

# THE NORTHWESTERN BANKER

TWENTY-SECOND YEAR

DES MOINES, IOWA, NOVEMBER, 1917

TOTAL NUMBER 363

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

**JOHN T. BAXTER, President**

A PURELY MUTUAL, OLD-LINE, WESTERN COMPANY

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## The Hanover National Bank

OF THE CITY OF NEW YORK  
Nassau and Pine Streets

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 WILLIAM DONALD.....Asst. Cash.  
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 HENRY P. TURNBULL...Asst. Cash.  
 WM. E. CABLE, JR.....Asst. Cash.  
 WM. H. SUYDAM, Mgr. Foreign Dept.

Established 1851

Capital . . . \$3,000,000  
 Surplus and Profits 1,600,000

## HOTEL FONTENELLE OMAHA - NEBRASKA



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

Management--H. E. GREGORY

## FEDERAL LAND BANK OF OMAHA, NEBRASKA

4½% FARM LOAN BONDS  
Exempt from Federal, State, Municipal  
and Local Taxation.

Redeemable at par and accrued interest  
on any interest date after five years from  
date of issue. Coupon bonds exchangeable  
for registered bonds, which in turn are  
re-exchangeable for coupon bonds. De-  
nominations, \$1,000, \$500, \$100, \$50, and  
\$25.

The bonds are acceptable at par as secur-  
ity for all Government deposits, including  
Postal Savings deposits, and are legal in-  
vestments for trust funds, and for Savings  
Banks and Insurance Companies in a ma-  
jority of the States.

A Circular of Detailed Information Will Be Sent  
on Request.

FEDERAL LAND BANK OF  
OMAHA



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  
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# THE AMERICAN STATE BANK

CAPITAL, \$200,000.00

M. F. SHAFER, President  
W. E. SHAFER, Vice-President

OMAHA

L. M. SWINDLER, Cashier  
J. C. CHAMBERLIN, 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.



Capable service in every banking detail is assured the customers of this Institution.

## The Mechanics and Metals National Bank

OF THE CITY OF NEW YORK

ESTABLISHED 1810

Total Deposits (Sept. 11, 1917) \$187,000,000.

# 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.



WILLIAM E. BRIGGS

Vice President Northwestern National Bank, Minneapolis

In January, 1915, an additional vice presidency office was created in the Northwestern National Bank, of Minneapolis, for W. E. Briggs, who was at that time vice president of the Stock Yards National Bank and manager of the St. Paul Cattle Loan Company, both of South St. Paul, Minnesota. Mr. Briggs has the reputation of being the most expert banker west of Chicago in the matter of cattle and other live stock loans, and the live stock industry. He was elected to his present position in the Northwestern particularly to take charge of its newly established Live Stock Loan Department, the subsequent success of which has proven Mr. Briggs to be an excellent manager and business builder. He is an Iowa man and was in the banking business at Madrid, Iowa, before coming to South St. Paul fifteen years ago.

# NORTHWESTERN BANKER

709-710 CROCKER BUILDING, DES MOINES, IOWA  
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.

Clifford De Puy  
Publisher

NOVEMBER, 1917

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418 Merchants-Laclede Bldg.

\$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 LIBERTY LOAN AND SAVINGS DEPOSITS

¶ When the first Liberty Loan was offered to the people of the United States many bankers were fearful lest the deposits in savings banks would be materially reduced by depositors withdrawing their funds and purchasing Liberty Bonds. Figures which have been compiled showing the deposits in savings banks indicate that there has been an increase rather than a decrease since the first Liberty Loan was floated and while, of course, it is too early yet to secure figures from the savings banks since the second loan was offered to the public, we are quite sure that depositors have purchased the new issue of bonds without having it affect their savings deposits. The deposits in savings banks of United States on December 31, 1913, were over \$624,000,000. On December 31, 1916, they were \$845,000,000. On March 31, 1917, they were \$888,000,000. This is a steady increase and we are sure that the statement for January 1, 1918, will show a gain over any preceding year. While, of course, there have been some withdrawals from savings banks by depositors who have purchased Liberty Bonds, the figures show that the trend is upward and that bankers need have no apprehension concerning the loss of deposits, because of the sale of Liberty Bonds.

## MOBILIZING OUR GOLD RESERVE

¶ In order to mobilize the nation's gold reserves President Wilson has issued a statement urging all of the non-member banks to join the Federal Reserve System in order that their gold reserves might be under the supervision of the Federal Reserve Board. Bankers are coming to realize more and more the wonderful help that the Federal Reserve Bank has been during the past few years and undoubtedly many of the non-member banks will join the system in the near future. We do not believe however that any non-member banks should be forced into the system, but we do believe that the law will be made so attractive that non-member banks will wish to come in of their own accord. The big city banks are using the rediscount privileges of the Federal Reserve Banks more than they ever have, and this, as we see it, is one of the real benefits granted to member banks. In his statement the President said: "It is absolutely imperative that there should be a complete mobilization of the banking reserves of the United States. The extent to which our country can withstand the financial strains for which we must be prepared, will depend very largely upon the strength and staying power of the Federal Reserve Banks. There are probably 8,000 or 9,000 state banks and trust companies eligible for membership which have not united with the system. I wish again to impress upon them my solemn conviction that they can best measure up to their duties and responsibilities through membership in the federal reserve system."

## COUNTRY BANKS OFFER BEST OPPORTUNITIES FOR YOUNG MEN

☐ In the course of a year we receive a great many letters from young men who are working in city and country banks, asking our advice as to whether the small town or the large city offers the best opportunity in which to commence the banking business. The other day we received a letter from a young man in a bank in a town which has a population of 400. In his letter he said: "I am interested and ambitious in landing a good bank connection, where a block of the stock is available and where wide experience is offered. I have always had the fortune of being located in a small town and pray tell me, which do you consider offers the best and widest experience, the real small town or one that is a little larger. Having had no experience with a larger town than 1,000 people, I do not know which is the better in which to locate. I have had six years' banking experience, I am very ambitious and willing to work hard and long to bring about success." It has always been our belief that a young man about to enter the banking business can learn more about it in a country bank, than in a city bank. The average country banker has to make loans, receive deposits, issue letters of credit, clerk at sales and if necessary sweep out in the morning and preside at the board of directors meetings at night. This experience covers all of the fundamental problems connected with banking and we believe that any young man will build on a substantial foundation, if he commences in a country bank. The young man in the city bank as a rule has one thing to do and does not have a chance to grasp so easily the whole working plan of a big financial institution. It has been our observation that most of the big city bankers acquired their first training in some country bank. In replying to the inquiry referred to above we suggested to this young man that he enter the banking business in a town of from one to two thousand people, as this would give him a chance to broaden out some, but the change would not be so great that he could not adjust himself easily to the banking conditions of the community. Then if later on he felt that he had reached the limit of his efforts in that town he could try a larger city. It has been our observation however that the men who have made the most out of the banking business in the smaller towns have been the ones who have stayed with one bank and developed their institutions as the community grew and expanded. You will find that many of our most successful country bankers of today commenced their banking business in that same town many years ago. After a man has made a success of his bank in the smaller towns, there are always opportunities open for him in the larger city institutions, if he so desires. The big city banks are always looking for men of ability, energy and good judgment, who cannot only secure them new business, but also assist in handling the business, which they already have. But whatever you do don't get into a rut. This can happen just as well in a country bank as in the city. Think in larger units. Study the world about you. Look ahead, at the problems that may confront you tomorrow and by having a solution ready, you will be assisting not only your bank, and yours customers, but at the same time you will be building for yourself a stronger, more enduring, more lasting foundation in the banking business.

**"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-two years in its present field.



# The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, NOVEMBER, 1917

20 Cents Per Copy

## My Observations of the World War

By Lord Northcliffe

I come before you chiefly as a man who made a study of this war long before the war; as a man who made a speaking tour of this country in 1898 and again in 1908, saying what I thought was building in Europe, and I come before you as a man who has spent much of the last three years at the war itself.

I had no idea when I arrived in the United States that it would be possible to gather representatives of so vast a number of your great banks in one convention, and I had no idea that I should ever have the honor of addressing so many men of so much influence and importance in their respective localities.

I hope you will not think me vainglorious or desirous of saying too much on behalf of my country when I mention that we have scattered over the vast theatre of war 7,500,000 men. Some of them are in Palestine, some of them in Mesopotamia, some of them in Africa, and those that you chiefly hear of are engaged in what is known as the western front, endeavoring to free Belgium and France. We did have our financial part of the war. The war is costing Great Britain \$35,000,000 a day, and that was so up to the time you came into the war and began to nurse the financial baby, and up to that time we had advanced to the Allies \$6,000,000,000, and we are making now, as you are, very large advances to the Allies.

There is one subject upon which many of my American friends think I can speak, and that is in respect to the loans made by the United States to the Allies. I have found well-educated people who think that these loans cross the Atlantic in some mysterious way. As a matter of fact, every cent advanced is spent in an increase of wages in Bridgeport, in Bethlehem and in other of your cities. All the money is spent here, and much of the money will come back in the form of subscriptions to the Liberty bonds, for I have no doubt that the American workingmen will subscribe as liberally as have our workingmen for our national

While many people have not agreed with Lord Northcliffe that this would be a long war, his prediction in 1914 that the war would not be over in three months, as many thought then, has proven to be true, and his opinions regarding the war are recognized as being sound. In this address which Lord Northcliffe delivered before the American Bankers Convention at Atlantic City, he outlined some of the things which England has done and suggests some things we will have to do in order to bring this war to a victorious conclusion.

even on the ships.

These loans to the Allies, in my opinion, are beneficial quite apart from the fact that they are supporting the war through the navies of France, Great Britain and the armies in Belgium and in Russia. We

loans. And I may tell you that last loan exceeded six billions of dollars, and that there were five millions of subscribers to it, many of them men working at the forges, in the shops, on the railroad, in the counting houses, on the farms, and

"I know it is much more pleasant to try to make people happy by telling them that the war will be over by Christmas, or, at any rate, by Easter. We have had three years of those prophecies in England. Indeed, there were people there who thought the war would be over in six weeks. I remember the report of a distinguished company of business men—I won't say that they occupy so lofty a position as bankers—who, at the end of their meeting, came to the conclusion that the war would be very short because in these civilized days such a thing as war was impossible. They did not realize that the very utilization of all the inventions of American genius, like the aeroplane, the submarine, the machine gun, would all tend to make war much more difficult and, in my opinion, much longer. They thought that by using the means of science and invention the war would be very speedily over; that it would be of so frightful a nature that no one of the nations could maintain it for any great period of time. We suffered greatly in Great Britain by this idea of a short war."

Britain two years ago. We had very little realization of what war meant to democracy. We thought we would be able to conduct our business as usual. There was quite a business slogan, using those very words, "Business as usual." Money was plentiful. Workingmen who had hardly ever ridden in an automobile owned them. We did not realize that for the successful conduct of war thrift and saving were absolutely essential. We did not realize that we must conserve every ounce of energy and every available product in order to accomplish the defeat of the enemy. We did not realize that most of the business of the ordinary peaceful life could be adapted to the purpose of winning the war and bringing again freedom to the world.

The belief in a short war was widely spread by per-

(Continued on page 11.)

# In No Man's Land and Beyond

By F. H. Sisson

Out of the trenches of security, the United States is today plunging through the "No Man's Land" of the world war. Day by day the great conflict is brought closer to the minds of all

Americans. We are gradually awakening to a realization of what it means. We are beginning to learn that war is "a great job to be done"—and done thoroughly. We are just discerning that it is not only the nation's business but that it is also the dominating factor in every business. So it behooves us all, in whatever activity we may be engaged, to study developments carefully and to weigh their effects accurately in order that we may direct our respective businesses with sound judgment based on new and unaccustomed facts.

But, as we go into the "No Man's Land" of business, it may be well to pause for a moment to consider the motive power of our great drive. That may serve to visualize more distinctly for us the great goal toward which we are charging. The force that is impelling us on to unparalleled achievements for the triumph of right over might is the will of the American people, who count no sacrifice too great for the just cause of their country. Our unmatched determination to do on a colossal scale has wrought unprecedented changes in our economic existence. The United States of six months ago was very different from the United States of today. No better evidence of the amazing change is required than that contained in the record of the Sixty-fifth Congress, which adjourned on the sixth of October.

No previous Congress enacted so great a mass of legislation of such vast importance. Its appropriations, totaling twenty-one billion dollars, are truly staggering. The mind cannot comprehend their stupendous aggregate significance. But, the activities of this historic Congress are not to be measured in billions or tens of billions alone. The statutes enacted by it have, or will, affect the lives and businesses of all of us. These war measures register the quickening of our collective thought beyond national interests. They connote world dominance for the United States in production, transportation and finance.

We are merely on the threshold of the great period of expansion lying before us. And a premium such as never before existed has been placed on commercial foresight. This result is more pronounced in no business than that of the cotton manufacturer, which you represent.

The war has created a general and unequalled prosperity in this country. But we should not forget that when Mars, the world's greatest consumer, ceases to buy the reaction is bound to be felt, directly or indirectly, by every one of the nearly thirty-three million

In this interesting article by F. H. Sisson, Vice President of the Guaranty Trust Company, of New York, he points out the future development of this country and shows that we are on the threshold of a great period of expansion, which lies before us. He also points out that a premium such as never before existed has been placed on commercial foresight.

spindles in the United States. There probably will be no immediate lessening of the demand for the products of the mills; indeed, it is likely that there will be a greater demand. The

addition of a single pound per capita to the world's consumption, however, would increase the need for cotton, one authority has computed, by more than four million bales. So, it is manifest that there will be sharp readjustments. This will be true of all our industries and businesses. Far beyond "No Man's Land" lies Every Man's Ground—world organization and public control, which will not be restricted by national boundaries or interests.

We were unprepared for war; we cannot afford to be unprepared for peace, too. The banker, the business man, the manufacturer and the public, all will have to make ready for the time when the sword will be hammered into the plowshare.

There will be greater production as the looms of peace begin to weave again, and a decline in values will be unavoidable. And because of the greater inter-dependence of all business interests occasioned by the closer national co-operation generated by the war, the losses sustained in one quarter will be felt in others.

If we are to continue the country's present prosperity, it is imperative to conserve

our money to a greater extent than has ever been done before. We must pool our capital, as it were, in the interest of the government, and of our own future.

Transportation facilities constitute a most important element in practically every phase of our life. President Wilson has fittingly referred to the railways of the country as "the arteries of the nation's life." And war's fiat imposes the responsibility, to quote the President again, "of seeing to it that those arteries suffer no obstruction of any kind, no inefficiency or slackened power."

"Unless the railroads keep the wheels of their freight trains turning, soldiers cannot be moved or fed; unless the railroads can freely transport fuel and raw and finished material, there will also be a serious reaction in general business, making it extremely difficult for the government to float its all-important Liberty Loans. But the railroads cannot keep the wheels of their freight trains moving, either for the army or for general business, without sufficient motive power. And by motive power I mean not merely fuel and locomotives and labor, but adequate public and governmental support, and just rates for the service rendered.

By means of that power the splendid example of national co-operation afforded in railway readjustments can, in a large measure, be made permanent. It will lead to further progress toward an ideal of ef-

(Continued on page 69.)

"We were unprepared for war; we cannot afford to be unprepared for peace, too. The banker, the business man, the manufacturer and the public, all will have to make ready for the time when the sword will be hammered into the plowshare. There will be greater production as the looms of peace begin to weave again, and a decline in values will be unavoidable. And because of the greater inter-dependence of all business interests occasioned by the closer national co-operation generated by the war, the losses sustained in one quarter will be felt in others."

# The First Joint Stock Land Bank

By O. F. Schee

The Joint Stock Land Bank is a child of the Government born at the same time—the same hour as the Federal Land Bank under the Federal Farm Loan Act, and no doubt this is the reason so many have classed the two as one and the same and on account of this confusion we are pleased to have this opportunity to outline the basic plan of the Joint Stock Land Bank and its direct relation to the Government—Banker and Farmer.

By a brief comparison it is very easy to firmly establish in your minds the difference between the two plans outlined by the Federal Farm Loan Act.

(1) The Federal Land Bank (of which there are twelve in the United States) is capitalized by the Government and operates under the plan of loaning money only through associations of farmers organized in each community with certain limitations outlined by the Government as to how and where the money borrowed shall be spent.

(2) The Joint Stock Land Bank is capitalized with private capital with its charter coming direct from the Government subject to Government examination and scrutiny the same as national banks, but all loans are made to the individual borrower direct or through his local bank or agency and no restrictions are placed on the borrower as to how he shall use the money.

The Joint Stock Land Bank is permitted to make loans up to 50% of the valuation of the land and 20% of the insurable valuation of the buildings as approved by two local appraisers and the Government appraiser furnished by the Federal Farm Bank.

The loans made are just the ordinary farm loan contracts between the borrower and lender on very liberal terms and with prepayment privileges except that the loan must be on the amortization plan which has proven most successful for centuries in European countries, and which our own Government has approved as the best plan of financing the farmers so they may not only pay in full for their land but expand their business as other large businesses do when properly financed for a long enough period.

All loans made by this bank will be made on the rich flat black corn lands of Illinois and Iowa. Will run for such periods of time as the borrower requires and in every case will be repayable on a flat rate. That is, in addition to the interest at  $5\frac{1}{2}$  per cent, the borrower pays \$10 per \$1,000 on principal annually.

On a loan of \$10,000 the payment of \$650 per an-

num will pay interest and entire principal of a \$10,000 loan in a little less than 35 years. The loan never falls due all at once.

It is amortized, paid off by the small payment of

\$10 per thousand dollars paid in addition to the interest. The farmer does not tie himself, or his farm up for that period of time. He may pay on the principal on any interest paying date after five years. He may also make payments before the expiration of the five-year period by special arrangement, should he wish to do so. The borrower is not required to be actually an occupant of the land and there is no restriction as to the use of the funds borrowed.

The Government Farm Loan Board had in mind in creating the Joint Stock Land Bank to open up the most desirable avenue for the larger farmer—the farmer with the vision for the bigger future to finance himself for a generation. There is both economy and foresight in so doing.

This law makes it possible for the farmers to make money by borrowing money.

Its intention is to place money within reach of the farmer on such terms as to convert the farm mortgage into a source of profit.

The farm mortgage business is probably the only business involving billions of dollars that has not been America.

Practically all farm loans have been made for a period of five years, a period of time

in which but few farmers could expect to pay a loan amounting to half the value of their land. Corporations and municipalities issue bonds for twenty, fifty or one hundred years, thus avoiding the expenses and annoyances of frequent renewals or refinancing, yet the corn-belt farmer with the most stable security in the world has been asked to make his loans for only a short period of time.

The farmer who can borrow money and so use it that he will be in easier circumstances on account of the debt, ought to borrow it.

If he can borrow money and make the money produce more for him than it costs him to carry the debt, it is good business for him to borrow, provided that the time of payment is far enough in advance so that he can be certain that he will never be cramped by the demands of the lender.

Such an opportunity as this should give courage to an enterprising farmer to buy more land, to improve his farm and live stock, and have the use and profits therefrom during the period of the war.

"The Joint Stock Land Bank is capitalized with private capital with its charter coming direct from the government, subject to government examination and scrutiny the same as national banks, but all loans are made to the individual borrower direct or through his local bank or agency and no restrictions are placed on the borrower as to how he shall use the money. The Joint Stock Land Bank is permitted to make loans up to 50 per cent of the valuation of the land and 20 per cent of the insurable valuation of the buildings as approved by two local appraisers and the government appraiser furnished by the Federal Farm Bank. The loans made are just the ordinary farm loan contracts between the borrower and lender on very liberal terms and with prepayment privileges, except that the loan must be on the amortization plan, which has proven most successful for centuries in European countries and which our own government has approved as the best plan of financing the farmers so they may not only pay in full for their land, but expand their business as other large businesses do when properly financed for a long enough period."



# How to Hold Business After the War

By Wm. C. Cornwell

The most wonderful products in the world, if they are not brought into the zone of observation, might as well never have been made.

The man who makes the thing is helpless without the man who makes the market.

These facts have been recognized more and more as the machinery of modern civilization has grown more and more complex.

The vast growing populations have made increasingly difficult the solution of the problem of how to distribute and sell the products of man's invention and genius.

Salesmanship is an art that has been a power in the world, and American salesmen have to their credit some great accomplishments.

They have revolutionized agriculture in the fields of Rumania and Russia, by the introduction of the steam plow; they have facilitated business all over the world through the American typewriter. The National Cash Register has made honesty automatic. W. Gates' sales of barbed wire fence changed for the better throughout the world. John the cattle-raising of the West.

In America, in these days, we need especial training in salesmanship, because the war has thrown open the world as a market, and—a most wonderful thing—the world practically without competition.

I do not approach this phase in American commercial history with any feeling of exultation, but rather with a sense of humiliation.

We are ripening and fattening on a vast torrent of trade made possible by the dire necessities and miseries of a terrible conflict outside our borders, the burden of which is being borne by people essentially of our own blood and nature.

And while they are suffering the tortures of hell, we are thriving and growing rich, untouched by distress or pain, and exempt even from the slightest discomfort.

In this period of our national life, how much have we to be proud of as a nation?

The great conflagration which is burning up heart-broken Europe has only warmed the air in our gardens and made the flowers grow more luxuriantly. Even so we do not know what time the fires may sweep across and envelop us too. And when the fire goes out, the bitter cold that follows may chill our growing crop of prosperity to death.

But now we have the world as a customer and almost without competition. That situation cannot last. We have heard within a few days the flutter of peace.

The great problem which will face American business men when peace is declared will be how to hold the business which has been created by the war, which has brought to our shores unlimited business and untold wealth. In this article, W. C. Cornwell, of J. S. Bache & Company, tells how we can hold this business and of the part salesmanship will play in this connection.

vail. Bleak winter comes after the harvest—famine follows plenty—the moon never drew a tide to the shore but that it let it fall back again and left the rocks and sands bare.

We are bound to have the ebb tide in this country some time, and it is the ebb tide that will try men's capacity. That time will bring the test of salesmanship. It is easy to sell goods when the tide of wealth and comfort is full, when men are making money and able and willing to spend freely and buy heedlessly. The best man in your business is the one who can

keep up sales when profits are lopped off, and the public has become wary and critical and uncertain—when times are becoming hard. That is the testing time for the expert.

Now, I do not mean to say that with the coming of peace all demand will drop suddenly, factories close, men be thrown out of work, and hard times come at once. That is impossible in the nature of the larger contracts on which business is being done. But wherever it is possible to stop buying, buying will, temporarily at least, stop. And that is because the mind of business will be possessed or obsessed by one thought—the dread of falling prices. And

prices will fall. Just as surely as excessive demand has been putting up prices, dollar added to dollar in a dizzy upward flight—the cessation of that demand will turn prices the other way and bring them down. And this will cause hesitation and curtailment, which will continue until the new demand to build up stricken Europe comes. That ebb tide must be met, and when it comes, it may be made of short duration by valiant salesmanship.

