

# THE NORTHWESTERN BANKER

TWENTY-SECOND YEAR

DES MOINES, IOWA, MAY, 1917

TOTAL NUMBER 357

## Northwestern National Life Insurance Co. MINNEAPOLIS, MINN.

JOHN T. BAXTER, President

A PURELY MUTUAL, OLD-LINE, WESTERN COMPANY

**Directors**  
 F. A. CHAMBERLAIN, Chairm'n First & Sec'ty Nat. Bank  
 E. W. DECKER, Pres. Northwestern National Bank  
 C. T. JAFFRAY, Pres. First & Security Nat'l Bank  
 T. B. JANNEY, Pres. Janney, Semple, Hill & Co.  
 E. L. CARPENTER, Pres. 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



IN THE UNITED STATES

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

Resources Over \$3,000,000.00

## FIRST NATIONAL BANK DAVENPORT, IOWA

L. J. YAGGY, Cashier

A. F. DAWSON, President

ESTABLISHED 1870

## FIRST NATIONAL BANK

SIoux CITY, IOWA

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

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

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

# 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.



An alliance that will be of greatest advantage to the customer is offered by this institution. Our policy is one of active co-operation with the depositor.

## The Mechanics and Metals National Bank

OF THE CITY OF NEW YORK

ESTABLISHED 1810

Total Deposits (March 5, 1917) \$188,000,000.

# 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.

# 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.



H. VON DER WEYER

President of the Minnesota Bankers Association.

Mr. Von der Weyer, vice president of the Merchants National Bank, St. Paul, and president of the Minnesota Bankers Association, was born in St. Paul, October 23, 1866. His education was received in the common schools and at St. Johns University, where he finished in April, 1884. The next day after school closed, Mr. Von der Weyer entered the banking business, starting as a messenger boy. He was connected with the National German-American Bank continuously until 1912, the last position held being that of cashier. An interest in the banking business seems to have been born in Mr. Von der Weyer, as he has always been interested in it from his earliest days. He felt that in that line of work he would not have to contend with shelf-worn goods. Elements contributing to the success of this prominent man have been attention to duties and unflinching courtesy to customers of the bank. In the opinion of Mr. Von der Weyer, young men who are starting in the banking business today have as good opportunities to succeed as they did when he was a young man.

# 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

MAY, 1917

MINNEAPOLIS  
Hennepin Avenue and Fifth Street  
CHICAGO  
410 Advertising Building  
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

## THE WAR WILL TAKE CAREFUL FINANCING

It will take the keenest minds of the greatest financiers of the United States to handle the finances of this war along careful conservative lines, yet this can be done and done easily if the simple common sense rules of business are applied. The fear that many bankers have expressed is that the government would place on the market at one time the entire issue of \$7,000,000,000 of bonds, which amount is thought would be necessary to finance the war. The best suggestion which has been brought forward is that the government issue \$1,000,000,000 of the bonds allowing these to be absorbed by individual investors and bankers of the country and in this event the issue would probably be oversubscribed causing the bonds to go above par. Then this money which the government will receive would of course be used for the purchasing of clothing, ammunition and food from the manufacturers and farmers of our own country. Thus the money would come back into circulation again and return to the banks for legitimate commercial purposes. Then the government could again issue another \$1,000,000,000 of bonds and the same process could be repeated. Undoubtedly such a plan as this will be followed because if any other method were pursued it would prove most disastrous to the business and financial interests of the country.

## KEEPING BUSINESS NORMAL

One of the greatest organizations in the United States has sent out an earnest plea to "Keep Business Normal" and the sane advice which this message carries with it should be brought to the attention of every American citizen. We all expect to do our part; we all expect to make whatever sacrifices are necessary, but if economy is carried beyond the point where all legitimate business can be carried on as usual, it will stifle American activity and bring failure and ruin to many. This article says: "The United States has agreed to do its full part in the war. If it is to do its full part it must protect itself against panic. Certain tendencies are now making themselves felt which are likely to make the people overapprehensive and produce commercial insecurity if they are not halted. We must produce all the provisions we can. We must avoid waste as a patriotic duty. These are movements to enlarge the commercial activities of the nation, not to contract them. The surest way to preserve American prosperity is to maintain normal industrial and commercial activity. Those who propose rigid closing down of normal purchases to the line of bare necessity are proposing a course which will choke the flow of our trade down to the lowest livable minimum. Great Britain adopted a slogan at the outset of the war, which American business men will do well to make their own, at this stage of our participation in the same war. It was 'Business as Usual.' If the country can continue its general business substantially as usual, it can meet the new war taxes and subscribe to the new war causes somewhere nearly in accordance with its means. But if there is a panic, the return from the taxes and the subscriptions to the relief movements will both suffer heavily." Let us stop every bit of waste and extravagance, but let us not go beyond the point where our own business interests will be jeopardized. Let us "Keep Business Normal."

## EVERY BANKER'S DUTY

Throughout the entire history of the United States, it is a strange but true fact that in every great crisis in our Republic the banker has been the first man called upon to render his assistance in helping to make a success of the problem that we faced. Men are necessary; food is necessary and so also is money. Whether it takes \$7,000,000,000 or \$70,000,000,000 to win the war we are sure that every banker is ready to do his duty; make whatever personal sacrifice is necessary, in order to bring speedy success to the cause, which must ultimately mean a greater, truer and higher civilization, because it will be based upon world-wide democracy. Already many prominent bankers have expressed themselves as favoring whatever means may be necessary in order to make a success of this war. Many of us do not yet realize that the United States has declared war against the greatest and most powerful fighting nation the world has ever seen. Frank A. Vanderlip in a recent interview said: "This is a real war. The country doesn't realize what it means yet. It will before very long. This war will test the patriotism, thought and wealth of the nation. We have started well, however. The government has done just the right thing in supporting the loan to the allies. They must be aided in this way. Five billion dollars is a great deal of money, and it will require careful handling and some time to raise it. You can't raise it at once. But it will be done. It's a start in the right direction. On the food question too much emphasis cannot be placed. I know something about potatoes and the farming situation, and I know we soon will be using our best thought in an effort to make our earth produce vastly more than it ever has before. Not only will this war demand greater output, since it is our duty to the world as well as to ourselves to produce every ton possible, but we have to stop waste and that immediately." It is of vital importance that every banker urge increased crop production by the farmers of his community. If you want to show yourself a booster for your town; if you want to do your share in helping to win the greatest war in the world's history, you can be of real assistance and of real help by talking, urging and lending financial assistance in every way possible to every farmer in your community, in order that he may increase the production from his farm this year. There is absolutely no chance of overproduction, because if peace should be declared before the next fall crops are harvested there will still be the same demand for food, not only in the United States, but also in the European countries, which are giving all their time and all their energy to war. Real patriotism can be shown by every man, woman and child in the United States, who is willing to do his or her part, however small it may be, by aiding or assisting in the field, the factory or upon the firing line. This firing line must eventually encircle the misguided rulers, who because of personal greed have lead not only their own great and powerful nations into war, but have also dragged two-thirds of the civilized world into the fiery pool where reason has been forgotten and only the passion for conquest holds sway.

**"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.



# The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, MAY, 1917

20 Cents Per Copy

## How We Will Finance the War

By Arthur Reynolds

With a country of vast extent, blessed with resources of untold value and animated by a spirit of determination and accomplishment that knows

no fear of results, Americans have the notion that no task is too big for them. It is a national trait, or conceit it might be termed by some who do not understand us; it is a quality born of optimism and manly courage of which we are proud. In the gigantic undertaking upon which we have just embarked, I fancy this characteristic will prove both a help and a hindrance. It will cause us to attempt big things with full confidence, but it may also produce a feeling of present security and sufficiency that will hold preparation in check.

Let us not deceive ourselves. Now that we are in the war, it is vitally important that we not underestimate its magnitude, but that we weigh in the balance with analytical precision each problem and development as it is brought to issue. We are confronted by the most serious problem with which we have had to deal in our entire history as a nation. The world is in an upheaval and we have been plunged into the vortex. Unless by some great good fortune there should be an early termination of the conflict, every possible resource of the United States must be utilized, every citizen might as well decide now that individual sacrifices will be required of him, sacrifices that may cut deep into his methods of living, make unexpected changes in his hours of labor and place burdens upon his shoulders that will weigh him down with grief and sorrow, but I have faith to believe that we shall all acquit ourselves like men; that we shall consider no sacrifice too great when made for the common cause.

Not the least of our troubles will be the financing of this stupendous effort. To what extent we shall have to go in this direction no man dare predict. All we can say is that the financial load will be heavy during hostilities and for years thereafter. The expenditures—necessary expenditures—will be enormous.

For a comprehensive estimate of our ability to raise

One of the greatest problems before us today is the financing of the war and this problem will become more and more important as the war progresses. In this timely article by Arthur Reynolds, vice president of the Continental & Commercial National Bank of Chicago, he presents some vital facts and figures, which will be of interest to every banker.

figures usually showed a comfortable balance in our favor, this visible balance was more than absorbed by the invisible. Then the economic status of this country changed quickly and to an astonishing degree.

Europe had urgent need for everything we could spare from farm, mine and factory and we sold at constantly rising prices.

From a condition of perturbation as to how we could settle even our emergency obligations abroad, almost instantly we became purveyor and banker to the world. Foreign countries sent us streams of gold and we bought back millions of our own securities held across the water and absorbed other millions of bonds issued by Great Britain, France, Russia and other governments. It is important to remember that the interest and dividends on these securities now remain here and swell our investable assets. We have added considerably over one billion dollars of gold to our holdings since the close of 1914. Today we have more of the yellow metal, the basis of money transactions, than any other country. Before the war we had about two billion dollars of gold; today we hold over three billion, or about one-third of the gold of the world. Any sordidly-selfish persons who think the hoarding of gold during this war will bring them a paltry soul-searing premium,

will be doomed to disappointment. There will be no lack of gold in America.

Acquisitions of gold and securities do not tell the whole story of our strength. Under date of March 5th the Comptroller of the Currency issued a call for statements of all the national banks. The response exhibits a remarkable case as to reserve money held by the 7,500 odd national banks, the excess above legal requirements being \$1,100,000,000. In making up our statement of assets, we should not overlook the excess reserves carried by the 17,000 or 18,000 state banks. The figures of the latter are not available down to as recent a date, nor in as complete form, but I watch

(Continued on page 72.)



ARTHUR REYNOLDS,  
Vice President Continental and Commercial  
National Bank of Chicago.

# Observations on Way to Honolulu

By Harry T. Blackburn

The trip has been uneventful, but anyone going west should see the Canyon of the Arizona. Words cannot describe it. Never before have I taken the time to stop, and it's beyond description. Imagine, if you can, a cut 13 miles wide, on an average, 215 miles long, and one fourth mile deep. That's all you can say, and imagine the rest. You should take at least three days or more, to see it; and as "Cobb" says, you can get inspiration for anything, and as distances are so deceiving, you can say most anything without dispute. Outside of this, you can't say very much of Arizona. As our driver said, there are more cows and less milk; see farther and see less, 120 miles up and down country, and more rivers with less water in Arizona than in any state in the Union, and he knows. Hotel is fine, also the Navajo. We saw a dozen, but understand they produce 9,000 blankets a year, all made by the Indians. (What industrious people these few are.) However, you don't have to buy.

Saw many Des Moines people in Los Angeles. As usual, they are boosters for California, but I suppose you can't blame them, as they say misery loves company even if you have to get your friends into it. They told me farm land tax was \$10 an acre, mostly for good roads. My, what would our Iowa farmers say to that, but they think it is all right, as they still keep voting more taxes for more roads, which means more transients, and that means more money left them, and I guess it pays or they would not do it. The town of Los Angeles now I understand takes in most of the county, but that is nothing, as I learned since reaching Honolulu, it takes in islands 1,000 miles west of here, and that's some distance, but they do not all have inhabitants.

We sailed on the Great Northern, and of all the rolling boats I have been on, it was the limit. And yet they say the U. S. Government has accepted it in case of war, on account of its speed, which it has all right. We averaged 465 miles per day and over. Was sick as a dog first two days out, and had in the past imagined I was a fair sailor but had the conceit quickly taken out of me this trip. Never saw a sail or a bird all the way over. No gulls on this island. Why this should be, cannot learn. Very little animal life here.

We stopped at Hilo before arriving here, to see the active volcano Kilanea, taking an auto to the crater, 39 miles over better roads than any 39 miles in Iowa. Saw two big rollers working on roads the way up, makes you

In a very interesting letter addressed to us from Honolulu, Hawaii, Harry T. Blackburn, cashier of the Iowa National Bank, Des Moines, gave some very delightful impressions which he received on his trip and we have taken the liberty of publishing part of them. Mr. and Mrs. Blackburn and their son, Mortimer, are on a trip which will take them through China, Japan, Australia and a number of other countries before they return home, sometime in August.

guess that it was 200 feet wide, 1,000 feet long, with apparently a strong current flowing from no one knows where, to no one knows where. Five and six eruptions going on all the time, throwing lava from 10 to 50 feet in the air all the time. Regular fire works 24 hours of each day. Most magnificent sight you can imagine. We just watched it, no one speaking. Could have stayed for days, but one was all we had to do it in. Anyone going to this island does not want to miss this sight of a life time. Vesuvius, a friend told us who had seen it, did not compare with this sight. A sailor told me he thought it at least a mile wide, and he may be right. We climbed partly down the crater where the lava had flowed in January and it had cracked so you could see down, and for about 8 inches it had cooled, then it was like looking down into one of Charlie Rawson's kilns after they had been burning about a week; just red white heat. Scorched a few postal cards, and climbed out. Would like for a week to see its wonders again, but of course can't do it.

I forgot to tell you how small this world is. When we got our ship legs agoing, who had the adjoining cabin but one of the Iowa National's old customers, W. H. Town, of the International Harvester Co., who got on at Los Angeles, neither one knowing that the other was sailing, and in the dining room found also D. Polasky's daughter, formerly of Des Moines, now in charge of the book department of a large concern of this city. While rubbering around the battleship St. Louis one of the sailors said: "How do you do, Mr. Blackburn," and I found Judge Craig's son, Clifford, who was formerly one of the Iowa National clerks, and who some years ago wanted to see the world; now has had enough and says he will be back in God's country in September, if they let him live.

Several German merchant ships interned here, also one battleship and carrier. They who know don't speak very well of the latter, and of its country, but guess the sailors caught them in the act. So long as no harm was done they say "forget it," so they do. This is an American city now, but they evidently have information from the Astor or Biltmore, of New York, how to charge.

(Continued on page 23.)



HARRY T. BLACKBURN,  
Cashier Iowa National Bank, Des Moines.

# Analyzing the Signs of the Times

By John Fletcher

The rapid rise in prices of grain and live stock, with the continuous publication of stories of serious shortage everywhere, focuses the attention of the nation upon this section—Iowa, Nebraska, South Dakota and Minnesota—at this time. There is much speculation as to whether your citizens realize their grave responsibility and will meet the situation by the increased production that existing conditions demand.

These four states are located in the heart of the agricultural section of the country. They are blessed beyond measure in equipment and natural resources and yet at a time when the call upon them for supplies is urgently heard upon every side, we find them producing at about one-fourth what should be their natural capacity.

The United States today is facing an agricultural crisis. Not only are we confronted by an era of extraordinarily high prices for foodstuffs, but also by an economic revolution growing out of this abnormal condition. The population of the country is growing by leaps and bounds, the demands of other nations for our products are becoming more and more insistent. Instead of meeting these conditions with increased farm crops, we are going backward. Here is a cause worthy of our mightiest effort, not only to meet this call from foreign lands but to save ourselves. No greater, no more important, no more far-reaching work lies before the leaders of this nation today than the upbuilding of our agriculture in all its phases. It means the very life of our nation, the perpetuity of our government. Increasing shortage and continued rising of prices of foodstuffs inevitably develops a precarious economic condition, tending toward social disturbances and the encouragement of political radicalism.

It is high time the people of the United States awakened to their situation. Lack of preparedness in our national food production is just as criminal as lack of military preparedness. Never has this question of "preparedness" sunk so deeply into the hearts and consciences of American citizens as since this world war in Europe. We have seen demonstrated the tremendous power and efficiency of centralized co-ordinated co-operation, both industrially and economically. We have been taught the terrible lesson of self-complaisance, of lack of preparedness, of lack of co-ordination.

Let these four states, situated in the heart of the

After carefully reviewing the present world-wide conditions and especially as they affect this country, Mr. Fletcher has given what he thinks is a solution of the nation's greatest problem. He believes that only through a constructive policy of Publicity, Education and Conservatism can our present agricultural and food problem be solved.

ordinated effort we can increase our farm yield many fold; let us lead the way in safeguarding our national prosperity. The United States government is spending millions and devoting the energies of an entire department of the federal service to educate the rural population of this country to greater effort. Do you realize the emergency that actually exists? Within

thirty years, from 1880 to 1910, our rural population has fallen from 70.5 to 53.7 per cent (official report last United States census). Production per acre in all but three of our ten most important crops has decreased. Wheat in ten years has dropped 33 per cent, corn 14.4 per cent. Our beef supply has fallen off 30 per cent. A prominent Congressman told Congress that "We must learn to produce more or accustom ourselves to eat less."

A fertile soil means a prosperous people. Two things are required to make a great nation—a fertile soil and an energetic, progressive people. There was a time, when land was cheap and soil fertility unimpaired, when the population was small and land plentiful, when taxes were low and prices high, that anyone could "make a living" on a farm. Today more thought, more brains, keener judgment and closer application are essential to the success of the modern farmer than in almost any other business. We cannot afford to make mistakes.

What we do in the next generation effect upon the agricultural customs and practices for succeeding centuries. The care of the soil is the problem of the farmer today. It is up to him to produce the necessities of life in quantities sufficient to meet ever-growing demands. He **must** improve the soil. There are no longer vast tracts of fertile prairie which the government can open up to cultivation at nominal cost. Not only we, but future generations, must live from the soil now under cultivation.

The problem before us is constructive—how best to build up our agricultural interests. The live stock industry deserves our first attention. There is no industry which affects so vitally the welfare of all the people of this country as does the live stock industry. It is the foundation of individual and national prosperity. Whatever injures this industry or retards its develop-

(Continued on page 49.)



JOHN FLETCHER,  
Vice President Ft. Dearborn National Bank,  
Chicago.



# Building Business With Bad Money

By Felix J. Koch

Curious?

Yes, it is rather curious, come to think of it; a business built squarely on bad money—no, not counterfeit, of course, but the coins and tokens that will slip in—if or no—or that a bank takes to please a prospective client; but which really would imply more waste of time and money in transferring—notably in these troublesome war times—than it could ever hope to get in exchange.

But it pays—pays well—just because once a man's squarely launched in it, in a given locality, it hardly pays a competitor to enter; for there really isn't enough of the wares here for two; so the first-comer gleans, and his business grows and—well, he waxes rich, by and by!

This unique profession, which had its start, we presume, among the old money-changers of the Orient, is practiced well by a quaint old character at Ludlow, Ky., near the Queen of the West; who visits the big banks of the Mid-Western Sodom and Gemorrah regularly, taking the money which is not legal tender from them at fixed prices, and making his own arrangement for its exchange.

What has he to say of his day's work and what it leads to, is interesting indeed:

"How did we come to go into it?" he began, in the curiously hearty way which he has, one which gives him "Open Sesame" at once with any concern with which he's not already done business.

"Well, we happened to come to Cincinnati in 1849—Brother and I—who engaged in the same business, and it

Perhaps there is no more unique business than the one here described which has been built about the ridding banks of the coin they cannot use, such as mutilated coins with holes in them and those that have become so thin they can hardly be identified. This is a real human interest story based on actual facts, and we are sure will prove most enjoyable reading.

was just immediately after that year that the broken state banks had the country fairly flooded with their great issues.

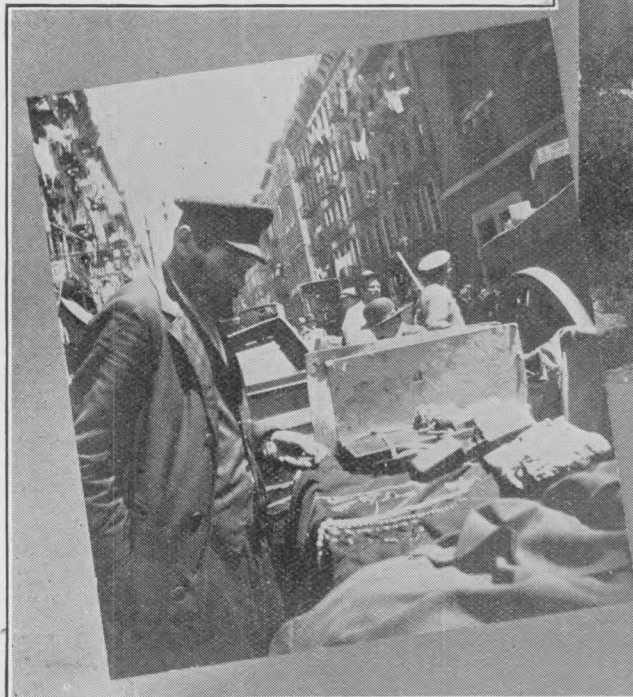
"Here in Ohio the principal factor of this sort to be reckoned with was the State Bank of Ohio, the mother-bank at the capital; with branches in the leading cities. Its money was good; but people wanted to exchange, and so we found very soon that we **could** exchange for them and at a profit.

"On the other hand, right in the same state, there was the old Bank of Circleville. We dealt in its money, too, and when it failed that money changed values, indeed!

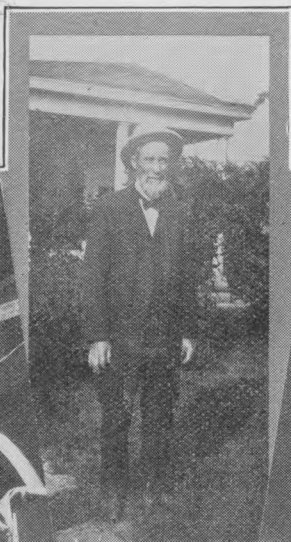
"Here in Cincinnati, again, the money of the La Fayette and the Franklin banks remained good throughout, while right across the river, in Newport, the Safety Fund Bank issued currency which, when it failed, naturally proved about worthless.

"So, again, the Ohio Life and Trust Bank was at one time the principal institution of its sort here; but it failed too, and while it did not issue money, it had a banking and life insurance department, with a branch in New York, that had a big clientele, and its failure set these on edge and sent them to exchanging what moneys they had fast as they only could. In brief, the very failure of the banks and making worthless of their notes was a boom to business for ourselves; since it made folk doubt just whom they might trust. Before long we paid as low as ten cents on the dollar for the issues of the New-

(Continued on page 42)



Foreigners Trade Coins



The Buyer.



Foreigners Bring Coins Here.

# Helping to Increase Iowa's Crops

By Frank Warner

This excellent article by Frank Warner, secretary of the Iowa Bankers Association, gives in a concrete and concise manner the plans and methods by which the bankers of Iowa can assist in increasing the crops of this great state. It is imperative that every banker do his part along this line. It is a patriotic duty as well as an economic necessity.

On the outbreak of the maelstrom of war in Europe there were some of the greater minds who were impressed with the thought that before that war should end the whole world society would be jarred. The writer, among those of lesser foresight, has unquestionably witnessed during the past two years a gradual but more infuriating martial contention until the spark of war ignition has enblazed the combativeness of nearly all Europe and Asia, and has at last spanned the ocean breach of over three thousand miles and made contact with this "great, tolerant, and good-natured giant" of the western hemisphere. Once bestirring this neutral, a second and third neutral nation of the West has unsheathed the sword and we find the world girdled with the activity which man has striven indefinitely to abolish. But not unlike all competition, before the old gives place to the supremacy of the new, a deciding struggle must take place, and in proportion to the area affected.

And it may be true that in this titanic battle, world society may be passing, never to return, from under the control of the passions of the war god to a condition where reason and justice, where right and the vision of a higher man shall emerge from the downfalls and build a world citizenry of God's democracy.

Whatever may be the outcome, the thought of those greater minds seems to have borne fruit. There will undoubtedly be some territorial changes, but greater than all that, there will unquestionably be economic, moral and political readjustments. The first seems to have forced attention to itself in this country at once and with haste, and it perhaps would not be speculating too greatly to say, that the end of this war shall have taught this nation the meaning of "waste" and the definition of "saving," and brought forward a "new agriculture" which shall eliminate any question of being able to produce sufficiently for America, and in kind, that shall cheapen the struggle for existence which the average individual is now making amid a plentitude of fertile land.

A year ago there was little thought that such a food condition would overtake us. For the past twelve months prices in the general market of produce have gradually risen, and we are told that prices on commodities which we have heretofore held as common articles would mount still higher—that stores of grains and

raw materials are being wilfully reserved is, in a measure, probably true. The facts are difficult to get. But whatever these reserves may amount to, it cannot be overlook that the creation and production of materials and foodstuffs have been lagging, and we have now awakened today to see consumption of the necessities of livelihood pacing a stride that leaves no doubt that production is slipping to the rear and to the margin of exhaustion.

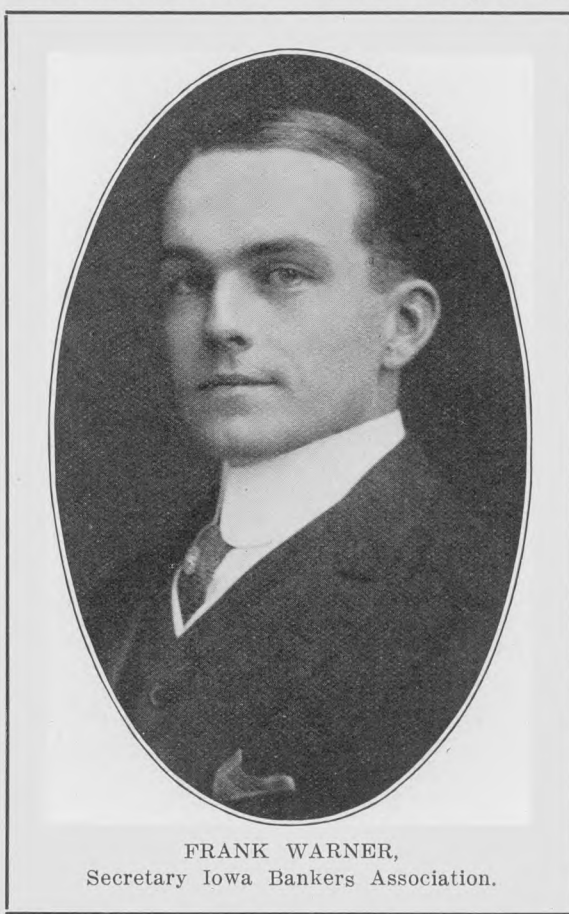
Bankers are not inclined to throw out an unbased alarm, nor would their State Association; the bankers of Iowa are doing no less to increase the products of the farm this year than they have in years past. They

are doing more, with a greater energy, with a stronger concentration, with a better agricultural organization, with more system; not in a manner to harass the farmer nor in a manner to frighten the buyer, but from a hard-headed business standpoint, yet in full confidence of the resourcefulness of our people and in the productivity of Iowa's soil. If their agricultural efforts have heretofore done good, and they are positive of that, then they are now doing only the natural thing under today's circumstances, systematizing and still further invigorating their agricultural efforts, that greater attainments may come. And they do this in a cool but firm way, spreading not the gospel of fright; stimulating not with the prod of "food rioters," "Americans starving" and other not improbable pictures. The bankers of Iowa, analyzing the situation, know that the average farm in Iowa is approximately 153 acres while the German farm is 13 acres, and based upon those figures Iowa could support a population with effi-

ciency eleven times the present. They know the whole German nation or French nation could be set down in Texas; that the whole of Europe, excepting Russia, could be swallowed up in the fertile Mississippi; that the Japanese Empire of over 51,000,000 peoples are living on a territorial area of much less than our state of Montana; and that only between one-third and one-fourth of the tillage area of the United States is now under cultivation.

