the bank ably assisted by Earl Gudgel the assistant cashier.

THE CEDAR RAPIDS NATIONAL BANK CEDAR RAPIDS, IOWA

CAPITAL, SURPLUS & PROFITS
\$800,000.00



RESOURCES, OVER
\$12,000,000.00

39 Years of CONTINUOUS, CONSERVATIVE and SUCCESSFUL Banking.

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

OFFICERS
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

IOWA NEWS AND NOTES.

L. K. Moore is president of the Dunlap State Bank, Dunlap, Iowa, the largest bank in Harrison county.

The stockholders of the Union State Bank, Keota, Iowa, met in annual session recently, at which time John Randolph retired as cashier, having held that position since the organization of the bank, thirteen years ago. W. F. Stoutner, the former assistant cashier was elected to fill the vacancy.

Col. Chas. W. Bopp, president of the First National Bank of Hawkeye, Iowa, died recently in Des Moines.

At the annual meeting of the officers and directors of the Iowa State Bank, Mt. Ayr, Iowa, Walter K. Scott, who has been assistant cashier of the bank for

the past twelve years, was elected cashier in place of Taylor Grimes, who has accepted a position as manager of the real estate department of the Central Trust Company, of Des Moines. All the old officers of the bank were re-elected.

National banks in Clay county held their annual meeting of stockholders recently. Officers and directors for the coming year were re-elected, no changes being made.

At a meeting of the board of directors of the Iowa State Savings Bank, Malvern, Iowa, held recently, Mr. J. F. Wearin was elected cashier to succeed P. B. Hendricks, who resigned to look after personal business.



MADE TO ORDER

Nothing stronger can be offered in any business than exceptional skill—exceptional attentiveness.

We offer it in tailoring.

Prices: \$25, \$30, \$35 and upward.

NICOLL The Tailor
• Wm Jerrems' Sons •
24 Years at 502 Walnut
DES MOINES, IOWA



The German Savings Bank of Davenport, Iowa

Capital stock	\$ 600,000.00
Surplus	600,000.00
Undivided profits	368,000.00
Deposits over	11,700,000.00

OFFICERS

CHAS. N. VOSS,
 President
JOSEPH F. PORTER,
 Vice-President
RAY NYEMASTER,
 Vice-President

ED. KAUFMANN,
 Cashier
F. C. KROEGER,
 Asst. Cashier
OTTO RIECHE,
 Asst. Cashier

Our adequate equipment and exceptional facilities for handling business in every department of banking are at your service.

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

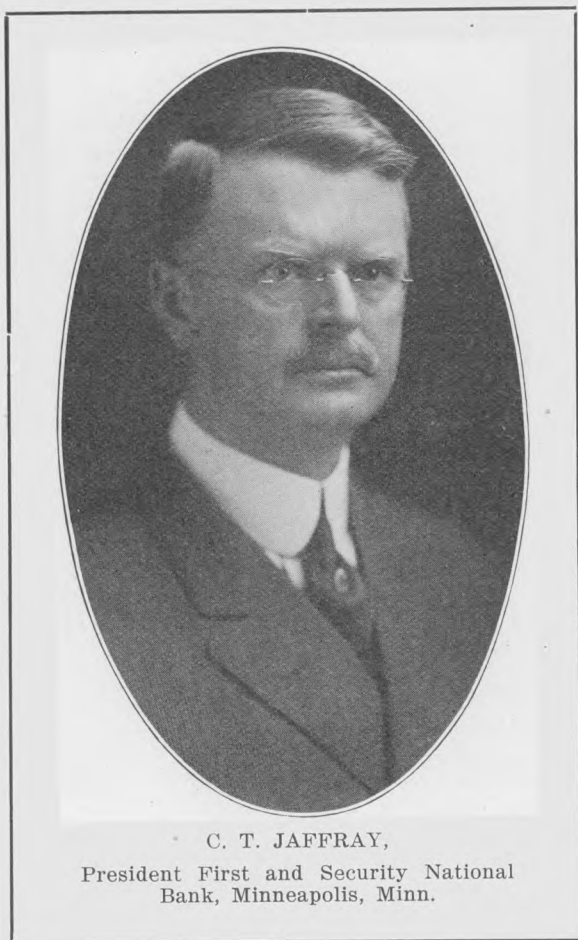
E. V. BLOOMQUIST, Cashier
A. E. LINDHJEM, Asst. Cashier
TRYGVE OAS, Asst. Cashier
W. R. MURRAY, Asst. Cashier

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

C. T. JAFFRAY ELECTED PRESIDENT FIRST AND SECURITY NATIONAL BANK, MINNEAPOLIS.

C. T. Jaffray was made president of the First and Security National Bank, Minneapolis, at the annual



C. T. JAFFRAY,
President First and Security National
Bank, Minneapolis, Minn.

meeting of the board of directors held recently. Jaffray was first vice-president. F. M. Prince, chairman of the directorate, was made chairman of the execu-

tive committee. F. A. Chamberlain was elevated from the presidency to the chairmanship of the directorate. Paul J. Leeman, assistant cashier, was elected vice-president.

W. O. Winston and Isaac Hazlett resigned from the directorate and L. J. Bardwell was placed on the board. C. B. Brombach, chief clerk, was elected an assistant cashier as was K. M. Morrison, auditor. E. E. Blackley was placed on the officers role with the title of manager of the credit department.

Re-elected officers were: A. A. Crane, J. S. Pomeroy, D. Mackerchar, Fred Spafford and H. A. Willoughby, vice-presidents; George A. Lyon, cashier; Stanley H. Bezoier, J. G. Maclean, J. G. Byam and W. A. Meacham, assistant cashiers.

STOCKYARDS NATIONAL BANK, SOUTH ST. PAUL, AND ALLIED INSTITUTIONS MAKE EXCELLENT GROWTH DURING PAST YEAR.

The unprecedented growth of South St. Paul during 1916 as the great live stock center of the Northwest was reflected in the big stride forward, made by the Stock Yards National Bank and its allied organizations during the same period, as the large increase of live stock at this market was largely brought about by the efforts of these institutions, which enabled farmers and stockmen to increase their herds in the Northwest. It was the most prosperous year in the history of the leading financial institution of the suburb which now ranks among the strongest banks of the Twin Cities and the Northwest.

Oldest in the Northwest

Established 1870

ST. PAUL STAMP WORKS

E. M. MELLGREN, Mgr.
St. Paul, Minn.

NEW RUBBERNECK
PAID STAMP

With Dates for 5 Years,
Beginning 1917

Order NOW and have a clean, clear cut
stamp for the NEW YEAR.

Price, complete

\$1.50

A Full Line of New 1917 Daters Now in.

Send for our Special Banker's Catalog.



Established 1863



The First National Bank of St. Paul

Capital and Surplus, Five Million Dollars

This strong, progressive bank, conducted along conservative and modern lines, offers every facility consistent with sound, prudent banking for the satisfactory handling of your Northwestern business.

Resources Fifty-Seven Million Dollars

Although well satisfied with past achievements, the officers are not resting on their oars but are planning for the future needs of the institutions which aim to keep pace with the growing importance of the live stock market.

In order to meet the requirements for their constantly expanding business, the capital stock of the bank was increased to \$350,000 and the surplus \$87,500, as well as the St. Paul Cattle Loan Company capital stock was increased to \$350,000, and the surplus \$87,500. The resources of the bank were nearly \$4,000,000, the exact figures being \$3,976,997.87, according to the last statement, while the Loan Company's resources at the close of business January 2, 1917, were \$2,576,862.30, as compared to \$1,940,586.54 on December 31, 1915, and \$1,195,770.78 on the same date in 1914.

The officers and directors of the Stock Yards National Bank for the ensuing year are: J. J. Flanagan, president; J. S. Bangs, vice-president; Adolph G. Sam, cashier; J. E. Markle, F. A. Birch and J. C. Kohl, assistant cashiers. In addition to the officers the other

directors are R. L. Ruddick, James T. Clark, J. J. Toomey, M. R. Brown and Z. H. Hutchinson.

The officers and directors of the St. Paul Cattle Loan Company are: J. J. Flanagan, president; J. S. Bangs, vice-president; J. E. Markle, secretary; Adolph G. Sam, treasurer; and F. A. Birch, assistant secretary, with the balance of the directorate including Louis W. Hill, E. H. Bailey, George H. Prince and R. L. Ruddick.