That is the time to press and enlarge the business we are now establishing with neutral countries like South America and China, and with that great empire, Russia, which, though engaged in war, has a steady and enormous capacity for things, outside of war material, to supply its vast internal and domestic wants. And if the tide from Europe ebbs heavily for a time, good salesmanship may be able to have created a flood tide of sales to these other places, which will offset the decline.

But in the competition with foreign goods here, it must be pointed out how much depends upon our manufacturers. The best of salesmanship will not offset inferior goods. American products nearly all along

(Continued on page 22.)

"But now we have the world as a customer and almost without competition. That situation cannot last. We have heard within a few days the flutter of peace. It is only a faint and far-off sound. But the full melody will break some time. We are in the floodtide of prosperity now. But natural laws will prevail. Bleak winter comes after the harvest, famine follows plenty—the moon never drew a tide to the shore but that it let it fall back again and left the rocks and sands bare. We are bound to have the ebb tide in this country some time, and it is the ebb tide that will try men's capacity. That time will bring the test of salesmanship. It is easy to sell goods when the tide of wealth and comfort is full, when men are making money and able and willing to spend freely and buy heedlessly. The best man in your business is the one who can keep up sales when profits are lopped off, and the public has become wary and critical and uncertain—when times are becoming hard. That is the testing time for the expert."

# Showing the Children How to Save

The little red cent, nicknamed the "penny" and the "sioux," ordinarily means nothing in the life of most people except the price of another stick of gum.

But the little red cent that has meant only gum to some, has turned the tide of fortune for a lot of people in Des Moines.

A big Des Moines bank, for seventeen years has looked out through its wicker cage and grinned at the despised penny a welcome far more cordial than that of the gum slot-machine.

In that seventeen years, the pennies of Des Moines school children, smiled upon by the bank, have rolled up into a lump sum of over \$140,000 and over 8,000 school children have tripped up to the barred window and smiled in at their banker.

And he knows the stories of those penny banks by heart and he gives thanks to the Des Moines Penny Provident Association that has taught school kiddies the lesson of thrift.

For a good many Saturdays during the school term the banker looked through his cage at Roy Frowick, who came with his bank book and deposit of pennies and had to stand on his tiptoes to do business with the banker. Roy is seven years old. His penny bank account has shot up to something over \$30.

"He's going to make a first-class depositor one of these days," says the banker.

Among the many associations throughout the country that have been teaching the children how to save probably none has been more successful during its seventeen years of existence than the Penny Provident Association, of Des Moines, which is an organization for school children, where they can deposit their pennies. This organization now has on deposit with one of the big city banks over \$140,000 and has been doing a wonderful work in educating the youngsters not only to save money, but also how to value and invest it.

"I had three boys and a girl and they all saved their pennies in the Penny Provident Association at school," she says. "They went to Lincoln when the saving association first started. There was George, he's a printer now, and William, he has a cleaning and pressing business, and Alfred—he's in the restaurant business and Rosa—she's married."

And the mother hauls out of the restaurant bread can, the old bank books of George and William and Alfie and Rosa, and they all show savings up into the thousands.

"I've never let them draw a cent of it out," says Mrs. Goldsmith. "They all have nice little nest-eggs now, and I sort of keep books for them all."

There was a grocer clerk, whose wife, a number of years ago, each morning sent her two kiddies off to school. His wage was small and barely covered his expenses.

When the Penny Provident Association, through the teacher at school, began asking the children to bank their stray pennies, the grocery clerk and his wife gave each of the two children 50 cents a week. They kept

(Continued on page 48.)

# Women Take Up Banking Business

Eighteen Council Bluffs girls are employed at the present time in the five banks of the city, including the City National, Commercial National, Council Bluffs Savings, First National and State Savings Bank, keeping pace with their sisters in the larger cities who are just learning that banking as a profession is peculiarly suited to the talents of women.

The banks here have more than doubled their forces of women during the past year, and in every bank of the city nothing can be heard from the officials and clerks alike, but words of highest commendation for the manner in which they have performed their duties. The employment of women in various capacities about the banks seems decidedly, on the increase, and it was not until the past year that two local institutions broke over the time-honored rule that only men should be permitted behind the counters at the banks.

So far none of the gentler sex has been promoted to a teller's cage here—is it because they are too gentle natured to turn down a bad check?—but, of course, it has not been so many years since the first woman was hesitatingly admitted to the workroom of a bank here—or any other place for that matter.

The first woman who ever secured employment in a Council Bluffs bank was Miss Regina Baetens, now Mrs. Beck, who had a position in the remittance de-

partment and as a stenographer at the First National. It was due in large measure to the fact that she made good as the pioneer woman banker of the city that the other banks, slowly at first and later with more and more avidity, began filling some of their positions with women, until today every bank in the city has at least one woman in a position of real responsibility.

That women are rapidly becoming experts in the banking business, is indicated by the manner in which eighteen young ladies in the banks of Council Bluffs, Iowa, have taken up this business. This article appeared in one of the daily papers of that city recently and will prove interesting reading, we are sure, as it also indicates how the young women are "doing their bit" at this time, when so many young men have enlisted to fight for Uncle Sam.

Miss Baetens remained at the First National for four years, until after her marriage. And when she resigned, her place was filled with another woman. Today there are four women regularly employed in that bank. They are Miss Helen Breedlove, stenographer, and Miss Helen White, Miss Marie Kelson and Miss Agnes Hart in the remittance department.

One of the most backward banks of the city in the employment of women was the State Savings, which employed its first woman clerk only last November. Now Cashier Tinley of that institution has no less than six young women on his staff, three of them there permanently, while the other three have been working only during the summer. Miss Grace Dowell was the first young woman employed there, followed by Miss Aurelia Tinley and Miss Mary Carlson, while Miss Marion Hanthorn, Miss Maude Thomas and Miss Inah Weir have been engaged there during the summer.

It remained for one of the staff of the Commercial

National Bank to become the first woman in Council Bluffs to enlist actively in the army or navy of her country. Miss Sadie Anderson enlisted as a yeomanette in the navy some weeks ago, and began active work in the recruiting office in Omaha about ten days ago. And President Price of the bank says that just as soon as her duties with Uncle Sam are over, her position will be open with the bank regardless of who may be secured to fill it.

Her position has not yet been filled, but another young woman will be secured there. Two other girls on the staff of the Commercial National are Miss Alice Sloan and Miss Gertrude Drier.

Miss Cecilia Mulqueen, well-known Council Bluffs woman, occupies a position of real responsibility at the Council Bluffs Savings Bank. She has charge throughout the regular banking hours of the safety deposit vaults in the basement of the bank building, with separate entrance on the Pearl street side. She has been in charge of this feature of the bank's business, as well as doing stenographic work, since the safety deposit boxes were first opened to the public last December.

Four young women are employed at the City National Bank, one as stenographer and three on the books, where they have charge of the mechanical book-keeping device operated by this bank, a work at which they are very successful. These girls are Miss Mary Wishart, Miss Marie Jessen, Miss Vera Williams and Miss Myrtle Williams.

Women seem to have come to stay in the banks here, and there seems every prospect that a year hence will find even more women employed in the five banks than is the case today.

#### OBSERVATIONS OF THE WORLD WAR.

(Continued from page 6.)

icious propagandists, who told the world that the war would be short in order that the world should not prepare. They threw out these peace delusions week after week, not with any intention of accomplishing peace, but with the intention of weakening the Allies' preparations. That is so very obvious that it is surprising that any intelligent person should take any notice of those peace offerings.

When I think of all the sad things that I have witnessed in the last three years I have this one consolation: That after all, the war is bringing the allied peoples together. We have all learned many things about France which we did not know and we are all proud of France. We have seen what a small nation—the 6,000,000 of Belgians that are still living under the heel of Prussia—we have seen with what dignity they can stand the presence of the oppressor. We have seen that Italy, goaded for years by Austria, has decided to throw off the chains that have been placed around her enterprise and her freedom. And we have seen here in the United States a peaceful people like your people and our people aroused to the fact that it is essential for the world's happiness that the state of tyranny imposed by Prussia shall not be further extended.

M. O. Anderson, C. B. Clayton and others have purchased the interest of P. J. Cilley in the Farmers Savings Bank, of Hamburg, Iowa.

## SELECTING LIQUID LOANS!

In selecting loans in these unusual times, bankers give preference to *secured loans* --if convinced that the security offered is of *liquid* character and readily converted into cash.

*LIVE STOCK LOANS*, carefully selected, and supervised by an *experienced* organization familiar with the live stock trade, are loans which are liquidated by the sale of the security, to a much greater extent than any other class of loans. They are real "QUICK ASSETS!"

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*Correspondence Invited*

## Personal Paragraphs

**F. J. H. Sutton**, Trust Officer of the Guaranty Trust Company, of New York, since December, 1909, was elected a vice president of that institution on October 11th. The Trust Department of the Company was organized 1902, and Mr. Sutton became a junior assistant in the department at that time. He entered the Guaranty's employ as a messenger in May, 1899, shortly after he was graduated from Princeton.

\$ \$ \$

**O. Howard Wolfe**, of the Philadelphia National Bank, is the author of a convenient manual of 270 pages on "Practical Banking," just published. The purpose of the book is to set forth in a clear and practical manner the internal operations of a bank. It explains the underlying principles of banking and of the everyday transaction that are common to the various kinds of banks.

\$ \$ \$

The Comptroller of the Currency reports that the United States Government bonds deposited as security for circulation by National Banks for the first eight months of 1917 amounted to \$26,812,660. Bonds withdrawn same period \$26,310,070; net increase, \$502,590.

\$ \$ \$

The Live Stock Exchange National Bank, of Chicago, released H. E. Herrick, assistant cashier about a year ago, in order that he might accept the vice presidency of the Wendell State Bank, subsequently named the Reliance State Bank, at Ashland and Madison streets. However, on account of the rapidly increasing business of the big Live Stock Bank and his thorough acquaintance with the business and customers of that institution, Mr. Herrick has been recalled to his old post and will resume his former duties in that connection. Mr. Herrick's many friends will undoubtedly be pleased to learn of his return to a larger field of activities.

\$ \$ \$

**Earle H. Reynolds** gave up his position as president of the Peoples Trust and Savings Bank, Chicago, for the duration of the war, to accept a commission

as captain in the corps of engineers of the army. He is the son of George M. Reynolds, president of the Continental and Commercial National Bank.

\$ \$ \$

**Frank A. Vanderlip**, president of the National City Bank, New York, largest institution of its kind in the United States, has severed his business connections to work for the United States government at \$1 a year. Mr. Vanderlip, directing head of the American International Corporation and the International Mercantile Marine, many times a millionaire, is to be chairman of the war saving certificates committee, organized by the treasury department to conduct a campaign for extensive saving throughout the war.

\$ \$ \$

The New Revenue Law pamphlet issued by the Bankers Trust Company, of New York, is particularly useful, as it contains not only the text of the Act as passed by Congress, but also the complete text of the Income Tax law of 1916, as now amended with digests and practical examples of the new law. Copies may be had upon application.

\$ \$ \$

The Mechanics & Metals National Bank, of New York, in a booklet which they issued, states that the war is now costing the nations of the world \$6,500,000 an hour and \$160,000,000 a day. The United States is under a present expense running to fully a fourth of the total amount, or forty million dollars. This is a rate of expenditure greater than that of any other nation involved, Great Britain coming second and Germany third. A little less than a year ago it was calculated by the bank making these estimates that the world's total daily war cost was \$100,000,000; at the beginning of the war in August, 1914, the cost was placed at \$50,000,000.

\$ \$ \$

**H. M. Byllesby**, president of the H. M. Byllesby & Company, Chicago, in a recent address, said: "The German government today stands as a champion of disregard of every sense of honor between nations. During her history of the past 170 years she has with-

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JOHN P. LAIRD, *Assistant Cashier*

out justification violated four major treaties and deserted her allies in the heat of warfare several times. Since 1864 she has precipitated four vicious, unprovoked wars of conquest against peaceable and unoffending neighbors. She has consistently refused all overtures for any plan of disarmament or a limitation of the increasing of armaments. She wished to attack the United States in our Spanish war of 1898, and would have done so except for the protection England afforded us. She has covered the world with her despised spy system. She has again reared in all its tortures the old worn-out doctrine of "Divine Right of Kings" and that "Might Makes Right." Her intrigues and trouble-making have set nation against nation. She has developed an active working cruelty which heretofore was unimaginable. She has been plotting the present war for years. She intended beginning it in 1913, but for selfish, perhaps necessary reasons, postponed it to 1914."

\$ \$ \$

J. F. Ebersole, cashier of the State Deposit Bank, Minneapolis, is the author of a book entitled, "Banking for Beginners." The courses of study in banking, adopted by the Minneapolis chapter of the American Institute of Banking have been used as a basis for this book. Clarence R. Chaney, president of the Minneapolis chapter, said: "We feel that this new book is a compliment to the Minneapolis chapter as it recognizes the high standard of the educational work in our chapter as compared to that of other cities."

\$ \$ \$

G. W. McGarrah, president of the Mechanics and Metals National Bank, of New York, at the annual meeting of the clearing house organization, was elected president to succeed Frank A. Vanderlip, of the National City Bank. Walter E. Frew, president of the Corn Exchange Bank, was made chairman of the Clearing House Committee, succeeding Mr. McGarrah. Theodore Hetzler, president of the Fifth Avenue Bank, was elected secretary in place of Joseph Byrne. William J. Gilpin and Clarence E. Bacon were re-elected manager and assistant manager respectively.

\$ \$ \$

The Todd System of developing thrift is a new and sensible school savings system, originated by John T. Todd. The plan has been approved by bankers, educators and students of civil betterment. The new Todd System, according to its author, "Has the dis-

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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.

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tinct merit of divorcing children's money from the schools themselves, and requiring the children to deal with banks direct in opening and building up their savings accounts. Each child, guided by the advice and wishes of his parents, chooses the bank which he intends patronizing; and, after opening his account in such bank, thereafter makes additional deposits in 'his' bank, whenever his current savings amount to one dollar or more."

\$ \$ \$

**Henry Clews, Wall Street Financier**, says that Liberty Bonds will sell above par in Berlin after the war. "The German bankers know a good investment and they will be glad to trade with us," he says.

\$ \$ \$

**Halsey, Stuart & Company**, of Chicago, have issued a very complete and interesting book on 1917 Federal Income and War Tax Laws. This booklet contains valuable information, for every banker, business man and investor.

\$ \$ \$

**Charles S. Hamlin**, of the Federal Reserve Board of Washington, gave a very patriotic and inspiring address before the Nebraska Bankers Convention, which met in Omaha recently. Mr. Hamlin reviewed the events leading up to the present war and finished with a verbal tirade, in which he told what he thought of the Kaiser and his crowd.

\$ \$ \$

**Dan Morris**, who was president of the Nebraska Bankers Association during the past year, in addressing their recent convention, said: "When Nebraska people have used all they can for themselves there will still be \$285,000,000 worth of corn, wheat, oats, potatoes and other crops left to sell this fall. And that estimate does not include the live stock. We find financial and business conditions in the state most excellent. The total deposits in the state and national banks of Nebraska exceed \$450,000,000."

\$ \$ \$

**Snelson Chesney**, vice president of the Guaranty Cattle Loan Company, of Kansas City, and **Leo E. Stevens**, vice president of the Iowa Loan & Trust Co., of Des Moines, both attended the Nebraska Bankers Convention. These two handsome gentlemen look so much alike that they are frequently taken for each other. They are both good mixers, have a host of friends, and incidentally are making a big success of their institutions.

\$ \$ \$

**The Irving National Bank, of New York**, furnished canes for all the gentlemen and parasols for all the ladies, who attended the American Bankers Convention at Atlantic City. When the word was passed around that the "Irving" was giving away canes it was surprising to see how popular all the officers of that institution immediately became. The question we would like to know is, how many bankers took the canes back to their own home town, to carry on Main street after having become adepts in their use on the board walk.

\$ \$ \$

**E. D. Huxford**, president of the Cherokee State Bank, Cherokee, Iowa, was honored at Atlantic City, by being elected president of the State Bank Section. He was vice president of this section last year and was asked to respond to the address of welcome for his section. What he had to say is a classic, and we

now know that he is a real orator. If you don't think so, just read what he said in the following outburst: "It would be indeed a pleasure for any man in these United States to come to Atlantic City if for no other purpose than to be welcomed by the judiciary of this city, and by Judge White. On behalf of the State Bank Section of the American Bankers Association, their wives, sweethearts and friends, we thank you sincerely for your hearty welcome and generous hospitality.

"Atlantic City seems to me to be an enchanted spot. The first morning after my arrival, when I saw the rising sunbeams with a virgin kiss caress these shores, I made up my mind that I had found it—and afterwards, when I was lulled to sleep by the murmuring melody of the rippling waves breaking upon these sandy shores, my first impression seemed to be confirmed—and now, sir, since I have heard Judge White, I am satisfied that Atlantic City contains the fountain of eternal youth. I am told that multitudes make pilgrimages to this enchanted spot, and renew their youth, by dumping all their accumulated cares and worries and responsibilities into the Atlantic Ocean, and I am told that this is the reason why they catch so many weakfish in these surrounding waters. It is said of Atlantic City that the women are only as old as they look, and I have not seen a homely one here yet; but that the men never grow old until they stop looking, and I have not seen a blind man here yet.

"I know that after we have spent a few happy days here, and returned to our homes, that we will have to carry with us a memory that will linger through the coming years, and create a desire in us to return again. I thank you."

\$ \$ \$

**Frank Warner**, secretary of the Iowa Bankers Association, is starting a campaign urging all the banks in the state, which are not now members of the Association to join at once. He is also following up all the new banks and asking them to send in their application for membership just as soon as they have secured a charter for their institution. On June 1, 1917, there were only eighty-one banks which were not members and since that time twelve banks have joined. At this rate, it will not be long before Mr. Warner will have an association with a 100% membership, which will indeed be a record of which to be proud.

\$ \$ \$

**The National Bank of Commerce**, New York, during the Liberty Bond campaign, had a big sign painted across its building, which said, "Be the man, behind the man, behind the gun—Buy a Liberty Bond."

\$ \$ \$

**F. C. Waples**, secretary of the American Mortgage & Securities Company, of Manchester, Iowa, is president of the new bank organized at Castana, Iowa, and known as the Farmers Trust & Savings Bank. The bank will have a capital of \$20,000 and will commence business January 1st.

\$ \$ \$

**W. H. Taft** was in Des Moines recently to deliver an address. During his stay in the city, E. T. Meredith called a special conference of bankers and business men to complete the organization of the Iowa chapter of the League to Enforce Peace after the war. H. L. Tinley was appointed chairman of resolutions committee. Other bankers who assisted him and were in attendance at the conference were: Parley Shel-

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Each of these departments is a thoroughly organized unit, yet all are available to you within one institution. We invite your inquiries as to how this service will meet *your* requirements.

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Resources more than - - \$600,000,000

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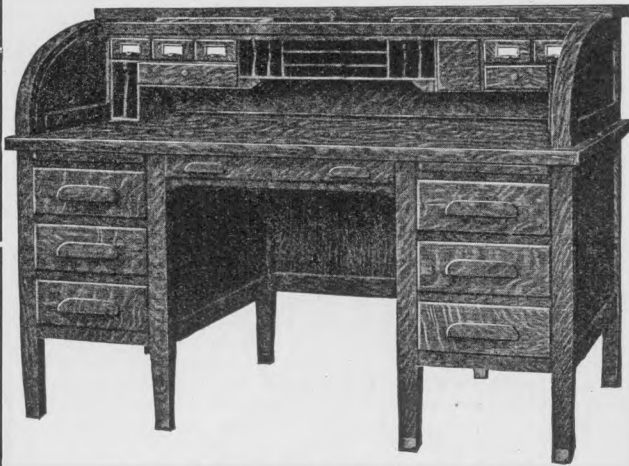
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don, E. L. Johnson, M. B. Hutchinson, John Cavanaugh, James R. Hanna, Senator B. B. Winfield, and Frank Warner.

\$ \$ \$

The American Trade Acceptance Council held its first meeting recently at New York. This organization was an outgrowth of the meeting of the United States Chamber of Commerce, which held its convention at Atlantic City. The council was organized to assist in handling the war business of the United States and it will represent the American Bankers Association, the National Credit Men's Association, and the United States Chamber of Commerce. At the meeting in New York Jerome Thralls was made secretary. The A. B. A. is urging the state associations to appoint three banker members in each state to assist in the work of the council. The members appointed from Iowa are Simon Casady, of Des Moines, chairman; A. F. Dawson, of Davenport, and J. B. Harsh, of Creston.

\$ \$ \$

Leo E. Stevens, vice president of the Iowa Loan and Trust Company, recently celebrated his thirtieth anniversary in the banking business. Mr. Stevens started as a messenger boy in the First National Bank at Ottumwa, at the princely salary of \$12 a month.

\$ \$ \$

A. F. Balch, president of the Marshalltown State Bank, Marshalltown, Iowa, attended the big convention at Atlantic City. He came with his daughter who is attending school in the East. After the convention Mr. Balch returned home by the way of Montreal.

\$ \$ \$

Joe Chapman, vice president of the Northwestern National Bank, Minneapolis, is being urged by many of his banker friends to be a candidate for president of the A. B. A. a year from now. Mr. Chapman had this honor coming to him about the time of the Boston convention, but withdrew actively from the race because it was desired at that time that he give all of his effort to the affairs of the Northwestern National.

\$ \$ \$

Referring to Our New Army, here is a special dispatch sent to us by one of our subscribers. Iky, have you a son in the army? Yes. Did he get a commission? No, just a straight salary.

\$ \$ \$

Charles E. Walters & Company furnished a special "live wire" luncheon to all of their friends who attended the Nebraska Bankers Convention. This was

# Fort Dearborn National Bank

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United States Depository

CAPITAL AND SURPLUS \$4,000,000

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WM. W. LE GROS, Ass't CASHIER  
CHARLES L. BOYE, Ass't CASHIER  
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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.



served in a special dining room at the Hotel Fontenelle.

\$ \$ \$

**William E. Cable, Jr.**, was recently appointed an additional assistant cashier of the Hanover National Bank, of New York. This action was taken by the board of directors of the bank, in order to more adequately care for the constantly increasing business, which this institution is handling. The capital of the Hanover National Bank is \$3,000,000 and the capital and surplus \$16,500,000.

\$ \$ \$

**Emil Webbles**, cashier of the Muscatine State Bank, Muscatine, Iowa, was honored recently by being elected treasurer of the Associated Advertising Clubs of Iowa, when they held their convention in that city. The association is composed of all of the advertising clubs of Iowa and has done a great deal of good constructive work, to better advertising conditions in this state.

\$ \$ \$

**Geo. E. Allen**, the father of the American Institute of Banking, has written a very striking paragraph which he calls the "American Eagle." It is as follows: "The American Eagle is not an altogether lovable bird. It is no nightingale—it sings no sweet songs of sentiment. It is no peacock; it never struts nor spreads its tail. It is no dove, although it stands for peace wherever peace is possible. But the American Eagle can fly higher, fly straighter, fly stronger, and fly longer than any other bird in the world! And when its cold and calculating eyes look through the souls of men and the diplomacy of nations, when its fierce beak and ugly claws become set in righteous determination, and when it begins to flap its majestic wings, then let all buzzards, wolves and reptiles BEWARE—for the American Eagle means business."