This, then, forms the basis of their premises: **That there are unnumbered acres of arable land in the United States; that even with the fast depleting fertility of European soil the United States and America has virgin land sufficient for years to come to counterpart that depletion.** The New York bankers have set

(Continued on page 38.)



FRANK WARNER,  
Secretary Iowa Bankers Association.

# Unit System of Handling Accounts

By Edwin D. Weary

It is rather a strange anomaly that this unit system of handling accounts in a bank, which has become a necessity by reason of the growth of these colossal banking institutions, is in a way, a reversion to the primary methods of the country bank, at a time when the "Cashier" took care of the paying and receiving, kept the books and when not otherwise engaged utilized his spare moments in polishing the cuspidors and doing other useful things.

Incidentally, however, this chap gained a complete knowledge of both the financial and domestic affairs of his customers and this element of personal equation has been a large and dominant factor in the transition of the country bank into the colossal institution referred to.

This system was primarily developed by the First National Bank of Los Angeles, under the direction of Mr. Stoddard Jess, and has been used in that bank for the past seven years and in the recent equipment of their new banking room we installed this same system with many technical improvements. Their banking room is very imposing, the lobby being 56 feet by 120 feet with 43 wickets and 12 officers on the line.

Briefly described and taking as an example the First National Bank of Los Angeles the operation of this system is as follows:

The accounts of the bank are divided alphabetically into eight units, A-B, C-D, E-G, H-K, L-N, N-R, S, T-Z, although these units are flexible, the letters on the inscription plates being interchangeable, so that the work of the cages can always be balanced. There is also a large cage for women with four wickets, it being adjacent to the ladies' room.

The A-B customers transact all their business at cage No. 1. This is a double cage with two wickets, one being marked "TELLER" and the other "ASSISTANT."

The teller's cage is equipped with all of the modern conveniences in the way of adding machine stand, sorting racks, item drawers, cash drawers, currency receptacles and omnibus. Immediately back of the teller, in an adjoining cage is located the individual bookkeeper. This cage is arranged for the greatest con-

This article gives a very interesting description of the operation of the unit system of paying and receiving which has been installed in numerous bank buildings. The system has many advantages, which are here enumerated by Mr. Weary, who is President of the Weary & Alford Co., of Chicago.

venience for his work, the signature card file slides on a ball-bearing device from the front to the rear cage. We have an ingenious rotary telephone scheme, by which one telephone is available to four tellers and two bookkeepers, with jacks to plug in where there are two systems of telephones in a city.

An ideal size of the double wicket cage is 8 feet, 6 inches to 9 feet on the counter line and the bookkeeper's space need be no more than 5 feet deep at the rear of it, with self-closing door between the two, so that the teller has complete protection. There is great economy in this, because the space occupied by two ordinary cages would be from 13 to 14 feet.

In the working out of this system an initial amount of cash necessary for the daily business is given by the chief teller to the custody of each teller, to remain in his possession and under his control. A coin truck is provided for each teller, which is locked and wheeled into the vault at night and taken out each morning by the teller and placed in the cage under the counter between the teller's and assistant's windows. On top of the counter immediately above there is a very complete currency guard roller curtain hood which contains coin trays, money changer and receptacles for currency.

Both the teller and his assistant handle the cash and at the close of the day's work both are required to count it and initial the teller's sheet, which is turned in to the auditor. It is the duty of the auditor to count the cash in possession of each teller at irregular intervals, not more

than a few days apart and to turn in a report of his findings to the cashier.

Whenever the teller finds that he has accumulated more cash than needed for the day's operation he turns the surplus back into the reserve and when the balance is running against him he makes a requisition to the chief teller for more cash.

The bookkeeper being located immediately back of this cage is in constant communication with the teller and assistant as to the condition of depositors' accounts, etc.

1. **The Personal Equation**, between the teller and

(Continued on page 35.)



EDWIN D. WEARY  
President Weary and Alford Company,  
Chicago.

# Tractors Help Increase Food Supply

By R. T. Mally

In this time of high prices of farm products, when all the eyes of the country seem to be focused on the farmer, and production of farm products and food, seems to me to be a most

opportune time for every man to analyze his own case and see just what his own relations and obligations to agriculture are, and this is especially true of certain business men whose attitude have a direct bearing on the activities of the agriculturist. We must keep in mind the fact that the only way in the world of producing wealth is by applying intelligent labor to land, or by applying intelligent labor to the products of land to increase its value for human use. It naturally follows that the more intelligently the labor is applied the greater the net production will be.

Being a farmer myself and having spent all of my thirty-five years on the farm and among farmers, I feel perfectly safe in saying that in most cases the farmer is more likely to follow the methods to which he is accustomed, than to look for more efficient or economical means of accomplishing results and this no doubt is more or less due to the fact that even though he has in mind purchasing some certain new machine which he has seen advertised or exhibited he finds that his business associates to whom he many times looks for advice are wholly ignorant of the proposition or absolutely indifferent to it, merely saying that after all the safest methods were those that had been thoroughly tried and stood the test of time.

This was the case with the automobile, which, however, was bought by a few persons in each community regardless of consequences, and which has now thoroughly demonstrated its economy and efficiency and justifies its existence in the minds of our most conservative men. It is hard to say whether the farmer or the banker has the greater influence on the net production of our farms today, as a large part of our farm population is dependent on their bankers at some time during the year and naturally he will talk matters over with him before acting on his own judgment; consequently it is the banker's duty to be able to give the most reliable advice on many subjects and matters in which he is not directly interested. At this time farm power is one of the largest questions confronting the farmer, and any intelligent man will realize that investments are secondary to expenses, efficiency or net results.

With corn at \$1.10 per bushel and other feed in proportion and with over a hundred different makes of farm Tractors, varying in size from a few hundred pounds to ten or twelve tons and in cost from a few hundred dollars to three or four thousand dollars on the market, and these using different fuel, costing from seven to twenty cents per gallon, it is certainly apparent that there is a large difference in the cost of farm power and in addition

At this time when the best thought and energy of the nation is being centered upon agricultural preparedness, as well as military preparedness, we are realizing that the tractor will play a very important part, in helping the farmers of the country to plow more ground and do it quicker than by any other method. Mr. Mally is not a theorist, but a man who owns his own farm and knows from experience what the tractor will do.

farmer's standpoint about three years ago, and I have invested in them, used them and studied the Tractor question from almost every point of view and I would consider it a disgrace if some of my conclusions were not worthy of consideration.

Of course I made several mistakes—due to the fact that I could get no information whatever from my banker or anyone else except a salesman, who could only see one thing. I am beyond doubt the first man in the world who ever raised a crop of corn with a Tractor and absolutely without the use of horses, and while there is room for improvement in this type of machine there is no doubt in my mind but what horse-drawn cultivators will be as scarce as horse-drawn street cars in our cities.

I have operated a thresher machine for a number of years and while this phase of farming is not generally looked upon with favor by our financial institutions it is a very necessary operation nevertheless.

Two years ago I bought a new 40-65 gas engine at a cost of \$3,200. I figured that this type of engine would save \$6 per day as compared with a steam engine, this being the cost of water hauler and team and half the wages of the engineer. I have since found this to be practically correct and I have used this motor about 200 days. If this machine runs 500

days at this rate of saving it will be rather a cheap machine. My repair bill to date has been \$6.15.

There are so many phases of the farm power question that almost each farmers' needs must be considered separately, taking into consideration the size of farm help available, kind of crops, etc.

One of the most deplorable things in connection with Tractor farming today is that many farmers who could not get sufficient information or capital have bought a very cheap machine, or a Tractor attachment for their automobile. The cheap Tractor has almost invariably proved to be worse than a total loss, as it has wasted much of a man's valuable time, besides being an injury to his crop by doing unsatisfactory work. In addition to these objections the automobile attachments will no doubt ruin a good many perfectly good automobiles. Of course this last is merely a guess, as they have not been tried out but it looks to me like hitching a pony to a sand wagon, and I expect the usual results.

The three main points to be taken into account when changing methods is to accomplish results quicker, cheaper, and better than the prior method.

There is very little question but that the proper Tractor will do the work quicker and better than horses and no

(Continued on page 24.)

"It is hard to say whether the farmer or the banker has the greater influence on the net production of our farms today, as a large part of our farm population is dependent on their bankers at some time during the year, and naturally the farmer will talk matters over with him before acting on his own judgment; consequently it is the bankers' duty to be able to give the most reliable advice on many subjects and matters in which he is not directly interested. At this time farm power is one of the largest questions confronting the farmer, and any intelligent man will realize that investments are secondary to expenses, efficiency or net results."

## This Gordon-Van Tine House Raised the Selling Value of the Land on Which it Was Built, \$1,693.00 Net

Gordon-Van Tine Company,  
Davenport, Iowa.

Nov. 22, 1916

Gentlemen:-

I thought you would be interested in knowing that the Gordon-Van Tine home #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.



Cut of Standard Home No. 173

A vacant lot will never sell at so advantageous a price as one with an attractive building on it. This is almost an axiom with real estate men.

But to make a good profit on your sale, the building must not cost too much.

The Gordon-Van Tine method of selling building materials and Ready-cut Houses gives investors the benefit of "mill-to-owner" prices.

And, as well, the Gordon-Van Tine Ready-cut system of construction saves on the labor bill and on the amount of time necessary to put up the building. This is a point of great advantage to real estate developers opening up new districts.

Gordon-Van Tine Homes are handsome structures, ranging from four-room cottages to pretentious Colonial dwellings. In materials, design and workmanship, they have satisfied thousands of customers in every State in America.

A Gordon-Van Tine House will increase the value of your land, and make it easy for you to sell at a figure quite out of proportion to the cost of erecting the building.

The low price of building with the increased value such homes give the land, make them a risk-proof investment.

If you have town, or city lots, or farm land to sell, or are interested in selling land in your vicinity, do not neglect this opportunity to make the land sell itself. Take advantage of the Gordon-Van Tine method of building. The material will be sent you, ready-cut or not ready-cut (as you prefer) with working directions and at wholesale prices.

We will gladly send to any banker or real estate investor, a complimentary copy of our book, "Gordon-Van Tine Homes." This shows 200 plans and photos with wholesale prices at guaranteed cost. We guarantee satisfaction or your money back.

**Barn and Farm Building Catalog also free on request.**

### GORDON-VAN TINE COMPANY

6217 Case Street

Davenport, Iowa

Established Over Half a Century.

# Personal Paragraphs

John W. Platten, president of the United States Mortgage & Trust Company of New York, and chairman of the executive committee of the trust companies section of the American Bankers Association, called a meeting recently, at which time resolutions were passed offering the services of the trust companies section to the United States to serve the country in every way within their power. Some idea of the importance of this action may be gained when it is realized that the trust companies of the United States represent today approximately nine billion dollars of banking resources exclusive of the many billions of dollars held in connection with their individual and corporate trusts. This step on the part of the trust companies should be an important factor in strengthening the position of the government in facing the problems of war finance, and adds an important element of strength to the credit of the country.

\$——\$——\$

John H. Trowbridge has recently become associated with the Atlantic National Bank of New York, in its new business department. Mr. Trowbridge was for sixteen years connected in various capacities with the Mechanics and Farmers Bank of Albany. He was one of the charter members of the Albany Chapter of the American Institute of Banking and has a wide acquaintance in banking circles.

The Bankers Trust Company of Des Moines, which was recently organized in Des Moines with B. F. Kauffman as president, has leased the banking rooms on Fifth and Walnut streets formerly occupied by the Century Savings Bank and will use these as temporary quarters for their institution until such time as they erect their own building.

\$——\$——\$

The Consolidated Income Account of the Sinclair Oil & Refining Corporation, New York, for the months of January and February shows net earnings of \$2,119,949.93. Of this amount \$128,904.48 was required for fixed charges, leaving \$1,991,044.45 available for depreciation and dividends.

\$——\$——\$

John W. Gorby, formerly president of the Chicago Chapter of the American Institute of Banking, is being urged by his friends to become an active candidate for the national A. I. B. presidency. In commenting upon his qualifications the members of the Chicago Chapter passed resolutions, in which they stated: "Mr. Gorby has served the Institute creditably in every position of importance, from committee member to the presidency, and is generally known as the father of the noteworthy endowment plan inaugurated by him during his administration. It is a pleasure to work and converse with him, and he is an ardent and untiring worker,

"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
- HALE HOLDEN, . . . . . President Chicago, Burlington & Quincy R. R. Co.
- 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

## GOVERNMENT WAR LOAN

Those subscribing to the loan are cordially invited to avail themselves of the facilities of this bank, which are placed unreservedly, without profit or commission, at the disposal of the public for subscription to these bonds.

ATLANTIC NATIONAL BANK  
 257 Broadway, New York

being awake at all times to the needs of his fellow-men."

\$——\$——\$

Hale Holden, president of the Chicago, Burlington and Quincy Railroad Company, was recently elected a member of the board of directors of the Merchants Loan & Trust Company of Chicago.

\$——\$——\$

The Live Stock National Bank of Omaha, according to its last statement, shows every evidence of increased prosperity, not only for its own institution, but also for the Central West territory, which it covers. The call of the Comptroller of the Currency for statement of banks for March 5, 1917, taking into account all national banks of the five million dollar class and upwards, reveals the fact that the Live Stock National Bank of Omaha is the only bank in the United States that has doubled its business and deposits for the year ending that date. The capital of the Live Stock National is \$400,000, the surplus and undivided profits \$205,000, and deposits over \$7,269,000.00.

\$——\$——\$

National City Bank of New York estimates that the commerce of the world for the year 1916 reached a total of \$45,000,000,000, \$5,000,000 in excess of the former high record made in 1913. The United States led the world, her commerce exceeding that of Great Britain, the next highest by a little over \$700,000,000.

\$——\$——\$

Adolph F. Johnson, for many years with the Irving National Bank, New York, and more recently a state bank examiner, has gone with the National Bank of Commerce, New York, to fill the newly created position of special examiner. Mr. Johnson has been active in New York Chapter of the American Institute of Banking for many years, and has acquired an enviable record in many lines, especially in debating.

\$——\$——\$

Sioux City Banks have agreed to reinstate the employes who give up their positions to enlist in the army. This is indeed showing the right spirit and true patriotism both on the part of employers and employes.

\$——\$——\$

The Exchange National Bank of Tulsa, Okla., has had a most wonderful growth in deposits in the past seven years. In March, 1910, the deposits were \$450,000.00; in March, 1915, they were \$4,700,000.00; in March, 1916, \$9,400,000.00, and March, 1917, \$18,600,000.00. The capital and surplus of the bank are \$900,000.00 and the undivided profits, \$300,000.00.

# 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

<b>Capital</b> . . . . .	<b>\$ 3,000,000</b>
<b>Surplus</b> . . . . .	<b>5,000,000</b>
<b>Undivided Profits</b> . . . . .	<b>2,000,000</b>
<b>Deposits</b> . . . . .	<b>90,000,000</b>



#### 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**  
**CLYDE M. CARR**                      **BENJAMIN CARPENTER**  
**CHARLES H. HULBURD**  
**ERNEST A. HAMILL**  
**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 North-western Bankers are unexcelled.

**C. H. Stephenson**, for a number of years assistant cashier of the Iowa National Bank of Des Moines, has been elected cashier of the Bankers Trust Company which will open for business in Des Moines about June 1st. Mr. Stephenson has always been a very popular and efficient officer of the Iowa National, is well known throughout the state among the country bankers and will prove a most capable managing officer of the Bankers Trust Company.

\$—\$—\$

**David R. Forgan**, president of the National City Bank of Chicago, gave a very interesting address recently before the Des Moines Bankers Club, on "Golf and Banking." In the course of his remarks Mr. Forgan said: "Golf and banking and each to the other are means to the other. A banker works for money to be able to play golf and he plays golf to be healthy to be able to be a banker. Physical, mental and moral requirements are necessary to both. In golf he must be able to judge distance, the wind, force and many other things. He must not only know about them, but must know how to do them. It is true the same way in banking. A banker must not only know the functions of the business, but must have experience in doing them. The highest function is in making loans. He must develop a sixth sense which enables him to distinguish between a good and bad loan. He is merely a creator and deals in credits. Golf is a game of honor. You trust your opponent out of sight. All business should be an affair of honor and the banker should be above suspicion. No standard should be too high for him. Many fortunes have been made in the banking business, but it need not be a sordid affair because money is part of it. He may keep his soul and mind above meanness and sordidness. Also he must learn to say 'no' as inoffensively as he says 'yes.'"

\$—\$—\$

**E. F. Rorebeck**, second vice president of the Metropolitan Trust Company of New York, in an address before the male employes of their institution, announced that in the event of war the full salaries of all employes who enlist would be continued, and their positions would be retained for them until they returned, as was the case during the Mexican mobilization. Mr. Rorebeck also said that those who desired to take the weekly training in the School of the Soldier at Governor's Island, would be excused early in the afternoon.

\$—\$—\$

**Frederick A. Yard**, formerly president of the Yard, Otis & Taylor, Chicago, has disposed of his interests in that company and has been elected a vice president of the Union Trust Company and will have special supervision of the bond department. Mr. Yard is exceptionally well fitted to undertake this task through his long experience as an underwriter and dealer in bonds. He has been active in the investment market of Chicago since 1904 and has been the head of the former company since 1911. By joining the Union Trust organization he brings to the bond department a fund of energy and experience and an excellent record for successful operations in both the field of buying and selling securities. It is expected that the Union Trust Company will in the future assist materially in increasing the importance of Chicago as a bond market and that the business of the bank in this department will show the same substantial increase that has been witnessed in other departments in the past few years.



Chas. B. Mills, vice president of the Scandinavian-American National Bank, Minneapolis, Minn., has just returned from an extended business trip in the East, where he went to gain a closer knowledge of the financial conditions in New York since the entrance of the United States into the war. We understand that his report on conditions was that "Business as usual" was being carried on as heretofore.

\$—\$—\$

The Northwestern National Life Insurance Company of Minneapolis recently completed its biennial report. Insurance Commissioner Hon. John B. Sanborn, in his report of the examination, stated: "The result of this examination shows that the affairs of the company are being efficiently conducted. The condition shown by this report will no doubt be gratifying to the officers and policyholders of the company."

\$—\$—\$

D. E. Alldredge, assistant secretary of the Iowa Loan & Trust at Des Moines, has resigned to become assistant cashier of the new Bankers Trust which opens June 1st in the rooms formerly occupied by the Century Savings. Alldredge was with the old German Savings for fifteen years and has been with the Iowa Loan & Trust for two years.

\$—\$—\$

Simon Casady, president of the Central State Bank, Des Moines, returned recently from a visit of several weeks on the Pacific Coast.

\$—\$—\$

The Bankers Trust Company and The Astor Trust Company of New York City have been merged. This consolidation will give the Bankers Trust Company an uptown branch in a new, beautiful and thoroughly modern building. The deposits of the combined institutions will be considerably in excess of \$300,000,000. The earnings of both companies for the past several years have shown a steady, consistent increase. The Bankers have been paying an annual dividend of 20 per cent since 1913; the Astor paid an annual dividend of 8 per cent in 1913 and 1914 and of 16 per cent in 1915 and 1916.

\$—\$—\$

**IOWA GROUP MEETINGS.**

Group 8—Muscatine .....Friday, May 4

**SOUTHERN GROUPS.**

Group 5—Council Bluffs .....Tuesday, May 8

Group 9—Creston .....Wednesday, May 9

Group 10—Ottumwa .....Thursday, May 10

Group 7—Vinton .....Friday, May 11

**NORTHERN GROUPS.**

Group 1—Sioux City .....Monday, May 21

Group 2—Storm Lake .....Tuesday, May 22

Group 3—Iowa Falls .....Wednesday, May 23

Group 6—Marshalltown .....Thursday, May 24

Group 4—New Hampton .....Friday, May 25

**CONVENTION DATES.**

May 7-9—Executive Council, A. B. A., Briarcliff Manor, N. Y.

May 22-23—St. Joseph, Missouri.

May 24-25—Topeka, Kansas.

June 13-14—Glenwood Springs, Colorado.

June 14-15—Des Moines, Iowa.

June 20-21—St. Paul, Minnesota.

June 26-27—Milwaukee, Wisconsin.

June 26-27—Huron, South Dakota.

July 10-12—Fargo, North Dakota.

**War Loans  
and the  
United States**

How American Wars since 1776 have been financed and these War debts discharged; the economic effect of War loans in this country and in Europe; lessons taught by experience and the opportunities offered for the future are described in a booklet entitled "War Loans and the United States," issued and sent upon request by the

**Guaranty Trust Company  
of New York**

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

**The <sup>B</sup>/<sub>L</sub> 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.*



## Van Horn, Cluett & Company

A Co-partnership, the Members of which are  
**CERTIFIED PUBLIC ACCOUNTANTS**

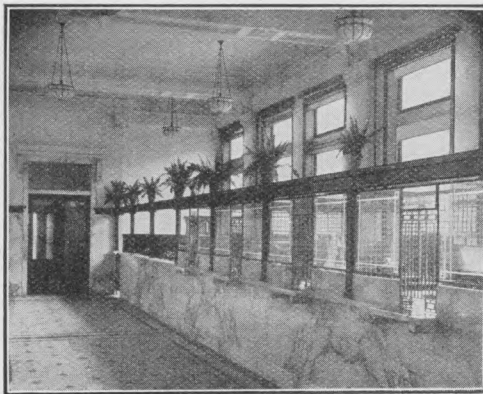
**Audits---Investigations--Systems**

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.**

- Sept. 11-13—Farm Mortgage Bankers, Minneapolis, Minnesota.
- Sept. 12-14—American Institute of Banking, Denver, Colorado.
- Sept. 24-30—American Bankers Association, Atlantic City, N. J.

### WM. N. JARNAGIN ELECTED PRESIDENT CENTRAL MANUFACTURING DISTRICT BANK, CHICAGO.

Wm. N. Jarnagin, for many years assistant cashier of the National City Bank of Chicago, was recently



WM. N. JARNAGIN  
 President Central Manufacturing District  
 Bank, Chicago, Ill.

elected president of the Central Manufacturing District Bank of that city. Mr. Jarnagin was born and reared in Tennessee, and has been identified with the banking business for many years. He began his banking work with the National City Bank of New York, serving in

# 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.
- GEORGE H. WILSON, VICE-PRES.
- MARCUS JACOBOWSKY, 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.

all of the important departments of that institution, and traveling in various parts of the country on bank business. In this work he gained a thorough knowledge of the fundamentals of banking.

When the Monroe National Bank of Chicago was organized, Mr. Vanderlip, president of the National City Bank of New York, then being interested in the Monroe Bank, sent Mr. Jarnagin to Chicago and he was made assistant cashier. Later he resigned this po-



J. R. BUNYAN  
Vice President Security Savings Bank,  
Waterloo, Iowa.

sition to accept similar work with the Hamilton National Bank. When this latter bank was absorbed by the National City Bank of Chicago Mr. Jarnagin came to the National City Bank as assistant cashier, which position he has held since that time.

The Peoples Trust and Savings Bank of Grand Junction, Iowa, opened its doors to the public recently.

**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.*

Telephone 332      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. MEAHL - Assistant Cashier
W. C. FREEMAN, 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



**Leavitt & Johnson National Bank**  
 Established Waterloo, Iowa 1856

Capital, Surplus and Profits \$300,000.00      Deposits \$2,500,000.00

In any true estimate of a bank as in any true estimate of a man, the largest single factor is **ITS RECORD.** Behind this bank lies a **RECORD** of sixty-one years of sound, progressive banking and of unquestioned security for deposits.

The L. & J. particularly desires the deposits of Iowa banks.

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

**Hoefler CHANGE MAKER**



Especially for Banks.  
Practical—Reliable.  
Cannot "Short change."  
Impossible to press down key unless the required coins are in the coin-holder.  
Prevents errors—Saves time.  
Pleases customers.  
Price is right—Guaranteed.

**B. C. HOEFER**  
4128 Walnut St.  
KANSAS CITY, MO.

**J. R. BUNYAN ELECTED VICE PRESIDENT SECURITY SAVINGS BANK, WATERLOO, IA.**

James R. Bunyan, of Chicago, has recently been elected a director and vice president of the Security Savings Bank of Waterloo, Iowa. Mr. Bunyan, at the age of twenty, entered the employ of the First National Bank of Chicago. For the past eighteen years he has been successively associated with the First National and the Colonial Trust and Savings Bank of that city.

Mr. Bunyan comes to Waterloo highly recommended for his ability in the field of banking.

**E. A. GREGORY ELECTED WESTERN REPRESENTATIVE OF FORT DEARBORN NATIONAL BANK, CHICAGO.**

E. A. Gregory has recently been appointed western




Improved New Style Patent Check Sorter

**\$5.00**

Over 500 in use in Iowa

Dealers Wanted

**Samuel D. Page & Co.**  
1013-15-17 Walnut St. DES MOINES, IOWA



**E. A. GREGORY**  
Western Representative Fort Dearborn National Bank, Chicago.

**MUSCATINE STATE BANK**

MUSCATINE, IOWA

**Capital - \$250,000**  
**Deposits - \$2,400,000**

You will like the personal service we give on all collections sent to us. We do not solicit your business—we trade you our service for it.

**OFFICERS**

- P. M. MUSSER, President
- E. L. McCOLM, Vice President
- E. C. STOCKER, Vice President
- EMIL WEBBLES, Cashier
- W. J. FAYLE, Asst. Cashier
- W. A. BLAKENEY, Asst. Cashier

**ESTABLISHED**

As a Private Bank, 1870. As a State Bank, 1896  
47 Years of Continuous Service.

representative of the Fort Dearborn National Bank, Chicago. He was formerly assistant cashier of the Stock Yard Bank of St. Joseph, Mo.

**IOWA BANKERS CONVENTION MEETS JUNE 14TH AND 15TH.**

The arrangements for the Iowa State Bankers Convention which meets in Des Moines on June 14th and 15th, are taking positive form. The entertainment committee has held several meetings and the hotel committee has completed plans for arranging rooms for the guests. Cards will be mailed soon through the State Secretary's office to ascertain how many will be in attendance.

A creditable showing is being made by the Kimballton Danish Savings Bank, of Kimballton, Iowa. The bank is progressing right along and each statement shows an increase of business. The deposits one year ago were \$106,998.07, while the deposits as shown in their last statement amount to \$178,383.53, or a gain in one year of over \$70,000.



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

**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**

**WAR**

Means that this country must produce more meat. Encourage the Live Stock Industry in your community through a connection with

**The Live Stock Exchange National Bank**  
 of Chicago

# Legal Opinions and Decisions

## Recent Cases of Interest.

The Supreme Court of South Dakota in the recently decided case of First National Bank vs. Brule Bank decided a number of interesting points involving construction of the Uniform Negotiable Instruments Act.