Three new directors were added to the board of the Stock Yards Mortgage and Trust Company, another affiliated institution engaged in handling Real Estate Loans in the Northwest. They were John J. Toomey, R. L. Ruddick and Jay E. Markle. The officers are J. J. Flanagan, president; J. S. Bangs, vice-president; F. H. Shumaker, secretary; and Adolph G. Sam, treasurer.

The resources of the First National Bank of St. Cloud, Minnesota, show an increase of \$562,980.28 from January 15, 1916, to January 15, 1917.

Continental and Commercial National Bank OF CHICAGO

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

OFFICERS

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

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

Continental and Commercial Trust and Savings Bank

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

Trust, Savings and Bond Departments

OFFICERS

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

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



**CAPITAL AND SURPLUS
\$10,000,000.00**

**DEPOSITS OVER SIXTY
MILLION DOLLARS**

Correspondence Invited

MINNESOTA

ALEX V. OSTROM ACCEPTS PRESIDENCY OF A NEW \$2,500,000 TRUST COMPANY BE- ING ORGANIZED IN NEW YORK.

Alex V. Ostrom, vice-president of the Northwestern National Bank of Minneapolis, has decided to accept the presidency of the new \$2,500,000 trust company that is being organized in New York, which position was offered him early this week.

Mr. Ostrom left Minneapolis about Feb. 1. The office of the new company, which will be closely identified with the export trade and the financing of the business of Sweden, Norway and Denmark in the United States will be at 56 Broadway. Its stockholders will be principally men identified with the shipping interests of New York.

MR. BANKER!

If you wish to dispose of your interest and want quick action list your stock with me. I have buyers and can close the deal immediately.

If interested in buying a bank, let me put you on the mailing list. All business handled confidentially.

JACOB BACKER, BANK BROKER
306 Bremer Arcade
ST. PAUL, - - MINN.

MINNEAPOLIS CLEARING HOUSE RECORDS SHOW GAIN OF BILLION IN BUSI- NESS FOR 1916.

Minneapolis bankers, although they anticipated phenomenal gains, were given the biggest New Year's surprise of their lives when clearing house officials announced that business transactions have advanced a billion in the last twelve months.

Bank clearings, naturally, were expected to be far higher than last year, but a \$128,828,845.27 gain here also caused a gasp or two.

The greatest interest has been apparent all along



PAUL J. LEEMAN,
Vice-President First and Security National
Bank, Minneapolis, Minn.

NORTHWESTERN STAMP WORKS

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Rubber Stamps of Every Description

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Check Protectors

Key Checks

Identification Checks

Desk Plates

Signs

Pads

Inks

and in fact anything in the stamp line.

BANKERS TRUST COMPANY and SAVINGS BANK

MINNEAPOLIS, MINNESOTA

(Now Organizing)

HARRY W. PARKER, President

CAPITAL \$1,000,000

WE NUMBER 600 BANKERS AMONG OUR STOCKHOLDERS

The full million dollar capital has been subscribed and we hope to be open for business some time in November.

WE WILL SPECIALIZE IN FARM MORTGAGES. FULL INFORMATION ON REQUEST.

in the report on total transactions, recorded through the banks. No record of these figures had ever been attempted until bankers decided to look into them 21 months ago. For the nine remaining months of 1915 the figures were \$3,200,000,000. Bankers estimated they could not have been over four and one-half billions for the year, at the very highest.

Hence the jubilation in financial circles when the clearing house turned in a transaction record of \$5,440,770,000 for 1916—a gain of a billion dollars.

W. J. BILLSTEIN WILL BE CASHIER OF THE NEW BUCKMAN, MINN., STATE BANK.

W. J. Billstein, of Little Falls, will be cashier of the new Buckman State Bank which will open for business at Buckman, Minn., after March 1. Mr. Billstein is well qualified for the position.

The other officers of the Buckman bank are George Kiewel, president, and John Vertin, vice-president, and the three officers, with Frank Kiewel, will serve as a board of directors for the present. The bank will open in temporary quarters but plans a building of its own to be built during the summer.

DEPOSITS OF THE SECURITY STATE BANK, OWATONNA, MINNESOTA, INCREASE \$100,000 DURING 1916.

After the annual meeting of the stockholders and directors of the Security State Bank, Owatonna, Minn., held recently, the following report was submitted by the bank.

The surplus fund of the bank was increased from \$30,000.00 to \$35,000.00 and nearly \$1,700.00 paid to county, state and United States in taxes. The capital, surplus and profits of this bank is now close to \$100,000.00. The bank has had an increase of \$100,000.00 in total deposits during the year, and its total resources reached the million dollar mark several times.

We have for sale a number of banks in Iowa, Wisconsin, Minnesota, North Dakota, South Dakota, Montana. We invite correspondence with our banking department. References furnished upon request.

JOHN F. SINCLAIR & COMPANY

CAPITAL \$100,000.00

McKNIGHT BUILDING, MINNEAPOLIS, MINN.

Bank Stocks

Municipal Bonds

Farm Mortgages

MINNESOTA NEWS AND NOTES.

E. W. Decker, president of the Northwestern National Bank, Minneapolis, was elected president of the Minneapolis Clearing House association at the annual election. Mr. Decker served as vice-president of the body during 1916. H. R. Lyon, vice-president of the Scandinavian-American National Bank, was elected vice-president; J. S. Pomeroy, vice-president of the Security National, was re-elected manager.

The stockholders of the First National Bank of Preston, Minnesota, met recently and re-elected the old board of directors. The officers are: Thomas J. Meighen, president; C. M. Anderson and Dr. Geo. A. Love, vice-presidents; Edward T. Schoenbaum, cashier.

Carl E. Lonegren, cashier of the Duluth State Bank, Duluth, Minnesota, since it was organized six years ago, has tendered his resignation and will accept a position with a large electrical firm, at Cambridge, Massachusetts.

Victor Swenson, formerly of Lanesboro, Minnesota, has resigned his position in a bank at Barnesville, Minnesota, and accepted the position of assistant cashier of the First State Bank of Englevale, N. D.

Carl Hanson has resigned from his position as cashier of the Peoples State Bank of Newfolden, Minnesota, on account of poor health.

The people of Minneapolis placed in savings banks almost \$100,000 each day during the last year. This is shown in the report on state banks just issued by the state superintendent of banks.

MINNESOTA BANK FOR SALE

Town of 300, southern section. Capital and surplus about \$14,000, deposits \$125,000. Earning 35% to 45%. Control available at figure which, with outside commissions, should easily show a return of 20% to 25% on the investment.

No. 22543


BUSINESS SERVICE CO.

(Banking Dept.)

McKnight Bldg.

Minneapolis

Established
1891



at Union Stock Yards

**The Stock Yards business of country
bankers receives every attention.**

CATTLE LOANS NEGOTIATED

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

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

NEBRASKA

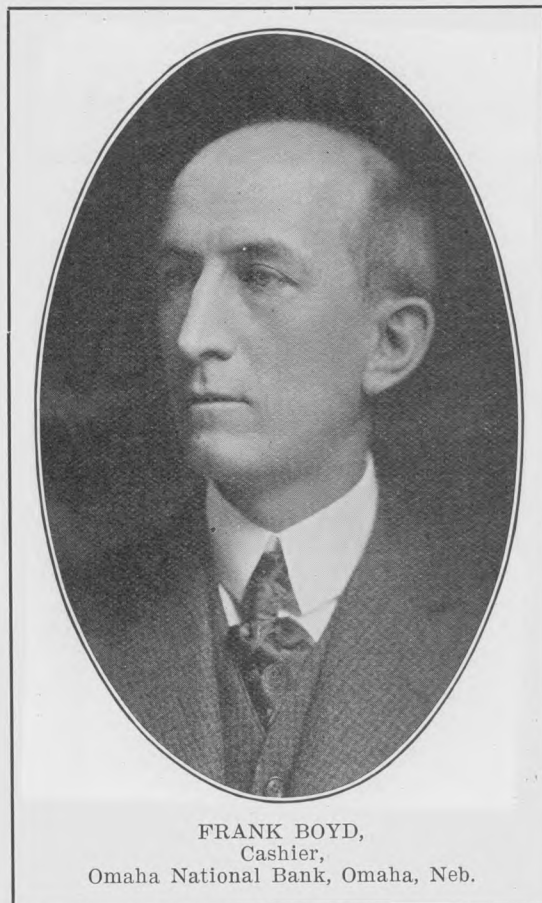
PIERCE COUNTY BANK OF PIERCE, NEB., CHANGES NAME.