\$ \$ \$

**P. W. Hall**, special representative of the Mechanics & Metals National Bank, of New York, has been appointed auditor of the war fund in Iowa of the American Red Cross Finance Committee. Mr. Hall will devote a part of his time and the use of his office in Des Moines during the next few weeks to this work. He has secured, however, extra clerks to assist him in order that his work with the bank will not in any way be neglected. In the big June drive of this year over \$1,500,000 was subscribed in Iowa for the Red

## ARTHUR C. HANGER

Jeweler and Optometrist

High class articles and excellent service have been the secret of our success. We shall be especially pleased to assist any bankers in making their selection of Christmas gifts.

526 East Locust St. Des Moines, 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.

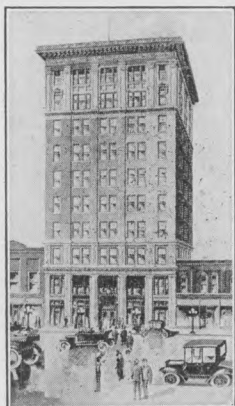
JOHN A. LYNCH, - President	OSCAR H. SWAN, - Cashier
WILLIAM T. FENTON, 1st Vice-Pres.	WM. B. LAVINIA, Assistant Cashier
ROBT. M. McKINNEY, 2nd Vice-Pres.	THOS. D. ALLIN, Assistant Cashier
JAMES M. HURST, 3rd Vice-Pres.	LOUIS J. MEAHL, Assistant Cashier
W. C. FREEMAN, Assistant Cashier	

## 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

The oldest bank in Blackhawk county solicits your business. Behind this bank lie sixty-one years of sound, progressive banking and the benefit of this experience is open to all banks.

Interest paid on balances.

Write for terms.

### OFFICERS

J. E. SEDGWICK, President  
C. E. PICKETT, Vice President  
C. L. KINGSLEY, Vice President

J. O. TRUMBAUER, Vice President  
IRA RODAMAR, Cashier  
FRED H. WRAY, Assistant Cashier

1857



1917

Statement of Condition at Commencement of Business, Sept. 12, 1917

RESOURCES.

Loans and Discounts.....	\$ 57,953,826.07
Customers' Liability under Letters of Credit.....	3,983,854.26
United States Bonds.....	1,175,800.00
Other Bonds and Mortgages.....	10,873,013.96
Stock in Federal Reserve Bank.....	330,000.00
Cash and Due from Federal Reserve Bank.....	\$11,242,024.32
Due from Other Banks and Bankers.....	16,450,899.72
Checks for Clearing House.....	2,024,323.32
	<b>29,717,247.36</b>

LIABILITIES.

Capital.....	\$ 3,000,000.00
Surplus.....	8,000,000.00
Undivided Profits.....	910,787.88
Reserved for Accrued Interest and Taxes.....	317,740.24
Liability under Letters of Credit.....	3,983,854.26
Deposits.....	87,826,359.27
	<b>\$104,038,741.65</b>

- ORSON SMITH.....Chairman of the Board
  - EDMUND D. HULBERT.....President
  - FRANK G. NELSON.....Vice President
  - JOHN E. BLUNT, JR.....Vice President
  - C. E. ESTES.....Vice President
  - F. W. THOMPSON.....Vice President
  - H. G. P. DEANS.....Vice President
  - P. C. PETERSON.....Cashier
  - JOHN J. GEDDES.....Assistant Cashier
  - F. E. LOOMIS.....Assistant Cashier
  - LEON L. LOEHR.....Secretary and Trust Officer
  - A. LEONARD JOHNSON.....Assistant Secretary
  - G. F. HARDIE.....Manager Bond Department
- 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.

Cross War Fund. Most of this money has been deposited with local banks and Mr. Hall's work is to see that this money is properly forwarded to W. G. McAdoo, treasurer, for use in the Red Cross work.

\$ \$ \$

The National City Bank, of Chicago, placed a huge thermometer on their building at the southeast corner of Dearborn and Monroe streets. This thermometer registered subscriptions to the second Liberty Loan, for Chicago. Long before the close of the campaign the indicator went "over the top."

E. D. HUXFORD ELECTED PRESIDENT.

At the American Bankers Association Convention held recently at Atlantic City, New Jersey, E. D. Huxford, the live wire president of the Cherokee State



E. D. HUXFORD  
 President Cherokee State Bank, Cherokee, Iowa, and President State Bank Section A. B. A.

Bank, of Cherokee, Iowa, was elected president of the State Bank Section of the A. B. A.

Mr. Huxford, who was born in Michigan, received his education at Northwestern University, and after serving a short apprenticeship in banking in Chicago, organized the Cherokee State Bank in 1888. In 1900 he became president of the Iowa Bankers Association and ever since his highest ambition has been to see how well he could manage a small country bank, with the result that under his care the institution he organized has never failed to earn and pay regular annual dividends.

Incidentally Mr. Huxford is interested in better farming, short courses, better roads, and community uplifting. On the side he says he is "a bum golfer but a good loser."



**MADE TO ORDER**

## The Spirit of Service

is the predominant keynote of our business.

We tailor clothes to your individual requirements.

They are stylish.

They are made to fit.

We guard your interests and suit your personality.

We are anxious to convince you of our superiority in Tailoring Service.

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

## Do You Know

how your income and property are to be taxed under the new Federal War Revenue Bill? The Metropolitan Trust Company has published a handsome pocket edition of the complete War Revenue Bill. It is printed on thin India paper and carefully indexed, so that those clauses which affect you can easily be found. We shall be glad to send you a copy upon request. Write to Dept. L for this War Tax Booklet.

**Metropolitan Trust Company**  
 of the City of New York  
 60 Wall Street

Estab shed

1868



**Capital and Surplus**

**\$1,750,000.00**

**YOUR COMMUNITY SHOULD PRODUCE  
 MORE LIVE STOCK**

A Patriotic Duty—and a matter  
 of good business.

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

# Legal Opinions and Decisions

## Making Wills and Giving Advice.

One of the most hazardous practices of bankers is that of drawing the wills of customers. This is frequently done to save the customer the expense of consulting an attorney, and usually the bank or its cashier is named the executor of the will.

This fact alone might indicate undue influence having been brought upon the testator, although such was not likely to be the case.

Bankers should realize that drawing a will is one of the most technical of legal procedures. A great many men, and particularly bank cashiers, seem to think that because they have a little knowledge of business law, or perhaps have served as county clerk or in some similar capacity, that they are capable to draw, correct legal wills. In assuming this they are flattering themselves at the risk of considerable injury to their customers. Drawing a will so that it will hold, is not an easy matter for an experienced attorney, particularly if there are trusts to be established by the terms of the will. It requires careful and expert knowledge of law, to so draw a will that its various clauses will not conflict with each other or with the law of the state.

The common custom of bankers to advise their customers legally and to draw wills, and other documents has caused more trouble, created more lawsuits, and lost the banks more business than any other one thing in the practice of banking. When, by reason of a mistake, or error in advising or drawing up a document, a person loses a considerable sum of money he is not apt to feel kindly toward the banker, whose advice or legal knowledge was the fault. As a matter of fact lawyers are perfectly willing to let the bankers draw the wills of the community, and give legal advice thereto, even though they lose a temporary fee thereby, because in the long run the bankers' mistakes bring the lawyers more business and the bank has to suffer.

It is common especially in small country towns to hear it said that such and such a banker or cashier know as much law as a lawyer. Do not deceive your-

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.

selves, bankers, even though you may deceive the public as to your knowledge of law. And do not undertake especially the drawing of wills without securing competent legal advice. For instance, many people are under the impression that if they write a letter and place it with a will that they can alter the provisions of the will thereby.

But this is not so. A change in a will in order to be legal must be witnessed in just as formal a manner as the will itself.

Too much attention cannot be given to the formalities attending the signing of a will, and its acknowledgment before witnesses. The testator must declare the instrument witnessed to be his last will and the witnesses must sign it in his presence, and should sign it in the presence of each other. It should also be understood that where property is to be put in trust, that the limitation of the power of appointment is for a life or lives in being and twenty-one years thereafter.

When a will is simple, a banker, not an attorney may be able to draw one without bungling it, or making an error. But remember if he does make an error and it is not discovered until the will is probated, that it is incurable, and that it will lose friends and customers for the bank.

There are many questions constantly arising with reference to wills. Can a man leave all his property to a church or lodge? Can he leave it to his wife on the condition that she remains unmarried? Can he leave it to one of his children on the condition that the child does not marry a certain party? How many witnesses does the law of the state require? These are samples of some of the questions that arise frequently in connection with wills. Why is it that a banker, who has had no legal education, even though he is a good business man, will think he is capable to draw wills for himself and for his customers, when it is hard to find a lawyer sufficiently scholarly and accurate enough to be entrusted with so delicate a task.

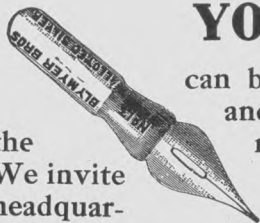
### Consideration.

Elias owed Scott \$500.00, which Scott has been try-

## 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



## **6% FIRST MORTGAGE REAL ESTATE TEN YEAR BONDS**

These bonds are secured by the choicest improved individual properties located in prosperous middle west cities and towns. Send for descriptive booklet and copy of our "Bond Investors' Magazine."

### **Address**

**Bankers Realty Investment Company**  
**OMAHA, NEBRASKA**

## **What Do You Know About Retailing?**

Some of your best customers are Retail Merchants. Their problems are yours. To counsel wisely requires not only a knowledge of their business, but of their way of *doing* business. Send today for free copy of the

### **Brenard Blue Book**

Find out why only eight out of ten of your merchant customers make a success of their business. Get the facts about overbuying and competition.

Learn something of the Economics of Retailing—the right way to figure profits, fix prices and estimate turnovers—things that scarcely 50% of the merchants in business really understand.

**FREE** Sent without cost or obligation to any banker who will ask for it. Write today. Address,

**Brenard Company, Iowa City, Ia.**

**FRANCIS ASBURY ROBINSON**  
M.A.S.L.A.  
LANDSCAPE ARCHITECT  
803 HUBBELL BLDG. - DES MOINES, IA

DESIGN - PRIVATE ESTATES - FARMSTEADS - SCHOOLS  
INSTITUTIONS - CEMETERIES - LAND SUBDIVISIONS  
FAIR - ATHLETIC GROUNDS - GOLF LINKS - AND ALL  
THE DETAILS OF TOWN AND CITY PLANNING



## The Darwin Company

Designers of Interiors

With the advent of Fall there are new homes to furnish, and old rejuvenated. With their extraordinary and diversified exhibits of new furniture—rugs—draperies and wall hangings—THE DARWIN STUDIOS—are attractions to make a visit profitably interesting.

We also have an organization skilled in the decorating and furnishing of Banks.

**Complete Interior Decorative Schemes  
Furnished on Request**

Des Moines Club Building Eighth and Locust Sts.  
Des Moines

ing to collect for two years. Finally Elias offered to pay \$450.00 in full. Scott replied that he was willing to make the discount of \$50.00, but at the particular time needed the entire \$500.00. He proposed that Elias pay the whole \$500.00 and that Scott would give him in return a thirty-day note for \$50.00. Elias agreed to this proposition, paying the \$500.00 and receiving the note for \$50.00. When the note was due Scott refused to pay on the ground that there was no consideration.

The negotiable instruments law states that value is any consideration sufficient to support a similar contract. The giving up of any right or the doing of any act which a person is bound to do constitutes sufficient consideration to support a contract. The promise of payment of part of an obligation is no consideration for promise to release the balance in this case. Therefore, there was no valuable consideration for the note of \$50.00, and Elias cannot recover same.

### Receiving Deposits.

The Farmers Bank agreed to loan one Talbot the sum of \$1,000 and took his note for that amount payable in ninety days, and gave him credit on open account for \$1,000. Before Talbot has drawn any check against this account the bank was put in bankruptcy. Does Talbot have to pay the account in full, when the bank itself will not pay over fifty cents on the dollar to depositors.

Answer—In this case there was a credit entered in favor of Talbot by virtue of his note. Its assets depend on the depositor's liability. Like all the other assets it belongs to all the creditors equally. Talbot cannot cancel it to settle his claim but must pay it to the trustees for the benefit of all the creditors equally and receive his share of the asset when distributed. See Volume 17, Wallace U. S. Reports, page 109.

### HOW TO HOLD BUSINESS AFTER THE WAR. (Continued from page 9.)

the line are good, but like American machinery—a little rough. Close attention is not given to detail and finish. In normal times, even at lower prices, such goods do not go as against the finer foreign outputs. We must improve our manufactures by intense application to this feature, and by employing foreign expert workmen to teach our men. The salesman is not getting a square deal if his firm's goods are inferior.

It is perfectly possible that we shall not have the

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



Check being torn out of Pocket Check Book.

# One New Bank

[Name on Request]

SECURED OVER  
30% OF ITS DE-  
POSITORS BE-  
CAUSE THEY  
OFFERED THEM

## PROTECTU CHECKS

Securing new accounts is always a problem with every bank and the use of Protectu Checks will help you secure many new customers and will be appreciated by your present patrons.

Protectu Checks are not a novelty but a tried and tested check—a better check than any now used because they give adequate protection.

Protectu Checks have been passed on by the best bankers and business men in the country. Why not then encourage and help in the installation of this improvement in bank service, rather than remain passive. This is a progressive age, the prize goes to the leader, why not have your bank get the credit of installing this improvement in service in your city. Much of the advertising value is lost to the bank that comes in later.

**AMERICAN  
LITHOGRAPHING  
AND PRINTING  
COMPANY**

**THE  
PROTECTU  
CHECK SYSTEM**

CHECK PROTECTION WITHOUT MACHINES

**DES MOINES, IOWA**

PATENTED BY PROTECTU CHECK CO., DES MOINES—CAPITAL \$150,000.00

**I**N THE upbuilding of a chain of modern hotel buildings and of an organization which will make these fine structures and their equipment render service to the entire Middle West in a most comprehensive manner, the North American Hotel Company is undertaking a work, the importance of which is to be estimated only by those familiar with the urgent need in this section for this very sort of thing.

Any business man who is interested in the growth and expansion of the Middle West in a business way will, we feel, be interested in this company and the big work it has undertaken.

Inquiries invited, address

## North American Hotel Company



General Offices  
214 South 17 Street  
OMAHA, NEBRASKA

great depression following the close of the war which is predicted by some. August, 1914, and the months closely following the beginning of the war, were filled with gloomy predictions of what would happen to the United States. These predicted things really began to happen until enormous munition buying and other export buying took place. These had not been foreseen. Nor had the vast scope of the war and its insatiable consumption of funds, making necessary the shifting of the financial center to this country. Instead of bringing disaster, the war brought prosperity.

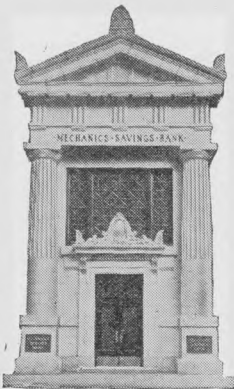
The shock of plunging into an uncertainty such as peace will bring, must have its effect. How long this effect will last no one can predict. But after that, it is possible, that the same factor which made the predictions of 1914 turn out untrue (the enormity of the war), will change the expected result; in other words, may not the vast destruction which has taken place, accompanied by a drastic drain of materials, as rehabilitation is undertaken, call for supplies and manu-



ON THE BOARD WALK

Yes, everybody carried a cane on the Board Walk at Atlantic City during the A. B. A. convention. From left to right these three bankers are: Tom Watts, cashier Citizens Bank, Grand Junction, Iowa; J. J. Jamieson, cashier First National Bank, Shullsburg, Wisconsin, and L. L. Hobbs, assistant cashier Live Stock Exchange National Bank, Chicago.

- OFFICERS**  
G. E. MacKINNON  
President  
H. F. GROSS  
Vice President  
H. F. SCHOEN  
Cashier  
N. B. SCOLES  
Asst. Cashier  
L. J. O'FLAHERTY  
Asst. Cashier  
HARPER GORDON  
Asst. Cashier



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

## Individual Attention

To each account has been chiefly responsible for our rapid growth.

Country bankers who would appreciate personal consideration of this kind are invited to write or call and see us. Our complete organization and favorable connections assure thoroughly satisfactory service.

Capital . . . \$100,000.00  
Surplus . . . \$49,000.00  
Deposits . . . \$1,000,000.00

## The Mechanics Savings Bank

319 Fifth Street  
DES MOINES

factures from the United States to such an extent as to offset the loss of war demands.

In any event, the period of ebb tide, whether long or short, and whether its effects will be serious or only temporary, will call for the best that is in the business brains and the business forces of the United States.

That will be the time when you men, without whom supply cannot be connected up with demand; you who play so important a part in the campaign of business that when you fall back the whole battle line recedes with you—that will be the time when you, sharing heavily in the responsibilities of perhaps the most crucial period in American business history, can I am sure, be confidently depended upon, through your energy, your studious application, your unyielding persistence, to carve the way to victory.



# First Joint Stock Land Bank

CHICAGO

DES MOINES

**CAPITAL \$250,000.00**

**GUY HUSTON, President**

In charge of Illinois Loans  
Continental Commercial Bank Bldg.  
CHICAGO

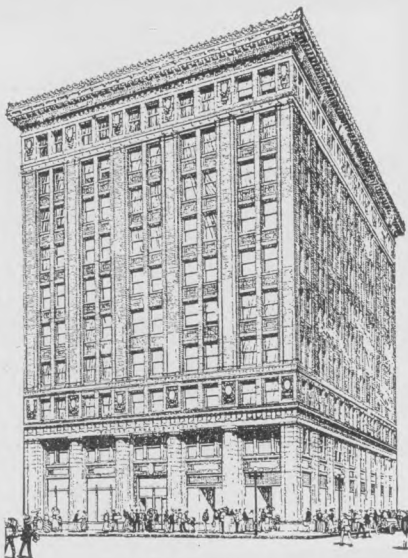
**O. F. SCHEE, Vice President**

In charge of Iowa Loans  
Valley National Bank Building  
DES MOINES

**Organized and Doing Business Under the Federal Farm Loan Act**

We expect to handle your farm loans so promptly and satisfactorily that we will soon become a large factor in the farm loan field of the corn belt. We want every banker to become familiar with our methods, knowing that relations, once established, will be of mutual benefit and profit.

Our loans never fall due all at once. A payment of interest and \$10 per thousand annually on principal liquidates the loan.



Iowa Offices  
Second Floor, Valley National Bank Bldg.  
Des Moines

The amortization plan will be used exclusively—other than that it is but a matter of a simple, long-term farm mortgage on very liberal terms. There is no more bother—or red tape—in making these loans than there is in obtaining a loan from any careful investor. The borrower is not tying up himself or his farm for that length of time, he is given the option of payment of any or all of the principal on any interest date after five years.

Correspondence looking to the negotiating of such loans is invited by this bank. Its officers and directors—some of whom own and operate large farms in the corn belt—are men experienced in country banking and farm loan business. They know your needs and the needs of the farmer and are able and willing to supply them. Any banker knows the advantages to his bank in being able to take the credit of financing his community. Every time a customer has to go elsewhere for a loan the banker loses a chance to strengthen the standing of his bank in the community.

**OLD PLAN**

Interest on \$10,000 at 5½ per cent for 35 years.....	\$19,250.00
Principal still unpaid.....	10,000.00
Total .....	<u>\$29,250.00</u>

**OUR NEW PLAN**

Sixty-eight payments of \$325 and one payment of \$324.20 .....	<u>\$22,424.20</u>
You save.....	\$ 6,825.80

Bankers write us for our special proposition to represent us in your vicinity. It means real money to you.

# Education Through Advertising

By Guy W. Cooke

When the work of the whole world is war, it would be futile to talk of bank advertising did not finance play so important a part in the destiny of nations, and publicity so important a part in finance. I therefore appreciate this opportunity to appear as an advertisement for advertising and to present briefly the aims of the Financial Advertisers' Association.

Two years ago our organization was only an ideal, a hope. Today it is a section of the Associated Advertising Clubs of the World, with a comparatively small but truly national membership, increasing rapidly as the scope and the aims of the association become better known.

Its standards of practice are:

1. To encourage clean and efficient advertising.
2. To discourage the publication by newspapers and periodicals of financial advertising that does not measure up to the highest standards.
3. To develop among financial institutions mutual points of contact which will tend to improve their advertising, so that this betterment will become permanent and nation-wide.
4. To encourage by advertising the investment through reputable financial institutions of the surplus moneys of the American people.
5. To discourage unreliable and unsafe investments.
6. To make financial institutions realize the value of advertising and by co-operation determine the most effective means of building business through advertising in the various departments of a modern financial institution.

Some good constructive work has been done. The proceedings of two conventions, one in Philadelphia,

Every progressive banker knows the value and power of advertising rightly applied. How bankers can carry on a campaign of advertising, which will be educational in character is the essence of this article by Guy W. Cooke, Advertising Manager of the First National Bank, of Chicago, and president of the Financial Advertisers' Association. Banking service and banking methods should be advertised to the people of the country is the opinion of Mr. Cooke, if the public is to be properly educated as to financial affairs, and the banks are to secure the greatest amount of business.

and the other in St. Louis, constitute year books on financial advertising equal to any textbook on the subject. The exhibit of advertising at the St. Louis meeting was so generally approved that it was placed on display at the A. B. A. convention at Atlantic City last month. A monthly bulletin of live, up-to-the-minute advertising ideas is published and at intervals a portfolio of the best copy booklets and other specimens is mailed each member. Constructive criticism of members' plans and copy is made when requested.

Through the vigilance committee of the Associated Advertising Clubs three big motor stock promotions have been barred from the mails; the officials of two are under indictment. Action has been instituted against a number of oil and rubber stock promotions, and the promoters of at least one mining stock, whose prospect existed only on paper, are governmental guests for an indeterminate period. These leeches on the body financial extract a known toll of more than fifty million dollars annually, and

"The man who can successfully manage a bank is fully competent to place it in its true relation to the public. The prime requisite is that publicity be considered seriously, that it be given the same study, time and care that other major functions of the business receive. Ability must be transformed by determination into achievement. The great searchlight of publicity is the banker's present profit and future protection. The time is ripe, the stage is set, the picture is upon the screen, valuing reputation above all things the last flash is the immortal words of Hamlet: 'Report me and my cause aright to the unsatisfied.'"

probably as much more that is never recorded. Nearly all of the metropolitan newspapers, recognizing their responsibility to readers, have put a censorship upon advertising columns that is making the road of the get-rich-quick gentry exceedingly rough.