Payment of a check is not acceptance thereof, within the meaning of Sec. 188 of the act, declaring effect of acceptance and certification of check and specifying that endorsers are thereby discharged.

Under Negotiable Insts. Act, Sections 65, 66, a bank by general endorsement of check drawn on another bank warrants to the other bank that the maker's signature is genuine and the drawee bank is entitled to recover amount of forged check upon such warranty.

Where an action is brought by one bank against another to recover amount of judgment against plaintiff by depositor whose funds have been drawn out on forged check presented to plaintiff bank through defendant bank it is improper to allow attorney's fees and costs in action of depositor against plaintiff bank as part of plaintiff's damages for breach of defendant bank's warranty of genuineness of instrument. 161 N. W. 616.

## Chattel Mortgages.

In North Dakota the law forbidding the making of chattel mortgage on property not yet in existence does not apply to an assignment of rights under an existing contract. Int. Harvester Co. vs. Hanson, 161 N. W. 608.

## Receivers.

The Nebraska Supreme Court in Cole vs. Adams, 161 N. W. 1036, holds that in an action by a receiver of an insolvent national bank to collect a stock assessment the value of property delivered by stockholder to receiver to be credited on any subsequent levy may be set off when the receiver refuses to return it and turns it into the bank assets.

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.

## Bills and Notes.

A bank issuing a draft and accepting a bill of lading is held a holder in due course without notice for consideration. First National Bank vs. Grand Rapids R. R., Michigan case, 161 N. W. 859.

## Questions and Answers.

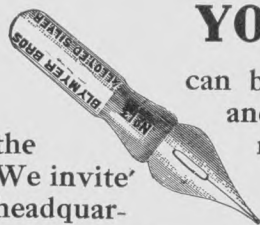
B. has an account with a bank. With permission of the cashier of the bank, who had no authority to grant such permission, he has overdrawn his account. Can the bank recover the amount of the overdraft?

If the cashier without authority misappropriates the funds of the bank and allows money to be wrongfully withdrawn and that money can be traced into the hands of any one aware of his breach of trust, and who participates in his wrong doing, recovery should not be denied to the bank. Bank vs. Byram, 39 Maine 489.

Perkins drew a check on his bank, payable to the order of Lewis, on December 31, 1916. The check was delivered to Lewis the same day. He endorsed the check over to other parties residing in the same town. A few days later the same check, after having been in several parties' hands, was re-endorsed to Lewis. On January 5th the bank on which the check was drawn failed before check was presented. Can Lewis recover the amount from Perkins, the drawer?

The general rule is that a check must be presented within a reasonable time after issue. If it is not so presented the drawer is discharged from all liability resulting from failure of drawee. As to what is a reasonable length of time one of the common clearing house rules in cities is that where all the parties live in the same city or town a check should be presented during banking hours on the next business day after it has issued and its circulation from hand to hand will not extend the time of presentment. Gordon vs. LeVine, Mass. 120, Am. State Rep. 565.

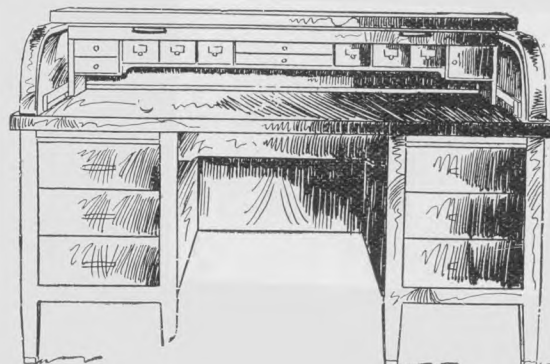
Tupper made a deposit of several checks with his bank and the amount was credited to his account. Next



## YOUR EVERY NEED

can be supplied by us without delay and at the right prices. We have the most complete stock in the State. We invite you to make our store your headquarters when in the city. Bank and Commercial Stationery, Fixtures and Furniture in wood or steel; in fact, everything you need. We solicit your inquiries.

**McNAMARA-KENWORTHY CO.,** DES MOINES, IOWA



day he was notified that one of the checks had been returned and that he would be held liable as endorser. He denied liability and refused to pay same or to allow same to be charged to his account. It appeared that in fact the drawer was solvent, but that his account had been withdrawn from the drawee bank. Can bank hold Tupper or must they look to the drawer first?

The endorser warrants that the instrument is genuine, that the parties to it are competent and that he has title thereto. In addition he promises his endorsee and every subsequent holder that he will pay it if on presentment the drawee does not. If there is presentment within a reasonable time as there appears to have been in this case, the endorser Tupper can be held. See 130 Am. State Reps. 1015.

**Negotiable Instruments Law—Section 15.**

Where an incomplete instrument has not been delivered it will not if completed and delivered without authority, be a valid contract in the hands of any holder, as against any person whose signature was placed thereon before delivery.

Where a blank acceptance which has been given to a person was stolen and another filled in his name and negotiated the bill it was held there could be no recovery on the acceptance, even by an innocent holder. Linnick vs. Nutting, 140 N. Y. Appeals 265.

Where a promissory note is delivered by the maker to the payee upon a verbal agreement that the instrument shall have no effect until certain others had signed, the paper will have no validity as between the original parties, unless so completed. Hodge vs. Smith, 130 Wisconsin 326.

**OBSERVATIONS ON WAY TO HONOLULU.**

(Continued from page 7.)

Speaking of a small world, we were all swimming at the beach today, and who should be there but an old friend well known in Des Moines; Billy Pearson, with Marshall Field Co., for thirty years or more, and made Des Moines headquarters for years. Of course, we were delighted, and so it goes; we wonder who next.

I forgot to say at Hilo the big sugar mills get their cane by water power; long conduits like they use to shoot logs, run all over the place for miles, throw the cane in these big troughs, and have it at the mill in a few minutes, all by continuous water route.

Also, just missed a big Shrine meeting to be held at the volcano, and one of the local Shriners said it would be some meeting. Holds for three days at the crater. Would need no hot sands (artificial) made by Monrad Olsen, George Kemp or Ad Mills of Nevada; already prepared in hundreds of places. It sure would be some sight, and was awful sorry we had to be on our way. Hot as midsummer at home, and you do not wonder that they all say Manyano or some such word. More autos here and at the volcano than in Iowa. Same sized town, and all makes, from Fords up. Everything here looks tropical, cocoanuts, bananas, pineapples in every block almost.

**NOTICE, BANKERS!** Your Banks and Homes have the best of Furniture. Our Magic Furniture, Piano, Auto Cleaner and Polisher (odorless, harmless and easy to use) has no equal. For sale everywhere. Use ALBRITE. Call for it. If your dealer doesn't carry it, write. 820 Locust St. **ALBRITE MFG. CO., Inc.** DES MOINES, IOWA

*Walters System*

**LIVE WIRE**

A NATIONAL CLEARING HOUSE  
**FOR THE CONFIDENTIAL SALE OF BANKS**  
 OVER TWELVE YEARS' EXPERIENCE

**THE CHARLES E. WALTERS COMPANY**

(INCORPORATED)

1422-1430 FIRST NATIONAL BANK BUILDING

**OMAHA, NEBRASKA**

**PORTLAND, OREGON**

**KANSAS CITY, MISSOURI**

### "All Aboard the Magic Carpet"



Scene from "All Aboard the Magic Carpet."

"As a direct result of this advertisement, on the day following the exhibition of the picture we sold 'A. B. A.' Cheques amounting to....." (twice the amount sold in the four preceding years)

The above is typical of comments received from banks showing the motion picture film, "All Aboard the Magic Carpet." This picture demonstrates by an interesting travel narrative interwoven with romance and humor, the advantages of "A. B. A." Cheques for travelers.

Hundreds of banks have shown this film, and write that they consider it excellent advertising for their own banks as well as for "A. B. A." Cheques. They report that the picture is enthusiastically received by the audiences; that its use is appreciated by theatre managers; and that many sales of "A. B. A." Cheques and inquiries about them result from the showing.

Has your bank used this attractive feature, which is furnished without charge?

*Inquiries addressed to our Advertising Department will be given prompt attention.*

### BANKERS TRUST COMPANY

16 Wall Street New York

Resources, over \$250,000,000

### L. L. MORTIMER ELECTED VICE PRESIDENT OF THE CITIZENS SAVINGS BANK, DALLAS CENTER, IOWA.

At the annual meeting of the board of directors of the Citizens Savings Bank of Dallas Center, Iowa, L. L. Mortimer was elected vice president to succeed Geo. H. Barrett and L. S. Emmert was elected assistant cashier to succeed A. Emmert.

Geo. W. Hammond is president and S. E. Emmert is cashier.

The bank has made a steady growth and is one of the most substantial institutions of the community.

### FARMERS STATE BANK, BATAVIA, IOWA, RE-ELECTS ITS OFFICERS.

The Farmers State Bank, Batavia, Iowa, recently held its third annual meeting, and re-elected the following officers: Judson Curtis, president; L. E. Copeland, vice president; Verner D. Koons, cashier, and Powel D. Morley, assistant cashier. An 8% dividend was declared and the surplus increased to \$4,000, all earned. The deposits are now \$150,000, showing an increase of about \$50,000 for the past year.

### GUARANTY TRUST & SAVINGS BANK TO BE ORGANIZED IN DES MOINES.

Plans for the organization of a new bank with a capitalization of \$100,000, to be known as the Guaranty Trust and Savings Bank of Des Moines, are under way by Willard V. Mathews, of Omaha, president of the Guaranty Securities Company of Iowa; L. B. Fuller, secretary of the Guaranty Securities Company of Nebraska and Colorado; L. D. Eykleboom, manager of the Guaranty Securities Company of Colorado, at Denver, and S. G. Moore, secretary and manager of the Guaranty Securities Company of Des Moines.

This new company will specialize in the trust and savings business, but will be equipped to do general banking.

### TRACTORS HELP INCREASE FOOD SUPPLY.

(Continued from page 12.)

question at all but that it will do it cheaper when we remember that horses only work an average of 100 days in the year, although they eat every day, whereas a Tractor works as cheap as horses on the days of actual work and are no expense when not working.

The farm power question is only one of the many important questions confronting the producer, but it seems to me that it is one of the most vital and is certainly worthy of the most earnest consideration of every person who is in any way connected with agriculture.

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

T. F. HARRINGTON, President

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

## CONTINENTAL NATIONAL BANK

SIoux CITY, IOWA

Capital \$100,000.00

Surplus \$10,000.00

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

#### DIRECTORS

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

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

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



**GROUPS 8 AND 9, I. B. A.**

Group 8 of the Iowa Bankers Association will meet in Muscatine on May 4th, at which time the address of welcome will be given by Mayor R. S. McNutt, responded to by J. H. Stouffer, of Walcott, chairman. Addresses will be given by I. B. Richman, of Muscatine, and Wm. McIntyre, of Rock Island. Five-minute talks of interest to the banking fraternity will be given by H. M. Carpenter, Monticello; D. V. Jackson, Muscatine; Wm. Heuer, Davenport; G. L. Schoonover, Anamosa; H. F. Giessler, Muscatine; F. B. Yetter, Davenport, and A. C. Smith, Clinton.

Group 9 will meet in Creston on May 9th. A banquet will be enjoyed at noon, at which Hon. J. B. Harsh will preside as toastmaster. The address of welcome will be given by Mayor J. C. Ferguson, response by Frank Demning. An address on "Inside Banking" will be given by C. F. Herb, vice president of the Mississippi Valley Trust Co., of St. Louis. Prof. J. W. Coverdale, of Ames, will talk on the "County Agents' Work." Report of committees and election of officers will follow and the meeting will close in the evening with a buffet lunch and smoker.

**STATE SAVINGS BANK, MODALE, IOWA, SHOWS LARGE GROWTH IN DEPOSITS.**

The State Savings Bank, of Modale, Iowa, although a small institution, has made a remarkable growth during the past year as witnessed by the following quarterly deposit totals: July 22, 1916, total deposits \$106,493.54; October 22, 1916, total deposits, \$127,733.67; January 22, 1917, total deposits, \$156,906.36; April 22, 1917, total deposits, \$219,481.41. An increase of \$112,987.87, or 106.1% in nine months.

The officers of the above institution are: John Young, president; H. M. Silsby, vice president; R. S. Sassaman, cashier, and P. J. Morrow, assistant cashier.

**Will Building Ever be Done At as Low a Cost as Formerly**

**M**ANY prospective building owners are postponing operations on account of the seeming abnormal prices of materials and labor conditions, war and so on. Economists, bankers and the keenest and best builders in the land agree that if such owners of property are willing to wait from 3 to 5 years they may be accommodated in securing what will then be "normal" prices. But it is not a question of months, rather more certain to be 5 than 3 years.

And the normal prices of that time will be far in excess of the present, for never again will they be as they have been, no more than will beef ever be as low as when cattle swarmed over the free ranges of the West.

Indeed, experts urge that if a building is needed before 5 years, it should be contracted for NOW, for prices are soaring steadily upward.

Now, as at any time, and more than at any time, design and mode of construction have much to do with keeping down building costs. And that there is a decided advantage to be gained by the building owner who employs the Modern Building Organization with its corps of Architects, Structural Engineers, Building Material Experts and Purchasers and its trained bodies of skilled artisans, all working in coöperation to keep down costs, and keep up the standards, will readily be understood by anyone who has had experience with the old and disorganized method of Architect-Contractor-Subcontractor plan of conducting building design and construction.

It will be time profitably spent to study this Organization's plan of rendering architectural and building service under a single contract. Details upon request.

**Bankers Realty Investment Company (Incorporated)**  
**ASSETS OVER \$1,800,000**  
**ARCHITECTS & BUILDERS**  
 Offices—Ground Floor Bee Bldg.  
**OMAHA, NEB.**

**Look at the Map** As a Distributing Center Chicago Is in a Class by Itself  
**ITEMS** handled through our Transit Department are sent direct—or through but one intermediary. This department is under the direct supervision of one of our Vice Presidents, and we invite your inquiry regarding collection facilities

**The National City Bank**  
 OF CHICAGO  
 DAVID R. FORGAN, President

### A. C. SMITH SECURES 89 NEW MEMBERS FOR A. B. A. IN IOWA.

A. C. Smith, vice president of the City National Bank of Clinton, Iowa, and a candidate for membership



A. C. SMITH  
Vice President City National Bank, Clinton,  
Iowa.

on the executive council has made a most enviable record for himself by securing eighty-nine new members for the national association, thus ranking third in the United States in securing new members.

In a recent letter which Mr. Smith received from Col. Farnsworth, general secretary of the A. B. A., he

said: "I want to thank you on behalf of the association for your most excellent work in increasing our membership. You have a record, I believe, about Number 3, and you are credited with eighty-nine new members to date. Of course, this runs back to your most excellent work when you were vice president of our association for Iowa last year.

"Most likely you are aware that I am not in a position to take part in the politics of the association or the state associations, but I do believe that the men who are elected to our executive council should be men who have been active in association work, and that have been loyal and sincere in the work of the American Bankers Association—so that I can only wish that Iowa will place you on our executive council, as there will be two positions to fill."


Many bankers throughout the state believe that Mr. Smith is entitled to a place on the executive council due to the fact that through his untiring efforts he has created the place which they are sure he can fill with credit to himself and honor to the association.

### ALL ABOARD FOR IOWA GROUP MEETINGS.

Secretary Frank Warner, now that the legislative session has closed, has made the finishing preparations for the Iowa Bank Group Meeting Specials. Two beautiful Pullman cars have been chartered. Final details have been communicated to all who have made reservations. The special cars will be attached to the regular trains; all traveling will be done at night. There will be a splendid representation of Iowa bankers from every section of the state. Secretary Warner is endeavoring to make room for all who desire reservations, but as only two Pullman cars are to be used, it is necessary that these applications be in his hands at once.

Some of the men who will be on the "Special" at least a part of the time are: J. E. Coverdale, State Leader of County Agents; P. C. Taff, Head of Extension Department at Iowa State Agricultural College; N. A. Briscoe, Head of Banking Department of Iowa University, and Woodworth Clum, secretary of Greater Iowa Association. These men will appear on the program only as they may have been previously invited by the group officers or bankers of the entertaining cities.

BANK INTERIORS AND EQUIPMENT



The distinctive character of our bank buildings is not due to expensive construction, but rather to knowledge and skill which can only be acquired by long years of experience.

The construction and equipment of bank buildings which we follow exclusively has become a very special and technical branch of architecture.

WEARY AND ALFORD COMPANY  
1907 MICHIGAN BOUL. CHICAGO

**Did You Know--** That "The New Edison" is not a Talking Machine?

**It's a Fact--** That the music critics of over 400 of America's leading newspapers have freely proclaimed in their columns.

**They Say--** The Edison is truly a musical instrument and that it has made "Talking Machines" a thing of the past.

**Some Day--** Your own home will need to have an "Edison."

**Just As No Home--** was fully complete in the past until it had a modern upright piano in it,

**So Today--** and tomorrow neither your home nor any other will be musically complete until it is equipped with an Edison Instrument.

**Even Though--** you may have had a square piano or a cottage organ—yet you weren't satisfied until you traded off for the improved instrument.

**Nor Will You--** be satisfied—even though you may own some kind of a "Needle Talking Machine," until you trade it off for a real musical instrument—an Edison Disc Phonograph which truly re-creates music in all its rich mellow tones, colors and shadings.

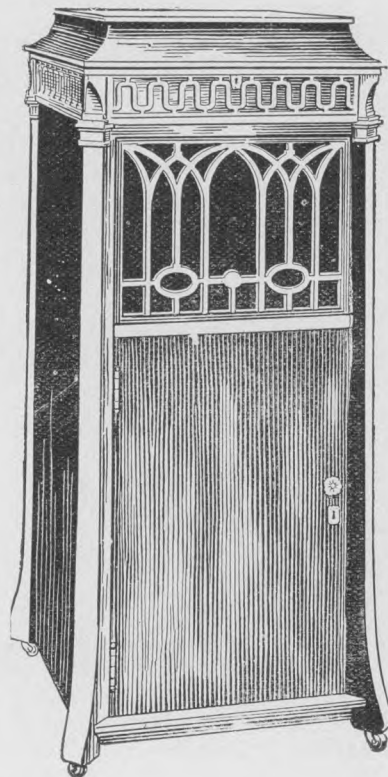
**Write Us Today--** for catalogues and name of nearest dealer.

**Harger & Blish, Inc.**

*"30 Years in the Music Business"*

Des Moines

Sioux City



# How We Advertise Our Bank

By S. L. Frazier

## Cashier's Checks.

This form of deposit comes in handy where you do not wish to run a regular checking account, nor leave your money long enough to draw interest. It is a convenient way of handling your demand deposit, other than the open account. A cashier's check is negotiable paper and can be used anywhere with proper endorsement. One cannot check against a deposit of this kind. This is a check drawn by some officer of the bank on **itself**, and costs you nothing, so when you have money to deposit on demand, call for a cashier's check, providing, of course, you have no checking account.

## Certificates of Deposit.

When you wish to deposit and draw interest call for a six or twelve-months' certificate. The interest rate at the present time, in country banks at least, is four per cent per annum. The certificate is also transferable by endorsement. Should you wish to use it in a deal you can sell, assign and transfer same as a note. Like a cashier's check, a certificate cannot be checked against. We speak of this, and have emphasized it, for the reason that it happens quite often that depositors not familiar with these matters draw checks against these forms of deposit to the great annoyance of the banker and their own confusion.

Certificates should be presented for payment, or renewal, when due, as banks do not pay interest after due, for good reasons. It is generally conceded by conservative and well-managed banks that **four per cent** is all they can afford to pay, and many city banks pay less. Sometimes banks in their extremity pay more than the going rate as an inducement and a bid for deposits held by other banks, but to the thinking man such a move must be regarded as a sign of weakness. One great

Each month Mr. Frazier presents, under this Department, an article, giving his ideas, plans and methods on how to successfully advertise a country bank. The suggestions are ones that you can put into actual use in conducting your institution, because they have all been tried and tested by experience.

for in **thirty-five years** we have never refused to pay a certificate whether due or not. If not due, the interest to be forfeited. You could not compel your banker to pay a certificate before maturity any more than he could force you to pay a note before due. However, the public expects a good deal of its bankers and we have made it a rule to pay certificates at any time and thus meet the expectations of the public. No safe and sane banker will guarantee to pay a certificate except according to its terms. All he can do is to say that the bank has never refused to pay, any old time, and that it hopes to follow that custom, yet as a matter of self preservation he reserves the right to refuse to pay a certificate before maturity, should he deem it for the best interests of the bank and its customers to do so.

## The Savings Account.

A great many country banks, as well as practically all city banks, operate a savings account department. The law governing savings is different in some respects from the other forms of deposit. A savings bank can demand a sixty-day notice of intention to withdraw the deposit, should its directors so elect, but this is a privilege never resorted to excepting in a panic or when hard pressed for ready money. In a deposit of this character the bank furnishes the depositor a pass

book in which your deposits are entered from time to time and which must be presented when you wish to draw money or close the account. If at a distance you can go to a local bank, turn in your bank book and issue a sight draft on the deposit bank, which the local banker mails to your bank and it in turn mails a check back for the amount your due. Some savings

"A healthy account in a healthy bank is a healthy kind of business. If you want to be **Healthy and Wealthy**, all you have to do is "**Be Wise**." Take good care of your body and take good care of your money and you will live long and prosper and be happy, without doubt. The road to Success is a continual climb, and it's a long way to "**Tipperary**," but if your heart is "**right there**," you can make it. It is all a matter of persistence, endurance, keeping everlastingly at it, being able to go the distance, having courage, taking the ladder round by round, letting well enough alone, being satisfied in just getting ahead, sticking to your text, getting under the **Big Tent**, standing pat, and being a man among men, all the time."

## SECURITY NATIONAL BANK

SIoux CITY, IOWA

Capital and Surplus \$500,000

T. A. BLACK, Vice-President  
C. W. BRITTON, Cashier

W. P. MANLEY, President

C. G. CUMMINS, Ass't Cashier  
L. R. MANLEY, Ass't Cashier

The Best of Service in Handling Collections and Accounts of Banks

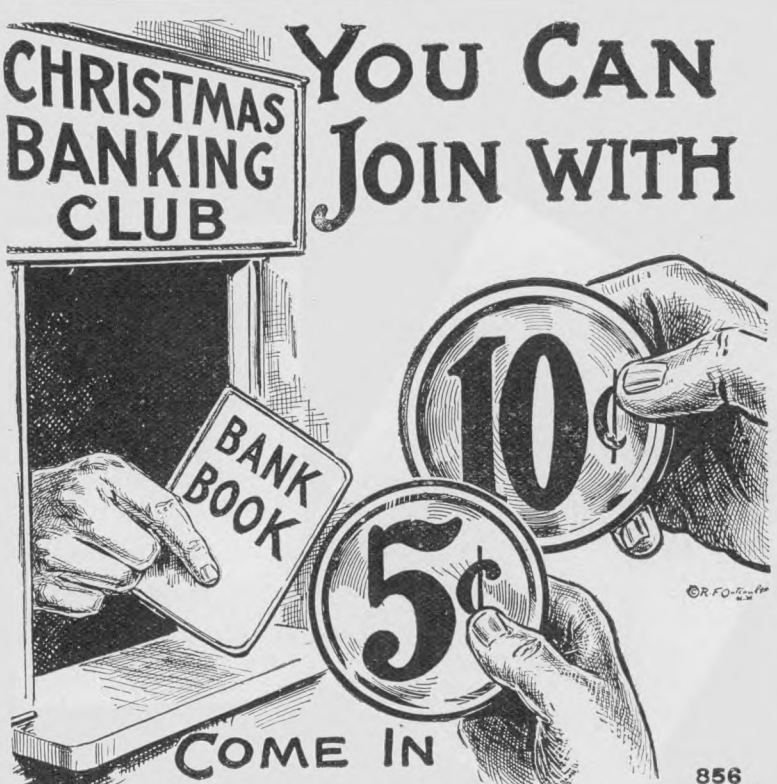
Founded 1884

banks enter the interest on your account to your credit each month and others every quarter and possibly others have a different system of paying interest.

The open account, cashier's checks, certificates of deposit, the savings account—and that covers it all.

We recommend our six months' certificate on which we pay 4 per cent. Add the interest to the principal every six months and persist in doing so and you will be surprised how your money will grow, aided and abetted by Mr. Compound Interest. The **Saving Habit is a Saving Grace.** It will save you many annoyances, many inconveniences, many hardships, many discouragements, many sleepless nights, many dark days, many regrets, much unhappiness, much family discord, much old age poverty, many heartaches, many unnecessary burdens in the after years, many a trip to the poor house, many a failure, many a crime for poverty is a fruitful source of divorce, suicide, arson, theft, etc. The thrifty habit is the best little old habit we know of, for the thrifty fellow is too busy making money and saving a part of it to spend it foolishly and that is where the trouble comes in, spending one's money foolishly. That is why there is so much poverty and so much distress and so many dismal failures in life because people spend their money unwisely. The saving habit is the mother of many other good habits. It makes a young man steady. It gives him self-control. It keeps him in the straight and narrow way. It develops character. It wins him a reputation. It gives him pose and poise. It causes him to shun the primrose path because he refuses to spend his money foolishly. It gives him self-respect and makes him wholesome. It enables him to command the respect of others. It makes a man of him. This is what the saving habit will do for a young fellow. Surely then the  
(Continued on page 74.)

**CHRISTMAS  
BANKING  
CLUB**



**COME IN**

**YOU CAN  
JOIN WITH**

856

Only a little dime, or a nickel and a little "stick-to-it" is all you need, to get you \$127.50 or \$63.75.  
Bring the dime or nickel into our bank and join our Christmas Banking Club. Then each week increase your deposit the same amount. If you haven't the dime or nickel 2 cents or 1 cent will do.

In 50 weeks:

10-cent club pays.....	\$127.50
5-cent club pays.....	63.75
2-cent club pays.....	25.50
1-cent club pays.....	12.75

Or if you are "flush" right now begin with the largest payment and decrease your payments each week.  
We also have 50-cent, \$1.00 and \$5.00 or more clubs where you pay in the same amount each week.  
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)*



## 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**

# Vital Facts About Life Insurance

By Louis E. Knocke

If anyone will turn to the 34th verse of the 41st chapter of Genesis, he may read there these words:

"Let him appoint officers over the land, and take up the fifth part of the land of Egypt in the seven plenteous years."

These words were spoken by Joseph and, according to the late Rev. T. DeWitt Talmage, Joseph then and there became the president of the first life insurance company in the world's history.

You all remember the Bible story. How Pharaoh had a distracting dream about seven fat, glossy cows that were devoured by seven lean, gaunt, hungry cows, and how Joseph, inspired of God, interpreted the dream to mean that there were to be seven years of plenty to be followed by seven years of famine, and advised the king to have his people save one-fifth of the crop of the years of plenty, to insure them against want during the years of famine.

Historians tell us that Dr. Anhate of Lincolnshire, England, originated the first life insurance company in 1698, but that life insurance did not really take definite form until the Equitable Life Assurance Society of London (which is still in existence) was organized in 1762. But Talmage says that the first life insurance company is as old as the corncribs of Egypt and that God Himself was its author and originator.