The Pierce County Bank, the oldest banking institution in Pierce county, changed its name recently to the Cones State Bank. It will have an authorized capital stock of \$100,000, but the ownership will not be changed. The present owners are Woods Cones; F. W. Steinkrus and A. J. Mastalir. Mr. Cones, president, for whom the bank was named, is a pioneer banker of the county, having started in the business at Pierce, Nebraska, in 1872. Several years ago the name of his bank was changed from the First National to the Pierce County Bank, when it became a state

institution. He is prominent in banking circles of the state, being vice-president for Nebraska of the American Bankers Association.

FRANK BOYD ELECTED CASHIER OMAHA NATIONAL BANK.

Frank Boyd, who has been promoted to the position of cashier of the Omaha National Bank, has been connected with the bank since 1892. For the last dozen years he has held the position of senior assistant



cashier. Prior to his advent in Omaha, Mr. Boyd was a country banker and is personally known to a large number of bankers, not only in Nebraska, but in adjoining states. He has worked his way up from the bottom until he has attained high rank among western bankers.

Mr. C. Garrett, president of the First National Bank of Madison, Neb., has retired from active service.

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 - - - - \$830,000.00

Deposits - - - - \$15,000,000.00

**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, OMAHA, NEB., MOVES INTO NEW BANK BUILDING.

The First National Bank of Omaha, Neb., moved into their magnificent new building recently. The fourteen-story building of the First National is constructed of marble tile and brick finish. The entire second floor, together with the mezzanine and fourth floors, are occupied by the First National and the First Trust Company. The main floor will be used exclusively as a counting room, all of the working force, other than tellers and bookkeepers, being on the mezzanine floor.

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

On the opening day the bank was a mass of beautiful flowers which had been received from banker friends throughout the United States.

The officers of the First National are: F. H. Davis, president; C. T. Kountze, vice-president and chairman of board; Luther L. Kountze, vice-president; Thomas L. Davis, cashier; I. Allison, O. T. Eastman, Myles Standish and G. T. Zimmerman, assistant cashier.

SEVERAL CHANGES AND PROMOTIONS IN OMAHA BANKS.

W. T. Auld, president of the Corn Exchange National Bank, of Omaha, Neb., has relinquished active

work as president, and becomes chairman of the board of directors. He finds that to conserve his health, he must avoid the winter climate of Nebraska, and he is now in California to remain until March.

Harry S. Clarke, vice-president of the bank, becomes president.

E. F. Folda re-enters active banking after four years of travel and is elected vice-president. L. H. Tate is advanced to cashier and O. A. Helquist to assistant cashier.

Mr. Clarke came to the Corn Exchange five years ago with Mr. Auld, when they acquired a large block of the stock. The bank has shown an increase of 100 per

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OMAHA NATIONAL BANK BUILDING
OMAHA, NEBRASKA



RUBBER STAMPS

We Make Them

Western Stamp & Stencil Co.
1201 Farnam St., Omaha, Neb.

SEND FOR CATALOGUE NO. 10.

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 - \$424,775.42

Deposits - - - - \$8,948,782.19

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. C. FRENCH, Vice-President

J. S. KING, Ass't to President

FORD E. HOVEY, Vice-President

H. C. MILLER, Assistant Cashier

J. B. OWEN, Cashier

F. J. ENERSON, Assistant Cashier

NEBRASKA

cent in deposits under their management. It has lately raised its dividend rate from 6 to 10 per cent.

Mr. Folda, the new man in the bank, is especially well known to Nebraska bankers. He has been vice-president of the Stockyards National, is still a stockholder and director in that bank and is a stockholder in three country banks. He is glad again to return to active banking.

Directors of the Omaha National, besides re-electing Senator Millard as president and W. H. Bucholz and Ward M. Burgess as vice-presidents, advanced J. De Forest Richards and B. A. Wilcox to vice-presidents and Frank Boyd to cashier. This bank also took \$500,000 from its undivided profits account and added it to its surplus, so that the capital stands at \$1,000,000 and the surplus at \$1,000,000, with a substantial amount still in the undivided profits. Randall K. Brown was elected director.

At the United States National, R. P. Morsman, cashier, was made also one of the vice-presidents, and C. F. Brinkman and T. F. Murphy promoted to assistant cashiers and O. Williams to auditor.

Fred P. Hamilton was advanced to second vice-president of the Merchants National and B. H. Meile to cashier.

The vacancy caused by the death of G. A. Joslyn was left unfilled.

The Nebraska National elected two new directors,

Epes Cory, who is one of the assistant cashiers, and John W. Agnew, of Lusk, Wyo. E. F. Folda dropped out of the directory.

The First National, the State Bank of Omaha and the American State Bank of Omaha made no changes.

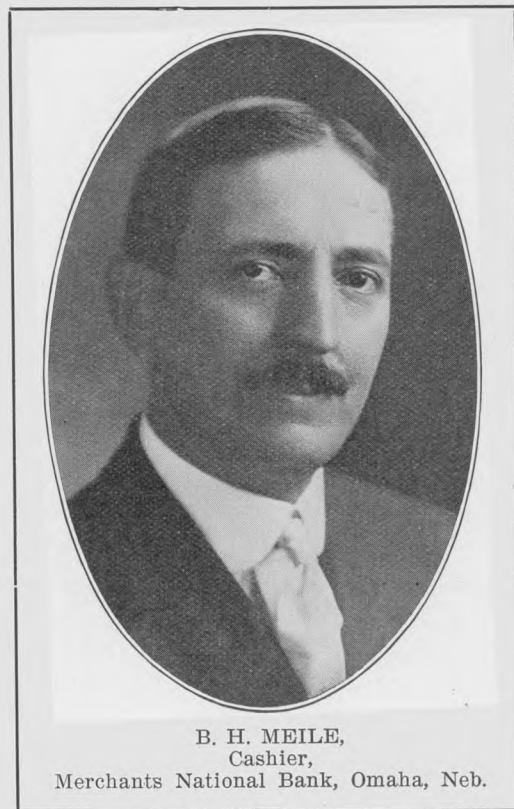
W. E. Philby was elected an additional assistant cashier by the Packers National.

The First National has developed some new business during its short existence in the new quarters in the new building at Sixteenth and Farnham streets. The very first day in the new location the bank received over 100 new accounts. Half of them were savings accounts. They range in amounts from \$2 to \$25,000.

C. F. Junod and Augustus Kountze, of New York, attended the formal opening of the bank in the new quarters.

B. H. MEILE ELECTED CASHIER OF THE MERCHANTS NATIONAL BANK, OMAHA, NEBRASKA.

At the annual meeting of the Merchants National Bank of Omaha, Neb., B. H. Meile, formerly assistant



B. H. MEILE,
Cashier,
Merchants National Bank, Omaha, Neb.

cashier, was elected to the position of cashier. He has been connected with this institution for about thirty-two years and is very deserving of his promotion. He started his banking career as messenger boy for the Merchants National Bank, and by hard work and strict attention to business he progressed throughout each department of the bank up to his present position.

PALISADE STATE BANK, PALISADE, NEB., INCORPORATED.

The Palisade State Bank, of Palisade, with a capital of \$15,000 has been authorized to do business, but with a provision that two thirds of the stock should be

The Omaha National Bank

Omaha, Nebraska

Established in 1866

Capital & Surplus \$2,000,000.00**Deposits \$20,000,000.00**

Exceptional collection facilities for Iowa business. Items routed direct.

OFFICERS**J. H. MILLARD, President****W. H. BUCHOLZ, First Vice-President****WARD M. BURGESS, Vice-President****J. DeF. RICHARDS, Vice-President****B. A. WILCOX, Vice-President****FRANK BOYD, Cashier****EZRA MILLARD, Assistant Cashier****O. T. ALVISON, Assistant Cashier**

owned in Palisade and vicinity. There are 150 shares of stock of which 80 are owned in Palisade and the balance in Hastings. A. R. Thompson is president; W. S. Ashby is vice-president; and J. W. Outer Kirk, cashier.