Magazines of national circulation are even more strict and both classes of publications in many instances expose the impostor in news and editorial columns, in addition to printing critical analyses of standard securities and those of legitimate though speculative nature. Let me take a moment to emphasize the value of this work. The man fleeced by get-rich-quick schemers is not only lost as an investor in legitimate

## SECURITY NATIONAL BANK

SIoux CITY, IOWA

Capital and Surplus \$500,000

T. A. BLACK, Vice-President

W. P. MANLEY, President

C. G. CUMMINS, Ass't Cashier

C. W. BRITTON, Cashier

L. R. MANLEY, Ass't Cashier

The Best of Service in Handling Collections and Accounts of Banks

Founded 1884

securities, but frequently judges all investments by his unhappy experience, ruling against banks and bankers as plutocratic despoilers of the poor. Is it not high time the banker answers that eternal question: "Am I my brother's keeper?"

Both ethics and precedent require that in any talk on bank advertising reference be made to the change in the attitude of bankers and the improvement in their publicty. I have always followed the formula.

The advent of advertising as a business force is comparatively recent and men of finance, by vocation and training conservative to a degree, were among the last to recognize this force as applicable to their business. Within the memory of bankers still active any direct invitation to do business was looked upon with a feeling almost akin to horror. New business came, if at all, hat in hand. Proffered accounts were accepted as a favor to the depositor. That the relation was one of mutual interest and advantage seemed lost in the impressive dignity with which the banker surrounded himself.

Whether the change came from within or whether the marvelous growth of the country and the development of business generally superinduced, it matters little. New men, new brain, new competition created new conditions.

Banks began to advertise. A card was inserted in the newspapers. It presented the name of the bank, its capital, surplus and a list of officers; perhaps the line, "a general banking business transacted." There is little need to enlarge upon this style; it is still too frequent. Impressive only by size and reiteration, it creates about as much action or desire for further information, as an epitaph.

In the exception lies the proof. Most (Continued on page 60.)

She joined <sup>862</sup>  
our  
**CHRISTMAS  
BANKING  
CLUB**  
with  
**5¢**  
next  
Xmas  
she will  
have  
**\$63.75**

You can still  
join;  
**Come In**



Our Christmas Banking Club is for everyone; girls and women, men and boys, the children and the baby.  
You can start with 10 cents, 5 cents, 2 cents, or 1 cent and increase your deposit the same amount each week.

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

You can begin with the largest payment first and decrease your payments each week.  
We also have clubs where you pay in 50 cents, \$1.00 or \$5.00 weekly and in 50 weeks have \$25.00, \$50.00 or \$250.00.  
Join yourself and have every member of your family do so, too.  
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)*

**Look at** As a Distributing Center Chicago Is in a Class by Itself  
**the Map** **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

# Insurance is Future Preparedness

By T. Williams

There is at least one kind of preparedness to which no rational person can object. This is disclosed in the great development of life insurance, which has come to be so important a feature of our American social system. Millions of men and women in this country are carrying insurance on their lives. Today over 9,000,000 regular, more than 31,000,000 industrial and nearly 5,000,000 fraternal policies are in force. Although in many instances individuals may hold more than one policy, the figures indicate that the number of persons directly interested in life insurance in the United States is more than double the combined armies of the warring nations of Europe. The amount of insurance in force is simply colossal. The legal reserve companies have issued policies totaling \$17,425,000,000 of which \$3,544,000,000 is endowment insurance; the aggregate of industrial insurance is estimated at over \$4,000,000,000, and fraternal insurance lifts the grand total to \$25,000,000,000. During the past fifty years companies reporting to the New York State Insurance Department have received in premiums \$11,452,000,000, have paid to policyholders \$7,103,000,000, and they have now on hand as reserves \$4,011,000,000.

Why do so many people insure their lives and why is life insurance steadily growing more popular? It is because the public is becoming educated to a more thorough appreciation of the value and need of such an institution. The beneficial nature of the scheme which in consideration of a moderate yearly payment provides after one's death a fund—often sorely needed—for one's family or other dependents appeals to every one who can be induced to think on the subject. But numerous as are the patrons of the insurance companies and rapidly as they are growing in numbers, the insured still form but a small percentage of those who should become insured.

More bankers are today directly or indirectly assisting in the selling of insurance than ever before, because they realize that it means real protection for the man who may be extended considerable credit today. In this interesting article a general survey of the vast amount of insurance business being carried on in this country is portrayed in a striking manner.

"Today over 9,000,000 regular, more than 31,000,000 industrial and nearly 5,000,000 fraternal policies are in force. Although in many instances individuals may hold more than one policy, the figures indicate that the number of persons directly interested in life insurance in the United States is more than double the combined armies of the warring nations of Europe. The amount of insurance in force is simply colossal."

Those who avail themselves of the life insurance scheme do so to meet a variety of conditions. The young man, not yet well to do, who wishes to provide for his wife and possibly children should he pass away, finds in a straight life policy that which his purse can afford. The man for whom saving is difficult discovers an incentive to thrift in an endowment policy running from ten to twenty years and at the end of its period yielding a lump sum. He who has no one dependent on him, and who desires

to safeguard only his own future, may buy an annuity of \$100 or more and may repeat this process from time to time until he is assured of an income sufficient for his declining years. The annuity is not at present so highly esteemed in America as it is abroad, where it is very much in vogue, but it is gradually gaining favor in this part of

the world.

Then there is the kind of insurance called "commercial life risks," which signifies insuring one's life for the benefit of the firm or enterprise with which one may be connected. The insured may thus protect a business against some of the loss that his death might cause it. Another species of insurance is "group insurance," whereby a company, as a matter of welfare work, secures a blanket policy covering all its employees. Usually the amount payable at death is one year's wages. Since the enactment of workmen's compensation laws in many states employers are being insured against liability for the injury or death of workmen. Insurance against accident also is a notable phase of the business. Such insurance is comparatively cheap and hosts avail themselves of it. Certain companies provide policies combining health, life and accident insurance.

Owing to competition and improved methods of conducting business, the leading companies are providing

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.

life insurance at very reasonable cost. In the old-line companies the premium is calculated with great accuracy and no more is charged than is adequate to fully protect the policyholder. The rate once fixed does not change during the period of the policy. Two kinds of policies may here be noted, one which participates in dividends, while the other does not. The nonparticipating is the cheaper, but the participating often has greater advantages. The cost of a policy at the standard age of 35 years averages about \$30 per \$1,000 of ordinary life and endowment insurance. It is advisable to take out insurance at an early age, when the premium is low, because eventually dividends may pay the entire premium and yield a yearly surplus.

Besides the old-line level premium insurance companies, there are the assessment organizations. The former are the more reliable and attractive. The assessment plan has in most instances been based on a wrong principle. Devised to furnish cheap insurance, it starts out with very low premium rates, but as the members grow older the death list swells rapidly and unless the assessments are increased, the company or society is unable to meet its obligations. Usually the increased assessments become exorbitant and the organization is threatened with collapse, because it is deserted by many policyholders. The past is strewn with the wrecks of assessment associations. Only when assessment rates are sufficiently high to amount virtually to old-line rates and to provide an ample reserve do such organizations survive.

One of the remarkable activities in which the modern life insurance company engages is welfare work among its policyholders. This includes the supplying of literature on sanitation and hygiene, periodical medical examinations, medical attendance and nursing in time of sickness. It is to the interest of an insurance company to have its policyholders healthful and long lived, and the companies find this sort of care for their patrons profitable to themselves. Nevertheless this enlightened selfishness is of high advantage to the community.

The insurance business has also a purely financial aspect, which is beneficial to the community in general. It not only safeguards the home, but it also furthers the big enterprises of the country. The insurance companies perform a function which in some respects is akin to banking. Receiving as they do in the shape of premiums the savings of vast numbers of people, they accumulate funds which in the total are exceedingly large. Like the banks they accumulate money which must be put to use, and they are seeking safe and profitable investment for it. They finance many

Iowa's Leading Liability Insurance Company

## Iowa Mutual Liability Insurance Company

CEDAR RAPIDS, IOWA

Automobile Public Liability (Personal Injuries)  
Automobile Property Damage Liability and Collision  
Workmen's Compensation Liability  
General, Public, Teams and Elevator Liability Insurance

Lowest Rates

Service Best

Iowa's Leading Automobile Insurance Company

## Iowa Automobile Mutual Insurance Company

CEDAR RAPIDS, IOWA

Automobile Fire, Lightning, Theft, Tornado and Collision Insurance

Broadest Full Floater Policies

Lowest Rates, Service Best

Agents wanted. Address inquiries

C. J. DUNCAN, Vice President and General Manager  
Insurance Bldg., 522 Second Ave. East  
Cedar Rapids, Iowa



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



**Capital \$500,000.00**

**Full paid up and deposited with Iowa Insurance Department**

We are entering other states and open to propositions from agents desiring connection for Bonding and the Miscellaneous Casualty lines, particularly Automobile. Write

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

**WHY IOWA BANKERS**

find a connection with Western Life profitable and pleasant.

**Because:**

Satisfied Policyholders with Policies that are kept up boost 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 IOWA COMPANY FOR IOWA PEOPLE

*Western Life*  
**Insurance Company**  
OF DES MOINES, IOWA

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

projects that tend to build up the nation. Among the assets of the insurance companies are to be found railroad stocks and bonds, school and municipal bonds, mortgages on real estate, etc. On December 31, 1914, the insurance companies carried in their assets \$1,981,751,698 in bonds, \$82,552,532 in stocks and \$1,706,365,405 in real estate mortgages. These figures indicate that the companies play a potential part in fostering business and developing the country's resources. The vast reserves of the companies are in the nature of a trust fund for the benefit of policyholders. This fund is kept intact, is automatically increased as business increases, and is designed to meet all possible claims. The law safeguards the investment of the policyholders' money and the companies' affairs are under careful state supervision. Never were the large insurance companies of the United States more prosperous, better managed or more worthy of the confidence of the public.

**LIFE INSURANCE AND WAR.**

E. W. Hillweg, agency director of the Northwestern National Life Insurance Company, of Minneapolis, presents the following interesting ideas on life insurance and the war, in the company's agency magazine:

"When our country called upon approximately ten millions of the youth of the United States—young men between the ages of twenty-one and thirty-one years—to register for military and naval service, the seriousness and dangers of war were most forcibly brought to the attention of the entire population.

"Had all of the ten millions of young men who registered been accepted for service, and had we known that of that number eighty thousand would lose their lives within a year, would we not have been terribly shocked?"

"The American Experience Tables of Mortality show that the normal death rate for the ages stated is eight per thousand—eighty thousand per ten millions—every year, from so-called natural causes! And for older ages the death rate is still higher.

"In time of peace as well as in time of war, death exacts its toll, and an old-line policy is valuable property.

"All policies now issued by all life insurance companies contain war clauses; all policyholders whose policies were issued prior to the declaration of war by the United States should under no conditions allow them to lapse, as such policies are more valuable to their holders than ever before.

"The bills recently introduced in Congress, for con-

**Great Western Accident Insurance Company**

**DES MOINES, IOWA**

**Iowa's Largest and Strongest Health and Accident Company**

Statement December 31, 1916

**RESOURCES.**

Approved securities deposited with Insurance Department .....	\$252,711.50
Cash on deposit and in office .....	58,614.41
Interest accrued .....	7,230.97
Premiums in course of collection .....	26,773.94
<b>Total admitted assets .....</b>	<b>\$345,330.82</b>

**LIABILITIES.**

Reserve for reinsurance .....	\$121,407.22
Reserve for losses .....	26,321.28
Reserve for sundries .....	11,489.65
Surplus to policyholders, (including capital stock of \$100,000.00) .....	186,112.67
<b>Total .....</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.

sideration, recommend a rate of \$8 per \$1,000 of insurance for soldiers and sailors. The authors of these bills do not claim nor expect that a rate of \$8 per \$1,000 would be adequate to meet the losses; the government is asking for an appropriation of \$556,000,000 to meet the deficit, should the proposed measure be enacted. The deficiency would be made up by taxation upon all of the people, directly or indirectly.

"The government will say in substance to our soldiers and sailors, 'the life insurance companies cannot possibly insure you at peace rates in time of war, nor can they definitely ascertain a safe rate at which you could be written, as the experience tables upon which their rates are based do not cover a world's war; but if you will pay to the government a portion of the cost of the risk assumed upon your entering the service, it will collect the deficiency from the citizens of the United States.'

"It is not the intention of our representatives in Washington, who constitute the government, to have our government engage in the life insurance business, but as they realize the value and necessity of life insurance, and especially for those engaged in war service, they are endeavoring to work out a plan whereby the lives of all who are serving our country may be insured at low cost to the insured, and of collecting the deficiency from the people.

"How large this drain will be, no one can foretell, but no standard life insurance company could at their present rates assume any large number of war risks without great danger of becoming insolvent."

**MERCHANTS LIFE TO MOVE OFFICES.**

The Merchants Life Insurance Company, now lo-

1867 1917

**AGE STRENGTH  
STABILITY**

**50 Years of Best Service**

Make

**The Equitable Life**

**OF IOWA**

Safe and Dependable for Bankers and Their Customers

**HOME OFFICE** **DES MOINES, IOWA**

## Funds for Farm Loans



---

We buy farm mortgages from banks in Iowa, Minnesota, North and South Dakota towns of less than 2,000 population. For full information as to rates, terms and conditions address the Home Office.

---

## Scandia Life Insurance Company

30 North La Salle Street  
CHICAGO

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

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

## Special Service to Bankers

Our Mr. H. E. Jackson, general agent for Iowa, located at the home office of the company, Burlington, has had wonderful success in placing Life Insurance through local Bankers, and we guarantee satisfactory service. He knows how to help your banking business, besides helping you increase your personal income.

We have a full line of new Policy Contracts that are easily sold. **GET IN TOUCH WITH JACKSON.**

### Merchants Life Insurance Company

**Wm. A. Watts, President** **BURLINGTON, IOWA** **Assets \$2,500,000.00**

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.

**MR. COUNTRY BANKER**

How would YOU like to help US help YOU make some money?

We are putting out the best accident and health policy for farmers you ever saw. No assessments, no membership fee, no five-year notes—Just a clean, straight contract, backed up with a quarter of a million dollars in assets.

We can help you sell it. Ask us about it.

**Bankers Accident Insurance Co.**

Des Moines, Iowa

Capital \$100,000.00. Over a Million Dollars Paid in Iowa Claims.

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

cated at Burlington, has leased the thirteenth floor of the new Register and Tribune building for home office purposes, and expects soon to remove their headquarters to Des Moines.

A few months ago, the Merchants Life Insurance Company of Burlington, and the Preferred Life Insurance Company of Michigan were consolidated. The combination resulted in a strong company and makes larger quarters desirable. They have decided to remove their headquarters to Des Moines as this city is recognized as the insurance center and offers greater advantages and facilities for the transaction of their business.

As soon as the new Register and Tribune building can be completed, the Merchants Life Insurance Company will be permanently situated in their new location. It is expected that this will be about December 1st. The Merchants Life Insurance Company has \$60,000,000 of insurance in force and \$3,000,000 assets. The company has a paid-up capital stock of \$400,000.

The coming of the Merchants Life to Des Moines will add another strong insurance company to those already located in this city.

**IOWA STATE BANK ORGANIZED.**

The Iowa State Bank has taken over the business of the private Nichols Bank, of Atlantic, Iowa, which has been in operation for over twenty-two years. F. M. Nichols, who has been the active head, has had poor health and desired to be relieved of the many details. Claude F. Anderson will be cashier and have controlling interest in the bank. He was cashier for fifteen years and is still vice president of the State Savings

**Central Life  
Assurance Society**

Des Moines, Iowa

Only the best agents can secure contracts. Address

T. C. DENNY, Secretary  
Des Moines

Our record has been to double  
our volume every five  
year period

**"The Doubling Company"**



Bank, of Pacific Junction, Iowa. Later he was Iowa state bank examiner, and for the past two years, has been assistant cashier of the Live Stock National Bank, of Omaha.

The officers are: F. M. Nichols, president; Wm. M. Nichols, vice president; Ira N. Cheney, vice president; Claude F. Anderson, cashier, and O. R. Patrick, assistant cashier. Mr. Cheney is cashier of the Emerson State Bank, of Emerson, Iowa, and Mr. Patrick has been assistant cashier of the Glenwood State Bank for the past three years.

#### C. A. HINSCH ELECTED PRESIDENT A. B. A.

At the annual meeting of the American Bankers Convention, which convened recently at Atlantic City, the following officers were elected: Charles Arthur Hinsch, president of the Fifty-third National Bank, Cincinnati, Ohio, president; Robert Foster Maddox, president of the Atlanta National Bank, Atlanta, Ga., vice president. The Executive Council elected James D. Hoge, president of the Union Savings and Trust Company, of Seattle, Washington, treasurer and re-elected Fred E. Farnsworth, general secretary.

James B. Forgan, on behalf of the bankers of Chicago, invited the delegates to hold the next annual convention in Chicago, and upon motion of R. S. Hawes, of St. Louis, the convention voted to advise the Executive Council that Chicago would suit them for the 1918 convention.

About 3,000 were in attendance.

The new Gardiner, Iowa, bank opened up for business recently. J. R. Gardiner is president, Wm. S. Arthurs, vice president, and M. F. Parks, cashier.

THE POLICIES OF THE

## Des Moines Life and Annuity Company

DO MORE FOR THE MAN WHO PAYS THE  
PREMIUMS

1. They pay him a Life Income in case of Total Disability and in addition thereto pay the Full Face of the Policy to his estate at his death.

2. They pay him an Annuity, or Annual Income for Life, at age 65, when, according to the American Bankers Association, out of 100 young men starting at age 25, only 1 is rich, only 5 have any incomes, only 5 men have any earning capacity, while 54 are actually dependent, the other 35 having died.

3. They pay Double the Face of the Policy if the death of the Insured is caused by Any Accident. In July, 1917, 52 Iowa people were killed by automobile accidents alone and 662 injured.

Over 125 Iowa Bankers are actively interested in the Company.

An Agency Contract is Worth While.

## IOWA NATIONAL FIRE INS. CO.

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

JOHN L. BLEAKLY, President

F. L. MINER,  
Vice Pres.

C. S. VANCE,  
2nd Vice Pres.

C. M. SPENCER,  
Secretary

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 Pro-  
tecting IOWA CREDIT with IOWA INSURANCE

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

H. P. ROSSER,  
Supt. of Agents

## The Character Company

**FIRST** in service to policyholders.

**FIRST** Iowa Company issuing policies providing both Disability and Double Indemnity Benefits.

**FIRST** company in entire West giving free health tests to all policyholders, regardless of where located or amount of insurance carried.

**FIRST** in amount regular business written for same period.

**FIRST** in per cent of surplus, having more than \$700.00 in prime assets for each \$100.00 in liabilities.

**FIRST** in service to bankers who co-operate. We employ none but clean, high-class salesmen who can close prospects. A contract with NATIONAL FIDELITY is a proven asset to bankers. If you have no contract, write at once for our plan.

## National Fidelity Life Insurance Co. of Iowa

Sioux City, U. S. A.

RALPH H. RICE, President

# Securities, Bonds and Mortgages

By Frank M. Huston

There is nothing that develops an individual or a country like adversity. Terrible as it may seem, this war and the participation of the United

States in it as a belligerent will not be without its compensating value. It was the tremendous indemnity exacted from France by Germany in the Franco-Prussian war that stimulated thrift and made that France one of the greatest investment countries in the world. Possibly France could have developed thrift without such a drastic development as the Franco-Prussian war and the indemnity which it called for, but would she have developed this thrift, without the incentive which France's national crisis furnished?

In the United States it was frequently remarked, prior to the European war, and in the days of our neutrality, that we were not only becoming an extravagant nation but so lavish with our money and credit as to cause students of events to wonder where our extravagance would end. Then came the answer through this nation becoming involved in the war. The needs of our government now are so great as to exact from every individual the duty of contributing from his accumulated and accumulating credit a portion to meet the requirements of defending our national position. If this war lasts long the necessity of thrift and of more rational living will be brought

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.

home to each individual citizen. Already we have reached the point where it is a badge of honor to be the owner of a United States Government war

bond and it causes a feeling of shame, on the part of those who can afford to own a Liberty Bond, to acknowledge that he is not the possessor of one.

The development of thrift is an element of strength in any nation. The wide distribution of these United States bonds among her citizens will prove to be not only a matter of pride in the years to come, but a source of income and a sound investment. There are many people in this country who have not yet realized what this war really means; that it is a defensive and not an offensive war so far as this country is concerned. It is a way to defend our rights.

Secretary of the Treasury McAdoo recently in a speech pointed out that had we acquiesced in Germany's demands and refrained from selling our merchandise, food products, and munitions, which we were entitled to do under international law and custom, to belligerent countries our foreign trade would have been shot to pieces. Acquiescing in Germany's demand meant we would not be able to sell our farm products to European belligerents. As it is the price we receive for our surplus that determines values not only would this have entailed great suffering among



## Advice to Investors

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

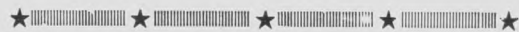
K. N. & K. are always posted on general market conditions, and their views are at the disposal of investors through their monthly review of

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

### Knauth · Naehod & Kuhne

Members of New York Stock Exchange

Equitable Building  
New York City



## Byllesby Utility Securities

**B**ASED on the daily necessities of industry, commerce and public.

**Yielding** the investor much better than ordinary returns.

**Stability** proven by severest tests over a long period.

**Backed** by a comprehensive organization of long experience.

Ask for Circular NB

### H. M. Byllesby & Co.

INCORPORATED

1925-208 So. La Salle Street, Chicago  
1234 Trinity Bldg., New York



the civilian population of the belligerent countries as well as the armies, but it would have meant that the farmers of this country would have produced more than we could consume, and as a result, our market prices would have been demoralized. Our manufacturers would have slowed down and in a short time this country would be in the throes of a business depression, the like of which has not been experienced in many years. All of this because Germany and her allies wished to revise the international code during the progress of a war because it suited their own convenience and end.

In order to maintain our international rights, to continue, as a peaceful nation, to sell our surplus products in the countries where they were needed, the United States was forced to enter the war. This means that the farmer element of this country as well as the manufacturing element are directly interested in this war. It is to protect both that the United States is at present at war.

It is, therefore, obvious that it is the duty of the farmer element, which has been prosperous, and which has been favored more than any other class of citizens in the revenue laws providing for direct taxation, and in the conscription act, to subscribe liberally for United States war bonds out of their accumulations resulting from present high prices and the prosperity of the years gone by. Had it not been for the liberal policies of our government the agricultural sections of this country would not have been so prosperous as they have been. In return for this and in order to be able to maintain the position of this government among the galaxy of nations it is essential that every one subscribe to the limit of his ability to these war bonds. At the same time it should be kept in mind that this is an investment and not a gift to the government.

In this connection it is interesting to know that this effort to develop thrift among the American people is likely to result in strengthening our position after the war. Frank A. Vanderlip, president of the National City Bank, of New York, and other bankers who are devising means for raising war funds, are urging that the new war saving certificate plan, which enable citizens of small means to participate in these loans, should be retained after the war. The widespread distribution of such certificates would place the United States in a position similar to that of France in the years following the Franco-Prussian war. In other words, this would convert the United States into an investment nation.