I wonder if any of you have ever thought of what a universal thing insurance is, and how closely it touches the life of every individual, whether he realizes it or not?

I believe it may consistently be said that we seldom do anything that is not for the purpose of insuring

This article presents some very interesting and vital facts about life insurance, which will prove of value to every banker. Mr. Knocke is secretary of the Register Life Insurance Company of Davenport, Iowa, and is recognized as a man of high standing in the insurance world and what he has to say is based on actual experience.

something. We eat to insure against hunger. We drink to insure against thirst. We build houses to insure against heat in summer and cold in winter. Insurance? Why, it's everywhere. Even in nature we find the fundamental principles of life insurance, **help for the helpless**. The birds of the air provide food and shelter for their nestlings. The beasts of the field minister to the needs of their helpless offspring.

The beasts of the field minister to the needs of their helpless offspring.

In spite of this, there is probably no subject of equal importance concerning which the public is so poorly informed.

"It is known that 82% of the value of combustible property in this country is insured against fire, but that only 7% of the estimated value of American lives is covered by life insurance. And yet, it is claimed that seven-eighths of what Americans leave at death is life insurance. It is a grim fact that nineteen out of twenty fail to provide for old age or for their families; that 8,000,000 women must work to live; that 35% of the widows are in want, while 90% of them lack the common comforts of life; that 90% of the men who have engaged in active business fail to reach old age with a competency; and 90% of the children who enter school at the age of six must leave and go to work before they complete the eighth grade.

"These statistics may be multiplied a score of times—but is there anyone who, after hearing just these few, thinks the life insurance business is overdone? The fact is, we haven't begun to do the life insurance business that ought to be done. Not until we cover at least 90% of the value of American lives in place of 7% may we be said to be approaching a point where we may let up a little in our efforts to get men to insure."

In the first place, let us see if we may not have a definition of life insurance which can be readily understood. It may be described simply as money indemnity for an income-producing life; a method of distributing the loss on such a life among a large number of individuals, each of whom is willing to bear his small share of that loss upon being assured that he in like manner is to be indemnified against the loss on his own life. When buildings are destroyed by fire, or ships are lost at sea, certain values are destroyed. Fire and marine insurance replace, to a certain extent, that loss. So, when a prospective human life ends, a certain money value is lost. Life insurance replaces, in part, that

loss. It is intended to take the place, therefore, not of the life itself, but of the earning power of that life. machine, capable of producing each year a certain

Let us put it this way: Here we have a very delicate amount of value—let us say cloth, for example. We in-

## 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

A postal card will bring all information about the above proposition.

sure this machine, not because of the value of the materials in the machine (which may be insignificant), but because of its power to produce value. It's the same with a value-producing human life. It is insured because its termination would mean a money loss to other lives.

It is known that 82% of the value of combustible property in this country is insured against fire, but that only 7% of the estimated value of American lives is covered by insurance. And yet, it is claimed that seven-eighths of what Americans leave at death, is life insurance. It is a grim fact that nineteen out of twenty fail to provide for old age or for their families; that 8,000,000 women must work to live; that 35% of the widows are in want, while 90% of them lack the common comforts of life that 90% of the men who have engaged in active business fail to reach old age with a competency; and 90% of the children who enter school at the age of six must leave and go to work before they complete the eighth grade.

These statistics may be multiplied a score of times—but is there anyone who, after hearing just these few, thinks the life insurance business is overdone? The fact is, we haven't begun to do the life insurance business that ought to be done. Not until we cover at least 90% of the value of American lives in place of 7%, may we be said to be approaching a point where we insurance men may let up a little in our efforts to get men to insure.

But, while it is true we have not yet scratched the surface of this business, I want to give you a few figures which will show that some big things have been accomplished.

At the beginning of 1916, which is the latest date for which we have anywhere near complete figures, there were insured in the United States, over 42,485,137 people, carrying approximately \$22,708,470,532 of insurance. To protect this huge obligation and to provide for its ultimate payment, the companies held in trust on that date approximately \$5,220,880,848.

When we consider that these figures do not include all the old-line companies—only those of recognized standing—nor any of the business of the assessment associations or fraternal orders, nor any of the big business written in 1916—then it begins to dawn upon us in a mild way, that the life insurance business is some business. And we also begin to realize what a sacred trust it is to administer these enormous funds for the benefit of those to whom they belong.

The principles upon which this business rests are scientifically correct, and the collections for meeting its obligations are mathematically sufficient. Properly

## 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, 2nd Vice Pres. FRANK P. FLYNN, Treasurer

Capital  
Subscribed  
\$500,000.00



Surplus  
Subscribed  
\$500,000.00

**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	-	\$141,542,204.93
LIABILITIES	-	\$133,487,937.96
SURPLUS	-	\$ 8,054,266.97

"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



## Iowa's First Multiple Line Insurance Company

**Over \$300,000.00**  
of Capital Deposited with Iowa Insurance Department

Now writing casualty lines.  
Our Automobile Liability and Property Damage rates will get the business.  
We are making agency contracts now. Write

**A. G. OGLE**  
2nd Vice President

conducted old-line companies, therefore, are **absolutely safe**. So well is this fact becoming known that we need not be surprised if soon we shall hear the expression, "Safe as an old-line life insurance company," in place of "Safe as the Bank of England."

The elementary principles upon which life insurance is founded are quite easily understood. It is the minute mathematical calculations necessary for the working out of these principles that are bewildering to those not familiar with them. Take for example a joint life policy, which is issued on two lives, payable to the survivor in the event of the death of either. At first thought the method for calculating a rate for such a policy would appear simple: just take the rate for the age of each person and average it, and there you are. But no, it's not that easy. I understand that the complications in getting a rate for such a contract are so great as to require six hundred and sixty-six calculations for each set of age combinations. Still, to such a point has actuarial knowledge come, that different actuaries, working independently of each other, will when presented with the same sets of probabilities, secure precisely the same result.

Starting with the Ordinary Life policy (sometimes called "Whole Life"), which is the standard and represents pure life insurance in its simplest form, we have now reached a point where, to meet the various desires of the insuring public, hundreds of different forms of policies are issued, while new ones are constantly being devised.

With such a multiplicity of contracts to choose from, it is no wonder that it becomes hard for one to determine which is best to take. Naturally one wants the

## Great Western Accident Insurance Company

DES MOINES, IOWA

Iowa's Largest and Strongest Health and Accident Company

Statement December 31, 1916

RESOURCES.	LIABILITIES.
Approved securities deposited with Insurance Department .....	Reserve for reinsurance.....
\$252,711.50	\$121,407.22
Cash on deposit and in office.....	Reserve for losses .....
58,614.41	26,321.28
Interest accrued .....	Reserve for sundries.....
7,230.97	11,489.65
Premiums in course of collection.....	Surplus to policyholders, (including capital stock of \$100,000.00) .....
26,773.94	186,112.67
<b>Total admitted assets .....</b>	<b>Total .....</b>
<b>\$345,330.82</b>	<b>\$345,330.82</b>

**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

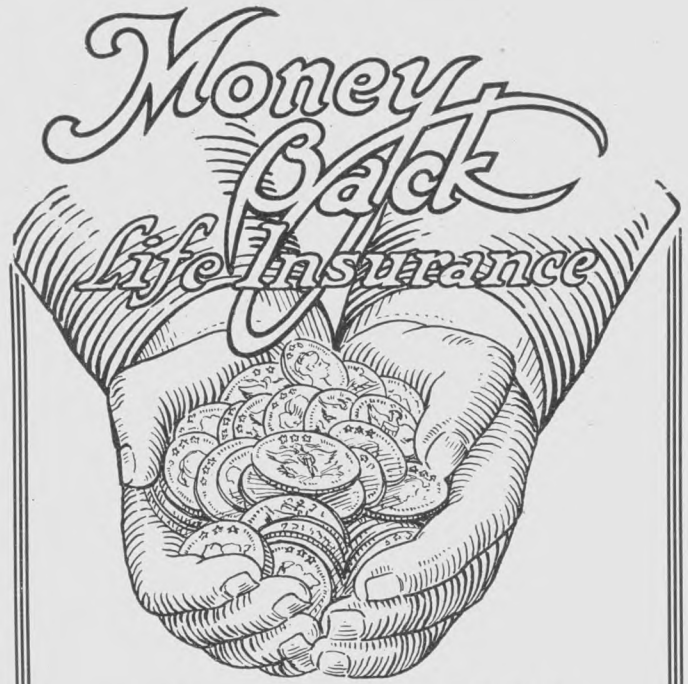
406 SECURITY BUILDING  
DAVENPORT, IOWA



best—that's what we are all looking for. But stop looking. While there undoubtedly is a best policy for you or a best policy for me, there is no best policy for everybody in the sense that there is one certain policy better than any other. All life insurance contracts start from the same basis—the single premium—and are therefore mathematical equivalents of each other. That being the case, the insured gets what he pays for and pays for what he gets, no matter what form of policy he buys. So stop looking for the best policy, I say, but look for the one best suited to your needs, confident in the fact that the company will give you as much for your money as it gives the other person for his, although he may have an altogether different policy from yours.

No old-line company ever failed because of a defect in the system. Some failed because of mismanagement and stock manipulations. Of recent years, however, there have been no failures from any cause, and as at present safeguarded by the laws of the different states, the failure of such a company is just about impossible. Then we have the record of such companies as the Presbyterian Ministers' Fund, an American company which is 158 years old, and the Equitable of London, which is 155 years old. If these companies had not been doing business upon a perfectly solvent and sound system, they surely could not have weathered the financial storms of a century and a half and over. They stand as irrefutable proof of the everlasting solvency of the old-line system of life insurance.

I frequently find people who think the term "old-line" refers to an old company. It does not necessarily. It is the system under which it operates that



### —Now open to YOU

There's a valuable, profitable, worth-while special banker-agency proposition now open to you in THE REGISTER LIFE INSURANCE COMPANY.

This special agency proposition is proving very profitable and extremely satisfactory to other bankers—it will to you.

For this banker-proposition comes from a strong, progressive, soundly managed twenty-eight-year-old Company, which gives the kind of co-operation and real service that insures big results for both of us. Comparative statement proves it!

No advertising the Register Life ever printed has had as much influence in building up its business as have the good things its policyholders say about the Company.

There are a number of men in Iowa from whom you will hear higher praise for the Company than was ever put into its own advertisements.

### A "Money-Back" Example

—It is records such as this that make well-pleased policyholders:

#### Policy No. 713

A 10-Payment Life for \$1,000, issued in 1893 at age 26.  
 Cash value in 1917.....\$493.11  
 Cost to date ..... 240.85  
 Cash value exceeds cost.....\$252.26

**Note**—This policy now has a cash value of more than double its net cost, besides having carried an insurance protection of \$1,000, for 25 years.

Our free booklet, "Money-Back Life Insurance," containing a number of similar records, mailed upon request. Get this special banker-proposition. Clip the coupon NOW.

### The Register Life Insurance Co. Davenport, Iowa

Without obligation, mail "Money-Back Booklet" and special agency proposition now open to bankers.

Name.....

Address.....

### WHY IOWA BANKERS

find a connection with Western Life profitable and pleasant.

#### Because:

Satisfied Policyholders with Policies that are kept up boar for the Company.

Fair and liberal treatment from Home Office.

Intelligent and reliable field representatives.

You Are Interested in Keeping Iowa Money in Iowa

Write today for "Special Bank Offer."

THE	<i>Western Life</i>	FOR
IOWA	<b>Insurance Company</b>	IOWA
COMPANY	OF DES MOINES, IOWA	PEOPLE

JAMES H. JAMISON, President      A. D. STRUTHERS, Secretary

### The Phoenix Mutual Life Insurance Co.

of Hartford, Conn.

Offers exceptional opportunities for investments in Annuities and Incomes that bring a large annual return and are free from the worries attending investments in any any other form of security.

They are backed by the entire assets of a Company sixty-five years old.

Investigate our Disability form for both old and new policies. Most remarkable ever issued. Waives premiums, pays monthly income and face of policy at maturity. Ask for full particulars.

#### Will D. Bowles, Mgr.

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

## MR. IOWA BANKER!

Would you be interested in a proposition that will increase your deposits and increase your loans? This offer appeals particularly to country banks and has not been turned down by a single banker who has written for it. A postal card will bring you full particulars. Write TODAY to

### YOUNG & PATTERSON, Gen'l Agents

305-6 Citizens National Bank Bldg.  
DES MOINES, IOWA

Over \$10,000,000 Invested in Iowa Securities

**National Life Insurance Co.** Montpelier  
Vermont

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



**Insurance in Force \$415,000,000.00**

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

## JEWELRY

of the very finest—

### QUALITY

—is always to be found here

Our Banker Customers are many because they get *Service* plus *Quality* with every article.

**FRANK SCHLAMPP CO.**  
JEWELERS DES MOINES, IA.

makes a company an old-line company, an assessment association, or otherwise. A company could be organized today which would be just as truly an old-line company as the Presbyterian Ministers' Fund, which is 158 years old.

I find plenty of people who think a company to be safe must be **big**. Not necessarily by any means. It's the **system** under which it operates and the manner in which it is conducted that makes a company safe or otherwise. A properly conducted small company may be perfectly safe, while a badly conducted big one—especially under an unsound system—is pretty sure to be unsafe. It isn't a question of size, but one of system and management.

Then there is the word "dividends." I wish that word had never been used to express the return to policyholders of overplus premium payments. In the commonly accepted meaning of the word, dividends represent **profit** on an **investment**. In life insurance, dividends are not profits at all; and not interest alone. They are merely a refund to the policyholder of so much of his premium as experience has proved was not needed for the carrying out of his contract as guaranteed. In other words, if it were possible to know in advance exactly what the cost of insurance would be, the company would collect a premium or just that amount and no more, and in that case there would be no dividend or refund whatever.

The purpose of life insurance is not **investment**, but **protection**, and it is the aim of mutual companies to furnish this protection at exact cost. Hence it is that such companies **refund** to the insured at the end of each year, that portion of his premium which was not needed for the fulfillment of his insurance contract. In this way—and in no other—may **safe** insurance be furnished to the insured at the same rate it costs the company to provide it.

### NATIONAL LIFE ASSOCIATION OF DES MOINES MAKES FINE RECORD.

The National Life Association of Des Moines, Iowa, has established a new record for the first three months of 1917 by writing 100% more business than during the corresponding period of last year. It has recently added an installment policy which provides for the payment to the beneficiary in annual, semi-annual or quarterly installments with interest allowed. The Association has some very good open territory in the northern part of Iowa and capable men can secure very liberal contracts. A special field man is employed to coach those who have had no previous insurance experience.

### M. M. DEMING APPOINTED AGENCY DIRECTOR OF WESTERN LIFE INSURANCE CO.

M. M. Deming has been appointed agency director of the Western Life Insurance Company of Des Moines, due to the fact that the progress of the Company makes necessary the active field services of a man of his experience and ability. Mr. Deming has been associated with the Bankers Reserve of Omaha, and during the past five years has been connected with the Kansas City Life, as State Manager of Iowa, during which time his agency produced an average of a million and a quarter per annum.

The Western Life recently passed the five-million mark and to date for 1917 shows a gain of over 30% in volume of new issued business.

**UNIT SYSTEM OF HANDLING ACCOUNTS.**

(Continued from page 11.)

his customers, which is a very important factor, as the teller can reasonably be expected to acquire a complete knowledge of one to two thousand accounts, as well as the personnel of the depositors.

2. **The Advantage to the Customer** of transacting all of his business at the one window and in one line.

3. **The Equalization of the Work of Tellers**, under the usual plan of having separate paying and receiving tellers the paying tellers may be kept exceedingly busy in the morning and the receiving tellers more than crowded before closing hours. This condition may vary according to the character of the accounts and location of the bank, but in the unit system the work of paying and receiving will always equalize itself.

4. **Congestion.** The formation of long lines before tellers' windows is prevented, thus expediting the transaction of business and avoiding congestion in the lobby.

The customer falls in line in front of the teller's window, it is the duty of the assistant to do only such things as the teller may direct and he takes on no business on his own initiative. A lengthy transaction with a teller creates a long line in front of his window and under this system when a customer desires an assortment of change to make up a payroll, or a long list of items on a deposit slip to be checked up, the teller passes the transaction over to the assistant, requesting the customer to step to the next window, thus relieving the teller of the transaction. In this way, if the teller uses discretion he can in the busy hours arrange so that there is a fast moving line in front of the teller's window and a slow moving line at the assistant's window and when a customer is well and promptly served he is not apt to become peevish. When the assistant is not otherwise employed he is kept busy in sorting and listing items for the bookkeepers for entry, or for distribution to other departments in the bank.

5. **The Understudy Problem.** This system satisfactorily solves the problem of providing a logical understudy for the teller. We are informed that this has always been a perplexing problem in a bank. With this system the assistant gains a thorough knowledge of the accounts and customers and is qualified at vacation or at any other time to take the place of the teller.

6. **Time Saving.** There is an appreciable advantage, as any banker will realize, in arranging any branch of operation so that it is in immediate control of the operator. The time-saving devices which are introduced into this system are important as everything is at hand. There is much less counting and sealing packages, because the money is in constant circulation, coming in and going out at the same window.

We are all, bankers included, creatures of habit, but there seems to be no logical reason why one teller should take in the money and others pay it out and it resolves itself into a simple problem of the most economical and expeditious method.

The stockholders of the Cromwell Savings Bank, Cromwell, Iowa, held a business meeting recently and elected E. N. Daugherty president, D. Gault vice president. Mr. Daugherty fills this vacancy caused by the death of his father, who was president.

# 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

## Mr. Banker!

We have faith in farms and farmers and are prepared to consider applications for farm loans. A financial connection with a growing life insurance company has always proven profitable.

Address

**G. N. AYRES**

Manager Loan Department

## The Central Life

Des Moines, Iowa

# Securities, Bonds and Mortgages

By Frank M. Huston

Governmental financing has been the dominant influence in the investment market during the last month. The entrance of this country into war with Germany involved such unusual requirements as to cause business men as well as investors to pause pending the offering by the Secretary of the Treasury of the \$5,000,000,000 loan. Naturally such an offering, because of its size, would cause hesitation, yet this country was never in a better position to absorb such a loan quickly than at the present time.

People apparently are not thoroughly aroused to the gravity of the developments of the last month. They do not fully appreciate the magnitude of the undertaking involved in the declaration that a state of war exists between this country and Germany, nor are they fully aware of what this involves in a financial way. Frank A. Vanderlip, head of the National City Bank of New York, in his recent visit to Chicago, laid emphasis upon the apathy regarding this war and the problem it involves, and declared that the people have failed to comprehend fully what has taken place. Such a piece of financing as the floating of a \$5,000,000,000 loan is simply stupendous, he pointed out. This is indicated by the fact that this is the largest loan ever offered and that the previous largest loan ever offered in this country was the Anglo-French note issue, aggregating only one-tenth of the proposed issue, or \$500,000,000.

There is one feature regarding this loan that many people do not seem to comprehend, and that is, that the proceeds of the loan will not leave the country. Expressions of doubt were frequently heard at the time the \$500,000,000 Anglo-French loan was offered. The banking position of the

Each month Mr. Huston presents under this department a very timely synopsis of financial affairs as they relate especially to bonds and mortgages and we are sure that our readers will find much valuable information in the material here published. Mr. Huston is the financial editor of The Chicago Herald and is well and favorably known throughout the country.

country was not nearly so strong then as at the present time, and the worldwide unsettlement had left the financial situation in a rather chaotic condition, yet that loan was taken in this market with scarcely a ripple. The reason is clear: it was simply a transfer of book credit, and the proceeds of this transfer were utilized in this country in the purchase of commodities and supplies for Europe. Naturally we received an attractive price for our products, and these profits were divided between the exporter, the manufacturer and the wage-earner. Money and credit in consequence circulated more rapidly in this country, and our banking position was greatly strengthened through the receipt of a large volume of gold and through a very considerable amount of short maturing obligations, payable in gold.

In the present instance the \$7,000,000,000 credit voted by Congress, of which \$5,000,000,000 is to be realized through bond issues, the situation does not differ materially from that experienced in 1916, except to the extent that some \$4,000,000,000 or \$5,000,000,000 of this transaction will be our own internal obligation. The proceeds, however, will be expended here and necessarily will stimulate industrial activity. Of course they will be expended in a more economical way than in former years. Abnormal profits will be eliminated and business is more likely to work back gradually to a normal basis, as far as profits are concerned. Nevertheless, it is likely also to be abnormally active. Its increased activity and larger volume even on a smaller margin of profit, is likely to bulk large in the aggregate.

At the same time, this loan of \$5,000,000,000 will be the basis for a great popular demonstration of pa-

"People apparently are not thoroughly aroused to the gravity of the developments of the last month. They do not fully appreciate the magnitude of the undertaking involved in the declaration that a state of war exists between this country and Germany nor are they fully aware of what this involves in a financial way. Frank A. Vanderlip, head of the National City Bank of New York, in his recent visit to Chicago, laid emphasis upon the apathy regarding this war and the problems it involves, and declared that the people have failed to comprehend fully what has taken place. Such a piece of financing as the floating of a \$5,000,000,000 loan is simply stupendous, he pointed out. This is indicated by the fact that this is the largest loan ever offered and that the previous largest loan ever offered in this country was the Anglo-French note issue, aggregating only one-tenth of the proposed issue or \$500,000,000."

## 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

triotism. A 3½% bond issue should prove attractive. Allowing for the tax feature, for these bonds will be tax-free, this offering at par of a 3½% government bond, netting the investor that amount, would be equivalent to a 4.20% basis, on an ordinary investment. This would indicate the probability of a large transfer of savings accounts into government bonds. At first thought, this might seem disturbing, for it would mean a very heavy withdrawal by savings depositors of their accumulations. But the money is not going out of the country. In fact this transaction is simply a shifting of credit. The individual depositor turns over his savings deposit and in return receives a government bond, the credit remaining in the banks, subject to the government treasury's call, instead of that of the individual depositor.

In the course of time, the proceeds of these bonds will be expended by the government for various kinds of supplies in the conduct of this war, and the same is true of the proceeds of the loan made to the Allies. This expenditure will stimulate industrial activity, result in slowly accumulating profits to the manufacturers, a better employment of labor at probably increased wages, and would bring about a more rapid circulation of money and credit throughout the country.

Experience abroad, especially in Great Britain, reveals the fact that the flotation of these great governmental credits and loans, while resulting in some temporary unsettlement and shifting of savings accounts, would cause in a remarkably short time a large increase in savings deposits in the banks. There is no reason why this country should not experience a similar period of increased savings deposits, once the loan has been placed and their proceeds begin to find their way back into the banks. There is a possibility of some unsettlement of the investment markets; for instance the offering of too large an installment of the \$5,000,000,000 loan at one time might result in the throwing over of existing investments in such volume as to disturb the markets and make it necessary for the banks to extend support, or loan freely, to those who are heavy buyers of the sacrificed securities.

It is inconceivable, however, that the treasury officials would ignore market conditions in this mobilization of money and credits for war purposes. The banks and the bond houses of the country have joined hands in a patriotic effort to place these government bonds without profit to themselves and at what is practically cost. Other corporate financing necessarily is being held in abeyance, about the only undertaking being the caring for maturities. Corporate maturities in May aggregate about \$87,707,854, compared with \$58,691,551 in April. More than half of these May figures are embraced in the New Haven obligations; \$25,000,000 represents the New Haven's one-year 4½% notes, and \$20,000,000 the New England Navigation's three-year collateral 6% notes. Both of these issues have been provided for through the sale of \$45,000,000 one-year 5% notes to investors at 99.04, which would yield about 6%. It is evident that the financing costs the New Haven fully 7%.

#### FIRST NATIONAL BANK, MIDLAND, S. D., CONTINUES TO INCREASE DEPOSITS.

On March 5, 1915, the deposits of the First National Bank of Midland, S. D., were \$69,945.09; on March 5, 1916, they were \$95,031.69, and according to the last call they had increased to \$186,991.12.

## Halsey, Stuart & Co.

DEALERS IN INVESTMENT BONDS

- are in a position at all times to submit offerings suitable for the investments of individual investors, banks, insurance companies, trustees of estates, etc.
- purchase and offer, after careful investigations, Government, Railroad, Municipal and Public Service Corporation bonds.
- act as fiscal agents for municipalities and corporations.
- through an extensive organization, in touch with the principal markets of the country, offer a reliable bond appraisal and quotation service.
- maintain an efficient Statistical Department which is prepared to furnish, without cost or obligation, accurate information regarding all representative bond issues.
- maintain a staff of experts who are always available for investment counsel, whether or not the purchase of securities is contemplated.
- have a well-organized Correspondence Department which makes possible the purchase of bonds by mail to as good advantage as in person.
- will welcome an opportunity to serve you in your investment matters, irrespective of the amount of your funds. Send for circular of offerings.

## HALSEY, STUART & CO.

SUCCESSORS TO

**N. W. HALSEY & CO., CHICAGO**  
209 SO. LA SALLE STREET

ST. LOUIS

MILWAUKEE

DETROIT

PHILADELPHIA



## Advice to Investors

Purchase your securities through responsible dealers who have proper facilities for investigations and a reputation to maintain for reliable advice.

K. N. & K. are always posted on general market conditions, and their views are at the disposal of investors through their monthly review of

*"The Investment Situation"*  
Write for Pamphlet L-1.

## Knauth · Nachod & Kuhne

Members of New York Stock Exchange

Equitable Building  
New York City

HOWARD J. CLARK

H. W. BYERS

**CLARK & BYERS**

ATTORNEYS AND COUNSELLORS AT LAW

Des Moines, Iowa

General Civil Practice.

Prompt and careful attention given to all business entrusted to us.

Attorneys for the Des Moines National Bank, Citizens National Bank and State Savings Bank.

**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

**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

**HELPING TO INCREASE IOWA'S CROPS.**

(Continued from page 10.)

aside a fund of \$20,000,000 for crop loans for this year and the Chicago bankers are said to have large crop loans under consideration. But the Iowa banker, not in alarm but sustained by a calculation founded on facts and figures, girds his strength, his good-will, his sympathy, his energy, his loyalty and his co-operation and will also use his banking resources every way he can to stimulate agricultural production. Even as he knows that there is no scarcity of tillable land, so he knows that 27,000,000 soldiers are under arms in Europe and non-producing, and even that those 27,000,000 men are consuming the land's productivity in a greater proportion than in peace times and armies must be well fed and well equipped. And the banker knows, as others know, that depletion of soil fertility in Europe in normal times is rapid and but saved by constant yearly application of artificial fertilizers. No land could be otherwise that has sustained an ever-increasing and exacting population through the centuries that have passed. And now that this nation, in giving its decision to step over the edge of the war's vortex, is planning to withdraw several millions of its producers to create an army, so much greater will the producing burden be for those who remain. The banker sees for himself, even if the entire half of the world which is now at war should stack their guns tomorrow, that production would not be increased one bit. It takes time to raise grain and live stock, and create staples. His findings tell him that the early vegetable crop of the Southern States has been cut off by a freeze.