NEBRASKA NEWS AND NOTES.

In the readjustment of stock of the Palisade State Bank, Palisade, Neb., Mr. Ashby, of Hastings, has disposed of his stock to the other three owners and all are equally interested.

The Omaha National Bank, Omaha, Neb., at its annual meeting recently transferred \$500,000 from the undivided profits to the surplus, thus giving the bank a surplus of \$1,000,000, as well as a capital of \$1,000,000, which it has had for some time.

W. A. Sellick was elected recently as president and George W. Woods, as cashier of the Lincoln State Bank, Lincoln, Neb. Frank E. Parks, the retiring president, has sold the larger part of his stock holdings and retains only enough to qualify as a director. Cashier John Forrest sold all of his stock. This change follows the recent change in stock control which was purchased by W. E. Barkley for a group of Lincoln investors.

At the annual meeting of the stockholders of the McDonald State Bank, North Platte, Neb., held recently, Charles McDonald was re-elected president, W. H. McDonald, vice-president and cashier, and W. E. Starr assistant cashier.

Frank N. Austin and W. F. Sander have purchased the controlling interest in the Commercial State Bank of Arcadia, Neb.

Joseph C. Neal, cashier of the new bank at Kennard, Neb., died very suddenly at his home in that city, after an illness of but a few hours.

F. G. Stilgebauer, the popular and efficient cashier of the State Bank of Bartley, Nebraska, recently purchased the interests of W. A. Doland, of the State Bank of Indianola, Neb., and also his residence at that place.

The Farmers State Bank is a new institution just established at Hamlet, Neb. O. E. Nutzman is president. The bank is capitalized at \$25,000.

At the recent election of officers of the First Bank of Miller, Neb., F. D. Brown was elected president and Ross Brown elected cashier. They were formerly cashier and assistant cashier respectively. F. D. Brown has been the active manager of the bank since its organization in 1887.

THE MacKINNON OFFICE SUPPLY CO.Nebraska State Bank Building
Lincoln, Nebraska

Let us mail you for \$2.50 our Tellers Cash Journal, 320 pages, lasts a year. Bound black cloth sides, red Russia corners and back. Everything for the bank from a pin to a safe.

THE HOGGSON BUILDING METHOD

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

Send for Method Book

HOGGSON BROTHERS

First National Bank Building—Chicago
NEW YORK BOSTON NEW HAVEN
CHICAGO ATLANTA

"HE PROFITS MOST, WHO SERVES BEST."

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Experts in

PRINTING—ENGRAVING—EMBOSSING

From TYPE, STEEL and COPPER

RUBBER STAMPS,
NOTARY and
CORPORATION SEALS



OFFICE SUPPLIES
FILING SYSTEMS
and SUPPLIES

1313 1-2 N STREET

LINCOLN, NEB.

Sioux Falls Savings Bank

SIoux FALLS, S. D.

Capital \$200,000.00

Total Resources Over \$2,800,000.00

OFFICERS

WILLIAM ONTJES, President
C. H. ROSS, Vice-President
C. C. BRATRUD, Vice-President
L. D. MANCHESTER, Vice-President

JAS. B. LAMBERTSON, Cashier
K. B. CRESSEY, Asst. Cashier
F. A. FOSDICK, Asst. Cashier
R. L. HARRIS, Auditor

A Live Commercial Bank

Accounts of Banks and Bankers Solicited

Send Us Your Farm Loan Applications

SOUTH DAKOTA

N. O. MONSERUD, ELECTED PRESIDENT OF THE DAKOTA TRUST AND SAVINGS BANK, SIOUX FALLS, SOUTH DAKOTA.

At a meeting of the board of directors of the Dakota Trust and Savings Bank held recently, N. O. Mon-



N. O. MONSERUD,
President Dakota Trust & Savings Bank,
Sioux Falls, S. D.

serud, heretofore cashier of the institution, was elected president of the bank. Other officers elected for the ensuing year are O. A. Hayward, vice-president; Tore Teigen, vice-president, and V. H. Masters, cashier, who recently became associated with the bank.

The board of directors elected for the coming year is O. A. Hayward, Tore Teigen, N. O. Monserud, G. T. Greeley, John T. Medin, Carl Look, W. H. Lyon, Samuel Fantle, Frank C. Lewis, Julius Kuh and V. H. Masters.

W. C. Hollister, who has been president of the bank since its organization, now an active officer of Hollister Bros. Loan & Insurance agency, and also having a number of other private interests which require his attention, will retire from active banking service.

Mr. Hollister is one of the oldest bankers and bank presidents in Sioux Falls, being one of the organizers and for many years the active president of the State Banking & Trust Co., now the Security National Bank, and has been engaged in the banking and loan business in Sioux Falls since the early history of the city.

The bank has just closed a very successful year. Business has been growing to such an extent that work is now in progress arranging for additional quarters, which additional room will be available in the near future.

THE STOCKYARDS STATE BANK, SIOUX FALLS, SOUTH DAKOTA, OPENS FOR BUSINESS.

The newly organized Stock Yards State Bank of Sioux Falls, S. D., opened its doors to the public recently, in their new bank building, which is owned by the new institution. They have a very beautiful banking room, a large lobby and spacious customers' vault. Their fixtures are of marble and mahogany with tile floor, the furniture is in mahogany to match. The officers are: Melvin Grigsby, president; Peter N. Aggergaard, vice-president; Sioux K. Grigsby, cashier, and O. W. Mikkelsen, assistant cashier. Sioux K. Grigsby, the cashier, and O. W. Mikkelsen, assistant cashier, will be in active charge of the bank's affairs. Officered by such capable men it is safe to predict, that the Stock Yards State Bank will enjoy a most successful business.

L. REDDING AND KNUTE ANDERSON PURCHASE ORIENT STATE BANK, ORIENT, SOUTH DAKOTA.

A deal has just been consummated whereby L. Redding, cashier of the State Bank of Lambertson, Minn., and Knute Anderson, also of Lambertson, have purchased the Orient State Bank, S. D., and also the residence property of N. A. Gardner, cashier of that institution.

N. E. FRANKLIN RESIGNS AS PRESIDENT FIRST NATIONAL BANK, DEAD- WOOD, SOUTH DAKOTA.

N. E. Franklin has resigned his position as president of the First National Bank of Deadwood. D. A. McPherson has been elected to fill the vacancy. Mr. Franklin will retain his residence in Deadwood, and serve out his term as mayor, which expires May, 1918.

THE BANK OF PHILIP, S. D., HAS NEW OFFICERS.

The Bank of Philip, S. D., has changed hands. The new officers are: President, W. N. Farmer; vice-president, C. T. Dike; cashier, E. F. Walden; directors, W. N. Farmer, C. T. Dike, N. P. Wenge, D M. Farmer and E. F. Walden.

Mr Farmer is vice-president of the National Bank of Huron. Mr. Walden was formerly connected with a Sioux City bank.

DEAN HURLBUT AND WILBUR HUTCHINSON PURCHASE STOCK IN FIRST STATE BANK, IPSWICH, S. D.

The First State Bank of Ipswich, S. D., has changed owners, George C. Meadows having disposed of his interest to Dean Hurlbut and Wilber Hutchinson. Mr. Meadows has been in charge of the bank for the past twelve years, during which time it has increased in volume of business about 400 per cent. Under the new owners Mr. Hurlbut will be president. Wilbur Hutchinson is a member of the board of directors and will continue as cashier of the institution.

3% On Inactive Bank Balances

¶The increasing number of South Dakota Banks which is selecting us as correspondent is evidence of the Standard of Service rendered by this growing institution.

¶Our correspondents are receiving most careful personal attention, promptness, courtesy, and as liberal treatment as is consistent with safe and sound banking.

¶Opened for business November 4, 1915—enjoying the most rapid growth in South Dakota Banking history. Deposits Guaranteed.

¶We invite correspondence or a personal interview.

CAPITAL . . . \$100,000.00

RESOURCES . . . \$700,000.00

SECURITY TRUST & SAVINGS BANK SIOUX FALLS

ST. PAUL CATTLE LOAN CO.