It should be kept in mind that the placing of this \$3,000,000,000 installment of United States war bonds is not the last call that will be made upon the American people by the government through offerings of war bonds. The requirements of the government total approximately \$21,000,000,000. Of this \$7,000,000,000 will go to our allies in the shape of governmental loans, indorsed by this country, and for this \$7,000,000,000 this country gives to the investor its own bonds, holding the foreign bonds in the United States treasury. These bond issues, therefore, in the total year will total \$12,000,000,000. In the two issues already offered and subscribed \$5,000,000,000 has been raised and possibly more. There remains, therefore, two more \$3,000,000,000 issues to be subscribed before July 1st. In addition approximately \$3,000,000,000 is to be raised by direct taxation. This means that each individual bank and each individual citizen must do his

## The New War Tax Will Affect You

**D**IRECTLY or indirectly every individual and corporation in the United States will be affected by the new War Revenue Bill. Through the Income Tax, the Excess Profits Tax, the Stamp Taxes or some of the other provisions of the Law you will be asked to contribute your share toward the large sums necessary for carrying the war to a successful end.

Do you know how and to what extent you will be taxed? The far reaching provisions of this law should be fully understood by all individuals and corporations concerned.

The entire War Revenue Bill including the Income Tax will be thoroughly analyzed and explained in our new ninety-six page book which is now in course of preparation and which will be available for free distribution soon after the bill becomes a law.

A copy of this booklet clearly interpreting the law will be supplied when off the press to those interested upon application.

### **HALSEY, STUART & CO.**

INCORPORATED—SUCCESSORS TO

**N. W. HALSEY & CO., CHICAGO**

209 SOUTH LA SALLE STREET

NEW YORK

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### We own and offer for investment with our recommendation the following issues of carefully selected Municipal Bonds:

\$164,500, 5%, Buena Vista County, Iowa, Funding Bonds.

80,000, 5%, Clay County, Iowa, Funding Bonds.

52,000, 5%, Floyd County, Iowa, Funding Bonds.

35,000, 5%, Osceola County, Iowa, Funding Bonds.

25,500, 5%, Washington, Iowa, Funding Bonds.

12,000, 5%, Indianola, Iowa, Funding Bonds.

10,000, 5%, Waukon, Iowa, Funding Bonds.

Special descriptive circular on request.

## **GEO. M. BECHTEL & CO.**

**BANKERS**

Davenport, Iowa

Chicago, Illinois

Established 1891

full share in assisting in the transfer of credit to the government. Fortunately we have a scientific banking system in the Federal Reserve that affords the facilities and machinery to assist in this transfer of credit without seriously disturbing the financial and business situation.

While government financing is tremendously heavy and unnecessarily is a strain on the banking and credit situation temporarily, this is due chiefly to the fact that the usual volume of available funds is required to care for the ordinary demands of business and financing. Naturally, with the government's requirements confronting the country such other financing, as is usually undertaken and is not imperative at the moment, is compelled to wait in order that these investment funds may be turned over to the treasury.

The strain, however, comes because of the very general employment of available funds and the necessity for creating new funds through the use of individual credit. This mobilization requires time, and to care for such an aggregate bond issue within a year, and at the same time pay \$2,500,000,000 in direct taxes, besides the usual local taxes, necessitates

considerable readjustment and expansion of loans by individuals and corporations at the banks. It is a form of inflation, it is true, but it is a necessary inflation just as the expansion of loans to take care of the enormous volume of business that came to us from the war during the period of our neutrality was inflation.

None of the nations engaged in this war entered it with such a strong financial position as did the United States. Our bonded indebtedness at the beginning of our participation in the war as a belligerent was the smallest of any nation. At the same time our banking position, national wealth and other elements underlying government credit was at the peak and was much greater than that of any other country in the world. On Aug. 1, 1914, when the European war started, the approximate debt of the United States was \$1,000,000,000, and this was not increased until we had entered the war as a belligerent. On Aug. 1, last, our approximate bonded indebtedness was \$3,000,000,000. Add to that the outstanding treasury certificates that would have been issued since or were not converted into Liberty Bonds and we have the present indebtedness. We have loaned to our allies about \$3,000,000,000 to date, so that our national debt is remarkably small compared with that of other countries and compared with our national resources.

The approximate national wealth of this country is \$250,000,000,000 and the population 104,000,000, making the per capita wealth \$2,404. Our annual income is estimated at \$40,000,000,000 and our annual savings at \$6,000,000,000. So far our national debt, including the present pending bond issue of \$3,000,000,000, is well within our annual savings. It should be remembered, however, that of this indebtedness nearly one-half of it represents money reloaned to European allies for which we have received governmental obligations. So that that is an investment.

The yearly cost of the war to the United States is estimated at about 4 per cent of our total wealth. This is computed on the basis of the appropriations and expected outlay of \$21,000,000,000 for the fiscal year ending June 30th next. This yearly cost of war amounts to only 27 per cent of our estimated annual income. There is certainly no basis for any anxiety that the national debt at the present time is a strain on government credit. This could be increased nearly three fold and still be within reasonable bounds, and it could be increased four-fold and not exceed the percentage of annual income which the year's war cost to England involves.

When it is stated that there is no better security on

## 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

## Jesse F. Stevenson & Co.

INCORPORATED

### INVESTMENT BANKING

Des Moines, Iowa  
1215 Hippee Bldg.

## 5% FARM LOANS WANTED 5%

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

Write us for terms and tell us what you have.

## Leavitt & Johnson Trust Company

WATERLOO, IOWA

CARLETON SIAS, Vice President  
C. R. DAVIS, Vice President

E. L. JOHNSON, President

GEO. W. WILLIAMS, Secretary  
W. C. LOGAN, Treasurer

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

the face of the earth than a United States 4 per cent war bond, those giving that assurance are not predicting it on patriotism and sentiment, but on actual facts. It may be well, therefore, to compare these figures with those of other countries. The national wealth of the United Kingdom is estimated at \$90,000,000,000; that of Canada \$7,500,000,000, India and other British possessions \$32,500,000,000, making the total of the British Empire \$130,000,000,000.

### PUBLIC UTILITIES OPERATIONS.

In a lecture in the course of Public Utilities Operations, Graduate School of Business Administration, Harvard University, William H. Hodge, manager Publicity Department, H. M. Byllesby & Company, of Chicago, in discussing The Customer as a Financial Partner in a Public Utility, said:

"The maintenance of good public relation is the most difficult problem in the operation of public utilities by corporations.

"Efforts to induce the customer and particularly the wage earner to become financial partners in public utilities are being made primarily for the purpose of securing and preserving good public relations.

"Only within the last three years have large, established corporations undertaken this work. Comparatively few are prosecuting such a plan at present, but many are closely watching the experiments in progress.

"The placing of the securities of service companies among the people, incidentally, is a direct attempt to meet the great cause of social unrest, namely, the unequal distribution of wealth.

"A widespread movement of this kind will bring the people and the corporations in closer harmony and increase the welfare of both.

"The benefits to the utility company and the public which assuredly will follow a wide distribution of a company's securities among its patrons, warrant the effort and initial expense. The objects falling within range included the most vital things in the relations between the utilities and the people. Achievement will go a long way towards solving controversial difficulties which have marred these relations in the past."

Articles of incorporation of the Climbing Hill Savings Bank, Climbing Hill, Iowa, were filed recently. The capital of the bank is \$15,000. The officers are William H. Steinhauer, president; O. E. Hanner, vice president, and C. O. McClaran, cashier.



## IT ISN'T A ONE-MAN JOB

When the second issue of Liberty Bonds were to be sold, some one man was placed in charge of the campaign in your community.

Did he undertake the job by himself? No; he called other men of ability to his aid. He wanted their assistance and he needed their advice and suggestions. Thorough co-operation was essential.

Just so do Bankers employ the services of this organization to assist, advise, suggest and co-operate in putting over the bank's advertising to the best advantage.

Just now—before you pass on to other subjects—write a few lines requesting full information about CRADDICK SERVICE and how it will serve you. You owe yourself this information before making advertising plans for 1918.

Enclose your last statement, please.

**H. B. CRADDICK**

Advertising Manager for 370 Banks  
1003-6 First National-Soo Building  
Minneapolis

## 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.

## FUNDS FOR FARM LOANS

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

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

### American Mortgage & Securities Company

Manchester, Iowa

Capital \$200,000

A. M. CLOUD, President

P. M. CLOUD, Vice President  
J. F. GRAHAM, Vice President

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

# For Bankers and Their Wants



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



## HOW THIS DEPARTMENT GIVES YOU REAL SERVICE.

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

ASK US, as we can tell you where to buy anything you need in your bank or for your bank, including bank fixtures, safe deposit boxes, vaults, metal furniture, the service of bank architects and builders, typewriters, adding machines, ledger and bookkeeping systems, electric signs, advertising novelties, calendars, check protecting machines, books on banking and banking law, safety paper, lithographed checks and drafts, service of certified accountants, advertising service, fidelity and surety bonds, burglary insurance, life insurance, electrical burglar alarms, accident insurance, phono-

graphs, 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.

**POSITIONS WANTED**—By young man twenty-one years of age as teller or assistant cashier with opportunities for advancement in small bank in a town of not less than 1,000. Has had high school and business college education and one year's experience in a good sized bank and town. American and Scandinavian nationality. Best of references. Address No. 2111, The Northwestern Banker. -11

**MAN** of fifty, experienced in the work, technical and otherwise, of handling real estate loans, including inspection of property, now occupying responsible position, desires new connection, preferably with life insurance or loan company in similar work, office or outside or both. Object, better salary and working conditions. Address No. 2112, The Northwestern Banker. -11

**WANTED TO BUY**—One to four hundred safety deposit boxes and some steel filling cases for vault. Farmers Savings Bank, Manson, Iowa. -11

**WANTED TO BUY**—Second hand screw door safe in good condition; also second hand bank fixtures for small bank if they are in first class condition. Address No. 2113, The Northwestern Banker. -11

### 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.

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

Surplus  
\$100,000.00

Deposits \$2,500,000.00

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

WANTED—Position in bank by 19-year-old girl, high school and normal college graduate. Comes from a family of bankers, good bookkeeper and can use Burroughs ledger posting machine. Has had one year's general banking experience. Is at present employed but can commence at any time. Best of references furnished. Address No. 2114, The Northwestern Banker. -11

WANTED—Position as assistant cashier in north-west Iowa, by man who has had experience in that position in a Montana bank. Can take a small financial interest in the right kind of a proposition. Address No. 2116, The Northwestern Banker. -11

WANTED—Position by man who has had about eight years of banking experience and some law. References furnished. Address No. 2115, The Northwestern Banker. -11

IOWA BANK FOR SALE—Deposits over thirteen times capital, earnings over 30%. Good hustling town of twelve hundred, northern Iowa. Large real estate and farm loan business. A big money maker but requires a hustler. Controlling interest. When writing give experience and references. Address No. 2117, The Northwestern Banker. -11

POSITION WANTED—Young married man, three years assistant cashier, wants place in small town bank as assistant cashier or cashier, January 1st. Iowa or Minnesota. Thoroughly honest and reliable. Address C. O. Loman, 512 Oak St., Grand Forks, North Dakota. 11-12

**STATE BANK OF FARLEY.**

The last statement of the State Bank of Farley, Farley, Iowa, shows that the capital stock is \$25,000; demand deposits, \$65,802.01; time deposits, \$171,457.05; undivided profits, \$14,517.15, and certified checks, \$200, making total liabilities, \$276,976.21.

The deposits have more than trebled since its organization. The cashier, George A. Gibbs, has been with this bank for the past eighteen years. The other officers are: W. J. Creglow, president; Will Baker, vice president, and Count Gibbs, assistant cashier.

On account of the increase in business several improvements are to be made in the bank building which will facilitate matters.

Julian Collins has accepted a position at the Iowa Savings Bank, Fort Dodge, Iowa.


Financial Investigations	Auto Phone 9588
Audits, Cost and Accounting Systems	
<b>Wm. Guthrie &amp; Co.</b>	
Certified Public Accountants	
837-838 Frances Building	Sioux City, 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.

**RUFUS RICKER**  
 CERTIFIED PUBLIC ACCOUNTANT

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

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**A. H. HAMMARSTROM**  
 CERTIFIED PUBLIC ACCOUNTANT

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

603 Fourth Ave. CLINTON, IOWA

**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
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**THE  
 SECOND NATIONAL BANK  
 AND  
 DUBUQUE SAVINGS BANK  
 DUBUQUE, IOWA  
 ORGANIZED 1876**

**OFFICERS AND DIRECTORS**

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FRANK BELL Capitalist	J. J. ROSHEK Roshek Bros. Co.

Reserve Agents for National Banks  
 United States Depository

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



## When You Visit Des Moines

Make it a point to call at the Bankers Trust Company. We have over 200 stockholders among the bankers of Iowa and will be glad to extend the advantages of our complete facilities to all bankers in the state.

In choosing our slogan, "The Bank for Service," we sought to express in fewest words the spirit governing our relations with customers.

We offer the combined advantages of a strong bank and trust company organization.

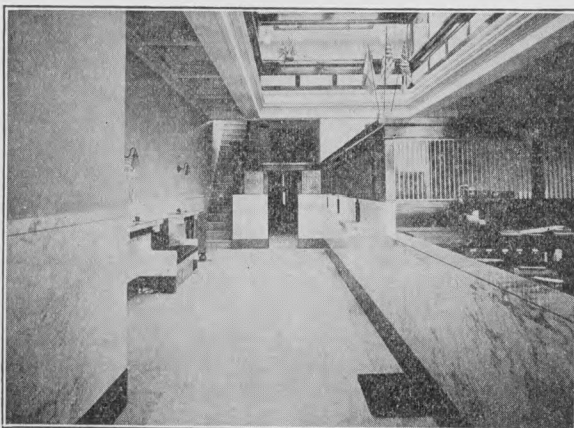
### **BANKERS TRUST COMPANY** DES MOINES, IOWA **CAPITAL ONE MILLION DOLLARS**

B. F. Kauffman, President  
F. W. Sargent, Vice Pres. C. H. Stephenson, Cashier  
D. E. Alldredge, Asst. Cashier J. H. Koons, Secretary

**DIRECTORS**

Ashton Clemens	Dr. O. J. Fay	H. H. Polk
C. L. Herring	J. W. Howell	B. F. Kauffman
F. W. Sargent	S. Sheurman	R. R. Rollins

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



Let us plan your bank interior and furnish estimates on up-to-date furniture and fixtures. Three thousand banks in the United States have attested their satisfaction with FISHER-MORRIS PRODUCTS.

The above reproduction of one of the handsome new interiors, 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.

### PLACE AND DE PUY PURCHASE ST. LOUIS BANKER.

R. F. Place, associate editor of the Des Moines Capital, and Clifford DePuy, publisher of the Northwestern Banker, have recently purchased the St. Louis Banker, a well-known bank publication of the southwest, located at St. Louis. Mr. Place will be editor and manager and Mr. DePuy will be publisher, this new connection in no way affecting his present relations with the Northwestern Banker.

The linking of the two publications in a business way will give them a field covering the entire Mississippi valley. The Des Moines magazine is the oldest bank journal west of the Mississippi, and its territory takes in the entire northwest, while the St. Louis Banker, which has been established for thirteen years, is the only bank journal in the eighth federal reserve district.

### OFFICERS ARE RE-ELECTED.

At the annual meeting of the Wadena Savings Bank, Wadena, Iowa, the stockholders elected the same directors and the directors elected the same officers who have so efficiently managed the affairs of that institution. The officers are: J. O. Probert, president; F. J. Schroeder, vice president; W. D. Messerli, cashier, and B. W. Probert, assistant cashier.

The usual 7 per cent dividend was declared and the balance was placed to the undivided profit account. The total deposits amount to \$160,838.63.

## **EDWIN G. PROUTY** Certified Public Accountant

Member of the Institute of Accountants  
Putnam Building DAVENPORT, IOWA

### Electrical Equipment for Banks

The complete electrical equipment for the Valley National Bank, Des Moines, was installed by us and is the acme of perfection. Get our prices first, for your bank or home. Write or phone.

**GREAT WESTERN ELECTRIC COMPANY**  
Phone Walnut 6155 604 High St., DES MOINES, IOWA

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



## WHEN YOU BUILD YOUR BANK USE "THE SERVICE SYSTEM" AND AVOID NEEDLESS MISTAKES

You will build your new bank building but once. It will be a lifetime investment, expected to give service for years to come. So it is an investment of extraordinary importance.

Scores of Iowa and mid-west bankers have made permanent and costly mistakes in their bank building construction—mistakes which were entirely needless. They have met with delays, errors in arrangement, mistakes in planning. Their final cost has frequently run double the original allotment. Such blunders have been the result of inexperience in bank building construction, on the part of the architect or contractor. Such experiences are common, not exceptions.

Bank building is a highly specialized branch of architecture. It requires special knowledge, special experience in meeting bank requirements, special facilities.

Nearly one hundred banks in Iowa and surrounding states have avoided usual errors. Their buildings have been planned and constructed under a new specialized bank-building system—THE SERVICE SYSTEM. Their structures have been placed under the personal supervision of J. A. Raven, a foremost authority on bank engineering. Their structures have been handled complete, from be-

ginning to end, by experts specially versed in this one branch of the architecture—by men who build bank buildings exclusively.

This organization is specially equipped to handle your building. The long and varied experience gained in handling the complete construction of nearly a hundred bank buildings is at your service. We have encountered every problem in bank construction. Thru intense specialization, and the workings of our new system, we have eliminated all inefficiency.

### Now Building

The strongest argument we have to offer is the enthusiasm, confidence and satisfaction expressed by the bankers we have served and are serving. Our booklet, "Modern Banks," gives you the names of many we have built, illustrated and described. Below we give you a list of the banks now building under THE SERVICE SYSTEM. Write them, visit them, talk to them confidentially. Ask them about THE SERVICE SYSTEM. They Know!

Peoples State Bank, Guthrie Center, Iowa.  
First National Bank, La Mars, Iowa.  
First National Bank, Dunlap, Iowa.  
First National Bank, Iowa Falls, Iowa.  
Farley State Bank, Farley, Iowa.  
Milford State Bank, Milford, Iowa.  
Bank of Edgemont, Edgemont, S. D.  
First National Bank, Bancroft, Neb.

### 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.

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 serv-

ice charge, and the efficiency of our system 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.

## The Lytle Company, Sioux City, Iowa

J. A. RAVEN, President

Architects and Engineers of Complete Bank and Office Buildings

# 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.

## IOWA

**BANKERS FROM IOWA WHO ATTENDED THE AMERICAN BANKERS CONVENTION AT ATLANTIC CITY.**

- \*Andrew, L. A., Pres. Citizens Savings Bank; Vice Pres. for Iowa, State Bank Section; and wife, Ottumwa; Traymore.
- \*Baich, Albert F., Pres. Marshalltown State Bank, and wife, Marshalltown; Traymore.
- \*Beery, Edwin, Cash. Garwin State Bank, and wife, Garwin; Monticello.
- \*Brentno, Charles R., Vice Pres. Bank of Dallas Center, Dallas Center; Strand.
- \*Burlanek, Jr., John, Pres. Peoples Savings Bank, Cedar Rapids; Monticello.
- \*Cavanagh, John A., Vice Pres. Des Moines National Bank, and wife, Des Moines; Marlborough-Blenheim.
- \*Crawford, R. A., Pres. Valley National Bank, Des Moines; Traymore.
- De Puy, Clifford, Publisher The Northwestern Banker, Des Moines; Breakers.
- \*Dinwiddie, J. M., Pres. Cedar Rapids Savings Bank, and wife, Cedar Rapids; Marlborough-Blenheim.
- \*Dunlap, John A., Vice Pres. Keokuk National Bank, and wife, Keokuk; Breakers.
- \*Elliott, J. A., Cash. Commercial Savings Bank, Des Moines; Breakers.
- \*Frazier, O. L., Cash. Farmers Bank, and wife, Davis City; 1719 Pacific Ave.
- \*Gracey, Glen M., Cash. First State Bank, and wife, Holstein; Chalfonte.
- \*Hall, Walter T., Vice Pres. Citizens Savings Bank, and wife, Ottumwa; Traymore.
- \*Hamilton, John T., Pres. Merchants National Bank, and wife, Cedar Rapids; Traymore.
- \*Huxford, Edward D., Pres. Cherokee State Bank, and wife, Cherokee; Chalfonte.
- \*Leach, S. M., Pres. Adel State Bank, Adel; Pres. Iowa Bankers Association; Strand.
- \*Le Roy, A. R., Pres. First National Bank, and wife, Manchester; Strand.
- \*Lundquist, E. L., Vice President First National Bank of Marcus, Marcus; Haddon Hall.
- \*Johnson, E. L., Pres. Leavitt & Johnson Trust Company, Waterloo; Chalfonte.
- \*Manley, Wilbur P., Pres. Security National Bank, Sioux City; Chalfonte.
- \*Mesmer, Carl W., Asst. Cash. Peoples Savings Bank, Des Moines; Strand.
- \*Miller, Homer A., Pres. Iowa National Bank, and wife, Des Moines; Traymore.
- \*Miller, R. H., Cash. First National Bank, Estherville; Strand.
- Miller, Walter H., Iowa National Bank, Des Moines; Traymore.
- \*Montgomery, W. L., Pres. Iowa State Savings Bank, Sioux City; Traymore.
- Noble, F. H., Stockholder Central State Bank, Des Moines; Seaside.
- Noble, Mrs. F. H., Central State Bank, Des Moines; Seaside.
- \*Nyemaster, Ray, Vice Pres. The German Savings Bank, Davenport; Haddon Hall.
- \*Parker, George S., Pres. Live Stock National Bank, and wife, Sioux City; Marlborough-Blenheim.
- \*Perkins, George B., Pres. First National Bank, Sac City; Strand.
- \*Price, A. M., Pres. First National Bank, and wife, De Witt; Shelburne.
- \*Pyle, W. C., Cash. First National Bank, and wife, Webster City.
- \*Rodamar, Ira, Cash. The Leavitt & Johnson National Bank, and wife, Waterloo; Chelsea.

**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.*

# 2500 Iowans Guarantee Hawkeye Tires

**T**HESE Iowans are stockholders in The Hawkeye Tire & Rubber Company. Their individual investments run from \$25.00 to \$10,000.00.

**T**HESE Iowans are to be found in every county in the state. Personal pride, as well as good business judgment, is responsible for the fact that every stockholder feels it his duty, individually, to make The Hawkeye Tire & Rubber Company a success.

**T**HESE Iowans know the measure of the company's success can only be judged by the quality of the tires it produces. They therefore have not stinted time nor money in making this plant one of the most modern in the country. Neither have they spared their efforts in creating an executive, manufacturing and sales organization that is, we believe, unsurpassed by any rubber company.

The next time you need a tire go to the Hawkeye dealer in your town. You will find that the dealer is a stockholder in the company. You will find that he is not only interested in selling you a Hawkeye Tire today but that he wants to sell you Hawkeye Tires all the time. You will find that he will, therefore, give you the very best of service. You will find that The Hawkeye Tire & Rubber Company stands behind him. You will find that 2500 Iowans stand behind The Hawkeye Tire & Rubber Company.