The Iowa banker knows also that the South imports annually from the North between \$600,000,000 and \$700,000,000 worth of products; he is told by our United States Agricultural Department that food waste in this country amounts to over \$700,000,000. The information likewise is at hand, that England in peace times never has a food supply on hand to last more than six months. He is equally aware that the farmers of Iowa have but in recent years given any measure of attention to maintaining soil fertility, stock

We Desire to Purchase an  
**Iowa Bank**

**THE SINCLAIR COMPANY**

Suite 310-312

McKnight Building

Minneapolis

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  
L. E. STEVENS, Vice President  
D. F. WITTER, Vice President

B. B. VORSE, Cashier  
J. E. MORTON, Assistant Cashier  
SIMON CASADY, Treasurer  
EDWIN HULT, Secretary

and seed selection, and to learning how to make two grains grow where one before took its chance with nature to produce its seed or die after a stunted effort to lift its head toward the sun. And finally our banker finds from the business forecasts that the whole world will soon have exhausted the food reserve and will be entirely dependent upon the 1917 crops.

Under the guidance of these and similar other facts does the Iowa banker urge with all his might the fullest co-operation with our Governor's agricultural plan. In coolness yet in alertness, with no incapacitating fear but with confidence of our capabilities, let us all face the issue which is before us, and firm in our assurance meet it. Let every farmer join forces to make the acre produce a greater average; to put the idle land to work; to keep no dairying stock that does not qualify under Dairy Testing Association; to board and try to fatten no beef cattle nor hogs and other stock that does not show freedom from tuberculosis and other devastating diseases; to raise more fowls, yet only those that afford the market more food. To aid the Iowa farmer in this enormous task of more systematic and less wasteful cultivation has the Iowa Bankers Association, co-operating through every individual member bank and affiliating with certain departments of our State Agricultural College, sent out (1) a Farm Record Book which, if properly kept up, will show the farmer his financial leaks; (2) a Seed Directory compiled and donated by the Iowa Corn and Small Grain Growers' Association; and (3) aiding to enroll contestants in Professor Taff's state-wide Acre Yield Corn Contest.

Let every business pursuit, including with no less importance the work of the household, direct their tensest efforts to conserve all production and to discover new ways by which that production, whether articles or food, may be used in diversification, that the percentage of its waste may be reduced to nil. In lending their ability to that end they will have done the equivalent of increasing acre yields or tilling greater farm area.

### ADVERTISEMENT

(SERVICE)

The word "Service" has been greatly over-worked just as was the word "efficiency" a few years ago. Like "advertising" it is a word of broad meaning and includes every degree of service from the poorest to the highest and best. "CRADDICK SERVICE" is known by bankers from coast to coast as a high class source of advertising for banks. It is not a manufactured commodity; it is not an assortment of ready-made ads; it is not a shop where an occasional advertisement may be purchased. CRADDICK SERVICE is a complete advertising department for the Bank, where experience, ability, organization and co-operation join forces to make the bank's annual advertising expenditure a profitable department of the business. It is a radical improvement over the usual wasteful, spasmodic, intermittent methods that generally prevail in the average bank's advertising. "SERVICE," as used in designating a connection with the CRADDICK organization, has a definite meaning and value. H. B. Craddick, Financial Advertising, 1003-1006 First National-Soo Line Bldg., Minneapolis.

#### Animated Film Advertising will increase your deposits

We can save you 75% of the cost.

Let us tell you how.

#### BANKERS FILM AD SERVICE CO.

1243 W. 12th St.

DES MOINES, IOWA

### 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

### CLAYTON B. STIVER CO., Inc.

Internal Revenue Service Agency

320 Hubbell Bldg.  
DES MOINES, IOWA

### SECURITY STATE BANK

KEOKUK, IOWA

Capital - - - - - \$100,000.00  
Surplus & Undivided Profits - 30,000.00

Prompt and careful attention given to all business entrusted to us.  
W. B. Seeley, President E. A. French, Cashier

### UNIVERSITY STATE BANK

DES MOINES, IOWA

Capital - - - - - \$50,000.00  
Surplus & Profits \$25,000.00

#### Officers

B. F. PRUNTY, Pres. B. FRANK PRUNTY, Cashier  
R. A. CRAWFORD, Vice Pres. G. N. SHERMAN, Asst. Cash.

C. H. EIGHMEY, President B. F. BLOCKLINGER, Vice-Pres.  
C. J. COLLIER, Vice-President H. A. KOESTER, Cashier

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

## First National Bank

DUBUQUE, IOWA

\* Accounts of Bankers Solicited.

Write Us for Terms

# 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.

POSITION wanted by young married man as assistant cashier or bookkeeper in country bank. Has had one and one-half year's experience in banking and

abstract work and nine years at other book work. Is employed at present. Can invest. Address 2060, The Northwestern Banker.—5.

WANTED—Experienced stock and bond salesman. Give reference, experience, salary or commission desired. Globe Manufacturing Company, Perry, Iowa.

WANTED—A responsible position in a Minnesota or North Dakota bank. Scandinavian, two and one-half year's experience at one place. At present employed. Would like cashiership, but will take assistant cashiership of good growing bank. Twenty-five years old. A-1 references. Address 2061, The Northwestern Banker.—5.

WANTED—Position as assistant cashier in country bank or teller in city bank, by young man with five years' city and country bank experience. Now employed as assistant cashier. A-1 references. Scandinavian. Address 2062, The Northwestern Banker.—5.

WANTED—Thoroughly experienced banker for city bank position, salary \$4,000, fullest details required. All communications confidential. Address 2067, The Northwestern Banker.—5.

WANTED—Iowa banker with several years' experience as assistant cashier, wants assistant cashiership or cashiership; can invest \$3,000. Good clean record and best of references. Will organize new bank in good location. Address 2066, The Northwestern Banker.—5.

WANTED—An associate bank stockholder wanted in a new Montana bank to be organized and managed by a man having conducted a successful and profitable banking business for the past eleven years in North Dakota under similar conditions. In choos-

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.



ing associates the organizer would wish parties who have financial connection to take care of the surplus loans a new bank is able to obtain in that locality. Address 2065, The Northwestern Banker.—5-6.

ANY ONE WISHING services of competent banker whose time is not employed at present, will investigate any land propositions, trades, land values, or any other business matters any where in U. S. Any business entrusted will have my personal, confidential attention; services reasonable; best of references. Address 2063, The Northwestern Banker.—5-6.

FOR SALE—Having bought new equipment for our new building, we offer the following for sale cheap: One nest of 28 Cary safety deposit boxes in steel case, 36 Art Metal safety deposit boxes in metal case, one Art Metal letter file of four drawers, one late model screw door Victor steel safe with bankers triple time locks, dust proof. Address Turner County Bank, Hurley, S. D.—5.

FOR SALE—A dandy Iowa farm to exchange for bank stock. What have you to offer? All replies considered confidential. Address 2064, The Northwestern Banker.—5.

MR. IOWA BANKER: Can you use an Iowa State University law and commercial school graduate; member of Iowa bar; experienced in actual banking and probate matters; money to invest; A-1 references. Address 2068, The Northwestern Banker.—5.

WANTED—Position as cashier or assistant cashier in a country bank, by young man. Is experienced in country banking and will invest. References as to character and ability. Employed at present, but desires to locate in a small western town where he can grow with the community. Address 2069, The Northwestern Banker.—5.

WANTED—Young man, 25 years old, married, four years' experience, wants position as cashier or assistant cashier. Scandinavian. Protestant. Address 2070, The Northwestern Banker.—5.

WANTED—Bank or bank stock. Would like to exchange a good improved farm for bank stock or a bank. Will give a good liberal trade. Confidential. Address 2071, The Northwestern Banker.—5-6.

**Your Home** or your Bank should be better decorated. It is our ability to decorate correctly that makes us of value to you. Wall Papers of Distinction and Individuality—Paint Materials of Durable Standards—Decorating Service having First Class Craftsmen. Come to our store for these better things.

**TYNE M. BUCK CO., Inc.** 615 West Grand Ave. DES MOINES, IOWA

## WEAR-PROOF MATS

**BEST FLOOR COVERING FOR BANK CORRIDORS**  
Always Sanitary—Keep Floors Clean—Never Curl nor Crack—Attractive in Appearance. Outlast Several Ordinary Mats. Can be Fitted to Any Shape or Size of Room.

Write for prices and free catalog folder.

**WEAR-PROOF MAT CO.** 503 S. Peoria Street CHICAGO, ILL.

WANTED—To buy stock in some bank carrying with it position of cashier or president. Address 2072, The Northwestern Banker.—5.

CASHIER WANTED to take active management of bank in good Iowa town. State experience. Address 2073, The Northwestern Banker.—5.

### Confidential Service

in sale of bank stock, carrying control or less, with or without official position. Over twenty years a successful commercial banker. Write me.

**E. J. Hilkey, Investment Banker**  
Lawrence, Kansas

## Iowa City Rubber Stamp Works

126 S. Clinton Street IOWA CITY, IOWA

Rubber Stamps of All Kinds  
Notarial Seals and Stamp Supplies

**H. C. WIENEKE, Proprietor**

You may bring "Colfax Springs" right to your home--sealed in a new, clean, sanitary package.

"COLFAX" as a TABLE WATER rejuvenates the whole family by its gentle eliminating action--It pleases by absence of disagreeable taste.

Enclose \$1.00 and ask for a "Banker's 5-Gal. Jug" of Colfax Mineral Water--UNDER SEAL.

**COLFAX BOTTLING WORKS**  
COLFAX, IOWA

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.	J. T. CARR Secy-Treas. Carr, Ryder & Adams Co.
CHAS. H. BRADLEY Bradley Bros.	GEO. W. KIESEL Hurd, Lenehan & Kiesel
FRANK BELL Capitalist	J. J. ROSHEK Roshek Bros. Co.

Reserve Agents for National Banks  
United States Depository

**Combined Resources - - \$3,000,000.00**

**A. H. HAMMARSTROM**  
**CERTIFIED PUBLIC ACCOUNTANT**  
 Member--American Institute of Accountants  
 Fellow--Iowa Society of Certified Public Accountants  
 603 Fourth Ave. **CLINTON, IOWA**

**RUFUS RICKER**  
**CERTIFIED PUBLIC ACCOUNTANT**  
 Member Iowa Society of Certified Public Accountants  Member American Institute of Accountants  
 Room 3 Magnus Block Telephone 787 **CEDAR RAPIDS, IOWA**

**EDWIN G. PROUTY**  
**Certified Public Accountant**  
 Member of the Institute of Accountants  
**Putnam Building DAVENPORT, IOWA**

WANTED—Two cashiers for newly organized banks in Minnesota. Prefer experienced men who can make a nominal investment. Address 2074, The Northwestern Banker.—5.

WANTED—Connection with bank handling land, or law office with real estate department, by banker with seven years' experience. Minnesota or Dakotas preferred. Address 2075, The Northwestern Banker.—5.

WANTED—Position in bank, by industrious young man well educated, and of good character. Experienced in all lines of office work. Glad to furnish references and arrange with interview. Address 2076, The Northwestern Banker.—5.

WANTED—First-class male stenographer and bookkeeper. Address 2077, The Northwestern Banker.—5.

**BUILDING BUSINESS WITH BAD MONEY.**

(Continued from page 9.)

port Safety Fund and yet we made money at this. Sometimes, with the state banks we would pay as high as 75 cents on the dollar for their money-notes and yet there was likewise profit there!

"These notes we sold again; bartered wheresoever.

"We bought them of merchants, whom we visited on our routes; we bought them of individuals, who came to our offices, eager to trade. We traveled from town to town and from firm to firm. We grew expert at the work; and purchased—then sold—wheresoever.

"About that time something else happened.

"A law was passed by certain states in the West that folks might start a bank and issue bank notes, by simply putting up state bank securities with the auditor of the respective state. This was done and banks arose, those states about. During the depression of 1854, how-

**Progressive Banks--everywhere**  
 are taking advantage of our  
 THE ORIGINAL

**100 WEEKS SAVINGS CLUB**

To Put New Life and "Pep" Into Their SAVINGS DEPARTMENTS

**THE FREE LIFE INSURANCE**

Creates New Interest—Attracts New People and Brings Big Business

Simple in Operation—Satisfactory to Bank and Patrons

The Most Successful  
**MORE PROFITABLE THAN ORDINARY SAVINGS ACCOUNTS**  
 It will pay you to write to us at once. A postal will bring full particulars.  
**LANDIS CHRISTMAS SAVINGS CLUB COMPANY**  
 Union Trust Building - Harrisburg, Pa.



# The Farm Crisis Demands Power

## A Business Editorial for Banker-Farmers

**A**T a time when the entire civilized world is depending upon the United States for support, the crop reports indicate a 63% of normal yield. The United States must not only feed our own one hundred million population, but make up for the millions of producers on the battlefields of Europe. Our duty is imperative.

Time is a grim factor.

Weather hazards menace us.

Larger acreages must be tilled intensively.

But how, when labor is rushing into armies and horses are clattering away in artillery, cavalry and transport divisions?

The great packing plants urge that we are running short on meats. Farm produce manufactures our beef, pork and mutton.

It's not a time for indecision; it's a time for a definite "something."

Something that has the power to turn several furrows instead of one; to plant twice the crops in half the time; to harvest and thresh quickly and save every kernel; to run all the belt machinery in the farm factory.

Some Powerful Something to meet the Crisis.

Farms are crying for Power.

Flexible, easily operated, easily applied, dependable Power. Power that can be generated from the cheapest fuel and applied with the least loss.

That is a huge contract to fill. Hart-Parr Kerosene Tractors are meeting such obligations today. They are built in all sizes. They have been proved by 15 years of severe tests in all parts of the world.

Many banker-farmers are setting a good example by investigating tractors for their own needs. Hundreds of bankers are encouraging their clients to seek full information from reliable companies.

Hart-Parr Company stands ready to do their part. Today is the time to start. Uncle Sam will bring our message to you upon request.

## HART-PARR COMPANY

530 LAWLER ST.

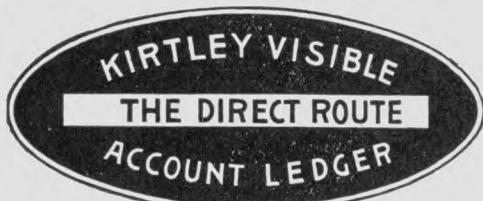
*Founders of the tractor industry.*

∴

CHARLES CITY, IOWA

*Builders of tractors that last.*





**SOME OF THE KIRTLEY USERS**

Centerville Trust and Savings Bank, Centerville, Iowa.  
Curtis Bros. Co., Clinton, Iowa.  
Iowa Savings Bank, Oelwein, Iowa.  
Security Savings Bank, La Crosse, Wis.  
Bank of Sherburn, Sherburn, Minn.  
Otoe County National Bank, Nebraska City, Neb.  
Sioux Falls Savings Bank, Sioux Falls, S. D.

**1/3 TIME SAVED MEANS  
1/3 LESS COST**

The KIRTLEY VISIBLE ACCOUNT LEDGER is a great improvement over the common loose leaf ledger. It is economical and efficient. It increases the bookkeeper's value—his time is not frittered away looking through a written index and fumbling pages. It is the most direct route to an account ever devised.

Adapted to depositors' ledgers (pen and posting machine), liability ledgers, savings ledgers and index to names.

Write for information to

**Hammond Printing Co. BANK SUPPLIES**  
FREMONT, NEBR.

soever, practically all these 'stock banks,' as they were called, failed, thanks to the decline of the state bonds; these going to from 25 to 30 below par, and that money being thrown out by other banks, as result, as wholly unbankable. As a result, there came to be a discount of 25 to 40 per cent upon these, and as the issue had been a gigantic one, many competitors arose for us to deal in this 'stock money,' so called.

"State banks went out of existence after the government issued its 'greenbacks,' for the government taxed to about six per cent of their issue, and thus, soon after the opening of the Civil War, taxed them out of existence.

"Greenbacks, on the other hand, were good; though too many people refused to believe the fact, and so I

bought them at premium, or less—the more that they were payable in gold and gold was at still higher premium. All in all there was a \$150,000,000 issue of those first greenbacks, and with these coming to premium so soon, business grew good, indeed!

"Starting with a premium of a quarter of one per cent, we rose to as high as 240, even 250 per cent, during the height of the conflict, notably about 1864. Things declined then toward the close of the Rebellion, until gold came down to a premium of 25 per cent, from a fair average of 190 per cent not long before. All this meant business—much business.

"On the other hand, we refused to deal in Confederate money, mistrusting results, but we did buy goodly numbers of government bounty land warrants, which



**High Front Wheels  
— Flexible Frame —**

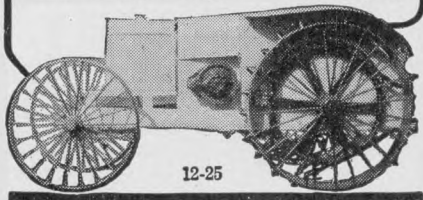
Four successful years in the field have conclusively proven the many advantages of these features as well as the absolute dependability of the

**PARRETT**

The Original High Wheel Tractor

The all purpose farm power unit. Imitated but not equalled. For accurate, practical information on Parrett Farming, address

**Parrett Tractor Company**  
427-C Fisher Bldg. — Chicago, Ill.



**The Mechanics Savings Bank**

319 Fifth Street  
DES MOINES

Capital . . . \$100,000.00  
Surplus . . . \$35,000.00  
Deposits . . \$1,000,000.00

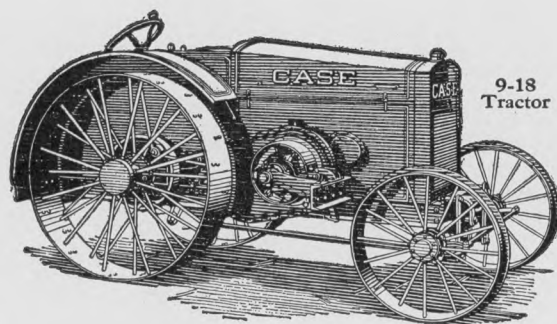
This bank's growth has been largely due to the careful attention given to each individual customer.

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



## Study CASE Tractors In the Field

Ask your nearest Case tractor dealer to show you one of our tractors. Let him explain to you in detail the superior features in these tractors.

Then see these tractors in the field. Watch their performance. Note their efficiency, their economy, their serviceability.

*Study* them. Compare Case with others. The more you know about Case tractors and the more you compare them with others, the better you will understand why Case dominates.

There are five sizes of Case tractors—9-18, 10-20, 12-25, 20-40 and 30-60. This means a size for every size farm.

Write us today for our new tractor literature. It gives you



complete information regarding our tractors. Every banker should know all about Case tractors. You will find that knowing all about Case will be a great help to you in advising your client. Write for full information today.

**J. I. CASE THRESHING MACHINE COMPANY, Inc.**

Founded 1842

529 Erie Street, Racine, Wis.

# CASE

were issued to soldiers, and ranged in worth from 85 cents the acre to \$1.10 or \$1.12. Usually this land was in the West, and out of such purchases we kept, and so located, several thousand acres.

"Again, as business grew and expanded here, we dealt in mutilated 'shin-plasters' and mutilated 'green-backs,' paying for the last named according to the amount gone. We seldom paid less than half 'face' value here, for a full half the government pays us face. Only you will find that in this, as most phases of our trade, people don't like to take the trouble to collect on a torn note; can't get other folk to accept it in trade, and so sell it to us gladly for what we'll make it worth. This money we hold till we have enough to make worth while, when we sent it, in drilling bags, to Washington, and get payment for same inside two weeks."

National bank notes, too, are taken now by Clarke and his aides here. Mutilated notes, or notes of a bank where below par, are bought in; often they sell these notes to the bank's debtors, whose debts have caused it to go thus below par, and so they pay their debts in these.

During the war, coin was bought at a premium—gold once at 290 and silver at 270—and sold at profit in turn.

Another interesting variant comes with mutilated moneys! Round 1880 particularly, a large part of the American money was punched and so, in 1881, to stop the practice, such money was ordered thrown out and "no good." Clarke then went about, buying it and shipping it to New York, where it was bought of him by weight, and used in various manufacturing purposes. The punching, it was found, was done syste-

matically, by bands, for profit, or, again, by a goodly influx of Chinese, who took the coins and strung them, as easiest way to handle. Usually there was but one hole per coin. The fad died down soon after this and punching is now but seldom done.

Gold and silver coin are bought by the men for their bullion alone, if they be mutilated; for these must be of about full weight in order to be redeemed as coin. Often a coin will have initials placed on same, or be dented, or show marks of having been shot at, as target, and innocent recipients fear to pass it on and so sell for what it brings.

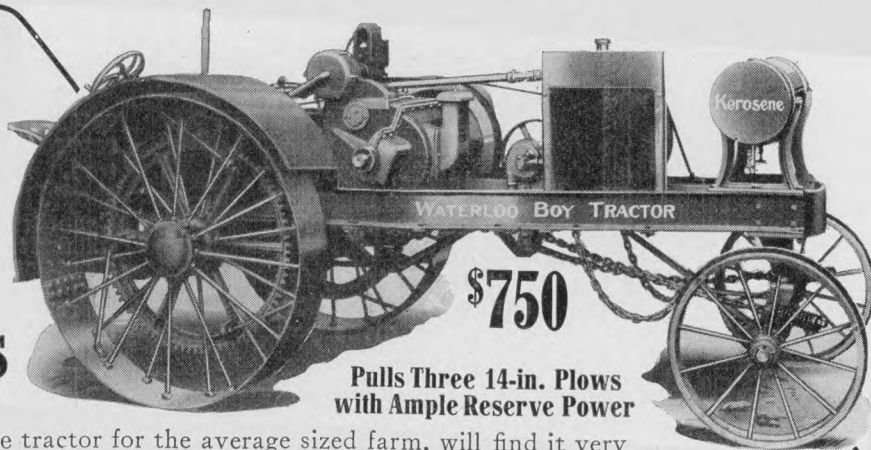
#### S. M. LEACH FOR PRESIDENT OF IOWA BANKERS ASSOCIATION.

Many friends of S. M. Leach, of Adel, are urging his candidacy as president of the Iowa Bankers Association, and the following article was written by a prominent banker who believes Mr. Leach is the man for the place.

"Iowa has no great business centers. There are but ten cities with a population exceeding 20,000. Here is the list: Des Moines, Sioux City, Davenport, Dubuque, Cedar Rapids, Waterloo, Council Bluffs, Clinton, Burlington and Ottumwa.

"Relatively, the country towns and smaller places are more important here than in any other state in the Union. This is particularly true of banks and bankers. According to the annual report of the State Association for 1916, there were 1,711 member banks and only 119, or less than 7% of the number, were located in the ten cities above listed. The country people not only furnish the crowd at the annual gathering, but they pay more than ninety per cent of the dues and

## 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

membership fees, besides contributing equally man for man, their share of the ideas which are supposed to be exchanged at Association meetings. In recognition of their importance, it has been the settled policy of the Association to frequently award its presidency to a country banker and by all the rules of the game, it is the country's turn to have the presidency this year. The last three presidents have been furnished respectively by Burlington, Des Moines and Sioux City, and it is believed without precedent that the larger places should take that office 'four straight.'

"Fortunately, we have plenty of men in the smaller towns well equipped for the position. One of the best and brightest bankers in all Iowa is Hon. S. M. Leach, president of the Adel State Bank, who will be presented this year by his home group, as a candidate



**S. M. LEACH**  
President Adel State Bank, Adel, Iowa, Candidate for President Iowa Bankers Association.

for the presidency of the Association. Mr. Leach began his banking career in Adel more than forty years ago, and by earnest application and native talent, has built up a great institution in that town, and won for himself state-wide prominence in banking and business circles. He is well known, not only as a practical banker, but as a student of finance and as a gentleman of fine address and thorough culture, and in point of equipment for the presidency, he has no superior in the entire state. He has been an active member of the Association since its earliest days, and his labors have been most helpful in advancing its success. Mr. Leach's friends feel well assured that his candidacy will receive fair and favorable consideration."



**T**HE following statement comes from H. D. Walrath, President The First National Bank of Watertown, South Dakota:

"Have found the new modern quarters very delightful and very pleasant to work in. We have better facilities for handling our business. The employees are much more interested in their work and perform the duties required with much more ease. Besides, we find in our new quarters our business has increased materially."

The above reproduction of Mr. Walrath's handsome new interior, installed by Fisher-Morris, is evidence of the quality of work YOU may expect from BANK FIXTURE HEADQUARTERS. Sketches and suggestions submitted free and without obligation.

**FISHER-MORRIS Co.**  
BANK FIXTURE HEADQUARTERS FOR PAST HALF CENTURY  
CHARLES CITY, IOWA.



**"Build A Bank  
You'll be Proud to  
Own"**

This can only be done by having an expert Bank Engineer make your plans and have complete charge of construction.

Will gladly call personally at your bank and give you sketches and estimates on your plans.

Winneshie County State Bank  
Decorah, Iowa

A. R. COFFEEN  
Bank Engineer  
Decorah, Iowa

**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.



## New Home of the Morningside Bank

**T**HIS month we show you a reproduction of the Morningside Bank's new home—a most impressive addition to this suburb of Sioux City—recently completed under **THE SERVICE SYSTEM**.

In the Morningside Bank building is carried out one of **THE SERVICE SYSTEM** features—making possible even and perfect diffusion and reflection of light. No dark corners lurk in this banking room.

The exterior is faced with very attractive rug texture face brick trimmed with Blue Bedford cut stone. Full basement, with storage vault. Vestibule at entrance of bank room. To meet this bank's individual requirements, there is a cashier's semi-private office, adjoining which is a private office. Fixtures and all interior trim are of quarter-sawed white oak, beautifully finished. The fixture is one of our own special design, having many features exclusive to our own designs. You get these extra features only by employing **THE SERVICE SYSTEM**.

### Use "The Service System"

When You Build

## The Lytle Company, Sioux City, Iowa

J. A. RAVEN, President

Architects and Engineers of Complete Bank and Office Buildings

### When You Build

Use **THE SERVICE SYSTEM**. **THE SERVICE SYSTEM** is a specialized bank building system—unlike any other—under personal supervision of J. A. Raven, acknowledged bank engineering authority.

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.

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 to you upon request.



**ANALYZING THE SIGNS OF THE TIMES.**

(Continued from page 8.)

ment reacts either directly or indirectly against the welfare of every person, and we owe it to ourselves to understand something of its magnitude, its development and the problems which now confront it. The largest and oldest single industry in existence is that of supplying the world with meat. The greater portion of crops grown from the soil at the present time is fed to live stock. Crop growing is, therefore, in a large measure but a means to live stock production.

It has required no bewildering array of figures to show a situation in the live stock industry which demands the immediate attention of the country. The burden falls upon the farmer and the banker. Upon the farmer, because, if he wishes to maintain the price of his corn and the market value of his land, as well as the fertility of his farms, and the utilization of farm waste by turning it into money, he must produce more live stock, and especially beef cattle. Upon the banker, because he must furnish the funds to finance the live stock industry, and the financing of the live stock industry means the support of the greatest industry of the world.

It will be readily admitted an average of three more calves could be produced to the age of yearlings on every farm in Iowa out of what is being wasted on the farms of the state today. This would mean over 650,000 head of yearling cattle with a conservative value of \$50 per head on present market prices; or \$32,500,000 additional wealth produced annually from the waste of Iowa farms alone.