UNION STOCK YARDS

SOUTH ST. PAUL, MINN.

Capital and Surplus - \$437,500.00

We Can Help You Promote the Live Stock Industry in Your Community.

We Offer Attractive Terms to Bankers Desiring to Build Up the Live Stock Business in Their Community.

AFFILIATED WITH STOCK YARDS NATIONAL BANK

South St. Paul, Minn.

J. J. FLANAGAN, President
J. S. BANGS, Vice-President

A. G. SAM, Treasurer

J. E. MARKLE, Secretary
F. A. BIRCH, Asst. Sec'y

SIoux FALLS NATIONAL BANK **SIoux FALLS, S. DAK.**

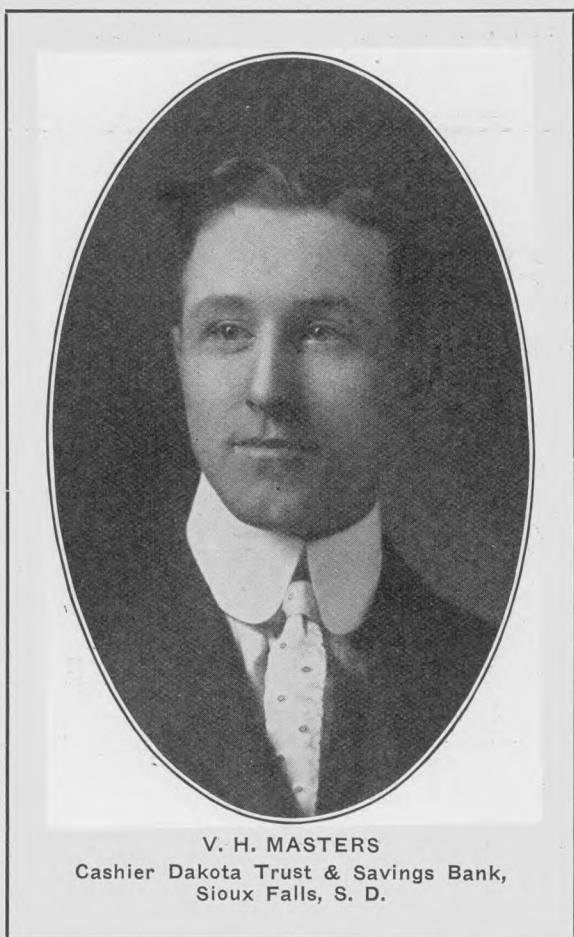
Established - - - 1882
Sioux Falls' Oldest Bank

Successfully conducted for more than a third of a century under one competent and CONTINUOUS management.

SOUTH DAKOTA

BANK DEPOSITS IN SOUTH DAKOTA MAKE A GREAT RECORD DURING 1916.

Total deposits of \$133,452,736.52 in South Dakota banks, an increase of thirty-two millions over the de-



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

posits in 1915, were reported to the national and state banking departments, according to the annual report of the department of history recently issued.

EQUIPPED and CONDUCTED for SERVICE

Security National Bank

OF SIOUX FALLS, S. DAK.

Capital and Surplus, \$330,000.00

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
FRED H. KLAOW, Ass't Cashier
SOUTH DAKOTA'S LEADING BANK

This is the first year in the history of the state that the deposits have reached the hundred million mark.

LOUIS G. DOKKEN, ASSUMES ASSISTANT CASHIERSHIP OF THE FARMERS STATE BANK, PARKER, SOUTH DAKOTA.

Mr. Louis G. Dokken, late assistant cashier and manager of the Hudson State Bank, Hudson, South Dakota, assumed the assistant cashiership of the Farmers State Bank of Parker, South Dakota, recently.

BANKS IN ABERDEEN, S. D., MAKE BIG IN- CREASE IN BANK CLEARINGS DURING 1916.

The end of 1916 brought to a close the most prosperous year in the history of the Aberdeen, S. D., banking establishments. At the last call of the comptroller, November 17, 1916, the total deposits in Aberdeen's six banks aggregated \$5,814,983.57, the highest by nearly a million they had ever been.

With the close of the year 1916 the total clearing house receipts of the Aberdeen Clearing House association show an increase of over nine million beyond the clearings for 1915, reaching the high water mark of \$45,055,635.17, an increase of \$9,201,650.18 over the previous year of 1915, the clearings for which were five and a half million in advance of those for 1914. In turn the clearings for 1914 were over eight million in excess of the clearings for 1913.

SOUTH DAKOTA NEWS AND NOTES.

The annual meeting of the stockholders of the Bear Butte Valley Bank of Sturgis, S. D., was held recently. N. E. Franklin, of Deadwood, was elected president; Roscoe Keene, of Sturgis, vice-president; James T. Craig, of Bellefourche, vice-president and J. A. Poznansky, of Sturgis, cashier. It has been a very prosperous year for the bank for which the institution feels justly proud.

Clifford Kneeland was elected cashier of the Custer Co. Bank, Custer, S. D., at the recent annual meeting.

At the annual meeting of the stockholders of the Black Hills Trust & Savings Bank, Deadwood, S. D., the old board of directors and officers were re-elected for the coming year.

D. A. McPherson has been elected to fill the vacancy caused by the resignation of N. E. Franklin, as president of the First National Bank of Deadwood, S. D.

The newly organized Farmers and Mechanics State Bank of Britton, S. D., opened up for business recently.

No change was made in the officials or directors of either the Western National or Mitchell National banks, Mitchell, S. D., at their annual meetings held recently.

The annual meeting of the stockholders and directors of the Dakota State Bank, Baltic, S. D., was held recently. The bank has had a profitable year and as usual a dividend was declared. The same officers as last year were re-elected to conduct the business of the bank for the ensuing year.

Harold T. Haynes, has been elected as the assistant cashier of the Spencer State Bank, Spencer, S. D.

The First National Bank, Brookings, S. D., held their annual meeting recently and the following officers were elected: Aylmer Cole, president; O. O. Olson, vice-president; Geo. W. Cobel, cashier; Ivan L. Cobel and Ward B. Spatz, assistant cashiers.

The annual stockholders' and directors' meeting of the Farmers & Merchants State Bank, Wessington, S. D., was held recently. The bank has shown a very agreeable growth during the past year, with an increase of deposits of fifty per cent over those of the preceding year. Mr. Schoenleber was elected vice-president to succeed Mr. J. E. Williams, deceased.

At the annual meeting of the Sioux Falls Savings Bank, Sioux Falls, S. D., held recently, the old board of directors was re-elected, and they in turn re-elected the old officers. A semi-annual dividend of 6 per cent was declared.

The First State Bank of Onaka, S. D., is progressing rapidly under the management of J. C. Green, the cashier. On January 1, 1917, the surplus was increased

from \$125.30 to \$2,000. The deposits are \$40,240.59, a big increase over 1916. Mr. Green says, "Every bank, whether big fish or small ought to have The Northwestern Banker. It is sure worth the money."

The directors of the Citizens National Bank of Sisseton, S. D., held their annual meeting recently and the following officers were elected for the ensuing year: President, Henry Helvig; vice-president, J. W. Barrington; cashier, Leo J. Lukanitsch; assistant cashier, M. O. Eikum, and teller, R. Thompson. The year 1916 was another very successful year for the bank, the usual dividend being declared and the business was found to be in excellent condition. The Citizens National is and has been for a number of years one of the largest in the northwest and most prominent in Roberts county, resources being over \$800,000.00.

DAKOTA TRUST & SAVINGS BANK

Sioux Falls, South Dakota

CAPITAL AND SURPLUS . . \$106,000.00

Accounts of Banks and Bankers Solicited on Reasonable Terms.

Deposits Guaranteed.

Prompt Service.

OFFICERS

N. O. MONSERUD, President
V. H. MASTERS, Cashier

O. A. HAYWARD, Vice-Pres.
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Northwestern Cattle Loans

Increase the value of the farms in your section by assisting stock growers through the feeding season.

Many districts would develop much more rapidly if the resources of the local banker were such as to enable him to finance his farmer clients as adequately as he would wish.

The Live Stock Loan Department

of this bank is co-operating with bankers by taking over their cattle and other live stock loans, subject to specified conditions. Your correspondence concerning this service invited.