## "TIRES THAT WEAR"

**Hawkeye Tires**  
Non-Skid and Ribbed Tread

**Santa Fe Tires**  
Non-Skid and Plain

**RED AND GRAY 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.

## I O W A

- \*Smith, Alfred Cox, Vice Pres. and Cash. City National Bank, and wife, Clinton; Haddon Hall.
- \*Vrba, J. F. W., Cash. First National Bank, and wife, Garner; Strand.
- \*Wacker, Arthur, Asst. Cash. Farmers Savings Bank, Wilton Junction; Chalfonte.
- Warner, Frank, Sec'y Iowa Bankers Association, Des Moines; Marlborough-Blenheim.
- \*Watts, T. R., Cash. The Citizens Bank, and wife, Grand Junction; Breakers.
- \*Williams, Louis N., Cash. The First National Bank, and wife, De Witt; Shelburne.
- \*Wilson, James J., Cash. First National Bank, Malvern; Traymore.
- \*Delegate.

### BANKERS' CLUB HOLDS MEETING.

The annual meeting of the Des Moines Bankers Club was held recently and C. A. Barr was elected president; Grant McPherrin was chosen vice president, and L. M. Barlow, secretary-treasurer. J. R. Capps and B. B. Vorse were named as members of the executive board. Hon. Frank H. Helsell, of Fort Dodge, gave a very interesting address on "War Conditions in this Country."

### F. F. JONES SELLS INTEREST.

Senator F. F. Jones has recently sold all of his stock in the Villisca National Bank, of Villisca, Iowa, and the Bank of Mortons Mills to the other stockholders of these banks. Mr. Jones has been connected with the Villisca National Bank and its predecessor, the Farmers Bank, for more than twenty-two years. For sixteen years he was cashier and active head of the bank, but in 1911 he gave up the active management and became president.

F. M. Dirrim, who has been vice president, succeeds Mr. Jones as president. W. R. Finlayson is cashier and active manager and P. H. Peterson is assistant cashier.

### BANKING INSTITUTE MEETS.

The first general meeting of the Des Moines Chapter of the American Institute of Banking was held recently at which over 100 members were present. Talks were given by Colonel Bonicastle, Major Graham, judge advocate at Camp Dodge, and Captain Moore, who spoke on the relation of the banker to the soldiers.

Leo O'Flaherty is president; W. Phillips, vice president; Wray Bertholf, treasurer, and C. K. Hess, secretary.

The study class consists of the discussion of banks

## 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

and banking, loans and investments and public speaking. On ladies' night there will be a debate with Chicago and also a dance.

The committees are—Educational: Luge, Clark, Cornwall and Gordon; entertainment: Morrow, Phillips, Way, Morton and Scott; publicity: Davis, Tumbleson and Hart.

**JOSEPH A. KELLY ELECTED CASHIER.**

Joseph A. Kelly, who has been connected with the United States National Bank, of Omaha, has succeeded J. J. Sullivan as cashier of the Farmers Savings Bank, of Bernard, Iowa. Mr. Kelly has had considerable banking experience.

The capital stock is \$15,000; undivided profits, \$2,478; deposits subject to check, \$79,591.19; demand deposits, \$1,221.80; time deposits, \$51,705.95.

**IOWA FARM INVESTMENT COMPANY.**

The Iowa Farm Investment Company has been organized in Des Moines with an authorized capital of \$1,000,000. The company has been formed to handle Iowa land and Iowa mortgages.

The officers are: W. F. Ghormley, president; E. Housh, first vice president; J. P. Anderson, second vice president; Minor Silverberg, treasurer; Chas. A. Housh, secretary; J. B. Lince, chairman title committee; Quincy A. Willis, auditor; Mark A. Hall, counsel.

**S. O. ROSSING SELLS INTEREST IN BANK.**

The Rutland Savings Bank, of Rutland, Iowa, which has been managed for so many years by S. O. Rossing, cashier, is now under new management, with Felix Gullixson in charge. The bank has grown and developed under Mr. Rossing's management until it is now one of the strongest banks in that locality.


The other officers of the bank are: Albert Hemerson, president, and G. De Groot, vice president.

**STATE SAVINGS BANK OF LAMONI.**

The beautiful new building of the State Savings Bank, of Lamoni, Iowa, will probably be completed by December 1, 1917. A stairway opening on the main public lobby leads to a mezzanine floor over the vault to the north of the main banking room, which provides two very desirable committee rooms. The beam ceiling in the main banking rooms will be eighteen feet, six inches, high. The vestibule, public lobby, vault lobby, telephone booth and coupon booth will

## NATIONAL BANK of COMMERCE


SIOUX CITY, IOWA.




Many of your  
friends find our  
facilities profitable.

Why don't you fall in line?

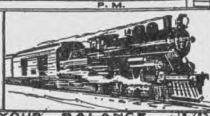
A.M.



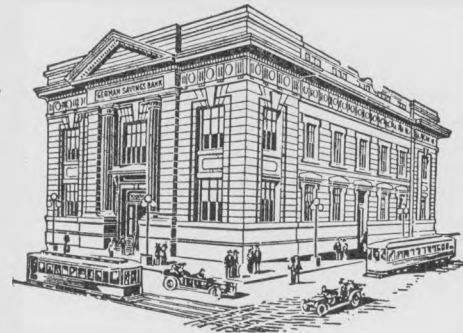
NOON



P.M.



RAPID TRANSIT HAVE INTEREST ON YOUR BALANCE



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	ED. KAUFMANN, Cashier
JOSEPH F. PORTER, Vice-President	F. C. KROEGER, Asst. Cashier
RAY NYEMASTER, Vice-President	OTTO RIECHE, Asst. Cashier

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

## JEWELRY

of the very finest—

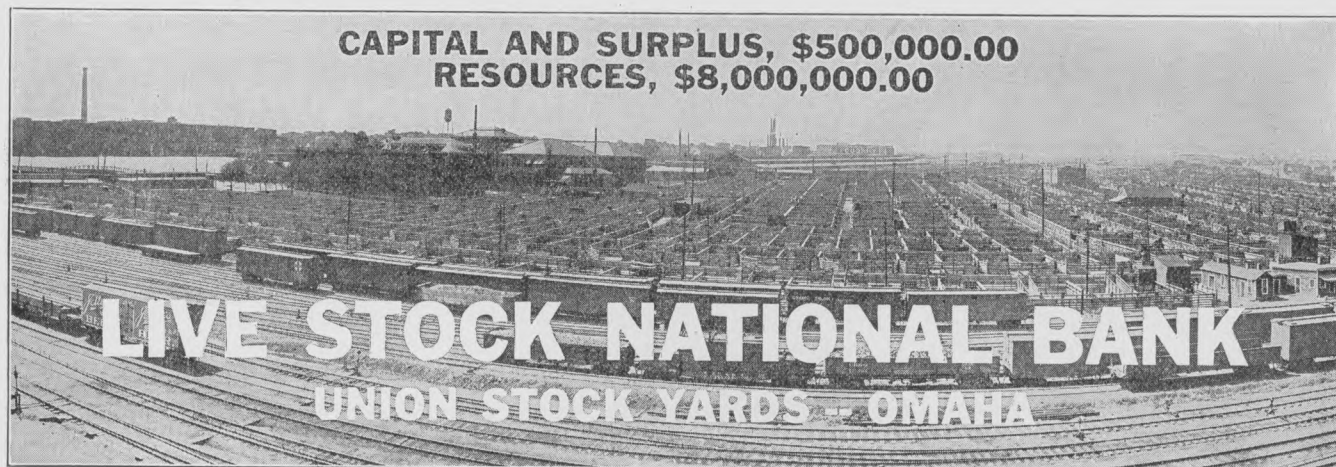
### QUALITY

—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.



## I O W A

have terrazzo marble floors while the officers' quarters, private offices, working, stationery and committee rooms will have wood floors covered with cork carpet. All the cabinet work and furniture will be of mahogany.

The exterior will be constructed of artistic face brick in five shades, variegated. The base will be of gray granite quarried at Concord, New Hampshire, and the trimming will be of silver gray stone. The cost of the new building will be about \$35,000.

The officers of the bank are: W. A. Hopkins, president; A. A. Dancer, vice president; Oscar Anderson, cashier; Wilber Prall, Claud L. Smith and Horner Hopkins, assistant cashiers.

The deposits are \$599,138.98.

### ULCH BROS.' BANK HOLDS OPENING.

The new bank building of Ulch Brothers Bank, at Solon, Iowa, has been completed and was recently opened for inspection. The bank makes the following statement:

"For twenty-one years it has been the ambition of the officers of the Ulch Brothers State Bank to offer banking facilities to our patrons second to none. Nothing has been overlooked or left undone to lay at the

accommodation, comfort and convenience. Having at disposal of our patrons the best of banking service, ways been interested in the personal welfare of our patrons, it has been a great pleasure to be able to give financial aid and contribute means which would tend to insure prosperity for the people of our community."

The officers are: George Ulch, president; George E. Zenishek, vice president; J. S. Ulch, cashier, and Leo G. Ulch, assistant cashier.

### OGDEN STATE BANK IN GOOD CONDITION.

At the annual meeting of the stockholders of the Ogden State Bank, of Ogden, Iowa, 232 of the 250 shares of stock were represented.

The same directors were re-elected and they elected the following officers: Dr. J. H. Noyes, president; H. R. Eaton, vice president; William Jons, cashier, and Arnold Boehm, assistant cashier.

A good dividend was declared and the bank was found to be in excellent shape due to the careful and efficient management of the officers.

### S. J. POOLEY ELECTED PRESIDENT.

S. J. Pooley, formerly cashier of the Grinnell Savings Bank, of Grinnell, Iowa, has been elected president and J. M. Woodworth succeeds him as cashier.

Mr. Pooley came to the Grinnell Savings in 1903 from the First National Bank where he had had ten years of experience. When he took the cashiership the total assets were approximately \$250,000 while today

# 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

they are around the \$925,000 mark. Mr. Pooley has given the bank faithful and efficient service and richly deserves the promotion which has been given to him.

Mr. Woodworth has been chief bank examiner under the new state banking department. He came to Grinnell after a number of years of successful banking experience in Perry, to take charge of the credit department of the Spaulding Manufacturing Company which he resigned in order to accept the position in the state banking department.

D. S. Morrison was elected vice president. George H. Walker and Carl E. Child remain as assistant cashiers.

The bank recently celebrated its fortieth anniversary.

#### A. C. HANGER DIRECTOR IN BANK.

A. C. Hanger, optician, is located at 526 East Locust

Street, Des Moines, and being a director in the Iowa Trust & Savings Bank, is well acquainted with the requirements of the banker as to the care of his eyes.

Mr. Hanger has been in business for over thirty-five years and invites Des Moines as well as visiting bankers to consult him on any matter pertaining to the care of the eyes.

#### BIG INCREASE IN RESOURCES.

An increase of \$46,891.24 in resources has been made by the Dallas County Savings Bank, of Minburn, Iowa, during the past year. The total resources now amount to \$214,313.67.

A new bank at Wright, Iowa, was opened for business recently.

# Iowa National Bank and Des Moines Savings Bank

In Same Building Under One Management

Combined Capital and Surplus \$2,800,000

Deposits Over \$20,000,000

The Country Bankers' Bank of Iowa is in a Position to  
Render You a Service Equaled by Few and Excelled by  
None. We Shall Appreciate an Opportunity to Serve You

#### OFFICERS

J. G. ROUNDS, Chairman of Board

HOMER A. MILLER, President

CLYDE E. BRENTON, Vice President

H. T. BLACKBURN, Vice President

JOHN H. BLAIR, Vice President

G. E. PEARSALL, Vice President

H. S. BUTLER, Vice President

R. L. CHASE, JR., Asst. Cashier

JAMES F. HART, Asst. Cashier

JAMES BURSON, Asst. Cashier

J. R. CAPPS, 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) 230,000.00  
DEPOSITS - - over 3,700,000.00

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

**Accounts of Banks and Bankers Solicited**

# Syndicate Trust Company

1980 Continental and Commercial Bank Bldg.  
Chicago

**Capital \$200,000.00**

The Syndicate Trust Company is essentially a financing institution. It deals in securities and floats high-class bond issues and is in position through its various avenues of communication to accomplish successfully whatever it undertakes. It buys and sells bank stocks and assists in the organization of Banks and Manufacturing or other Corporations. A corporation always combines powers and affords security not found in the individual in the conducting of large enterprises.

**OFFICERS**

D. L. Sawyer.....President  
H. C. Niblock.....Vice President & Gen. Mgr.  
C. E. Johnson.....Secretary and Treasurer  
E. G. Kill.....2nd Vice Pres. and Auditor  
L. A. Stebbins.....General Counselor

# 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.**

**ELECTED ASSISTANT TREASURER.**

Edmund Parker Tate, formerly Chief Clerk of the Guaranty Trust Company, of New York, has recently become an assistant treasurer of the company. At the age of fifteen he entered the employ of the Guaranty Trust as a messenger and advanced rapidly through the mailing, filing, registration, stock, book-keeping, collection, and auditing departments. At the beginning of 1915 he became purchasing agent, and through his initiative the printing plant was installed and developed to its present point of working efficiency.

In September, 1916, Mr. Tate was appointed chief clerk. He will take charge of the entire clerical organization of the Federal Department, with its 300 members. He also will have special jurisdiction over



EDMUND P. TATE  
Assistant Treasurer Guaranty Trust Company, New York.

the Accounting and Collection Divisions, and will assist in the educational work of the whole department.

**What Do You Know  
About Retailing**

See Page 21



# THE IRVING WATERLOO, IOWA

Elevator Service      Steam Heated      European Plan

Rooms 75c-\$1.00      With Bath \$1.25-\$1.50

Cafe Service

**IRVING HOTEL COMPANY**  
FRED ROBLIN, Manager



**SHOWING THE CHILDREN HOW TO SAVE.**  
(Continued from page 10.)

it up faithfully for five years. During this time they had lived in a rented house. But when the five years were up they discovered that the kiddies had a nest egg in the bank. They used it to start paying for a home. And they own that home today.

Seventeen years ago, a group of club women organized the Penny Provident Association, and through the school began a campaign to educate children to save their pennies. Mrs. H. L. Carroll was made president of the association and is now serving as its secretary.

The association became the savings bank of the Des Moines public schools. Teachers in the schools keep a supply of penny savings stamps and at certain times each week a child can buy as many stamps as he has pennies saved.

These stamps are pasted on folders, which hold fifty stamps each. When the folder is filled, it can be brought to the bank to be deposited the same as cash.

The bank where the funds are deposited pays 4 per cent interest semi-annually on deposits that have remained six months. Children are encouraged to do their own banking and long lines of youngsters stand in front of the banker's window on Saturdays between 9 a. m. and 1 p. m.—the kids' banking hours—to make their deposits.

Some of them that deposit are so small that their mothers have to hold them up to the window while they transact their business.

In the seventeen years that the Penny Provident Association has been teaching thrift in the schools, \$140,-190.72 has been on deposit to the credit of 8,481 school children. Of this amount, in the seventeen years, \$105,-011.31 has been withdrawn, leaving a balance last June of \$35,179.41.

According to Mrs. H. L. Carroll, not all that has been drawn out has been spent. Some of it has gone into larger accounts, the boys and girls having grown up into men and women who have decided to keep on with the habit of saving in a larger way.

And while the kiddies are doing their own banking, taking pride in their little accounts and learning business methods, the pas and mas are finding out the value of it, too, and more than one Des Moines family owes to the children's Penny Provident Association that the roof over its head is bought and paid for.

**WATERLOO BANK & TRUST CO.**

(FORMERLY WATERLOO LOAN & TRUST CO.)

Lafayette Building

Waterloo, Iowa

Now doing a General Banking and Trust Company business under the same successful management and with added features and facilities will render the highest service attainable.

Write us for particulars on farm loans or investments suitable for Estates, Guardians, Individuals, State, Savings and National Banks. These investments secured by first mortgages and are also a direct obligation to this bank.

**Capital, Surplus and Profits \$325,000.00**

B. J. HOWREY, Pres.  
J. W. ARBUCKLE, V. P.  
C. A. MAINS, Cash.

H. W. HOWREY, A. Cash.  
E. H. WYANT, Sec'y.  
G. H. DUNHAM, Treas.

**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 \$2,750,000.00**

**"The Bank of Stability and Progress"**

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

STATEMENT MARCH 5, 1917.

**Resources.**

Loans and Discounts .....	\$ 9,540,445.18
Overdrafts .....	137.05
U. S. Bonds and Premium..	517,000.00
Other Bonds and Securities	658,679.35
Real Estate .....	275,000.00
Cash and due from banks..	4,339,104.59
	<hr/>
	\$15,330,366.17

**Liabilities.**

Capital .....	\$ 50,000.00
Surplus & Undivided Profits	306,348.42
Reservations .....	8,500.00
Circulating Notes .....	475,800.00
Deposits .....	14,039,717.75
	<hr/>
	\$15,330,366.17



**CONNECTIONS**  
40 Years of Continuous, Conservative and Successful Banking

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

**GLENN M. AVERILL, Vice President**  
KENT C. FERMAN, Cashier  
MARTIN NEWCOMER, Asst. Cashier

**CHAS. C. KUNING, Asst. Cashier**  
KARL H. REHNBERG, Mgr. Cr. & Dis. Dept.  
ANNA R. SMOUSE, Auditor

Accounts of Banks and Bankers Solicited. Unsurpassed Collection Facilities.



The Stock Yards business of country bankers receives every attention.

### CATTLE LOANS NEGOTIATED

JOHN F. COAD, President  
WILLIAM J. COAD, Vice-President  
H. C. NICHOLSON, Cashier

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

## NEBRASKA

### BANKERS FROM NEBRASKA WHO ATTENDED THE AMERICAN BANKERS CONVENTION AT ATLANTIC CITY.

- \*Bloedorn, Howard B., Cash. First State Bank, Kenasaw; Breakers.
- Bloedorn, Mr., guest, First State Bank, Kenasaw; Breakers.
- \*Butler, W. A., Cash. Franklin State Bank, Franklin; Breakers.
- \*Cleary, Frank J., Asst. Cash. First National Bank, Grand Island; Seaside.
- \*Coad, J. F., Pres. Packers National Bank, So. Omaha; Marlborough-Blenheim.
- \*Drake, Luther, Pres. Merchants National Bank, and wife, Omaha; Marlborough-Blenheim.

- \*Dunn, L. J., Vice Pres. City National Bank, and wife, Lincoln; Traymore.
- \*Goerke, B. F., Pres. German-American Bank, Burr; Fredonia. Farrell, John C., Director German-American Bank, Burr; Fredonia.
- \*Gurney, E. R., Vice Pres. First National Bank, Fremont; Haddon Hall.
- \*Haverstick, G. E., Vice Pres. United States National Bank, and wife, Omaha; Traymore.
- \*Head, Walter W., Vice Pres. The Omaha National Bank, and wife, Omaha; Traymore.
- \*Hughes, William B., Sec'y Nebraska Banking Association, Omaha; Marlborough-Blenheim.
- \*Marnell, Robert O., Cash. Merchants National Bank, Nebraska City; Marlborough-Blenheim.
- \*May, J. T., Vice Pres. Fremont National Bank—Security Savings, and daughter, Fremont; Traymore.
- \*Menck, C. H., Cash. Commercial State Bank, Grand Island; Seaside.
- \*McNish, Jesse C., Pres. The McNish Cattle Loan Company—Sidney State Bank, and wife, Sidney; Marlborough-Blenheim.
- \*Delegate.

### NEBRASKA BANKERS CONVENTION.

A very successful convention was held at Omaha when the Nebraska Bankers Convention met there in October. Just a few less than 1,000 delegates registered. The speaking was uniformly excellent, and although disappointment was expressed that George M. Reynolds could not be present, on account of the fact that his son sailed for France on the day, Mr. Reynolds was scheduled to speak at the convention, nevertheless his place was filled by Hon. A. W. Jefferis, of Omaha, with a patriotic talk that aroused great enthusiasm.

On the evening before the convention there was a dinner of the Past Presidents' Association. S. H. Burnham, president of the First National Bank, of Lincoln, was elected president for the ensuing year, and J. T. Trenery, president of the Farmers State Bank, of Pawnee City, was elected vice president.

The following officers were elected: W. S. Weston, of Hartington, president; J. F. Coad Jr., of South Omaha, was re-elected treasurer, and Wm. B. Hughes, of Omaha, secretary. The new members of the Executive Council are W. A. Taylor, of Hastings; W. A. Selleck, of Lincoln; F. A. Cuscaden, of Omaha; Rollie W. Yey, of Wayne, and A. L. Johnson, of Chadron. W. W. Head, of Omaha, was put on the Council in place of J. DeF. Richards, who has retired from the banking business. J. H. Kelley, of Gothenburg, was elected Chairman of the Council.

A special meeting of members of the American Bankers' Association, held for the purpose of electing the various Nebraska officers necessary in that organization, resulted as follows:

Walter H. Rhodes

John W. Overstreet

## Rhodes-Overstreet Company

Consulting Bankers  
Bank Stocks

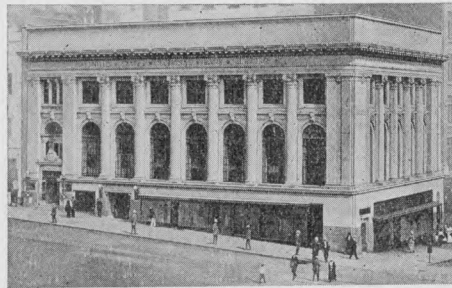
OMAHA  
620 World Herald Bldg.

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. M'CLURE, Asst. Cashier**  
**G. H. YATES, Asst. Cashier**  
**C. F. BRINKMAN, Asst. Cashier**  
**T. F. MURPHY, Asst. Cashier.**  
**O. WILLIAMS, Auditor**

Member Executive Council, Geo. E. Haverstick, vice president United States National Bank, Omaha. Vice president A. B. A. for Nebraska, Thomas Murray, president Dunbar State Bank, Dunbar. Member A. B. A. Nominating Committee, T. L. Mathews, president Fremont State Bank, Fremont. Alternate Member Nominating Committee, J. T. May, vice president Fremont National Bank, Fremont. Vice President State Bank Section A. B. A., M. W. Folsom, president Nebraska State Bank, Lincoln. Vice president Trust Company Section A. B. A., George W. Holmes, secretary First Trust Co., Lincoln. Vice president Savings Bank Section A. B. A., C. A. McCloud, president First State Savings Bank, York. Vice president National Bank Section A. B. A., I. R. Alter, cashier First National Bank, Grand Island.

**BANK HAS NEW HOME.**

A new building is to be erected for the Merchants & Farmers Bank, of Friend, Neb., and during the construction work the bank will occupy temporary quarters, as the old building is to be torn down. The entrance will lead from the street level, doing away with the steps now used. The north and west walls will be constructed alike, making a pleasing uniformity.