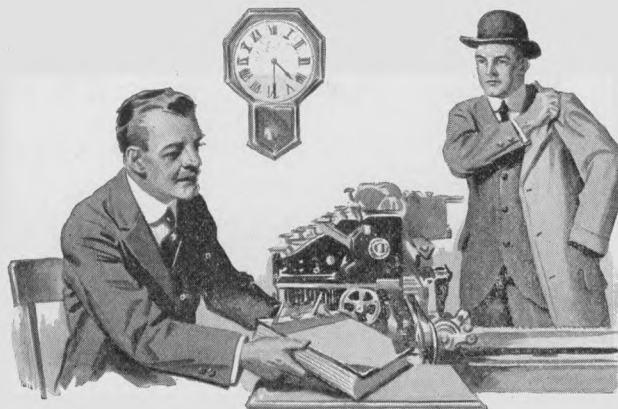
It is time for economy, the elimination of waste, and improved methods. Railroads, packers, stock yard companies, and business men generally, are all vitally interested and the producer has the right to expect the strongest kind of co-operation from them, as if the producer goes down, they all go with him.

The success of every line of business in this country depends upon the success of the farmer. The bankers of Iowa in order to prosper themselves, must support its agricultural interests with intelligence and liberality.

Corn land values are high because of the fact that over 80 per cent of the corn produced is fed to live stock. The great market for corn therefore is live stock; and to maintain the present price of corn belt farms and make them even more valuable a healthy condition in the live stock industry is imperative. The farmer who thinks he cannot afford to feed his corn on \$200 an acre land evidently does not realize that if all farmers acted upon that idea the price of his land would be reduced to the level of values in regions where they have no choice but to grow small grains exclusively.

The production of grain and live stock must go hand in hand. Wherever you find that live stock has been abandoned in any state or section, you will find also a low grade of farmer and less productive farms, and a steadily decreasing power on the part of the farmer to meet his obligations. On the other hand, wherever you find the live stock husbandry intelligently conducted, you will find prosperous farms, prosperous merchants, sound banking institutions and farm lands steadily increasing in grain-producing power and growing more able to support the population year by year.

The solution of the nation's greatest problem is in a



**No "Loose Ends" Hanging Over Till Next Day**

**There's nothing to equal the satisfaction of closing the ledger every night knowing that you have positive proof of the correctness of every entry.**

**Under ordinary bookkeeping you get partial proof—not including proof that all postings are to the correct account.**

**There's always uncertainty about that—a "loose end" not picked up until statements (or pass books) are compared with the ledger, every ten days or so.**

**Bookkeeping on Elliott-Fisher Bookkeeping Machine eliminates this "loose end." Proof of posting to the correct account is furnished at the end of each "run."**

**Within five minutes, complete proof of the work is obtained from every angle.**

**No "partial" method of Bookkeeping gives this. It is possible with Elliott-Fisher because a proof sheet is made at the same time the ledger is posted.**

**The "Proof Sheet" as made on the Elliott-Fisher is the answer to the need for absolute proof of every ledger entry that same day.**

**How is it done? The explanation is simple. Write us today or use the attached coupon for further information.**

**Elliott-Fisher Company**

**525 Cameron Parkway, Harrisburg, Pa., U. S. A.**

*Offices in all principal cities*

**Elliott-Fisher Company, 525 Cameron Parkway  
Harrisburg, Pa.**

Gentlemen:—

*Kindly send information about the results obtained with Elliott-Fisher Bookkeeping Machine. This does not place me under any obligation.*

Name.....

Name of Bank.....

Address.....

# THE CITY NATIONAL BANK

OF CLINTON, IOWA

**Capital, Surplus and Profits . . . \$ 500,000.00**  
**Deposits . . . . . \$3,900,000.00**

**OFFICERS**

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

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

## I O W A

constructive policy of **Publicity, Education and Conservation.**

Our wasted opportunities in food production are little short of appalling. Based on our acreage of tillable soil we raise **one-quarter of a crop per year.** Suppose the president of a big corporation came to the bank with which I am connected, asked for a loan, and said: "We have a model factory, first-class and up-to-date equipment and machinery, sufficient raw materials on hand to last us a long time, and strong organization, but for some reason our production of the finished article is only one-quarter of our capacity." What would we tell him? That he was on the high road to bankruptcy and could have none of our money. A change of management or a new system installing efficiency would be absolutely necessary in order to forestall utter failure. That is exactly the situation in which the United States finds itself today upon entering the greatest war the world has ever known and pitted against the most powerful, the most resourceful and the most efficient nation the world has ever seen.

What shall we do to be saved? Learn from the strength of our enemy. Concentrate the powers for food production in the hands of a few mighty men of organization, giving them untrammelled powers and responsibilities to meet and solve the situation. Let

the government draft a dozen of the present giants of industrial organizations from all lines of commerce and commission them to find a way to bring our production of foodstuffs as close as possible to 100 per cent and then to put that solution of the problem into effect.

Conscript our farm labor. The procuring of hired help is one of the most difficult and serious situations the farmer has to face. In our big cities are thousands of young men who left the rural communities of our country, lured by the glamor of the city; there are still other thousands such men, past the age of immediate military usefulness, trained in the art of farming, but now engaged in commercial pursuits. Draft these men as it is now proposed to do for the military branch of the government, and send them back to the farms where they will do the most good for the greatest number, by helping to reduce the high cost of living for us all.

The business expansion in this country during the past year has been tremendous and the next five years of our history will present problems in both business and finance, the solution of which will require more careful consideration, keener judgment and more genuine nerve on the part of the business men of this nation than ever before in its history and that we may be prepared to successfully solve these problems of the times—

"May God give us men,  
 The times demand strong minds, great hearts, true  
 faith and ready hands;  
 Men whom the lusts of office will not kill,

**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

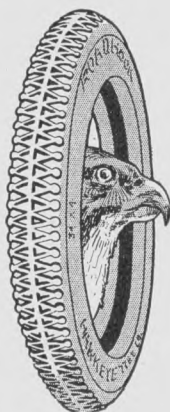
with an approximate value today of \$93.60

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 **HAWKEYE TIRE & RUBBER CO.'S** plant at Des Moines, Iowa, equipped with the latest 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

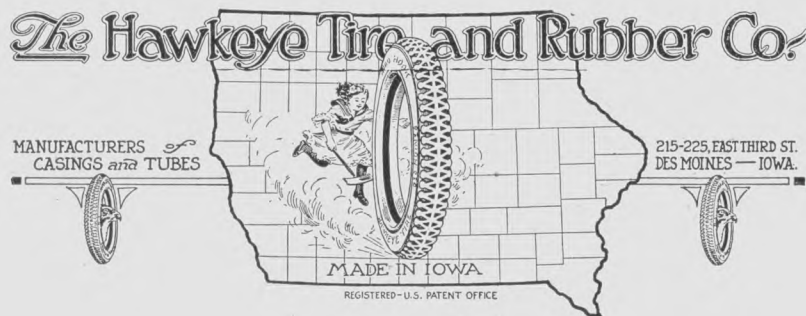
**\$1,350,000.00**

With the support of IOWA this plant's capacity can, and will be **INCREASED** to 1000 **TIRES** and 400 **TUBES** per day, which will mean a volume 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 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.**

Men whom the spoils of office cannot buy,  
 Men who possess opinions and a will,  
 Men who have honor,  
 Men who will not lie.  
 Tall men, sun-crowned, who live above the fog in public duty and in private thinking."

### FARMERS STATE BANK, REMBRANDT, IOWA, OPENS IN NEW BUILDING.

The new home of the Farmers State Bank, Rembrandt, Iowa, is a one-story structure, the exterior being constructed of Greendale Rug Brick and Bedford cut stone. The interior is finished in quarter-sawed white oak. Reinforced concrete floor construction is used and terrazzo floors over entire banking rooms with terrazzo cove base.

The deposits have shown a steady growth, increasing from \$84,483.85 on September 12, 1916, to \$115,655.85 on March 23, 1917, the last call.

The officers are: B. E. Whealen, president; R. A. Whealen, vice president; Harry H. Covey, cashier.

### CHARLES SWENEY, OSAGE, IOWA, DIES.

Charles Sweny, who in 1874, with his brother, Henry, organized the Mitchell County Bank, of Osage, has recently passed away, after a long and successful life. For over forty years he was president of the bank which he organized.

Mr. Sweny served his country well and faithfully in the Civil War.

### HAWKEYE TIRE & RUBBER CO., DES MOINES, INCREASES CAPITAL.

On account of the growing business of the Hawkeye Tire & Rubber Company, Des Moines, the capital stock of that firm has been increased to \$1,000,000. This company, while one of the infant industries of Iowa, has made a remarkable progress during the short time it has been organized. The use of "Trade Acceptance Draft," which came into use after the passage of the Federal Reserve Act, has proved very satisfactory to the company, consumer and the bankers.

During the Iowa Bankers Convention in June the Hawkeye Tire & Rubber Company, whose plant is located in East Des Moines, Third street near Walnut, will keep open house to the bankers and their friends. So make it a point to go and see how a first-class automobile tire is manufactured. This will be of great interest to visitors.

### HARLAN NATIONAL BANK INCREASES DEPOSITS TO \$500,000.

The Harlan National Bank, Harlan, Iowa, has increased its deposits from \$250,000 to \$500,000 in less than two years and now has assets of nearly \$600,000.

Wm. J. Lewis, vice president, is the largest stock-

# 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



**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

holder and the active manager of the bank. He was formerly cashier and owner of the Farmers State Bank, Rising City, Neb., but since July, 1915, he has been in charge of the Harlan National Bank.

**H. C. SCHULTZ MAKING ACTIVE CAMPAIGN FOR NEW MEMBERS FOR A. B. A. IN IOWA.**

We are pleased to note the interest Iowa bankers are taking in the A. B. A.

The bankers have caught the idea—the spirit of service that is abroad and are quick to see the advantage of organization.

By reason of this interest, this activity on the part of the Iowa banker through new memberships, Iowa is already entitled to one additional member on the executive council of the A. B. A., making a total of four instead of three as formerly; and by just a little more effort on the part of the individual member banks our Iowa membership will soon be large enough to give us still another (a fifth) member of the council.

This effort will not only give Iowa a more adequate representation on the executive council but it will place Iowa in third, possibly even in second, place in the rank of states as regards membership.

In this as in other business activities "it is up to us." We get just what we go after and no more.

The government does not go to the farmer, the professions or to the manufacturers in matters of finance—it goes to the bankers of the nation and so the men who are members of and who represent us through the A. B. A. In other words, it is a case of the shoemaker sticking to his last.

Now if we want to exercise the power that is within us, we can best develop it and yield that co-operation which the government asks and which it is our duty to render, by joining that association, which is in touch with and which has these national matters in hand.

In this matter as in others, Iowa is coming into its own and why not?

Here we are in the very heart of the great central west living amid plenty, blessed with the sturdiest race of people that graces any state, filled with latent power, energy, enthusiasm—why should Iowa not take her place at the head.

We believe in giving flowers to the living and we're going to say right here that this article was inspired by the activity of H. C. Schultz, vice president for Iowa of the A. B. A. Mr. Schultz' regular job is cashier of the Commercial National Bank, at Waterloo, but he also finds time to inject pep into several other things as well and just now he is conducting a campaign with the object in view of increasing the membership in Iowa of the A. B. A. and how well he is succeeding is shown by the liberal responses to date, which responses have already given Iowa a fourth member of the executive council, which will be elected at the convention in Des Moines in June.

Now, why not, as he says, make it five. With five members on the council, which is the governing body, the voice of Iowa will be heard. Our opinions, our views, will be given expression—Iowa and the Iowa banker will be in the forefront where by right of her resources and ability, she is entitled to be.

So then, let's put our shoulders to the wheel and each of us do what we can to bring this thing about. Just at this time such action is in line with national service—it is in word and in truth our patriotic duty and knowing the Iowa banker as we do, we cannot think

# NATIONAL BANK of COMMERCE


SIoux CITY, IOWA.

Let us help you develop the  
**LIVE STOCK**  
Industry in your trade territory.

Write us for full particulars concerning our Two and Three Year Cattle Loan Plan.

You will be interested.





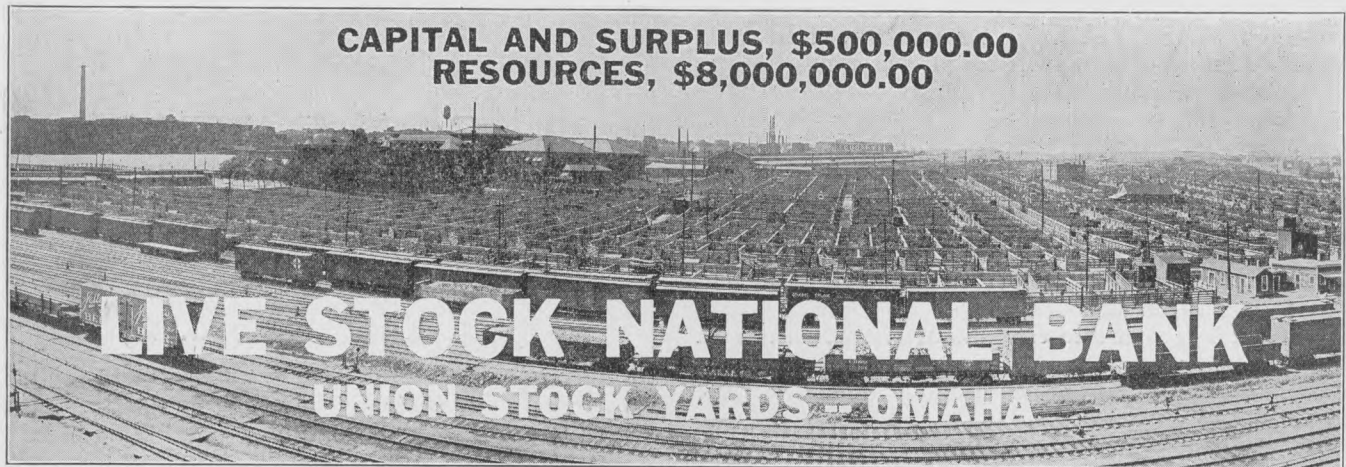
## The German Savings Bank of Davenport, Iowa

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.



## I O W A

that the few dollars required for the membership fee will ever stand in the way of a liberal response to this call. If you are not a member of the A. B. A., lend a hand today to the advancement of our state and to the service of our country.

### ORGANIZATION OF RANDOLPH STATE BANK, RANDOLPH, IOWA, COMPLETED.

J. H. Pullman has recently completed the organization of the Randolph State Bank, of Randolph, Iowa, of which he is cashier, and deposits on the opening day were very satisfactory.

Twenty substantial farmers and business men are the stockholders and plans are under way for a modern bank building, which will be erected in the near future.

L. O. Longinaker is president of the bank; J. O. Driskell, vice president; J. H. Pullman, cashier, and L. J. Duncan, assistant cashier.

### FARMERS & MERCHANTS SAVINGS BANK, LIDDERDALE, IOWA, PROSPERS.

A continued growth has been made by the Farmers & Merchants Savings Bank of Lidderdale, Iowa, which is evident by their statements. On March 28, 1916, the

deposits were \$88,869.21 and on March 23, 1917, they had increased to \$103,594.14. The officers are: Henry Sievers, president; John Schleismann, vice president; Louis F. Kovar, cashier, and Elmer Schleismann, assistant cashier.

### EUCLID AVENUE STATE BANK, DES MOINES, OPENS FOR BUSINESS.

The Euclid Avenue State Bank of Des Moines, with James R. Hanna, president; Geo. D. Newcomb, vice president, and Jerry S. Saylor, cashier, has opened for business.

At the present time the bank is in temporary quarters but has purchased a lot at Sixth and Euclid and plans to improve it as soon as possible.

### FIRST NATIONAL BANK, GUTHRIE CENTER, IOWA, IS ALIVE TO NEEDS OF THE TIME.

A timely advertisement of the First National Bank, Guthrie Center, Iowa, is headed: "Opportunity Knocks, Speed Up Production." "Humanity's call as well as your own profit, demands of You that this year you prepare a little better, plant a little more, till a bit more faithfully than ever before. This bank stands ready to finance all increased farming operations in its territory, and will loyally assist and stand behind its patrons in such undertakings. We believe it is a year for increased production rather than for speculation or investment, and have 'prepared' for such a season. Seed some extra acres, utilize the waste places, hold

# 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

your breeding animals, raise more pigs, more calves. We will back you!"

Many other banks have taken the same stand as the First National of Guthrie Center.

### FIRST STATE BANK, HOLSTEIN, IOWA, PROSPERS.

At the annual meeting of the stockholders of the First State Bank of Holstein, Iowa, the officers were re-elected as follows: Robert Gracey, president; Emil Lage, vice president; Glen M. Gracey, cashier, and A. N. Bertelsen, assistant cashier.

The business of the bank was found to be in a prosperous condition and the usual substantial dividend was declared.

An increase of \$100,000 has been made in deposits during the past year.

### GERMAN-AMERICAN SAVINGS BANK, MARENGO, IOWA, INCREASES SURPLUS TO \$25,000.

The German-American Savings Bank of Marengo, Iowa, has increased its surplus to \$25,000, thus making it equal to the capital. The time deposits are \$278,008.10, and the demand deposits are \$194,647.12.

D. H. McKee, vice president of the Iowa Loan &

Trust Company, Des Moines, is president of the German-American Savings Bank.

### BATTLE CREEK SAVINGS BANK, BATTLE CREEK, IOWA, OPENS NEW BUILDING.

The Battle Creek Savings Bank, of Battle Creek, Iowa, which has recently completed the erection of its \$40,000 home, held a reception and a large number of patrons took that opportunity of inspecting the beautiful building.

The exterior is constructed of homespun molding brick and trimmed with buff Bedford stone. The interior of the main banking room is large and commodious and occupies the entire front of the building except the stairway to the second story. The wainscoting and fixtures are built of Rosate marble, while the woodwork in the main banking room and the fixtures are of Mexican mahogany. The walls are finished in a Tiffany blend mounted with a special design frieze.

The officers of the bank are: D. H. Hedrick, president; Jens Iversen, vice president; J. W. Wellner, cashier.

### FARMERS & TRADERS SAVINGS BANK, HILLSBORO, IOWA, RE-ELECTS OFFICERS.

The stockholders of the Farmers & Traders Savings

# IOWA NATIONAL BANK

DES MOINES, IOWA

STATEMENT MARCH 5, 1917

LIABILITIES.

Capital Stock .....	\$ 1,000,000.00
Surplus and Profits .....	623,086.61
Circulation .....	50,000.00
Dividends Unpaid .....	28,535.00
Deposits .....	17,851,638.71
	<hr/>
	\$19,553,260.32

RESOURCES.

Loans .....	\$10,039,274.46
United States Bonds .....	60,000.00
Federal Reserve Bank Stock .....	39,000.00
Furniture and Fixtures .....	5,000.00
Overdrafts .....	8,773.38
Cash and Exchange .....	9,401,212.48
	<hr/>
	\$19,553,260.32

### OFFICERS

H. S. BUTLER, Vice President	HOMER A. MILLER, President	JAMES F. HART, Assistant Cashier
H. T. BLACKBURN, Cashier	R. L. CHASE, JR., Assistant Cashier	J. R. CAPPS, Assistant Cashier
	C. H. STEPHENSON, Assistant 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.**

## BANKS

Specialized Service

in designing

Buildings Structures

Vaults Bank Fixtures

Mechanical Equipment

Superior—Efficient—Economical

## Fridstein & Co.

BANK ENGINEERS

9th Floor Monadnock Bldg.

Chicago

Bank, Hillsboro, Iowa, held their annual meeting recently and unanimously re-elected the retiring Board of Directors.

Immediately following, the newly-elected Board re-organized by retaining the same officers: W. A. Tade, president; John Cresswell, vice president; H. D. Tade, cashier; A. B. Hixson, assistant cashier.

### TRESSA McELHINNEY-TRUMBAUER ELECTED PRESIDENT OF SECURITY SAVINGS BANK, WATERLOO, IOWA.

Mrs. Tressa McElhinney-Trumbauer, the newly-elected president of the Security Savings Bank of



TRESSA McELHINNEY-TRUMBAUER  
 President Security Savings Bank, Waterloo,  
 Iowa.

Waterloo, Iowa, is considered to be the first woman to be placed at the head and to take charge of the man-

SILVER PLATING		NICKEL PLATING
<i>The Most Modern Plant in the Northwest</i>	<small>EAST FIFTH ST. AND COURT AVE. DES MOINES, IOWA..U.S.A.</small>	Steel Dies Stampings Experiment- ing

<b>THE IRVING WATERLOO, IOWA</b>		
Elevator Service	Steam Heated	European Plan
Rooms 75c--\$1.00	With Bath \$1.25--\$1.50	
Cafe Service		
<b>IRVING HOTEL COMPANY</b>		
FRED ROBLIN, Manager		



agement of a banking institution in Iowa. She is a strong, right-minded individual on whom rests a great responsibility. A great organizer and executive, she loves her work. All admit her unflinching honesty, not only of purse but also of fair dealing; devoted to her work, popular, prominent in church work and in society, more than loyal to her friends—such is Mrs. Trumbauer.

She was recently married to J. Oliver Trumbauer, the vice president of the Leavitt and Johnson National Bank, Waterloo, also a director of the First National Bank of Waterloo.

After leaving college she served as private secretary for her father, Andrew McElhinney, and worked in that capacity during that gentleman's lifetime. Since the death of her father she has looked after the McElhinney estate until the death of her mother recently. This special training has well fitted her for her later duties of serving the public.

Practically all of Mrs. Trumbauer's investments are made in Iowa, a specialty being made in farm mortgage loans. She makes her own loans and personally looks after the collection of interest and moneys. She is an acknowledged expert in this branch of finance and has a wide acquaintance of farm values and the responsibility of borrowers—a knowledge acquired by diligent study and long-continued application.

Mrs. Trumbauer is emphatically a business woman, with the reputation among bankers as being unusually bright and capable. Perhaps the most cogent tribute to her business ability is to be found in her recent election to the highest office in the old savings bank in Waterloo. Success has come, but not without intense work, steady perseverance, and a determination to rise.

While taking over the presidency and management of the Security Savings Bank of Waterloo, besides augmenting and developing the already large and flourishing banking business, she expects to direct her attention particularly to attracting to her institution the savings of the laboring and working classes. Her aim is to build up in Waterloo one of the largest savings banks in the State of Iowa.

Besides the onerous duties of the new office, Mrs. Trumbauer will be actively engaged in the employment of her own considerable fortune. She is the largest stockholder in the First National Bank, Waterloo, of which her husband is a director, besides being interested in other institutions. She is also president of the Citizens State Bank of Goldfield, Iowa, which office she has held for the past seven years. In this institution she has an able coadjutor in her brother, B. W. McElhinney, who is cashier.

**J. Chris. Jensen**  
*Architect*



305 Broadway : - : Council Bluffs, Iowa  
Long Distance Phone 764

**A**DEQUATE 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"**

**THE CEDAR RAPIDS NATIONAL BANK** CEDAR RAPIDS, IOWA

STATEMENT MARCH 5, 1917.

Resources.	Liabilities.
Loans and Discounts .....\$ 9,540,445.18	Capital .....\$ 50,000.00
Overdrafts ..... 137.05	Surplus & Undivided Profits 306,348.42
U. S. Bonds and Premium.. 517,000.00	Reservations ..... 8,500.00
Other Bonds and Securities 658,679.35	Circulating Notes ..... 475,800.00
Real Estate ..... 275,000.00	Deposits ..... 14,039,717.75
Cash and due from banks.. 4,339,104.59	
\$15,330,366.17	\$15,330,366.17



40 Years of Continuous, Conservative and Successful Banking

**OFFICERS**  
**RALPH VAN VECHTEN, President**      **GLENN M. AVERILL, Vice President**      **CHAS. C. KUNING, Asst. Cashier**  
**GEO. B. DOUGLAS, Vice President**      **KENT C. FERMAN, Cashier**      **KARL H. REHNBERG, Mgr. Cr. & Dis. Dept.**  
**ED H. SMITH, Vice President**      **MARTIN NEWCOMER, Asst. Cashier**      **ANNA R. SMOUSE, Auditor**

*Accounts of Banks and Bankers Solicited. Unsurpassed Collection Facilities.*

# 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

### FARMERS STATE BANK, PINE RIVER, MINN., ERECTS NEW BUILDING.

A new building is being erected for the home of the Farmers State Bank of Pine River, Minnesota. The outer walls are of red pressed brick and the floors are of tile.

The upper floor will be fitted for up-to-date office rooms. The building occupies a corner lot and will be built to accommodate three business concerns on the lower floor, a drug store, the banking rooms and some

real estate offices. The bank will be finished in the most substantial manner and the safes, vaults and private lock boxes will be the latest designs of jiggered steel.

The officers of the Farmers State Bank are: T. H. Kimball, president; F. R. Anderson, vice president, and G. W. Harris, cashier.

### NATIONAL CITIZENS BANK, MANKATO, MINN., INCREASES CAPITAL.

On account of its rapidly increasing volume of business the National Citizens Bank of Mankato, Minn., has increased its capital stock from \$100,000 to \$200,000.

The bank has about fifty local stockholders and under the new capitalization the stockholders' liability will be increased to \$200,000.

Lorin Cray is president of the bank, G. W. Sugden is vice president and F. K. Meagher is cashier.

The surplus is \$50,000.

### C. A. CHAPMAN ELECTED CASHIER OF THE FIRST NATIONAL BANK, ALBERT LEA, MINNESOTA.

C. A. Chapman, of Kansas City, Mo., has been elected cashier of the First National Bank of Albert Lea, Minn., to share with Alf. Christopherson, president, the executive duties of that institution.

Mr. Chapman is an experienced banker, who for the last nine years has specialized as an independent bank auditor, bank salesman and counsellor to banks, located first at Council Bluffs, and later at Kansas City, where he has been for the past six years. Mr. Chapman is a graduate of the University of Minnesota College of Law and for many years has written for different banking journals.

### MONTANA BANKERS ASSOCIATION TO MEET JULY 27TH AND 28TH.

Great Falls will this year be host to the Montana Bankers Association on July 27th and 28th.

The central group meets on May 28th at Lewistown. It comprises Broadwater, Cascade, Lewis and Clark, Fergus, Musselshell and Meagher counties.

The southern group meets on May 30th at Forsyth. This group comprises Gallatin, Rosebud, Park, Dawson, Sweet Grass, Custer, Stillwater, Fallon, Carbon, Prairie, Yellowstone, Wibaux and Big Horn counties.

### THE FIRST NATIONAL BANK, ST. PAUL, URGES INTENSIVE FARMING.

The First National Bank of St. Paul has sent out

## A Montana Branch Office

In order to become more closely identified with the rapid development of Montana, we have established a branch office at Great Falls, Montana.

It is our aim to give our Montana correspondents a local service which will insure them prompt action in the handling of farm mortgage business.

Bankers and others seeking loan connections that afford a ready outlet for loans are invited to write our local representative, Mr. E. R. Colburn, First National Bank Building, Great Falls, for full details.

## The Minnesota Loan and Trust Company

First National Bank Building  
GREAT FALLS, MONT.

405 Marquette Avenue  
MINNEAPOLIS

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

thousands of letters to country correspondents urging the farmers to intensify all farm production.