Northwestern National Bank

Minneapolis, Minnesota

RESOURCES

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\$54,000,000.00

WE BUY

Farm Mortgages and Municipal Bond Issues

WE UNDERWRITE

Farm Land Bond Issues

WE LOAN

Money to Bankers and Merchants

Gold-Stabeck Loan & Credit Company**CAPITAL & SURPLUS \$600,000.00**

Minneapolis, Minn.

NORTH DAKOTA**FIRST STATE BANK OF NIOBE, N. DAK., CONSOLIDATES WITH FARMERS AND MERCHANTS BANK OF KENMARE, N. DAK.**

The First State Bank of Niobe was consolidated with the Farmers and Merchants Bank of Kenmare, N. D. This change was made by the new owners after carefully considering the proposition from all angles. While realizing that it was quite an accommodation to the farmers and business men of Niobe to have the bank located there, still as the venture has never proven profitable at that point, the new owners thought best to consolidate it with their bank, thus making a doubly strong institution at Kenmare, one that will be in a position to take care of its customers in the Niobe country in much better shape than would have been possible had the bank remained there, and making it possible to conduct the business at only half the expense.

No changes have been made in the officers or stockholders of the Farmers and Merchants Bank as a result of the consolidation. It now has total resources of over \$315,000 and total deposits of over \$360,000.

A number of improvements are being planned by the officers of the bank to enable them to take care of their increasing business. An additional office room will be constructed in the front portion of the building for the use of Mr. Sands, while a ladies' writing room will be

arranged in the rear of the main lobby. These additions will add to the convenience and comfort of the bank's patrons and will be greatly appreciated by them.

FIRST NATIONAL BANK, PLAZA, N. DAK., OCCUPY NEW BUILDING.

The First National Bank of Plaza, N. Dak., recently opened the doors of its magnificent new building to the public for the first time. This imposing structure has been in the course of construction for the past several months.

The new building occupies a commanding site on one of the corner lots. It is 25x60 feet in size, with full basement. It is of fireproof construction throughout. The exterior presents a beautiful appearance, the brick used being of a wire-cut variety and made into a blending of five colors. White Bedford stone sets off the building and greatly enhances its modern architectural lines. The building in some respects is a departure from customary banking edifices in that its construction everything was done in order to give the interior as much light as possible, this being done by the putting in of large plate glass in the front and along the entire length of one side.

All in all, both exterior and interior combine in making this one of the finest banking structures in the state and will long stand as a monument to the progressive methods and ideas advanced by the capable men in charge of this institution. The building completed costs approximately \$10,000.

The officers of the bank are Robt. W. Atkin, president; August Peterson, vice-president; L. E. Linder, cashier; Anton Jenstad, assistant cashier; N. L. Wilson, teller; Grant Lindlauf, bookkeeper.

FIRST NATIONAL BANK, FARGO, N. D., CELEBRATES 39TH ANNIVERSARY.

The First National Bank, Fargo, N. D., celebrated its birthday recently.

On January 11, 1878—thirty-nine years ago—the First National opened its door for business.

Since that time practically a generation has passed on. Only a few of the first depositors are left. "The oldest bank in North Dakota" has silently witnessed wonderful changes and unbelievable development of its territory.

It remained for E. C. Eddy, deputy county treasurer, to remind Vice-president F. A. Irish of the fact that another milestone had been reached in the history of the First National.

"AS NEARLY PERFECT AS YOU CAN PROCURE"**IOWA SHIELD BRAND SEEDS**

Clover, Alfalfa, Sweet Clover, Timothy, Blue Grass, Cane, Millet, Sudan Grass and other farm seeds

Seed Corn of Best Quality

Samples, Prices and special terms on application. Our seeds must please you or they are returnable to us

Now is the time to buy

Prices are low and we will protect you against advance in prices.

IOWA SEED CO., Des Moines, Iowa

EVAN RANDOLPH, Vice-President
CHARLES M. ASHTON, Cashier

JOSEPH WAYNE, Jr., President

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

The Girard National Bank

PHILADELPHIA, PA.

Capital, \$2,000,000

Surplus and Profits, \$5,000,000

Deposits, \$65,000,000

ACCOUNTS OF BANKS AND BANKERS SOLICITED

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

Mr. Eddy was the cashier of the bank when it opened for business and recalls with pleasure the fact that he accepted the first deposit made in the institution. E. B. Eddy, his father, was the first president of the bank.

The history of the First National reads into the history of the development of the city and state, keeping pace with the wonderful strides on the avenues of permanent progress.

ASHLEY STATE BANK, ASHLEY, N. D., MOVES INTO NEW BUILDING.

The Ashley State Bank, of Ashley, N. D., moved into its handsome brick home. This new structure is the home institution of J. H. Wishek's line of eleven banks, most of which are located on the Soo Line, southeast of Bismarck. The Ashley bank building is practically fireproof and has all the modern conveniences. In addition to the large banking room, director and stenographer rooms, there is also a suite of rooms for the bank's attorney. President Wishek's "den," with all conveniences for ease and comfort, is being fitted up in the front part of the basement.

The list of banks in which J. H. Wishek is president or largely interested is as follows: Ashley State Bank, Ashley; First State Bank, Wishek; German State Bank, Zeeland; Farmers State Bank, Danzig; First State Bank, Burnstad; German State Bank, Fredonia; First State Bank, Merricourt; First State Bank, Reeder; DeSart State Bank, DeSart; Pollock State Bank, Pollock, S. D.; and the First State Bank of Vida, Mont.

The officers of the Ashley State Bank, organized in 1901, are: J. H. Wishek, president; F. E. Shubeck, vice-president; W. L. Johnson, cashier, and Theo. Heinrich, assistant cashier.

Hon. John H. Wishek, who came to the territory of Dakota from Ohio during the early eighties, settling at Hoskins, the first postoffice in McIntosh county, and but a few miles west of the present site of Ashley. Here Mr. Wishek commenced his career as a banker. He filled many offices of trust in those pioneer days. In 1893 he was elected to the lower house of the legislature and in 1895 and 1897 served in the senate, positions which he filled with credit.

G. J. JOHNSON RESIGNS AS STATE BANK EXAMINER FOR NORTH DAKOTA.

The resignation of G. J. Johnson, state bank examiner, was placed in the hands of Governor Hanna recently. Although Mr. Johnson's term does not expire

until next May, the appointment of his successor, J. B. Waters, of Beach, has been announced.

Mr. Waters is an old resident of the state, having made his home in North Dakota for the past fifteen years. He first resided at Grand Forks, later moved to Minot and came to Beach about eight years ago.

In addition to the chief of the bank examiner's department, E. E. Morris, one of the older members of the examining force, also has resigned, to accept the post of Bismarck city assessor.

J. R. JOHNSON ELECTED PRESIDENT FIRST NATIONAL BANK, EAST GRAND FORKS, N. D.

J. R. Johnson was elected president of the First National Bank of East Grand Forks at the annual meeting of the stockholders of that institution held in the offices of the bank recently.

THE COMPLETE MACHINE FOR BANKS

Writes
Adds
Subtracts
in
One
Operation



No. 11 Remington with Adding and Subtracting Attachment

Proves
Correctness
of Work
No
Rechecking
Necessary

Regular Correspondence

Throw off disconnect lever and you have a straight typewriter.

Remittance Letters

Throw on disconnect lever and the machine writes the descriptions and makes the additions and subtractions simultaneously, giving absolutely correct totals when the last item is written.

Ask us for a demonstration.

Remington Typewriter Company

(Incorporated)

208 5th St.

DES MOINES, IOWA

E. Arneson has held the position for many years, but tendered his resignation at the meeting because of his many other affairs.

Other officers elected at the meeting are as follows: Vice-president, J. H. McNicol; cashier, G. R. Jacobi.

Directors elected for the ensuing year are: J. R. Johnson, J. H. McNicol, G. R. Jacobi, Hugh Dunlevy, and George Dunham.

The report of the treasurer for the past year showed the organization in a good financial condition.