The officers are: C. E. Bowlby, president; Jacob Krebs, vice president, and H. E. Nunemaker, cashier.

**NEW CASHIER FOR CROFTON BANK.**

John Riefenrath has purchased the interests of Frans Nelson, president, and George Nelson, cashier, of the

First National Bank, of Crofton. Mr. Riefenrath will act as cashier and give his whole time to the interests of the bank. He founded the bank about twelve years ago and remained in charge until about four years ago when he retired to enter the lumber business.

George Nelson will remove to Omaha where he will enter the life insurance business.

**NEW OFFICERS FOR BANK.**

Several changes took place recently in the officers of the Lancaster County Bank, of Waverly, Neb. I. W. Bradt, a director of the American State Bank, of Lincoln, becomes president; F. P. Dwiggin, cashier of the American State Bank, is vice president, and C. A.

**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

three brothers, and Andrew Iverson. This gives Mr. Nelson and Mr. Vlach the controlling interest and no doubt the bank will continue to make rapid strides of advancement under their capable management.

**HOLDREGE STATE BANK.**

On September 21, 1914, the deposits of the Holdrege State Bank, Holdrege, Neb., were \$214,105.33; on August 20, 1915, they were \$228,640.52; on August 10, 1916, \$384,861.06; on May 7, 1917, \$560,406.93, and on August 21, 1917, they amounted to \$660,864.70. This healthy growth in deposits proves that the bank is very efficiently managed. The officers are: F. W. Kiplinger, president; L. Brown, vice president; E. E. Nelson, cashier; C. A. Long and R. L. Cross, assistant cashiers.

**BANK CHANGES HANDS.**

The controlling interest in the Farmers State Bank, of Hendley, Neb., which was owned by C. P. Hord, president, has been sold to C. E. V. Smith and B. C. Smith, of the First State Bank, of Beaver City, Neb. C. E. V. Smith will be president and B. C. Smith will be vice president and active manager, with Wm. Blough as cashier.

The Farmers State Bank is one of the strongest of the small town banks in southwestern Nebraska. Its deposits amount to \$175,000.

**NEW BANK OPENS AT PLATTSMOUTH.**

The Farmers State Bank, a new organization, has opened for business at Plattsmouth, Neb., in a new banking room which is furnished with new and modern equipment. There are forty-five stockholders, of whom twenty-five are farmers.

The officers of the new bank are: T. M. Patterson, president; A. J. Schaefer, vice president. Mr. Patterson has been in the banking business for a period of over thirty years.

**EMIL FOLDA ELECTED PRESIDENT.**

Emil Folda, who has been cashier of the Clarkson State Bank, Clarkson, Neb., has recently been elected president of that bank and his son has been elected assistant cashier. With this change Mr. Folda becomes president of three banks, Clarkson State Bank, Colfax County Bank, of Howells, and Farmers & Merchants Bank, of Linwood.

Mr. Folda is also president of Group 2 of the Nebraska Bankers Association which is comprised of over 200 banks. Mr. Folda has been actively engaged in the banking business for the past thirty years and is considered one of the best posted men on banking lines in the state.

**NEBRASKA**

Haines, assistant cashier of the State Bank of Narka, Kan., becomes cashier.

The former officers were: G. R. Buckner, president; Geo. F. Danforth, vice president, and R. L. Tiger, cashier.

**LEIGH BANK STOCK CHANGES.**

A deal was recently closed whereby E. M. Nelson, cashier, and Will Vlach, assistant cashier, of the Leigh State Bank, of Leigh, Neb., have purchased the interests held by Messrs. Niels Olson, president, and his

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

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and SUPPLIES

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LINCOLN, NEB.

**CITY NATIONAL BANK  
KEARNEY, NEBRASKA**

Capital .....\$ 100,000.00  
Surplus and Profits..... 45,198.47  
Deposits ..... 2,090,107.18

**OFFICERS**

Dan Morris .....President  
Geo. Burgert.....Vice President  
C. W. Norton.....Cashier  
F. W. Turner.....Assistant Cashier  
K. O. Holmes....Chairman Board of Directors

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

MEMBER OF THE FEDERAL RESERVE BANK OF THE UNITED STATES

# 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  
B. A. WILCOX, Vice President  
O. T. ALVISON, Assistant Cashier

WARD M. BURGESS, Vice President  
FRANK BOYD, Vice President  
J. A. CHANGSTROM, Assistant Cashier

WALTER W. HEAD, Vice President  
EZRA MILLARD, Cashier  
EDW. NEALE, Assistant Cashier

### NEBRASKA NEWS AND NOTES.

The First State Bank, of Beaver City, Neb., has purchased the bank at Hendley, Neb., and will make it a branch of the system managed by Smith & Son.

Farmers State Bank, Culbertson, Neb., have installed a beautiful set of quartered oak fixtures with marble base and marble dealing plates. The grille work is of oxidized copper, purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo. The bank is very proud of its new fixtures.

E. E. Butler is president of the new bank at Arnold, Neb., just chartered by the state banking board. It has a capital of \$25,000 and F. W. Brown, of Arnold, is vice president, and L. R. Chandler, of Arnold, is cashier.

Woodlake Bank, Woodlake, Neb., have installed a beautiful set of quarter-sawed oak fixtures, purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo., with marble base and marble dealing plates. Grille work is of oxidized copper.

The Farmers State Bank, of Arnold, Neb., increased its capital stock to \$25,000.

Work has been commenced on the new building for the Farmers State Bank, Liberty, Neb.

Minatare Bank, Minatare, Neb., have erected a new building and have installed new fixtures, purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo. The fixtures are of marble 54 inches high with the cornice and pilasters of quarter-sawed oak, and with oxidized copper grille work. The entire banking room is wainscoted with marble, the same as the counter front.

The new bank recently organized at Lodge Pole, Neb., will be ready to begin business in a very short time. They expect to build up-to-date quarters, but will probably rent a building until next spring.

Beatty Douthit has resigned his position in the Farmers State Bank, Fullerton, Neb., and has been succeeded by Wm. Abel.

The interior arrangements of the lower floor of the Minden Exchange National Bank, Minden, Neb., is being enlarged and changed.

### HOTEL CASTLE

300 FIREPROOF ROOMS  
Omaha

With bath single, \$1.50 and \$1.75; double, \$2.50 and \$2.75.

With private toilet single, \$1.00; double, \$1.50.

A Safe Home for Your Mother, Wife or Daughter.

**FRED A. CASTLE, Prop. and Mgr.**

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Des Moines, Iowa

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Nebraska State Bank Building  
Lincoln, Nebraska

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### BANK BUILDINGS

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SAINT PAUL MINNESOTA  
CORRESPONDENCE INVITED

PLACE YOUR MINNEAPOLIS BUSINESS WITH  
**The Scandinavian American National Bank**  
 MINNEAPOLIS

**Officers**

H. R. LYON, Vice-President  
 A. UELAND, Vice-President  
 EDGAR L. MATTSON, Vice-President  
 GEO. F. ORDE, Vice-President

CHAS. B. MILLS, Vice-President

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

**CORRESPONDENCE INVITED**

**MINNESOTA**

**BANKERS FROM MINNESOTA WHO ATTENDED THE  
 AMERICAN BANKERS CONVENTION AT  
 ATLANTIC CITY.**

- \*Barton, J. W., Vice Pres. Metropolitan National Bank, Minneapolis; Marlborough-Blenheim.
- \*Brown, Cyrus P., Vice Pres. First National Bank, St. Paul; Traymore.
- \*Budd, Charles H., Pres. Montevideo State Bank, and wife, Montevideo; New Belmont.
- \*Chapman, Joseph, Vice Pres. Northwestern National Bank, and wife, Minneapolis; Traymore.
- \*Chase, Kelsey S., Pres. Peoples Bank, and wife, St. Paul; Traymore.
- \*Cotton, I. F., Pres. Central State Bank, and wife, Minneapolis; Breakers.
- \*Crane, A. A., Vice Pres. First and Security National Bank, Minneapolis; Marlborough-Blenheim.
- Dowling, M. J., Pres. Olivia State Bank, and wife, Olivia; Marlborough-Blenheim.
- \*Draper, C. H., Pres. The First National Bank, and wife, Wells; Traymore.
- \*Furst, William, Vice Pres. Millers and Traders State Bank, and wife, Minneapolis; Marlborough-Blenheim.
- \*Gooding, A. C., Pres. First National Bank, Rochester; St. Charles.
- Gregory, W. D., Minneapolis; Chalfonte.
- \*Hanscom, Geo. E., Pres. Merchants National Bank, and wife, St. Cloud; Marlborough-Blenheim.
- Hanscom, Miss Louise, State Bank of Watertown, Watertown; Marlborough-Blenheim.
- \*Hawley, Newton F., Treas. Farmers and Mechanics Savings Bank of Minneapolis, Minneapolis; Marlborough-Blenheim.
- \*Mattson, Edgar L., Vice Pres. Scandinavian-American Na-

tional Bank, and wife, Minneapolis; Marlborough-Blenheim.

- \*Mills, Charles B., Vice Pres. Scandinavian-American National Bank, Minneapolis; Traymore.
- \*Mitchell, James L., Vice Pres. Capital National Bank, and cousin, St. Paul; Traymore.
- \*Mitchell, John R., Vice Pres. Capital Trust and Savings Bank, and daughter, St. Paul; Traymore.
- \*Richards, G. H., Sec'y Minnesota Bankers Association, and wife, Minneapolis; Marlborough-Blenheim.
- \*Robertson, J. G., Pres. Rushford State Bank, and wife, Rushford; Breakers.
- Skinner, Mark, Vice President First National Bank, St. Paul; Traymore.
- \*Thomson, J. C., Auditor Northwestern National Bank, Vice Pres. A. I. B. Institute, and wife, Minneapolis; Traymore.
- \*Wellcome, F. H., Pres. Union Investment Company, and wife, Minneapolis; Chalfonte.
- \*Delegate.

**NEW SOUTH ST. PAUL BANK.**

South St. Paul's financial institutions were increased to three when the newly organized Live Stock State Bank opened its doors in the O'Toole building at Grand avenue and Concord street. The bank begins business with a capital of \$50,000 and a surplus of \$10,000.

F. A. Samels is president and his brother, W. A. Samels, cashier. Mayor Fred W. Grisim, of the suburb, and W. D. Hogan are vice presidents. The directors include the officers and M. J. O'Toole, H. B. Warren, of South St. Paul, E. T. Stafford and C. A. Buholz, of Minneapolis.

The new quarters have been remodeled and all modern fixtures have been installed at an expense of several thousand dollars.

**Gold-Stabeck Company**  
 INVESTMENT BANKERS

Minneapolis

take pleasure in announcing the appointment of

**MR. WM. E. MOHR**

as Assistant Treasurer

formerly a member of the firm of

**Works-Mohr Investment Company**

Saint Paul

October 15, 1917.

Established 1880

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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

### BANK CELEBRATES FIFTIETH ANNIVERSARY.

The Lake City Bank, of Lake City, Minn., recently celebrated the fiftieth year since its founding, being the oldest state bank in Minnesota.

The bank was organized in 1867 by C. W. Hackett, who sold out in 1870 to Joel Fletcher. It was conducted as a private institution until 1873 when it was incorporated under state charter with a capital of \$50,000.

At the time of its incorporation as a state institution Samuel Doughty was made president and continued in that capacity until 1893 when he was succeeded by G. F. Benson. C. A. Hubbard, who is still president, entered its service in 1869 and shortly thereafter was made cashier, which office he held until 1907 when he became president.

Associated with Mr. Hubbard as president, are: J. M. Underwood, vice president; Wm. A. Hubbard, cashier; M. L. Erickson, assistant cashier; John W. Lamb, accountant, and Geo. W. Reding, clerk.

### NORTHROP PEOPLES STATE BANK OPENS.

The Peoples State Bank has opened at Northrop, Minn., with a paid-up capital of \$10,000 and a surplus of \$2,000. Fred C. Snyder is president; A. C. Becker, vice president, and J. H. Sprague, cashier. Mr. Sprague was formerly assistant cashier of the Fairmont National Bank.

The bank building is a structure of solid brick, two stories in height, with fixtures of the latest and most up-to-date design.

### ST. PAUL HAS NEW BANK.

The new Metropolitan Bank has opened for business in St. Paul in the building formerly occupied by the American National Bank. The authorized capital is \$200,000, with \$100,000 paid in. The surplus is \$30,000.

C. L. Swenson, formerly cashier of the Citizens National Bank, of Albert Lea, is president; E. L. Thornton, formerly secretary to Governor Burnquist, of Benson, is vice president; A. J. Veigel, formerly cashier of

## Continental and Commercial National Bank OF CHICAGO

Capital, Surplus and Undivided Profits, \$34,000,000

### OFFICERS

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

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

## Continental and Commercial Trust and Savings Bank

Capital, Surplus and Undivided Profits, \$5,500,000

Trust, Savings and Bond Departments

### OFFICERS

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

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

the Commercial State Bank, of St. Paul, is cashier, and B. R. Knauft, banker, of St. Louis, is assistant cashier.

### BANK SETTLED IN NEW HOME.

The Farmers & Merchants State Bank, of Hector, Minn., may well be proud of its beautiful new building which is very artistic in every detail. The base is of pebble float concrete, the lower half of the walls are constructed of dark buff tapestry brick and the upper half is a cream colored oriental plaster. The belt course and lintel over the front entrance is of polychrome terra cotta.

The main banking room occupies the entire width of the building. At the end of the corridor is the entrance to the safety deposit vault with a small room fitted up for the convenience of the patrons of the safe deposit boxes. From this room a door leads to

## Bank For Sale

Western North Dakota town of 200; capital \$10,000, deposits around \$100,000. This bank is located in a good farm loan community and can be bought at around \$40 over book value. Our number, 23761.

### BUSINESS SERVICE CO.

Banking Department  
 MINNEAPOLIS

a commodious room arranged to accommodate small gatherings and is open for the use of the public.

The officers of the Farmers & Merchants State Bank are: A. E. Schroeder, president; W. B. Strom, vice president; S. W. Anderson, cashier, and A. B. Dahlgren, assistant cashier.

### SCANDINAVIAN-AMERICAN, MINNEAPOLIS, CHANGES NAME.

Stockholders of the Scandinavian-American National Bank, of Minneapolis, Minn., at a special meeting to be held November 13th, will vote on the proposition to change the name of the bank to the Northern National Bank. The directors have unanimously adopted a resolution and it is fully expected that there will be no opposition on the part of the stockholders.

Edgar L. Mattson, vice president of the bank, says: "There has been an increasing desire for some time on the part of the bank's patrons for a shorter name and that selected is believed to be broad enough to express geographically the activities of the institution. The Ninth Federal Reserve banking district is comprised of northern states. The people living therein are known as the people of the North, therefore we consider it peculiarly fitting that we name our bank for this section of the country."

The Scandinavian-American National Bank was organized in 1909 and has had a rapid growth, having deposits at the present time of over \$14,000,000, capital of \$1,000,000 and a surplus and undivided profits of more than \$400,000. In the autumn of 1914 it was consolidated with the National City Bank, which materially widened its scope.

The officers are: H. R. Lyon, president; A. Ueland, Edgar L. Mattson, George F. Orde, Charles B. Mills, vice presidents; E. V. Bloomquist, cashier; A. E. Lindhjem, Trygve Oas and W. R. Murray, assistant cashiers.

### MINNEAPOLIS STATE BANK.

The board of directors of the Minneapolis State Bank, of Minneapolis, Minn., has voted unanimously to recommend to the stockholders that at the annual meeting, January 1, 1918, the capital stock of the bank be increased from \$50,000 to \$100,000. This action was taken to bring the capitalization of the bank into proper relation with its deposits which have grown to exceed \$1,000,000 as a result of the development of the Lake street district.



PRICE  
 Complete \$1

## War Stamp Tax CANCELLORS

### JUNIOR No. 0 BAND DATER

The Only Band Dater Small Enough  
 To Cancel Revenue Stamps

1st NAT. BK.  
 JUL. 16, 1917  
 Le Mars, Ia.

FAR. & MER. BK.  
 JUL. 16, 1917  
 Cedar Rapids, Ia.

**ST. PAUL STAMP WORKS**  
 ESTABLISHED 1870 ST. PAUL, MINN.



*"The Bank That Service Built."*

## The Seaboard National Bank

OF THE CITY OF NEW YORK

We allow interest on bankers' balances, and pay drafts when properly presented. Our competitors do likewise; however, the **"PERSONAL SERVICE ELEMENT"** is a distinctive feature with **The Seaboard National Bank.**

A SERVICE INCORPORATING

{	Efficiency
	Readiness
	Convenience
	Availability

and every phase of business that promotes helpful and mutually cordial relations.

C. C. THOMPSON, Vice President  
B. L. GILL, Vice President  
W. K. CLEVERLEY, Vice President  
L. N. DEVAUSNEY, Vice President

S. G. BAYNE, President  
H. W. DONOVAN, Cashier  
O. M. JEFFERDS, Assistant Cashier

C. C. FISHER, Assistant Cashier  
J. D. SMITH, Assistant Cashier  
B. I. DADSON, Assistant Cashier  
J. E. ORR, Assistant Cashier

### W. E. HOLT ELECTED ASSISTANT CASHIER.

Walter E. Holt has been elected assistant cashier of the State Deposit Bank, of Minneapolis, to succeed Theodore W. Freeman, who has been appointed first lieutenant in the United States artillery. Mr. Holt was born in St. Paul and has been employed by the Metropolitan National Bank and the Federal Reserve Bank.

H. D. Mackall was elected a director, succeeding Burt F. Lum. Two of the directors, F. J. Hannah and George R. Miller, have gone to join the armies of the United States and Great Britain, but will retain their positions upon the board.

### C. L. BENSEN ELECTED VICE PRESIDENT.

Carl O. Bensen, cashier of the Merchants National Bank, of St. Cloud, Minn., has been elected vice president of the institution at the meeting of the board of directors held recently. Mr. Bensen succeeds his father, the late John N. Bensen.

George Moore, who has been assistant cashier, was elected cashier and also a director of the bank.

### CONTINENTAL STATE BANK CHARTERED.

The Continental State Bank, of Minneapolis, Minn., soon to open on Marquette avenue, between Sixth and Seventh streets, has been chartered by F. E. Pearson, state superintendent of banks.

The new bank has \$100,000 capital and \$25,000 surplus. E. K. Strathy is president and J. F. Zeidler is cashier. He has been cashier of the University State Bank in Minneapolis.

### MANY NEW BANKS IN MINNESOTA.

That Minnesota is on the crest of a wave of prosperity may be indicated by the number of new banks being organized in the state. F. E. Pearson, state superintendent of banks, states that of 1,098 state banks now active, sixty-one have been chartered since January 1st, and applications are pending for charters for forty additional state banks.

### NORTHWESTERN NATIONAL BANK.

For the first time in the history of the bank the deposits of the Northwestern National Bank, of Minneapolis, have passed the \$50,000,000 mark. During the past ten years the deposits have been as follows: 1907, \$13,780,000; 1912, \$31,347,000; 1913, \$30,054,000; 1914, \$34,148,000; 1915, \$40,089,000; 1916, \$47,256,000; 1917, \$50,160,000.

"The growth of our business," says Mr. Decker, president, "is an excellent indication of the growth of the city and the general prosperity of the country."

The total resources of the Northwestern National Bank and the Minnesota Loan & Trust Company with which it is affiliated, now exceeds \$65,000,000.

### MINNESOTA NEWS AND NOTES.

O. L. Nelson, recently paying teller in the Capital National Bank, St. Paul, Minn., has accepted a position in the Morris National Bank, of Morris, Minn., as assistant cashier.

The Hutchinson State Bank, Hutchinson, Minn., a newly organized bank, will open for business soon.

### BANKS BOUGHT and SOLD

Confidentially on Commission

**JACOB BACKER, BANK BROKER**

405 Pioneer Bldg.

ST. PAUL, - - MINN.

**What Do You Know  
About Retailing**

See Page 21

?

### Here is a Plan to Get New Accounts

Present a Webster's Unabridged Dictionary to each country school in your territory. It will prove the best advertisement you have ever used.

The work is the original, authentic International Edition, is printed on the best paper and bound in flexible leather. Over 2,400 pages, full standard size, 8½x11 inches.

Write for Special Wholesale Prices and Our Unique Advertising Plan.

**Sherlock Agency**

706 Youngerman Bldg.

Des Moines

Iowa



In a recent issue of the Saturday Evening Post, Mr. J. H. Tregoe, secretary and treasurer of the National Association of Credit Men, said: "We cannot have business as usual under unusual conditions. What we must strive for is sounder and better business, which means that waste is to be eliminated; that results are to be reached by more direct methods."

Install the "DIRECT ROUTE" Ledger.

## The Men Who Stay at Home

must shoulder the load of those answering conscription's call. They face more work and greater effort to keep your business efficient.

Every method that makes them more productive is worth serious consideration.

One of these is the KIRTLEY VISIBLE ACCOUNT LEDGER—the greatest improvement over the common loose-leaf ledger ever devised. It saves at least one-third of the bookkeeper's time, allowing him to take on extra work. It is used in hundreds of banks and giving excellent service.

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.

## MONTANA

### BANKERS FROM MONTANA WHO ATTENDED THE AMERICAN BANKERS CONVENTION AT ATLANTIC CITY.

- \*Allen, O. W., Cash. American Bank and Trust Company, Billings; Breakers.
- \*Toble, A. N., Asst. Cash. Conrad National Bank, and wife, Kalispell; Breakers.
- \*Trimble, Sam E., Vice Pres. Union National Bank, Springfield; Marlborough-Blenheim.
- \*Delegate.

### W. H. ROTHS ELECTED CASHIER.

W. H. Roths, who was born and raised in Iowa, has made a great success of banking in the state of Montana. He first became associated with the Sheridan County State Bank, of Plentywood, as assistant cashier, where he gained his first practical banking experience. He then became assistant cashier and auditor of the Yellowstone Valley Bank & Trust Company, of Sidney, and recently has become cashier of the Pioneer State Bank, of Glentana.

Mr. Roths has made a splendid advance in the banking field during the short time he has been engaged in that line of work.

### NEW BUILDING FOR TOWNSEND BANK.

The State Bank, of Townsend, Mont., has a beautiful new home which is patterned after the Ionic order of architecture. Montana granite, Bedford, Ind., limestone and brown brick are used on the exterior. The interior is very elaborately finished and furnished.

The officers are: J. P. Kearns, president; Jeff Doggett, vice president; P. H. Murphy, cashier, and J. W. Seibold, assistant cashier.

### SEED WHEAT SUPPLY SUFFICIENT.

Seed wheat supply, according to the bulletin issued by the American Bank & Trust Company, of Great Falls, will be sufficient for all needs in Montana and of the last year's crop which is claimed to be better for germinating results. A census recently taken in Cascade county disclosed many thousands of bushels ready for those needing it. The price, necessarily, will be determined by conditions, though it probably will be around three dollars. Banks have assumed the attitude of being ready to help those entitled to the help.