Cyrus P. Brown, vice president, said:

"We realize that at this time it is necessary that every producer of foodstuffs should be prepared to render the utmost service in provisioning the nation. The country bankers are in close touch with the farmers and will receive close attention. We feel confident that northwestern farmers will rise to the occasion."

### ST. PAUL STAMP WORKS.

Bankers who are in need of anything in the line of rubber stamps or seals for notary use should write the St. Paul Stamp Works, St. Paul, Minn., as they manufacture a complete line for the special work of the bankers. A catalog will be sent on application and correspondence is solicited.

### FREDERICK VAN ANTWERP COMPANY, MINNEAPOLIS.

The Frederick Van Antwerp Co., Minneapolis, is particularly well equipped to submit plans for new construction of bank buildings or make any

changes or improvements in old buildings. They will be pleased to give any information desired, either under a single contract or for special work of decorating, wiring, heating, furniture, etc.

### MERCHANTS STATE BANK, LEWISVILLE, MINN., DISTRIBUTES USEFUL BOOK TO CUSTOMERS.

The Merchants State Bank, Lewisville, Minn., of which James Lewis is president, T. N. Marsden vice president, Adolph Sucker cashier and Percy E. Lewis assistant cashier, has distributed an interesting and useful book to its farmer customers entitled "Farmers' Record and Account Book." Every farmer on the mailing list of the bank was written to and told that he could have a book free if he would ask for it at the bank and a notice was also put upon the bulletin board for such as were not on the mailing list. This advertising has proved of benefit to the bank.

The capital stock of the bank is \$20,000; surplus and undivided profits, \$5,005.30, and deposits, \$179,259.93.

# Continental and Commercial National Bank OF CHICAGO

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

### OFFICERS

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

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

# Continental and Commercial Trust and Savings Bank

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

Trust, Savings and Bond Departments

### OFFICERS

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

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



**CAPITAL AND SURPLUS**  
**\$10,000,000.00**  
**DEPOSITS OVER SIXTY**  
**MILLION DOLLARS**  
**Correspondence Invited**

## MINNESOTA

### MINNESOTA BANKERS ASSOCIATION URGES CONSERVATION OF RESOURCES.

H. Von der Weyer, president, and G. H. Richards, secretary, of the Minnesota Bankers Association, have issued an appeal to the members of the association to utilize every available acre of tillable soil for the purpose of raising food. "At this time, the subject of farm labor should be seriously considered, and by discussing the matter with the farmers, you can be a large factor in securing sufficient and competent labor. Labor is largely governed by the law of supply and demand and since laborers in the cities are receiving increased wages, it would seem that as a matter of prudence the farmers should also be urged to pay an increased wage rather than lose their help.

### 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.

### CITIZENS STATE BANK, GRYGLA, MINN., INTERESTS FARMERS IN BETTER LIVE STOCK.

The Citizens State Bank of Grygla, Minn., is doing a splendid work in interesting the farmers to get better stock. Last fall the bank shipped in ten pure-bred bulls. The bank located them and charged the farmers 6 per cent interest on the cost price of the bulls. The officers of the bank have often taken the farmers in their cars forty to fifty miles to look up better stock and have not charged the farmers for gasoline or their time.

The slogan of the Citizens State Bank is "Give the Cow a Chance."

Olaf Ramstad is president, A. O. Fladeland vice president and A. J. Andersen cashier.

### MIDLAND TRUST & SAVINGS BANK ORGANIZED AT ST. PAUL.

The organization of the Midland Trust & Savings Bank, with a capital of \$2,000,000, and the closing of a ten-year lease on the first floor of the Commerce building, St. Paul, have been announced by H. W. Strickler, St. Paul, who will be president of the new bank.

The bank will parallel in its activities the St. Paul Federal Land Bank. More than 200 bankers and business men of the Northwest, including many from Minneapolis, St. Paul and Duluth, as well as those of smaller towns throughout Minnesota, the Dakotas, Iowa, Wisconsin and Michigan, are interested.

It will open for business July 1. A general trust and savings bank method will be carried on from the start and within a short time after the opening it is the intention to launch into a general banking business.

### MINNESOTA GROUP MEETINGS.

The twentieth annual convention of the Minnesota Bankers Association will be held in St. Paul, June 20th and 21st.

Group 6—Little Falls .....	May 8
Group 7—Graceville .....	May 10
Group 9—Crookston .....	May 16
Group 3—Red Wing .....	May 18
Group 1—Austin .....	May 23, 24
Group 2—Lakefield .....	May 25
Group 10 met in Minneapolis on April 25th.	

## NORTHWESTERN STAMP WORKS

ST. PAUL, MINN.

Rubber Stamps of Every Description

Other Specialties

Seals	Desk Plates
Check Protectors	Signs
Key Checks	Pads
Identification Checks	Inks

and in fact anything in the stamp line.

# BANKERS TRUST AND SAVINGS BANK

MINNEAPOLIS, MINNESOTA

ACCOUNTS OF OUT-OF-TOWN BANKS INVITED

Dealers in **FARM MORTGAGES, BONDS and INVESTMENT SECURITIES**

**CAPITAL - \$1,000,000.00**  
**SURPLUS - \$ 200,000.00**

President.....HARRY W. PARKER  
 Vice President.....WILLIAM MITCHELL LEWIS  
 Secretary-Treasurer.....FREDERICK E. BRYAN  
 Cashier.....HARRY S. QUIGGLE

J. W. WILLIAMS.....Manager Farm Mortgage Department  
 JOHN F. BACON.....Manager Bond Department  
 WOOLLIEF THOMAS.....Trust Officer

CORRESPONDENCE INVITED

## MINNESOTA NEWS AND NOTES.

The Snelling State Bank, St. Paul, Minn., will erect a \$25,000 building to be ready for occupancy, August 1st.

The board of directors of the First National Bank, Albert Lea, Minn., announces the election of C. A. Chapman, of Kansas City, Mo., to the cashiership.

The following officers were elected for the newly organized Citizens State Bank, Litchfield, Minn. Oscar W. Carlson, president; Otto A. Larson, John B. Warren, Bernard Anderson and Geo. W. Carlson, vice presidents, and Carl D. Michaelson, cashier.

The First State Bank of Eagle Bend, Minn., will erect a modern bank building this summer.

The directors of the Farmers State Bank of Underwood, Minn., met recently and decided to build a brick office building adjoining the bank's present site.

Plans for the organization of the Midland Trust & Savings Bank of St. Paul, Minn., were completed recently. H. W. Strickler will be president.

S. R. Kramer of Clemens, Minn., has accepted the cashiership of the Ft. Ripley State Bank, Fort Ripley, Minn. He succeeds Paul Zeug, who resigned.

E. H. Millen, of Marion, Iowa, has been elected cashier of the First National Bank of Mitchell, S. D., succeeding R. J. Harrison, advanced to the presidency.

The State Bank of Dundee, Minn., opened for business recently in their new building, which is 25x60, built of brown pressed brick on the two street sides, and finished with white Bedford stone and is equipped with hot water heat, electric lights and is modern in every respect.

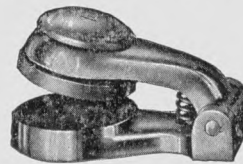
L. J. Luhmann, formerly cashier of the Farmers and Mechanics State Bank of Preston, Minn., was recently appointed as assistant examiner. Mr. Luhmann fills the vacancy left by W. W. Smith, who resigned to take a position in the Peoples Bank of St. Paul.

The Millers & Traders State Bank, Minneapolis, Minn., which was organized about two years ago, and is capitalized at \$40,000 will increase its capital stock to \$100,000. The bank is now enlarging its quarters.

The Farmers and Merchants Bank, Dalton, Minn., which was recently organized will build a new bank building.

The National Citizens Bank of Mankato, Minn., proposes to increase its capital to \$200,000, thereby doubling its present capital of \$100,000.

## Corporate and Notary Seals



**Our New Handy Pocket Seals**  
 are just the seal for Notaries Public

Very light and useful when going out to take acknowledgments.

## St. Paul Stamp Works

E. M. MELLGREN, Manager ESTABLISHED 1870

St. Paul, Minn.

Send for Complete Bank Catalog

## Service First


Then—Correct Design and Modern Building Ideas

BESIDES doing a general contracting business we are prepared to furnish regular architectural and engineering service of the very highest order either on a reasonable percentage basis or in connection with our exclusive complete building proposition.

THE FREDERICK VAN ANTWERP CO., INC.

McKnight Building  
 MINNEAPOLIS, MINNESOTA

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  
WM. E. PHILBY, Asst. Cashier

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

## NEBRASKA

### AMERICAN STATE BANK, MERRIMAN, NEB., ORGANIZED.

The American State Bank has been organized at the town of Merriman, Neb., which will have a capital of \$13,000 and a surplus fund of \$1,500 at the commencement of business. Arthur Bowering will be president, E. C. Swigart, vice president, and F. S. Kaminski, formerly of Silver Creek, will be the cashier. Charles P. Nelson, of Long Pine, will be one of the directors. The stockholders include a number of the leading business men of Merriman.

### NEBRASKA NATIONAL BANK, OMAHA, CELEBRATES 35TH ANNIVERSARY.

The Nebraska National Bank of Omaha recently sent

out souvenir cards, accompanied by an American flag, thereby commemorating the 35th anniversary of the founding of the bank.

The first officers of the bank were: Henry W. Yates, president; Lewis S. Reed, vice president; A. E. Touzalin, second vice president; W. H. S. Hughes, cashier; W. V. Morse and John S. Collins, directors. A four-story bank building was immediately erected, which was completed in 1883.

The Nebraska National Bank has always been managed upon sound and conservative lines, which accounts for the splendid patronage it has always enjoyed.

The present officers are: F. W. Clarke, president; C. F. Coffee, vice president; H. W. Yates, Jr., cashier; L. W. Scheibel, assistant cashier; Epes Cory, assistant cashier; Warren Switzler, attorney; John McDonald, architect; John W. Agnew, live stock.

### C. HIRSCHMANN ELECTED PRESIDENT OF FIRST NATIONAL BANK, WEST POINT, NEBRASKA.

Chris Hirschmann, for many years cashier of the First National Bank of West Point, Neb., has been elected president of that institution to succeed W. A. Black, who recently died.

Wm. Gentrup, assistant cashier, was elected cashier and W. T. Knievel was elected assistant cashier.

W. Koudele is vice president and F. D. Hunker was elected to the board of directors.

### FIRST NATIONAL BANK, HERSHEY, NEB., HOLDS FORMAL OPENING.

The First National Bank of Hershey, Neb., held its formal opening recently. D. B. McNeal is president of the new bank, Carl Wixtrom first vice president, Otto H. Sherman is second vice president and Sharpley Thompson, cashier. The bank is capitalized at \$25,000.

The bank opened in temporary quarters that will be used only until the new building which is to be constructed for the use of the institution is completed. This building will be of pressed brick and terra cotta tile and will be completed at an approximate cost of \$10,000.

### A. R. NICHOLS ELECTED CASHIER OF THE FARMERS & MERCHANTS NATIONAL BANK, FAIRBURY, NEB.

A. R. Nichols has resigned the cashiership of the Farmers & Merchants Bank at Elm Creek, Neb., in order to become cashier of the Farmers & Merchants National Bank at Fairbury, Neb. Before entering the banking business, Mr. Nichols was county superintendent.

No other changes are contemplated in the bank at Elm Creek. Associated with Mr. Nichols at Fair-

Walter H. Rhodes

John W. Overstreet

## Rhodes-Overstreet Company

Consulting Bankers  
Bank Stocks

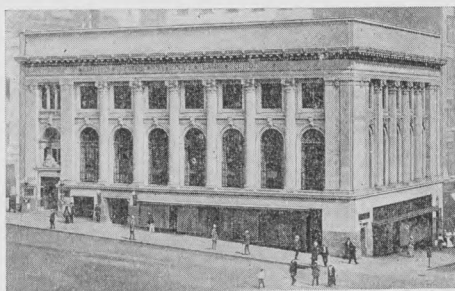
OMAHA  
620 World Herald Bldg.

NEBRASKA  
Phone Douglas 5546

# UNITED STATES NATIONAL BANK OF OMAHA, NEBRASKA

**Capital - - - - \$1,000,000.00**  
**Surplus and Profits - - - - \$925,000.00**  
**Deposits - - - - \$22,000,000.00**

**Your Business Cordially  
Invited**



**M. T. BARLOW, President**  
**G. W. WATTLES, Chairman of the Board**  
**G. E. HAVERSTICK, Vice President**  
**W. E. RHOADES, Vice President**  
**R. P. MORSMAN, Vice Pres. & Cash.**  
**J. C. MCCLURE, Asst. Cashier**  
**G. H. YATES, Asst. Cashier**  
**C. F. BRINKMAN, Asst. Cashier**  
**T. F. MURPHY, Asst. Cashier.**  
**O. WILLIAMS, Auditor**

bury are E. R. Bee, president; H. L. Clark and Fred A. Leonard, vice presidents.

**WM. H. BUCHOLZ, OMAHA BANKER, DIES.**

Wm. H. Bucholz, vice president of the Omaha National Bank, Omaha, died at his home recently after an illness of a week. He began his banking career in the Norfolk National Bank where he was promoted from clerk to assistant cashier, cashier and finally president, which latter position he held from 1900 to 1904.

Mr. Bucholz sold out his interests in the Norfolk National Bank in 1904 to become vice president of the Central Bank of Oakland, California. After two years in that position he came to the Omaha National Bank as cashier and for the past eight years he has been vice president.

For two years the health of Mr. Bucholz has been undermined by what developed into arterial trouble. He was a man of few words, quick decisions, unflinching courtesy and such kindness of heart and helpfulness that he was beloved by his fellowmen.

**MERCHANTS NATIONAL BANK, OMAHA, INCREASES CAPITAL TO \$1,000,000.**

The Merchants National Bank of Omaha has increased its capital stock from \$500,000 to \$1,000,000. This is the third bank in Omaha which has this amount of capital, the other two being the Omaha National Bank and the United States National.

The Merchants National has a surplus of \$250,000 and undivided profits of \$325,000. This bank has doubled its deposits during the past four years, the deposits at the last call amounting to more than \$12,000,000.

**FARMERS & MECHANICS BANK, HAVELOCK, NEB., MOVES INTO NEW HOME.**

The increasing business of the Farmers & Mechanics Bank of Havelock, Neb., was celebrated recently by their removal into a beautiful new building which will more adequately be able to take care of their patrons.

Entrance to the bank is by a door on the west side of the room, opening into a spacious vestibule, glass enclosed. The inner door leads direct to the bank lobby, the cashier's office being in front and at the left of the entrance and separated from the paying teller's window by lattice work.

The counter fixtures and wainscoting on the cas

**McCONNELL & MOELLER**  
**CERTIFIED PUBLIC ACCOUNTANTS**  
 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

<b>CAPITAL</b> - - - - - <b>\$500,000.00</b>	<b>SURPLUS</b> - - - - - <b>\$500,000.00</b>
<b>UNDIVIDED PROFITS</b> - - - - - <b>\$511,824.00</b>	<b>DEPOSITS</b> - - - - - <b>\$10,164,324.68</b>

**OFFICERS**

LUTHER DRAKE, President  
 B. H. MEILE, Cashier

FRANK T. HAMILTON, Vice-President  
 S. S. KENT, Assistant Cashier

FRED P. HAMILTON, Vice-President  
 F. A. CUSCADEN, Assistant Cashier

**ACCOUNTS SOLICITED**

**U. S. DEPOSITORY**



THE ONLY BANK  
— in the —  
UNION STOCK YARDS

Our location and facilities are unequalled. We are the clearing house for the Live Stock Business of the Omaha Stock Yards.

**Capital, Surplus & Profits, \$1,500,000.00**  
**Combined Resources, 14,400,000.00**

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  
H. W. VORE, Auditor

## NEBRASKA

tomers' side is of Italian English vein marble, the up-rights standing seven feet high, while the wainscoting is about four feet high. The private offices and booths are of native American walnut, beautifully grained. The walls of the room are tinted in a pale green, while the ceiling is of cream color.

The Farmers & Mechanics Bank, which was organized in 1900, has a capital of \$25,000 and deposits of \$242,000.

The officers are: Fred Whittemore, president; E. E. Anderson, vice president; V. F. Hofmann, cashier, and John M. Malone, assistant cashier.

### 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

### THE STATE BANK OF DECATUR, NEB., IS ORGANIZED.

A new state bank known as the State Bank of Decatur has been organized at Decatur, Neb., with Guy T. Graves as president; J. B. Rossiter, vice president, and Ray L. Grosvenor, cashier.

The capital stock is \$20,000.

Mr. Grosvenor will be in active charge of the affairs of the bank and having had ten years banking experience, will no doubt rapidly build up this new institution.

### J. J. TOOLEY ELECTED SECRETARY OF NEBRASKA STATE BANKING BOARD.

J. J. Tooley, for many years cashier of the Anselmo State Bank, has been appointed secretary of the Nebraska State Banking Board, to succeed Mr. Royse, who died recently.

Mr. Tooley has a large acquaintance throughout the state of Nebraska which will aid him materially in his new work.

### NEBRASKA GROUP MEETINGS.

Group 4—Cambridge ..... May 16  
Group 1—Lincoln ..... May 17  
Group 2—Columbus ..... May 22  
Group 3 met in Norfolk on April 23rd and Group 5 met in Grand Island on April 26th.

### GEORGE A. BROOKS, PRESIDENT OF FIRST NATIONAL BANK, BAZILE MILLS, NEB., DIES.

George A. Brooks, president of the First National Bank of Bazile Mills, Neb., died at his home recently, at the age of 66 years. As a homesteader he met and conquered the many vicissitudes incidental to pioneer days. Through tenacity of purpose and ambition he succeeded with his enterprises and at the time of his death was one of the leaders of the community.

Mr. Brooks was one of the most prominent men in the state, both commercially and politically. He wrote a book on early Nebraska history a few years ago in which his unique character was displayed quite vividly.

### FIRST NATIONAL BANK, COLERIDGE, NEB., AIDS FARMERS.

The First National Bank of Coleridge, Neb., is constantly on the alert to aid the farmers of the community. Among other things they have established a farm library of 150 volumes for the use of farmers, free. Last spring they tested 5,000 ears of corn for the farmers, ten ears for each man, to show them the condition

### "HE PROFITS MOST, WHO SERVES BEST."

We design, compile and produce out of the ordinary Office Stationery, Brochures, Mailing Folders, etc. The kind not produced by your local Printer.

## GEORGE BROS.

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.



# The Omaha National Bank

## Omaha, Nebraska

Established in 1866

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

**Deposits \$25,000,000.00**

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  
 B. A. WILCOX, Vice-President    FRANK BOYD, Cashier  
 EZRA MILLARD, Assistant Cashier    O. T. ALVISON, Assistant Cashier    J. A. CHANGSTROM, Assistant Cashier

of their seed corn. The bank has also secured four cars of Holstein cows for the farmers at cost.

The officers are: F. A. McCornack, president; J. C. Morrison, vice president; Chas. D. Young, cashier, and John Symonds, assistant cashier.

### NEBRASKA NEWS AND NOTES.

R. E. Harris, formerly of Holmesville, has secured a position as assistant cashier in the Pleasanton State Bank, Pleasanton, Nebraska.

Earle Hickman has accepted Harvey Bald's position in the First National Bank, Aurora, Neb. Mr. Bald will have charge of a newly organized bank at Bayard, Neb.

Authority has been given by the State Banking board for changing the German-American National Bank, of Johnson, Neb., to the German-American State Bank, with the same capital, \$25,000. The officers are: A. N. Daffoe, president, J. P. Kelley, cashier, and J. Johnson, assistant cashier.

C. N. Michaelson, Superintendent of the schools at Dixon has accepted the position as assistant cashier of the Stockgrowers Bank of Dixon, Neb.

E. S. Kaminski, assistant cashier of the Farmers State Bank, Silver Creek, Neb., has resigned his position and accepted the cashiership of the newly organized American State Bank, of Merriman, Neb.

At the regular annual meeting of the Silver Creek State Bank, Silver Creek, Neb., held recently, the following officers were elected: President, Alex Mac Queen, H. A. Clarke and E. O. Hutchison, vice presidents, P. H. Bell, cashier and J. W. Jackman and A. M. Davies, assistant cashiers.

The new officers of the Farmers State Bank of Pender, Neb., have been elected as follows: President, George Heyne; vice president, Paul Simonsen; secretary, Carl Vogt, and cashier, W. F. Wenke.

Agnes Bruckner resigned her position in the Platte County Bank, Platte Center, Neb., and A. L. Daniels was elected as assistant cashier.

Charles Schaab has resigned his position as one of the cashiers in the Packers National Bank, South Omaha, Nebraska.

A deal was consummated recently whereby C. L. Contryman became the owner of Axel Nelson's stock in the Citizens Bank, of Ogalalla, Neb., and will be cashier of that institution.

The directors of the Nebraska State Bank, O'Neill, Neb., held their annual meeting recently and elected the old officers. A new office was created, that of assistant cashier, and P. J. O'Donnell was elected to fill it.

A. R. Nichols, formerly county superintendent and recently cashier of the Farmers and Merchants Bank, at Elm Creek, Neb., has resigned. He has accepted the position of cashier of the Farmers and Merchants National Bank of Fairbury, Neb.

A new bank has been organized at Eli, Neb., known as the Bank of Eli. The stockholders and promoters are well known business men and ranchmen and are as follows: A. C. Blanchard, president; James Pruden, vice president; D. W. Coffey, cashier.

MOORMAN-BVILT BANKS

**A. MOORMAN & CO.**

DESIGN CONSTRUCTION RECONSTRUCTION  
AND EQUIPMENT OF

**BANK BUILDINGS**

497-513 MINNESOTA STREET  
SAINT PAUL MINNESOTA

CORRESPONDENCE INVITED

### Study Business and Law in the Colleges of Drake University

Courses in Commerce and Business Administration for advanced collegiate students. Law College to be headed by George W. Clarke, for four years Governor of Iowa. Practical problems presented by commercial and court organizations of Des Moines. For catalog address

**HILL M. BELL, President**  
Des Moines, Iowa

### 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.

# Sioux Falls Savings Bank

**SIoux FALLS, S. D.**

**Capital . . . . . \$200,000.00**

**Total Resources Over . . . . \$4,000,000.00**

**OFFICERS**

C. H. ROSS, Vice-President	WILLIAM ONTJES, President	K. B. CRESSEY, Cashier
C. C. BRATRUD, Vice-President		F. A. FOSDICK, Asst. Cashier
L. D. MANCHESTER, Vice-President		R. L. HARRIS, Auditor

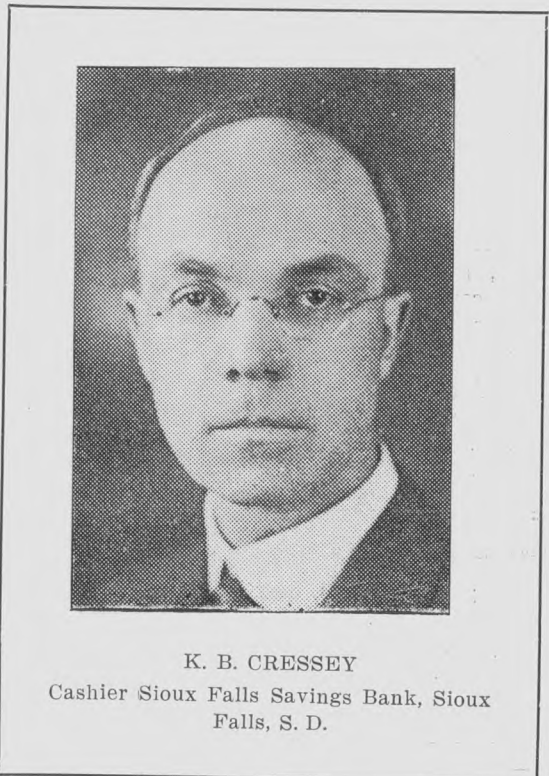
**A Live Commercial Bank**

**Accounts of Banks and Bankers Solicited      Send Us Your Farm Loan Applications**

## SOUTH DAKOTA

**K. B. CRESSEY ELECTED CASHIER OF SIOUX FALLS SAVINGS BANK, SIOUX FALLS, S. D.**

Kendall B. Cressey, assistant cashier of the Sioux Falls Savings Bank since 1906, has been elected cashier of the institution to succeed James B. Lambertson, resigned.



Mr. Cressey is the oldest in point of service of the officers and employes of the bank. He began as a stenographer twenty-one years ago, and worked his way up through the departments, serving as book-keeper, note teller and behind the cages. The officers and directors of the institution declare his promotion a recognition of his long and faithful service.

Mr. Cressey moves up to the cashier's desk at a time when the bank was able by the last statement to show itself the largest financial institution in the state.

The board of directors has also appointed Eugene Reilley manager of the farm loan department.

**LAKE COUNTY NATIONAL BANK, MADISON, S. D., USES PATRIOTIC ADVERTISEMENT.**

The Lake County National Bank, Madison, S. D., believing that this is the time when the people need to be stimulated and enlightened along patriotic lines, has devoted its advertisements in the daily papers to the call of duty.

One advertisement headed "Loyalty," reads: "The Lake County National Bank stands united with every member of this community and country to co-operate in every way possible in resisting any attempt to abrogate American Freedom, Justice and Honor." Another, headed "Preparedness and Patriotism," urges the planting of every possible bit of land for food-stuffs. "The Flag," by Franklin K. Lane, Secretary of the Interior, which is a story about the flag meaning to us whatever we make it, is effectively used. Others are entitled "Americans All" and "Patriotism."

The Lake County National Bank is acting in the right direction and her example should be followed by others. John W. Wadden is president; F. Cochrane, and Chas. J. Porter, vice presidents; Martin F. Berther, cashier, and F. J. Schueller, assistant cashier.

**J. L. WINGFIELD, SOUTH DAKOTA STATE BANK EXAMINER, RESIGNS.**

J. L. Wingfield has resigned as State Bank Examiner in South Dakota and has accepted the position of vice president and general manager of the Commonwealth Mortgage Company, of Minneapolis, a \$5,000,000 corporation.

Mr. Wingfield has been in the department, first as deputy, and later as chief, for over ten years.

John Hirning, formerly state auditor, has been appointed to fill Mr. Wingfield's unexpired term. Mr. Horning has been employed by the banking department for some time.

**A. F. GLASER PURCHASES INTEREST IN BANK OF HERRICK, S. D.**

A. F. Glaser, formerly cashier of the Lucas State Bank, Lucas, S. D., has purchased an interest in the Bank of Herrick, Herrick, S. D., and will be actively identified with that institution.

# 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

### SIoux FALLS NATIONAL BANK BUILDING NOW UNDER CONSTRUCTION.

The Sioux Falls National Bank building will be nine stories in height and of absolutely fire-proof construction, fronting 44 feet on Phillips avenue and 106½ feet on Ninth street. The two lower floors will be occupied by the bank, while the bank directors' room will



NEW HOME SIoux FALLS NATIONAL BANK, SIoux FALLS, S. D.

be in the rear over the vaults on the mezzanine floor. The two lower floors will be faced with terra cotta of an ivory tone, with a polished granite base, while the upper stories will be executed in a soft brown tapestry brick, with ornamental cornice and frieze in the same terra cotta as used for the lower portion of the

## 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      O. A. HAYWARD, Vice-Pres.  
V. H. MASTERS, Cashier      TORE TEIGEN, Vice-Pres.

structure. The architects have striven to produce in the exterior design a feeling of quiet dignity, enhanced by the harmonious treatment of the various materials employed.