T. D. MACGREGOR BECOMES VICE-PRESIDENT OF EDWIN BIRD WILSON, INC., NEW YORK.

Edwin Bird Wilson, Inc., financial advertising, of 14 Wall Street, New York, has announced the addition to its organization of the well-known authority on bank advertising, T. D. MacGregor, who has for some time been with the Department of Publicity and New Business of the Guaranty Trust Company of New York. Mr. MacGregor became vice-president of the agency



on January 15th, and will assist E. B. Wilson, the president, in developing a clientele of banking institution desiring proficient service in advertising.

For ten years, Mr. MacGregor has specialized in bank and trust company advertising. He is the author of four widely circulated books on the subject "Pushing Your Business," "Two Thousand Points for Financial Advertising," "Bank Advertising Plans," and "The Book of Thrift." A sketch of his life appears in the 1916-1917 issue of "Who's Who in America," and he is known among bankers as an authority on all phases of financial publicity. His experience has in-

cluded the newspaper and publishing business as well as banking and advertising.

The work of Mr. E. B. Wilson, president of Edwin Bird Wilson, Inc., in advertising American Bankers Association Cheques and the Bankers Trust Company of New York, is of course familiar to many thousands of bankers over the country. The association of Mr. Wilson and Mr. MacGregor will undoubtedly result in great benefit to financial institutions fortunate enough to secure their services.

DAKOTA SAVINGS BANK, OF FARGO, N. D., OPENS FOR BUSINESS.

Formal announcement of the opening of the Dakota Savings Bank, a new financial institution, has been made by officers of that institution, which was organized to take over and develop the banking business of the Dakota Trust Company.

The new bank, controlled by some of the most prominent business men and financiers of the Northwest, promises to play an important part in the financial circles of Fargo, the Red River valley and the state at large.

The officers are: President, Alex Stern; vice-president, R. S. Lewis; vice-president, Maurice Kaufman; cashier, B. V. Moore; assistant cashier, A. A. Lorshbough.

The local members of the board of directors are well known both in Fargo and the state at large, all being connected with successful business institutions. Of the directors Alex Stern and B. V. Moore will give the new bank their personal attention.

NORTH DAKOTA NEWS AND NOTES.

The Farmers State Bank of Belfield, N. D., was recently destroyed by fire. The loss is estimated at \$15,000.

The new bank, the Security State Bank, Columbus, N. D., opened its doors for business recently.

The newly organized Farmers Equity State Bank at Upham, N. D., is now opened for business. H. D. Ellis is the cashier.

An increase in the capital stock of the Security State Bank, of Noonan, N. D., from \$10,000 to \$25,000 was made recently. The bank is six years old, and has deposits exceeding \$200,000.

BANKERS AND THEIR WANTS.

(Continued from page 54.)

perienced on Burroughs Ledger Posting Machine. Good references. Address 2045, The Northwestern Banker.—2.

WANTED—Position by young man in live country bank. Thorough knowledge of banking principles, Shorthand and Typewriting, and a good penman. Experience on Burroughs Ledger Posting Machine. A 1 references. Address 2046, The Northwestern Banker.—2.

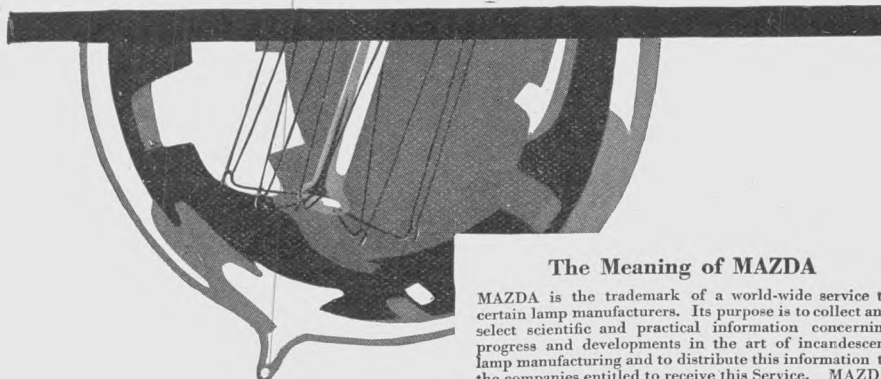
WANTED—Assistant cashiership of good country bank by well-experienced man, 25 years of age. Desire connections with a good bank in northern Iowa or southern Minnesota, where, after I have proven my ability, I may invest and assume more responsibility. I have the energy and qualities to successfully fill it, together with the best of references. Employed at present. Address 2047, The Northwestern Banker.



"Not the name of a thing, but the mark of a service"

No lamps can ever be marked MAZDA
unless they embody MAZDA Service
standards of excellence

4632



The Meaning of MAZDA

MAZDA is the trademark of a world-wide service to certain lamp manufacturers. Its purpose is to collect and select scientific and practical information concerning progress and developments in the art of incandescent lamp manufacturing and to distribute this information to the companies entitled to receive this Service. MAZDA Service is centered in the Research Laboratories of the General Electric Company at Schenectady, New York.

The mark MAZDA can appear only on lamps which meet the standards of MAZDA Service. It is thus an assurance of quality. This trademark is the property of the General Electric Company. :: :: :: ::



RESEARCH LABORATORIES OF
GENERAL ELECTRIC COMPANY

SECURITY NATIONAL BANK, SIOUX FALLS, S. D., OCCUPIES ITS NEW QUARTERS IN THE SECURITY BANK BUILDING.

The Security National Bank, Sioux Falls, S. D., recently moved into their new quarters in the Security National Bank building. For some time the people behind the Security National Bank felt the necessity of procuring larger and more up-to-date quarters in which to care for the ever increasing business of its patrons and about two years ago plans were formulated for the erection of the new six-story bank and office building, which has just been completed. The officers and directors of the Security National Bank, having faith in the future progress of the city of Sioux Falls and the state of South Dakota, are entitled to a great deal of credit for their enterprise and public spir-

itedness in organizing and paying in the capital of the Security Building Co., which has made possible the erection of such a magnificent structure as now stands in the heart of the business district. Deposits, December, 1916, were \$3,479,335. Officers are: W. E. Stevens, president; G. C. Holmberg, R. G. Stevens and W. K. Van Brunt, vice presidents; John O. Barton, cashier; D. C. Lowe, C. R. Bond and F. H. Klawon, assistant cashiers.

J. Chris. Jensen

Architect



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IOWA STATE BANK, OSCEOLA, IOWA
W. H. Totten, Cashier

*It Pays to Have Your
Bank Look Its Best.*

NORMAN T. VORSE

ARCHITECT

911 S & L Building

Des Moines



New home of the Security National Bank of Sioux Falls, S. D.

HUFFMAN GENERAL SUPPLY HOUSE OF LINCOLN, NEB., HAVE NEW FILING SYSTEM FOR BANKS.

A new economical filing system for banks, known as the "K. D. Box-Envelope Filing System," has just been invented and patented in both United States and Canada by S. C. Huffman, of The Huffman General Supply House, Bank Specialties, of Lincoln, Nebraska. Although the system has only been offered on the market the last few months thousands of bankers in the United States and Alaska have immediately availed themselves of this rapid, convenient, dustproof method of filing and finding their drafts, certificates of deposit, deposit slips, escrow checks, cashier's checks, etc. With this system in use a draft twenty years old is as easily and quickly found as one a day old. More than 45 banks in Chicago, 27 banks and trust companies of Minneapolis and St. Paul, and many in Omaha, as well as New York City, Pittsburg, Boston, San Francisco and other large cities as well as the

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Things You Need for Your Bank, Your Home or Yourself

A PORTRAIT BY COURTRIGHT STUDIO

—The Kind You Like to Show Your Friends.
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DES MOINES, IOWA

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DES MOINES, IOWA

Legitimate Detective Work Solicited
Highest Reference Furnished
Representing the Iowa Bankers Association

DES MOINES TENT & AWNING CO.

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EVERY PROGRESSIVE BANK

Should send letters to their customers at least three times a year.
We can relieve you of all worry in sending letters. Do everything complete.

DES MOINES DUPLICATING CO. Des Moines, Iowa

S. K. NOLAND, REAL ESTATE AUCTIONEER

More than 1,000 successful sales of real estate at auction; six Iowa farms to the highest bidder in one day at satisfactory prices; sales for 1916 exceed \$1,000,000.00. Send for list of bankers, farmers and business men for whom I have sold. Inquiries cheerfully answered.