While the exterior will be most attractive, equal care and skill has been exercised in the general planning of the various office floors and in the provision of every comfort and convenience for the future tenants.

On either side of the banking room will be located the tellers' windows and the bank's working spaces, handsomely appointed rooms for the officers and daintily furnished quarters for women patrons, while immediately above will be mezzanine galleries extending the full length of the room for the accommodation of various other departments of the bank, including farm and city loan business.

Bank planning and bank building have become highly specialized forms of architectural work; the architect must first of all know the fundamental principles of the banking business and he must combine with this knowledge the ability of the designer, and the technical skill of the engineer.

After a thorough investigation of the work of various architects throughout the country who specialize in bank and office structures, the firm of Weary & Alford Company of Chicago has been chosen to carry out the entire operation. Mr. R. D. Weary has conducted the negotiations with the bank and has made a minute study of local conditions and their relation to the various features of the new building. The designing of the structure is in the capable hands of Mr. Oscar Wenderoth, who before his association with Weary & Alford Company occupied the position of supervising architect for the United States government and is recognized as one of the foremost architects in the country.

### VOLIN STATE BANK, VOLIN, S. D., MAKES GAIN IN DEPOSITS.

On March 5, 1916, the Volin State Bank had deposits of \$211,319.04, and at the call March 5, 1917, the deposits were \$309,358.04, showing a net gain during the year of \$98,039.00, a splendid record for a little town of 350 inhabitants.

The capital and surplus are \$28,000. Einer Johnson has been cashier of the bank for the past ten years. H. B. Bierce is president; Ole Pederson, vice president, and O. A. Hart, assistant cashier.

Mr. Glaser has been in the Lucas State Bank for the past five years. The bank at Lucas has been purchased by the Burke State Bank and J. W. Jury will have charge.

**FIRST NATIONAL BANK, DELL RAPIDS, S. D.,  
WORKS FOR GOOD ROADS.**

Good roads have been given an impetus in South Dakota by the untiring efforts of the First National Bank of Dell Rapids to aid in securing favorable legislation in that direction. Better roads in South Dakota were something of a novelty until some three or four years ago but the agitation has been kept up and the movement is now under full headway, according to H. V. Harlan, cashier of the First National. Some three or four years ago the legislature, in common with other states, levied an automobile tax and this was the first fund that the counties had to work with. The officers of the First National interested themselves with others in asking from the county board an appropriation of this money for work upon roads, leading in and out of Dell Rapids. For the past three years this amount has been constantly increased and the officers of the bank have grown to take a personal interest in it and give the expenditure of the funds, time and supervision so that now every road leading in and out of Dell Rapids is in the best possible condition.

It is the belief of Mr. Harlan that an entire revision of the road laws in the state is necessary, one that will carry with it engineering supervision and control over certain state highways by a board acting for the same so that there will be a connected system of highways covering the entire state. These will furnish the main lines for the feeders which will be developed by the county and by the townships.

## 3% On Inactive Bank Balances

¶South Dakota bankers by the score are recognizing the advantages of opening an account with the Security Trust & Savings Bank.

¶We are enjoying the most rapid steady growth in the history of South Dakota banking—opened for business November 4, 1915—resources now over \$700,000.

¶There is a reason: Three per cent on inactive bank balances; scrupulous, careful personal attention; courtesy always; unusual promptness; all backed by an aggressive policy which embodies as liberal treatment as is consistent with sound banking. Deposits guaranteed.

¶We believe the extra service we offer will appeal to you as it does to scores of other South Dakota bankers. Correspondence or a personal interview invited.

CAPITAL . . . \$100,000.00

## 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**

**SOUTH DAKOTA NEWS AND NOTES.**

A new bank is being established at Martin, S. D. Martin is fast coming to the front and it is assured that there is enough business in Martin and Bennett county to maintain a bank.

The Jackson County Bank, Kadoka, S. D., has been incorporated with a capital of \$20,000.

A new bank is being organized at Cresbard, S. D., under the title of the Guarantee State Bank.

A federal land bank was organized in Sturgis, S. D., recently. The following officers were chosen: Charles A. Edwards, president; H. W. Bird, secretary-treasurer.

N. C. Klein, who has been the very efficient and genial assistant cashier at the Granite City Bank, Dell Rapids, S. D., for nearly four years past, has tendered his resignation. He will go to Cresbard to take charge of a new bank as cashier, which he has helped to organize there.

C. G. Pederson has resigned as cashier of the Peoples State Bank, New Effington, S. D. Marston Eggen was appointed temporarily as cashier.

It is probable that a new bank will be organized at Barnard, S. D., by F. C. Benjamin.

O. L. Branson & Co., Bankers, was organized at Mitchell, S. D., recently. O. L. Branson, of Mitchell, is president; G. B. Hippee, Des Moines, Iowa, first vice president; C. C. McKee, second vice president; W. I. Wilson, cashier, and H. L. Branson, assistant cashier.

Application has been filed for a charter for the Corn Belt National Bank, Scotland, S. D., with a capital of \$25,000.

# American Bank Fixtures

Are Being Adopted  
Wherever Good Banking Equipment  
is Demanded

We Have a Service--a Character  
of Product and an Ability to Satisfy of which no  
other Firm in America can Boast

*Write us NOW!*

## AMERICAN FIXTURE Co.

KANSAS CITY, MO.

# Meat, Wool and Leather

are three live stock products that will be marketed at a great premium in this country for many years to come.

The farmer who multiplies his herds and flocks is one of the greatest assets of his community. It is distinctively to the banker's advantage to help the farmer in developing his herds.

## Live Stock Loans

as financed through the Live Stock Loan Department of this bank, are one of the very best kind of loans the local banker can enter into. Write to us about our methods of taking over this paper.

## Northwestern National Bank Minneapolis, Minnesota

RESOURCES            -:-            -:-            -:-            \$53,500,000

## NORTH DAKOTA

### JOHN RAND ELECTED ASSISTANT CASHIER OF SECURITY STATE BANK, NEW ENGLAND, N. D.

John Rand, formerly cashier of the Farmers State Bank, Havelock, N. D., has recently been elected assistant cashier of the Security State Bank, of New England, N. D.

H. F. Littig, whom Mr. Rand succeeds, was assistant cashier for three years and is planning to go into the banking business elsewhere.

C. L. Merrick is president of the Security State Bank; A. L. Murphy, vice president and J. J. Murphy cashier.

### E. LYSNE SELLS INTEREST IN CHURCHES FERRY SPARE BANK, NORTH DAKOTA.

E. Lysne, president of the Churches Ferry Spare Bank, Churches Ferry, N. D., has sold his interest in that institution to J. L. Mathews and J. M. Hynes of Minneapolis and W. L. Hanson of Grand Forks. Mr. Hanson will be the cashier.

Mr. Lysne, who retires from the banking business, has established an enviable business record.

### SCANDINAVIAN-AMERICAN BANK TO BE ORGANIZED AT WILLISTON, N. D.

The Scandinavian-American Bank, of Williston, N. D., with a capital of \$50,000, will soon be opened for business. The majority of the stock will be held by local men. Probably a bank building will be erected sometime during the year.

The new Scandinavian-American Bank and the Williston branch of the Drake-Ballard company will be

closely affiliated in business, according to L. J. Rodman, manager of the latter company and one of the stockholders of the new bank. The local office of the Drake-Ballard company was opened last fall and has carried on an extensive business.

### NORTH DAKOTA AND MINNESOTA BANKERS MEET TO URGE INCREASE AND CONSERVATION OF FOODSTUFFS.

Over 150 bankers and agricultural leaders met in Fargo, N. D., recently, comprising men from North Dakota and Minnesota, to confer in regard to means of increasing and conserving foodstuffs production during the war. They adopted a resolution urging Congress to follow England's policy of fixing a minimum protective price to the farmers for all food production while the war continues.

Another resolution adopted favors congressional action allowing homesteaders credit toward claims for time spent in farm labor during the war and also universal selective conscription "so that the boy required on the farm and who is trained in farm work and produces the food to supply the fighting forces at the front shall be recognized as performing no less a patriotic duty than the soldier or sailor under arms."

Chairman John H. Rich of the Ninth District Federal Reserve Bank, Minneapolis, called the meeting together. The specified purpose of the gathering was to discuss the problem of increased and intensified farm production in the Northwest this year and ways and means of effectively co-operating with the farmers of the Ninth Reserve District.

### BOTTINEAU COUNTY BANK, BOTTINEAU, N. D., CHANGES HANDS.

The Bottineau County Bank, of Bottineau, N. D., has been purchased by Peter L. Klyver, N. L. Helgeron and H. J. Dale. The officers will be: Mr. Dale, president; Mr. Helgeron, vice president and Mr. Klyver, cashier.

The Bottineau County Bank is one of the largest banks in Western North Dakota and has resources of three-quarters of a million. Mr. Klyver has been cashier of the bank the past two years, during which time the deposits have increased about \$150,000.

### FIVE BANKS TO BE ORGANIZED IN NORTH DAKOTA.

Nick A. Lefor, Cashier of the Lefor State Bank, Lefor, N. D., who is also Treasurer of the Dickinson-Lefor Farmers Construction Co., an organization of Lefor,

## The Liberty Welcomes You

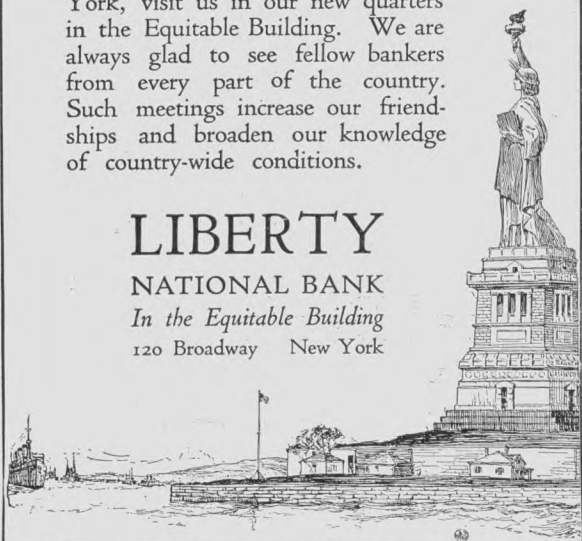
The next time you are in New York, visit us in our new quarters in the Equitable Building. We are always glad to see fellow bankers from every part of the country. Such meetings increase our friendships and broaden our knowledge of country-wide conditions.

## LIBERTY

NATIONAL BANK

*In the Equitable Building*

120 Broadway New York



## North Dakota Bank for Sale

Town of about 500 in North Red River Valley; capital and surplus about \$12,000; deposits about \$60,000; should net 20%. Slightly more than control available at about \$20 over actual value. Paper guaranteed. One other bank in town. File No. 23,384.

### BUSINESS SERVICE CO.

(Banking Dept.)

632-634 McKnight Bldg. Minneapolis

EVAN RANDOLPH, Vice-President  
CHARLES M. ASHTON, Cashier

JOSEPH WAYNE, Jr., President

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

# 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"

states that work is progressing fast on the proposed new railroad which is to run from Dickinson to New Leipzig. The Dickinson-Lefor Farmers Construction Co. will construct this road. It has for its function also the building of elevators and lumber yards, together with banks along the track, which will cover about 62 miles. The money from the first stock sold will be put into the five banks to be constructed along the road. Work is now under progress on these banks, and this will open a great banking section in the western part of North Dakota. There is a splendid opportunity for young men who have had experience in banking, and who are able to speak the German tongue.

#### NORTH DAKOTA BANKS TO AID FARMERS.

North Dakota banking institutions are ready to back the farmers of the state in handling their spring seeding operations, and, according to Fargo bankers who have made a study of the situation, land owners generally are giving more thoroughgoing attention to their work this season than in previous years.

"The farmers are not, so far as we can find entering into the season's operations without due consideration of the many obstacles that must be overcome before the grain is harvested. They are giving consideration to the problem of labor, and many are arranging to plant their lands to such grains as will mature in such manner as to permit the harvesting operations to be conducted over a period of several weeks, thus doing away with the possibility of serious grain losses by reason of not being able to properly handle the grain

at maturity," said H. W. Gearey, vice president of the Merchants National Bank of Fargo.

"The farmers are not plunging, although, as a rule, they are going to use every available acre of land for production purposes this season."

That the farmers of North Dakota have an opportunity to serve the nation in a most patriotic manner by making their farms produce to the greatest possible extent, is becoming more clearly established each day. The food problem is so acute that North Dakota must do its share in warding off the possible results of a short production year, and the farmers generally are thoroughly aroused to the responsibility that rests on them.

Banking interests of the state are giving special attention at the present time to the question of financing spring seeding operations. Within the next few weeks, hundreds of thousands of dollars will be loaned to land owners to finance their season's operations, while other farmers, with bank deposits, are expected to draw heavily on them to handle their work.

#### NORTH DAKOTA NEWS AND NOTES.

The banks of New Leipzig, N. D., have a quarter of a million dollars on deposit.

The total deposits in the banks of McHenry county, according to the last call amount to \$3,760,726.04. Towner leads the county in total deposits. The Anamoose National Bank shows the largest deposits of any one bank. The Farmers & Merchants Bank of Granville is a close second.

## When You Want Office Supplies YOU WANT THEM QUICK

*OUR SERVICE WILL PLEASE YOU---ALL ORDERS RECEIVED BY US FOR STOCK  
GOODS ARE SHIPPED THE SAME DAY ORDER IS RECEIVED---OUR STOCK IS  
COMPLETE AT ALL TIMES---YOUR NEXT ORDER TRY US FOR*

**Service :: Quality :: Price**

**Phones Walnut 167 or 168**

**KOCH BROTHERS, Inc.**

**PRINTERS, STATIONERS, BINDERS**

**317-319-321 LOCUST STREET**

**DES MOINES, IOWA**

## NORTH DAKOTA

The newly organized Farmers State Bank, Edinburg, N. D., opened for business recently. E. A. Brandon, of Mountain, N. D., will be cashier of the new institution, and Gebard Flom, assistant cashier.

A charter has been secured for a new Williston, N. D., banking institution which will be opened for business with a capital of \$50,000 soon. The erection of a new banking block will be completed this season and the new institution will occupy the building.

W. E. Daly has been elected cashier of the Martin State Bank, Martin, N. D.

S. D. Grantier has been elected cashier of the Security State Bank, Banks, N. D.

A. H. Nelson, of Revere, has purchased the controlling interest in the Scandia American Bank, Palermo, N. D.

Ole T. Ness has been promoted from cashier to president of the Farmers & Merchants State Bank, Steele, N. D., succeeding M. T. Weum. O. A. Engmoen will be cashier.

A new bank has been organized at Crystal, N. D., known as the Farmers State Bank, with a capital of \$15,000. E. A. Brandon will be cashier.

E. Lysne recently sold his interest in the Churchs Ferry State Bank, Churchs Ferry, N. D., to J. L. Mathews and J. M. Hynes, of Minneapolis, and W. L. Hanson, of Grand Forks. Mr. Hanson will serve as cashier.

At a meeting of the stockholders of the First State Bank, of Backoo, N. D., held recently the following officers were elected: E. T. McCanna, president; P. P. Engh and C. W. Clow, vice presidents.

R. V. Bice has resigned as cashier of the First National Bank, Devils Lake, N. D.

### HOW WE WILL FINANCE THE WAR.

(Continued from page 6.)

them in a general way and know that the state banks also carry considerable excess reserves.

During the period under review every laborer willing to work has been employed full time or better at wages higher than ever before known, the mines have increased their output tremendously, manufacturers have been crowded to the limit of capacity in their endeavors to fill orders, and both wholesalers and retailers have faced an insistent and increasing demand for all kinds of goods. The agricultural community has prospered very greatly in all sections. Deposits in commercial and savings banks have increased month by month.

Practically everybody save the banker has made money on an unprecedented scale. The very nature of our unusual and unparalleled activity has prevented the banks from sharing in the profits harvested in all other lines. The inflow of gold has kept interest rates down to a point where bank earnings, in the main, have been less than normal, but the bankers are not complaining. They are eager to serve their country in the hour of peril.

A few days ago wonderfully interesting figures were

published in the daily papers. They showed the relative wealth and indebtedness of different countries at the commencement of the war as follows: Great Britain and her possessions, debt \$7,436,000,000, wealth \$130,000,000,000; France and her colonies, debt \$6,071,000,000, wealth \$55,000,000,000; Germany, debt \$1,174,000,000, wealth \$85,000,000,000; Austria-Hungary, debt \$3,975,000,000, wealth \$25,000,000,000. Other countries were named, but these will suffice. They had a combined debt of \$18,656,000,000, and aggregate wealth of \$295,000,000,000, while the debt of the United States the first of the present month was \$1,223,773,000 and our wealth was recorded at the astounding figure of \$250,000,000,000, within forty-five billions of dollars of the combined wealth of all of the great nations which I have just mentioned. These countries engaged in a great and destructive struggle covering nearly three years since the date for which their figures were compiled, could not have increased their wealth, while their indebtedness is larger by many times.

With the foregoing in mind, can anyone doubt the formidableness of our financial strength or our ability to raise funds with which to conduct a long and costly war if, unfortunately, it should come to that. History tells us some of the ancient states were immeasurably rich, but we have no authentic records by which satisfactory comparison can be made. We do know that no modern nation approaches the United States in wealth. By no means is this said in a spirit of boastfulness, for we also know that mere riches, and their resultant indulgences, have caused the downfall of powerful nations. Pride in our wealth should rest rather upon the fact that it gives us strength to stand out boldly for the right and to aid others who are battling for the freedom of the world.

I do not believe that a government loan will seriously affect the banking, industrial, or commercial interests of the country. In fact, it seems to me that most all lines of business endeavor will be quickened by the requirements of the war, and in view of the splendid financial condition of the banks and the country, I am confident that we shall be able to take care of any reasonable government financing.

While the resources of the United States are simply marvelous, we have not the ready facilities for making our resources available that exist in England and other countries, for we do not have centralized banking power, like that of the Bank of England. We have twelve Federal Reserve Banks of which all the national and a few of the state institutions are members, but there are 18,000 of the latter still outside the system not subject to its control, and not adding to its prestige. With us it is a case of unprecedented power without the means of quickly and effectively co-ordinating and using that power.

I have unbounded faith in the American people and am confident that they will patriotically and unitedly rise to meet any situation, but they must first get a clear understanding of that situation. They must realize that the marketing of a government loan of \$7,000,000,000, an amount of which we talk as glibly as though we could reach up and pick it out of the clouds, is an herculean undertaking, and one that requires far more patriotic co-operation than would be necessary, under similar conditions, to place an equal amount of bonds abroad. The men in Iowa, Colorado and other states, will need to know the scope of what we are about. Even here in the metropolitan city of Chicago,



# YOU WILL FIND IT HERE

Things You Need for Your Bank, Your Home or Yourself

## A PORTRAIT BY COURTRIGHT STUDIO

—The Kind You Like to Show Your Friends.  
—The Kind They Like to See.

Make an appointment for a sitting.

**COURTRIGHT STUDIO**

Phone Red 5242 615 Walnut St.  
DES MOINES, IOWA

## THE GUST. J. PATEK Detective Service

515 Mulberry St. - Suite 7-8-9  
DES MOINES, IOWA

Legitimate Detective Work Solicited  
Highest Reference Furnished

Representing the Iowa Bankers Association

## DES MOINES TENT & AWNING CO.

Automobile Touring Tent  
Write for Catalogue

## 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  
CHAS. H. RICHARD, Prop.

Grilles, wickets, railings, partitions, window guards, elevator enclosures, fire escapes, stairs, area grates, sidewalk doors, etc.

**Central Wire and Iron Works**

Write us for quotations 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  
OMAHA, NEB.

## 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.

314 7th Street, DES MOINES, IOWA

## WM. B. BURNARD CO.

Designers and Manufacturers of Exclusive and Individual Workmanship in Bank, OFFICE, STORE FIXTURES and SPECIAL WOODWORK.  
DES MOINES, IOWA

we do not appreciate the gravity of the situation as do the people on the Atlantic seaboard where the dangers of war and the task of raising men, supplies and funds are getting to be more real than with us or with the people further west. Stop to consider that \$7,000,000,000 exceeds the savings bank deposits of the country by \$2,000,000,000, that the money of all kinds in the United States is only \$5,000,000,000, and you get an idea of what is meant. Therefore, much educational work lies before us and a note of caution should be sounded lest we over-reach in our efforts to place too much of this loan at one time.

Where will the bankers be found in this great struggle? At your side, shoulder to shoulder with every good American citizen, ready and willing, to make any sacrifice. We will all, laborers and business men, bankers and farmers, stand as a unit, working for the common cause of this wonderful land of liberty, THE UNITED STATES OF AMERICA!

#### HOW WE ADVERTISE OUR BANK.

(Continued from page 29.)

##### Saving Habit is a Saving Grace.

Get the habit and be a man among men. Make all the money you can, honestly, spend a part of it, wisely, and save the rest. If you aren't man enough to do this, why spend it foolishly and live from hand to mouth all your miserable lives as so many fool people do.

Open an account in the best "Big Little Bank" in the country and see that it grows. We have been in the same town, on the same corner and under the same management for **thirty-five years**, and never called the doctor yet, as all the **aches** we ever had were "**growing pains**," and we're still having 'em.

Thirty-five years without a bobble or a wobble. Can you beat it?

A healthy account in a healthy bank is a healthy kind of business. If you want to be healthy and wealthy, all you have to do is "**Be Wise**." Take good care of your body and take good care of your money and you will live long and prosper and be happy, without doubt.

The road to success is a continual climb and it's a long way to "Tipperary," but if your heart is "right

there" you can make it. It is all a matter of persistence, endurance, keeping everlastingly at it, being able to go the distance, having courage, taking the ladder round by round, letting well enough alone, being satisfied in just getting ahead, sticking to your text, getting under the big tent, standing pat, and being a man among men all the time.

You can't hope to accomplish much, you can't expect anything more than a mean success unless you form the saving habit. Saving your money is a matter of habit and if you want to succeed you've "got" to have the money. Open an account with us and we'll help you "get the habit." Every time you save a dollar you've taken another step on the road to SUCCESS. It's a great game, young man, if you don't weaken—a great game if you know **how** to play it. If you need a "coacher," come in and we'll show you **how**.

At a meeting of the stockholders of the Farmers Savings Bank of Templeton, Iowa, held recently, the capital stock was increased from \$20,000 to \$25,000. All the old officers and directors were re-elected. They are: President, A. Stevenson; vice president, Henry Stevens, Sr.; cashier, M. J. Doeges, and bookkeeper, Miss Clara Wegmann.

N. G. Olney, who has been teller at the Citizens National Bank, Storm Lake, Iowa, has resigned and with her brother will open a bank at Marathon, Iowa.

The First National Bank, Humboldt, Iowa, has remodeled the interior of their bank building. With the new fixtures and the rearrangement they present a very metropolitan appearance.

#### STATEMENT OF OWNERSHIP.

Statement of the ownership, management, circulation, etc., required by the act of congress of August 24, 1912, of The Northwestern Banker, published monthly at Des Moines, Iowa, for April 1, 1917. The name of the publisher, editor, managing editor and business manager is Clifford De Puy, Des Moines, and the owners are Mrs. Emerson De Puy, Alice De Puy and Clifford De Puy. The known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are none. Sworn to and subscribed before me this 3d day of April, 1917, Helen Dixon. My commission expires July 4, 1918.

## 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 - 10,000,000**

Arthur Reynolds, President

John A. Cavanagh, Vice-President  
C. A. Barr, Vice-President

John H. Hogan, Cashier  
C. A. Diehl, Assistant Cashier

ESTABLISHED 1872



R. A. CRAWFORD  
President  
C. T. COLE, JR.  
Vice-President  
D. S. CHAMBERLAIN  
Vice-President  
W. E. BARRETT  
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 COMPLETE MACHINE FOR BANKS

Writes  
Adds  
Subtracts  
in  
One  
Operation



Proves  
Correctness  
of Work  
No  
Rechecking  
Necessary

No. 11 Remington with Adding and Subtracting Attachment

### 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

## Welcome-- Iowa Bankers

The next time you are in Des Moines we want you to call on us in our quarters in the Hippee Building at 210 Sixth Avenue.

We are always glad to see our fellow bankers from Iowa and we feel that occasional meeting with them widens our acquaintance, increases our friendships and broadens our knowledge of conditions over the state, whether it results in business relations or not.

THEREFORE, come in and see us.

## IOWA LOAN AND TRUST COMPANY

G. B. Hippee, President	B. B. Vorse, Cashier
D. H. McKee, Vice Pres.	J. E. Morton, Ass't Cashier
L. E. Stevens, Vice Pres.	Edwin Hult, Secretary
D. F. Witter, Vice Pres.	Simon Casady, Treasurer

**"A Bank of Just the Right Size to Render the Best Service"**

# F-A-R-M L-O-A-N-S

Our varied and well developed market for farm loans makes it possible for us to use promptly all desirable offerings. If you have some choice loans to dispose of, submit them to us.

**SCHANKE & COMPANY**  
BANKERS  
MASON CITY, IOWA

## The Chase National Bank

of the City of New York

57 Broadway

Capital	\$ 10,000,000
Surplus and Profits (Earned)	12,519,000
Deposits (March 5, 1917)	299,842,000

### OFFICERS

A. Barton Hepburn, Chairman

Albert H. Wiggin, President

Samuel H. Miller Vice-Pres.	Wm. E. Purdy... Asst. Cash.
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.
Charles C. Slade Asst. Cash.	S. Fred Telleen... Asst. Cash.
Edwin A. Lee... Asst. Cash.	Robt. I. Barr... Asst. Cash.
Sewall S. Shaw, Assistant Cashier	

### DIRECTORS

Henry W. Cannon	Frank A. Sayles
A. Barton Hepburn	Charles M. Schwab
Albert H. Wiggin	Samuel H. Miller
John J. Mitchell	Edward R. Tinker
Guy E. Tripp	Henry B. Endicott
James N. Hill	Edward T. Nichols
Daniel C. Jackling	Newcomb Carlton
Frederick H. Ecker	

### WE RECEIVE ACCOUNTS OF

Banks, Bankers, Corporations, Firms or Individuals on favorable terms, and shall be pleased to meet or correspond with those who contemplate making changes or opening new accounts.

FOREIGN EXCHANGE DEPARTMENT

# Drovers National Bank

OF CHICAGO

### OFFICERS

WILLIAM C. CUMMINGS, President  
MERRILL W. TILDEN, Vice-President  
CHARLES FERNALD, Vice-President  
FREDERICK N. MERCER, Cashier  
HARRY P. GATES, Asst. Cashier  
DALE E. CHAMBERLIN, Asst. Cashier  
GEORGE A. MALCOLM, Asst. Cashier



### DIRECTORS

AVERILL TILDEN  
L. B. PATTERSON  
JOHN FLETCHER  
MERRILL W. TILDEN  
WM. C. CUMMINGS  
BRYAN G. TIGHE  
CHARLES FERNALD  
H. J. AARON

Capital and Surplus, \$1,000,000

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