S. K. NOLAND, Real Estate Auctioneer, DES MOINES, IOWA

MR. BANKER, \$10.00 to \$75.00 SAVED

We Weld Good as New, cracked or broken Auto Engines, Auto Parts, Pumps, Steam or Gasoline Engines, and anything in metal. Quick Service. General Auto Repairing.

RICHARD'S GARAGE, DES MOINES, IOWA

Telephone Walnut 2427 417 Eighth Street
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WATER WORKS, STEEL TANKS, BRIDGES, STRUCTURAL STEEL

ESTIMATES, DESIGNS AND PRELIMINARY INFORMATION CHEERFULLY FURNISHED

DES MOINES BRIDGE AND IRON CO.

Des Moines, Iowa

MAKE YOUR BANK ATTRACTIVE

Hulsizer's Artificial Plants, Flower Boxes, Foliage and Flowers

will add to the appearance of your banking room. They look natural but require neither water nor sun.

THE HULSIZER COMPANY, DES MOINES, IA.

J. S. WILSON FLORAL CO.

DES MOINES' LEADING FLORISTS. Growers of Choice ROSES, VIOLETS, CHRYSANTHEMUMS, CARNATIONS, etc.,

Flowers for all occasions shipped anywhere. Wire, phone, mail or call.

BRANCH STORE—Harris-Emerly Co., OFFICE & GREENHOUSES—35 and Ingersoll Ave., Phone Drake 584-585
DES MOINES, IOWA

KRAETSCH & KRAETSCH ARCHITECTS

SUITE 315 SECURITIES BLDG.

DES MOINES IOWA

MISS WEAVER AND MISS TUPPER

CONSULTING DECORATORS AND FURNISHERS OF INTERIORS

805 LOCUST STREET DES MOINES, IOWA

ORNAMENTAL NURSERIES

We are growers of special high-grade ornamental trees, Evergreens, Shrubs, Flowers, etc.

Every tree a Specimen

Write for literature and estimates.

We are landscape gardeners.

M. J. WRAGG & CO. Fortieth and University Ave.
DES MOINES, IOWA

SAFE AND TIME LOCK EXPERTS

We go any time, to any point in Nebraska, South Dakota or Iowa. Bankers Association experts for above states. Wire, phone or write us.

Tel. Douglas 1821 **F. E. DAVENPORT & CO.,** 1406 Dodge Street
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RUBBER STAMPS NOTARIAL AND CORPORATION SEALS

Des Moines Rubber Stamp Works

"SAME DAY SERVICE"
206 5th St. DES MOINES

TRUNKS, BAGS, SUIT CASES

Iowa's Greatest Leather Goods Store

721 Locust Street Des Moines, Iowa **LIKLY LUGGAGE CO.**

WILL H. ZAISER SPECIALTY CO.

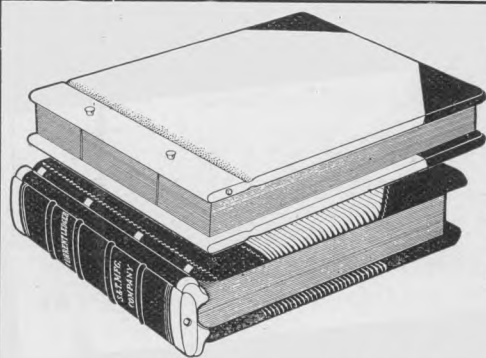
BANK EQUIPMENT

Originators "Zaiser's" self-indexed loose leaf bank ledgers. Any account found in four seconds. A full line of bank supplies and specialties. Shaw Walker steel and wood filing devices.

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SPECIAL LOOSE LEAF FORMS FOR BANKS

WRITE US when in the market for Ledger Sheets, Remittance Sheets, etc. We carry a complete line of Stock Bank Books. All orders for items carried in stock shipped same day received.

Our stock of Office and Bank Supplies is complete at all times.

If you want SERVICE, QUALITY, PRICE, write us.

KOCH BROTHERS, Inc.

"The Business Man's Department Store"

317-319-321 LOCUST ST.

DES MOINES, IOWA

smallest banks in the country have adopted this system, and the heavy return orders, together with the letters of highest commendation attest the general satisfaction this system is giving the user.

LEGAL OPINIONS AND DECISIONS.

(Continued from page 24.)

money has in fact been applied to pay debts of estate and the estate may be held if this is so. However, if estate is insolvent executor or administrator is liable. See *Deery v. Hamilton* 41, Iowa, P. 16.

Question: In placing upon pass books "This bank is acting only as depositor's agent and does not assume any liability for any out of town checks or collections beyond reasonable diligence and care, "can such bank exempt itself from any liability where the state statutes do not provide for such exemptions?

Answer: It is fundamental in contracts that no concern can limit its own liability by any notice in contravention of statute. Such a notice on a Pass book would not excuse the bank from responsibility for negligence. Of course, bank is only responsible for ordinary diligence and not as insurer.

Question: Can a bank be held legally liable for any

lost collateral left with bank by a customer where bank apparently had exercised reasonable diligence and care in the keeping of such collateral?

Answer: Where a deposit is made with a bank not merely for safe keeping but as collateral security, the Bailment being not gratuitous, the bank must exercise same care and diligence that a prudent owner would exercise over his own property of a similar nature.

Where he has exercised such degree of prudence, he is not further liable.

The same rule applies to paper deposited for collection. See *Tiffany Banks & Banking*, P. 18.

Question: Has a bank the same rights as to stopping payment of drafts drawn upon a correspondent bank as an individual drawer of a check upon a bank? Must such drawer (individual or such bank) show good reasons to payee for stopping payment of such check or draft?

Answer: The term check includes drafts drawn by one bank on another bank, see *Roberts v. Corbin* 26, Iowa 315. Also *Corpus Juris*, Vol. 8, P. 37.

The drawer of a check or draft may revoke same by notice any time before presentation for payment. See *Dec. Digest, Banks & Banking*, Key No. 139.

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-five 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 A. Cavanagh, First Vice-President
C. A. Barr, Vice-President

John H. Hogan, Cashier
C. A. Diehl, Assistant Cashier

ESTABLISHED 1872

R. A. CRAWFORD
PresidentC. T. COLE, JR.
Vice-PresidentD. S. CHAMBERLAIN
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Cashier

New
and
Modern
Home
of the

VALLEY NATIONAL BANK

and

VALLEY SAVINGS BANK

DES MOINES, IOWA

Combined Capital and Surplus, \$750,000.00

For forty-four years this bank has satisfactorily served its customers.
May we add your name to our constantly growing list of correspondents.

The Chase National Bank

of the City of New York

57 Broadway

Capital	\$ 10,000,000
Surplus and Profits (Earned)	12,025,000
Deposits (Dec. 27, 1916)	254,138,000

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Albert H. Wiggin, President

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Edward R. Tinker... V.-Pres.	Chas. D. Smith... Asst. Cash.
Carl J. Schmidlapp V.-Pres.	Wm. P. Holly... Asst. Cash.
Gerhard M. Dahl... V.-Pres.	Geo. H. Saylor... Asst. Cash.
Alfred C. Andrews... Cashier	M. H. Howell... Asst. Cash.
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Edwin A. Lee... Asst. Cash.	Robt. I. Barr... Asst. Cash.
Sewall S. Shaw, Assistant Cashier	

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on favorable terms, and shall be pleased to meet or
correspond with those who contemplate making
changes or opening new accounts.

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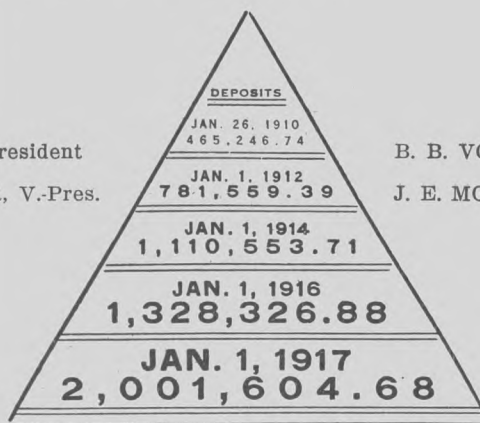


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J. E. MORTON, Ass't Cashier



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