### NEW A. B. A. MEMBERS.

The following Montana banks have recently joined the American Bankers Association: Bowdoin State Bank, Bowdoin; Farmers State Bank, Brady; First National Bank, Brady; East Helena State Bank, East Helena; State Bank of Flaxville, Flaxville; American National Bank, Forsyth; Galata State Bank, Galata; First National Bank, Nashua; Square Butte State Bank, Square Butte; Turner State Bank, Turner.

### DEPOSITS CONTINUALLY INCREASING.

The Security Trust & Savings Bank, of Billings, Mont., according to their last statement, had deposits of \$556,339.95. The capital stock is \$100,000 and the undivided profits are \$20,813.23.

W. E. Waldron is president; Harry F. Scott, vice president, and W. B. Vaughan, assistant cashier.

### MONTANA NEWS AND NOTES.

Vice President H. S. Woodward, of the First National Bank, Hobson, Mont., was recently called to Minneapolis by the sudden death of his father, A. M. Woodward, a banker of that city.

The Billings Stock Exchange, Billings, Mont., was incorporated recently with a capital stock of \$200,000.

The Montana National Bank, of Havre, Mont., has been chartered with a capital of \$50,000.

The First National Bank, of Froid, Mont., has opened for business with George Anderson as cashier.

A charter has been issued to the First National Bank, of Raymond, Mont. The bank is capitalized at \$25,000.

O. W. Tweed, cashier of the Benchland State Bank, Benchland, Mont., has sold his interest to U. F. Standard, assistant cashier of the Fergus County State Bank, of Hobson.

A new bank is being organized at Conrad, Mont. J. M. Ryan and R. P. Reckards, of Great Falls, are the organizers.

A charter has been issued to the First National Bank, of Dodson, Mont. The bank is capitalized at \$25,000.

The Richey State Bank, Richey, Mont., has been incorporated with a capital of \$20,000. The officers are: T. F. Hagan, president; August Ritz and M. J. Hughes,



*"Turn your back and close your eyes"*

Come to our store, forget you are in a store, turn your back, close your eyes, and when Margaret Matzenauer's glorious voice, literally re-created, tone for tone, shade for shade, pours forth from the New Edison, you will feel her very presence in the room.

## *The* NEW EDISON

*"The Phonograph With a Soul"*

has been tested by direct comparison with its Re-Creation of the voices of Margaret Matzenauer, Marie Rappold, Anna Case, Marie Sundelius, Julia Heinrich, Christine Miller, Giovanni Zenatello, Edoardo Ferrari-Fontano, Guido Ciccolini, Jacques Urlus, Otto Goritz, and

twenty other great artists. Half a million people have heard these astounding tests and were positively unable to tell apart the singer's living voice and the new instrument's Re-Creation of it. These remarkable tests are chronicled in five hundred of America's principal newspapers.

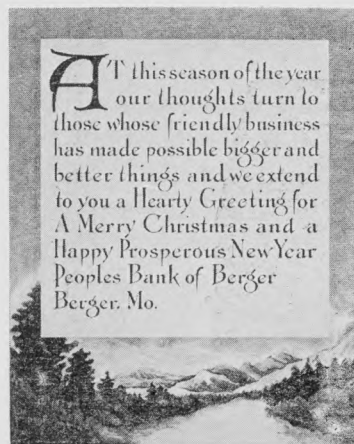
NOTICE—Please do not ask us to sell you Edison Re-Creations if you intend to attempt to play them on any other instrument than the New Edison. No other instrument can bring out the true musical quality of Edison Re-Creations. Furthermore, injury to the records is likely to result if you attempt to play them on an ordinary phonograph or talking machine.

# Harger & Blish, Inc.

*"30 Years in the Music Business"*

Des Moines

Sioux City



At this season of the year our thoughts turn to those whose friendly business has made possible bigger and better things and we extend to you a hearty Greeting for A Merry Christmas and a Happy Prosperous New Year Peoples Bank of Berger Berger, Mo.

## Christmas Greetings

Beautifully steel engraved cards and tolders with your firm or bank name engraved on same plate. A big portfolio, showing many styles and sizes sent on request. We pay postage on it, both ways.

**ORDER NOW FOR DELIVERY  
ON DECEMBER FIRST**

**Buxton & Skinner Printing and Stationery Co.**  
FOURTH STREET NEAR OLIVE—SAINT LOUIS, MO.

## MONTANA

vice presidents; R. P. Foley, cashier, and F. H. Ravet, assistant cashier.

S. C. Hawks has sold his interest in the Commercial Bank & Trust Company, Big Timber, Mont., to A. H. Arneson, Oscar Hepstad, L. R. Peck, J. E. Roecher,

L. V. DeClercq and A. C. Johnson, the latter being vice president of the American National Bank, Helena.

M. Schaeffer has been advanced from the cashiership of the Bank of Fairview, Mont., to vice president, succeeding A. M. Gardner resigned. The cashiership has been filled by the promotion of Assistant Cashier F. W. Adams.

M. D. Eckley has resigned as assistant cashier of the First State Bank, of Windham, Mont., to become cashier of the First National Bank, Grass Range, Mont.

Alex Van Dyken has been elected assistant cashier of the Belgrade State Bank, Belgrade, Mont., succeeding Charles A. Roerup, who has become cashier of the Musselshell State Bank.

Jay Loving has resigned his position as cashier of the Scandianvian American Bank, Big Timber, Mont. A. V. McIvor, of Hyannis, Neb., has been appointed to the vacancy.

### EDUCATION THROUGH ADVERTISING.

(Continued from page 27.)

financial advertising tells no story; carries no message; creates no desire. Pick up any of the financial magazines and look over the advertising pages. Names, more names and figures; the little subject matter displayed might be transposed from one to another in



## The New Federal Taxes

They touch nearly everybody.

We have a booklet, just off the press, that will tell you, in concise, plain terms, just what you will have to pay.

Ask for a Complimentary Copy

BOND DEPARTMENT

## The Minnesota Loan and Trust Company

405 Marquette Avenue - Minneapolis, Minn.

Affiliated with the Northwestern National Bank

Branch Office, Great Falls, Montana

## NORTHWESTERN STAMP WORKS

ST. PAUL, MINN.

Rubber Stamps of Every Description

Other Specialties

Seals

Check Protectors

Key Checks

Identification Checks

Desk Plates

Signs

Pads

Inks

and in fact anything in the stamp line.

three out of four ads without profit or loss to either, and its truth in no way impaired.

Contrast such advertising with that which sells goods, markets products, brings forth demand; advertising which must stand the acid test of profitable returns or go into the discard. Such copy must make good. Into it go the best brains available and money is spared neither in its preparation nor its production. The keenest business men in the country prove that it pays. Financial advertising, though improving, scarcely measures up to that done by other lines of

business. The reason is this: Banks have advertised persistently from their own standpoint, ignoring that of the prospect whose business was sought.

The aim of all advertising is primarily to gain attention; to secure action; sell goods; to get business; stripped of all formalities—an investment of money to make more money.

A tremendous increase in the volume of advertising admits no argument as to its power. Today our food, our clothes, shoes, collars, hats and hose are sold through advertising.



## “THE TALISMAN”— a new photoplay for the use of bankers

A new motion picture, “The Talisman,” is now ready for distribution among bankers to aid them in increasing their “A.B.A.” Cheque sales. We consider it even superior to the previous film. It is artistic, authentic and interesting.

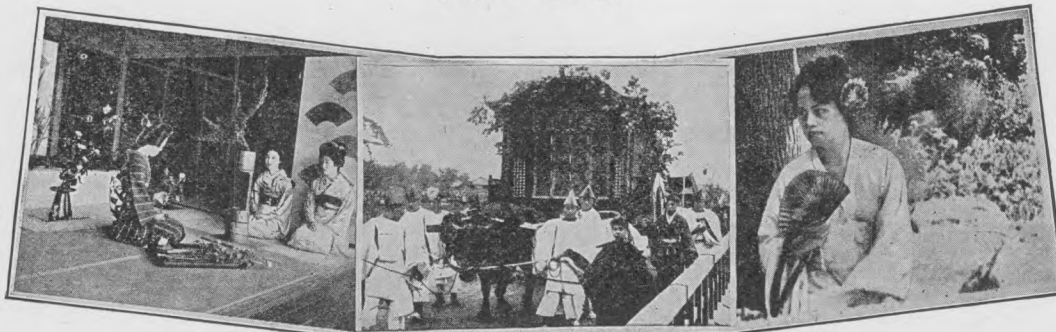
Banks report that the showing of these photoplays brings many people in to inquire about “A.B.A.” Cheques and to buy them. They also report that the showings have proved good publicity for the general business of the bank.

“The Talisman” narrates the adventures of two parties of travelers, one “Seeing America First”; the other going to the Orient via South America and Hawaii. Many humorous incidents occur as the plot unfolds.

*If you have not received booklet containing a complete description of these two films, with comments from many banks that have showed them, write for a copy.*

## BANKERS TRUST COMPANY

New York



## 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

## SOUTH DAKOTA

### BANKERS FROM SOUTH DAKOTA WHO ATTENDED THE AMERICAN BANKERS CONVENTION AT ATLANTIC CITY.

- \*Darling, A. B., Vice Pres. and Sec'y Western National Bank, South Dakota Bankers Association, Mitchell; Marlborough-Blenheim.
- \*Devers, J. R., Director Sioux Falls Savings Bank, Sioux Falls; Traymore.
- \*Franklin, N. E., Pres. Bear Butte Valley Bank, and wife, Sturgis; Marlborough-Blenheim.
- \*Haskell, Albert M., Cash. First National Bank of Carthage, Carthage; Haddon Hall.
- \*Hopkins, H. L., Cash. Security Bank, Clark; Marlborough-Blenheim.
- \*Lambertson, J. B., Director Sioux Falls Savings Bank, Sioux Falls; Traymore.
- \*Munson, E. W., Vice Pres. Minnehaha National Bank, Sioux Falls; Marlborough-Blenheim.
- \*Ontjes, William, Pres. Sioux Falls Savings Bank, and wife, Sioux Falls; Traymore.
- \*J. E. Platt, Pres. Security Bank, Clark; Marlborough-Blenheim.
- \*Wadden, John W., Pres. Lake County National Bank, and wife, Madison; Breakers.
- \*Delegate.

### WATERTOWN HAS NEW BANK.

About January first, Watertown, South Dakota, will have a new bank known as the Trust and Savings Bank. H. D. Walrath is president; A. J. Lockhart, of Clear Lake, is vice president; H. P. Andrison, of Clarkfield, Minn., vice president, and Geo. K. Burt,

cashier. The directors are: Geo. K. Burt, A. J. Lockhart, H. D. Walrath, A. P. Foley, F. B. Stiles, A. H. Hasche and H. P. Andrison.

The company is incorporated with a capital stock of \$100,000. The field covered is a wide one. The bank may be appointed under court order as administrator, trustee or receiver, will invest in municipal, county, township and school bonds, and will make loans on notes, mortgages, and real estate. It operates under the state banking law.

### BANKERS MEET AT WAKONDA, S. D.

Practically all of the bankers within a radius of thirty miles met at Wakonda, South Dakota, for the purpose of getting acquainted, discussing interest rates and other important matters. R. A. Goodwin, vice president of the Wakonda State Bank, presided. He is vitally interested in reviving county and group organizations in that section of the state and in making them more profitable from the country bankers' standpoint. He said in part:

"I think the most of us bear the same relation to our county and group organizations as we did to the world war up to a very short time ago. We all know there are such organizations but the thought never occurs to us that we should take an active part in the work. We should get out of our little circles occasionally and discuss our problems with our neighbors, it would help us a great deal I am sure. Then the social benefit which we derive from such meetings is very valuable to us. Probably if we would get together occasionally at meetings of this kind and get better acquainted we would find that our competitor who runs a bank in a neighboring town is not such a bad fellow as we had thought he was. We hear very favorable reports of county and group meetings of some of the other states, and I cannot see why we are not entitled to some of the benefit these organizations are capable of giving as well as other bankers. I have made it a rule to attend every bankers' meeting and convention I possibly could the past nine years, and as a result, I have a personal acquaintance of about 300 bankers in this and our neighboring states. I find a wide acquaintance is valuable to a country banker in many ways.

"Our group meetings should be conducted more on the order of this meeting. Of course we usually hear some very splendid addresses through the kindness of our city brothers, and I can state from a personal standpoint that I have never attended a group meeting from which I have not derived some benefit, but if we wish to get the ideas of our city bankers we should read our bank magazines, they are filled with splendid articles. If we expect to serve our customers efficiently in this day and age of rapid strides in the improvement of business methods we must keep well informed as to matters relative to banking and finance, but how many of the ideas which we get from the addresses delivered at our regular group meetings do we put into use? The ideas which are valuable to us are those we thresh out ourselves in which we take into consideration our local conditions. For this reason I think we are not getting what we should from our group meetings and we should hold meetings of this kind more often."

Roy Finnegan has accepted a position in the First National Bank, Yankton, S. D.

## Christmas Greetings

For Banks, Individuals or firms, beautifully steel engraved cards and folders—your name engraved or printed. If you want greetings of character and distinction—greetings that are different—send for samples.

*Order Now For Delivery in December*

### Koch Brothers, Inc.

Printers, Stationers, Binders

Dept. "NB"

317-319-321 Locust St. Des Moines, Iowa

Place Orders Early, Thereby Preventing Possible Disappointments.

#### LARGE BANK DEPOSITS.

The Security National Bank, of Sioux Falls, South Dakota, has deposits of \$5,051,679.14, which is a new high mark for South Dakota banks. The officials of the bank, in discussing the situation, expressed the opinion that while the usual fall and winter liquidations will no doubt cause bank deposits to recede from their present high point, it may be expected that money will be plentiful in South Dakota for some time.

In two years' time the bank deposits have increased \$2,700,000, a net gain of almost one-third. Sioux Falls bank clearings have also greatly increased, and from present indications, there will be a raise of over \$30,000 this year over last.

#### NEW BANK ORGANIZED.

Articles of incorporation have been filed for the First Trust & Savings Bank, of Watertown, South Dakota. The new institution is capitalized at \$100,000. The incorporators are: Geo. K. Burt, of South Shore; A. J. Lockhart, of Clear Lake; H. P. Andrisen, of Clarkfield, Minn.; H. D. Walrath, A. P. Foley, H. H. Fahnestock, F. B. Stiles and A. N. Hasche.

The officers are: H. D. Walrath, president; A. J. Lockhart, vice president; H. O. Andrisen, vice president, and George K. Burt, cashier.

#### STUDENT LOAN FUND CREATED.

The banks of Aberdeen, South Dakota, acting collectively through the Aberdeen Clearing House Asso-

The Value of the  
**ST. PAUL CATTLE LOAN CO.**  
 To Your Community

We help promote the Live Stock Industry.  
 We offer attractive terms to bankers desiring to build up this class of business.

Correspondence Solicited.

**St. Paul Cattle Loan Co.**  
 UNION STOCK YARDS SO. ST. PAUL, MINN.

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

A. G. SAM, Treasurer

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

Affiliated with Stock Yards National Bank

# 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.

# 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.

## SOUTH DAKOTA

ciation, have created a fund of \$1,000 to be used as exigencies may arise in making small loans to students of the Normal. This generous action taken unanimously by all the banks of the city, is another evidence of their splendid co-operation to aid in worthy undertakings.

The following regulations are announced by the president of the school for obtaining loans from this fund:

1. No student shall receive a loan of more than \$100 in one year or a total at one time of more than \$200.
2. To obtain a loan the student must present a letter of recommendation from a banker in his home town.
3. The loan shall be guaranteed by the president of the Northern Normal and Industrial School, who may require the guarantee of the parent or guardian of the student.
4. All loans shall bear 4 per cent interest while the student is attending school, and 6 per cent thereafter until maturity.

Blanks for making application for a loan may be obtained from the president of the school.

### REDFIELD NATIONAL BANK FLOURISHES.

At the time of the last statement, the deposits of the Redfield National Bank, of Redfield, South Dakota, amount to \$1,022,310.00, and this is the first institution in the county to attain such a splendid showing.

Z. A. Crain, president of the bank, says: "Twenty-five years ago no one dared to think of a bank in Red-

field having on deposit a million dollars. Then we did not think in terms of millions, nor even thousands; we hardly thought in terms of hundreds. These twenty-five years have brought many changes. Then good farming land could have been bought at from three to five dollars an acre. Now choice farms with good improvements are thought to be worth from seventy-five to more than one hundred dollars an acre. Then there were only three banks in Spink county with total deposits of less than one hundred fifty thousand dollars. Now there are twenty with aggregate deposits of about five millions. The growth and development of South Dakota during the last twenty-five years have been truly wonderful, and the growth during the next twenty-five years will show even greater changes."

### SOUTH DAKOTA NEWS AND NOTES.

Ben Nash, of Montrose, has accepted a position in the Valley State Bank, Lake Andes, S. D.

The Dakota National Bank, Aberdeen, S. D., moved into its new building recently, purchased last winter from the Dakota Central Telephone Company, and remodeled.

Articles of incorporation have been filed for the organization of the Ree Valley Bank, of Orient, S. D. August Schaefer, C. M. Weiblen, P. J. Dunn and F. E. Saltmarsh, of Miller, are among those interested in the new enterprise, in addition to a large number of influential farmers living in the vicinity of Orient.

C. A. Fountain will have charge of the bank at Capa, S. D., N. P. Wenge having resigned.

The Trent State Bank building, Trent, S. D., is nearing completion. This will be one of the finest structures in Trent when completed.

The two banks doing business in Iroquois, S. D., have aggregate deposits of \$711,913.80, this breaking all records in the history of Iroquois.

The First National Bank, Woonsocket, S. D., pur-

## WE MAKE RUBBER STAMPS

Our new catalogue gives suggestions for stamps; shows type faces, supplies, etc. Ask for catalogue H.

**F. P. HOLLAR & SON**

SIoux CITY Commercial Printing IOWA

## I AM WORTH \$\$ TO YOU

We have 20,000 Satisfied Customers in Iowa Alone.

For a short time only we will give you Absolutely FREE one gallon of ALLBRITE FURNITURE POLISH with every gallon of Polish you order with this ad.

USE THE MAGIC ALLBRITE PIANO, AUTOMOBILE AND FURNITURE POLISH

Price of Allbrite Furniture Polish, \$2.00 per Gallon Remember One Gallon FREE with each Gallon ordered

820 Locust St.

Phone W. 1537, Des Moines, Ia. **ALLBRITE MFG. CO., Inc.**



chased of J. E. Whiting recently the building and lot adjoining the place of business belonging to the bank. It is the intention of the bank to erect on the two lots a modern two-story building having a frontage of fifty feet and a depth of 100 feet.

Clark Elmore has accepted a position in the Sioux Falls Savings Bank, Sioux Falls, S. D.

The Bank of Bovee, S. D., on the fifth day after opening its doors for business had deposits of \$12,000.

#### SEED CORN SHOULD BE STORED NOW.

According to Dr. A. N. Hume, agronomist at the South Dakota State College, now is the time for farmers to store their own seed corn for the coming corn crop of South Dakota. He says:

"A very good plan and a safe one is to go out into the corn field and rescue a lot of good seed corn ears from the general crop. These selected ears may thus be taken from the hardiest, most vigorous stalks in the field and tied together by the husks and hung against the sunny side of the building. They also may be put on a regular seed corn drier and hung in a dry attic, or under a shed roof where there is good circulation of air, or perhaps stored on a commercial scale in a regular seed corn house. There are many good places to store seed corn. The main danger is that the pressure of work on the farm will cause us to neglect to make use of any of them. This year of all years we should not forget the relation of coming corn crops to the food supply of the nation and the prosperity of South Dakota. Especially remember that next year's crop depends in a considerable part upon the amount and quality of corn picked for seed."

## 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.

When Northwestern bankers send their  
**MINNEAPOLIS GRAIN DRAFTS**  
direct to this city for collection, they save at least  
twenty-four hours in final payment.

When they send them to *this bank*, they get quickest and best service that forty-five years' experience and a constant watchfulness have been able to devise.

**Northwestern National Bank**  
MINNEAPOLIS, MINNESOTA  
Resources \$57,800,000

## NORTH DAKOTA

### BANKERS FROM NORTH DAKOTA WHO ATTENDED THE AMERICAN BANKERS CONVENTION AT ATLANTIC CITY.

- \*Beckwith, H. P., Pres. Northern Savings Bank, and wife, Fargo; Marlborough-Blenheim.
- \*Belssbarth, E., Pres. First National Bank, Brinsmade; Marlborough-Blenheim.
- \*Green, C. R., Vice Pres. Farmers and Mercantile Bank, Cavalier; Chalfonte.
- \*Irish, Fred A., Vice Pres. The First National Bank, Fargo; Marlborough-Blenheim.
- \*Lee, T. Melvin, Sec'y Middlewest Trust Company, and wife, Valley City; Chalfonte.
- \*MacFadden, W. C., Sec'y North Dakota Bankers Association, and wife, Fargo; Marlborough-Blenheim.
- \*Nierling, J. J., Pres. Citizens National Bank, and wife, Jamestown; Chalfonte.
- \*Remington, P. C., Pres. City National Bank, and wife, Bismarck; Brighton.
- \*Delegate.

### T. O. CHANTLAND RESIGNS.

T. O. Chantland has resigned his position as cashier of the Scandinavian-American Bank, of Grafton, N. D., and has become associated with the Farmers & Merchants Bank, at Leeds. T. J. Hagen, of Grand Forks, succeeds Mr. Chantland. Mr. Hagen has resided in Grand Forks for more than thirty years and for the past three years has been cashier of the Citizens State Bank, of Sharon.

### GUARANTY DEPOSIT FUND.

North Dakota's first guaranty deposit fund, which is expected to become available January 1st, will total \$14,674.50, according to an estimate made by State Examiner J. R. Waters. That amount, it is believed, will be sufficient to meet any demand which will be made on the fund for the reimbursement of depositors in any one year.

Mr. Waters says: "The more familiar I become with this guaranty act, the better I like it. It seems to absolutely safeguard the interests of the depositors, and at the same time it places no burden to speak of on the banks. The state guaranty law is nothing more than an economical form of mutual insurance."

### GRENORA BANKS PROSPER.

The Citizens State Bank, of Grenora, N. D., which was established in July, 1916, has a capital of \$15,000 and the surplus and deposits amount to \$65,000, while the total footings are over \$100,000. A. M. Eckman, of Hendrum, Minn., is president; L. C. Repp is vice president; C. S. Eckman, cashier, and Lars Wambheim, assistant cashier.

The State Bank, of Grenora, has capital and surplus of \$25,000. D. N. Tallman is president; W. F. Hanks,

who has been in the banking business for a number of years, is vice president; E. L. Huglen, cashier, and J. R. Young, assistant cashier. The bank has recently moved into a new building. Besides carrying on a regular banking business, the bank also does real estate business on quite a large scale and is agent for the sale of the townsite land in the city.

### NEW BANKS CHARTERED.

Charters have been granted to two new North Dakota banks: The Farmers State Bank, of Dunseith, with \$15,000 capital, is incorporated by G. E. Wagner, Dunseith; G. I. Dobbin and L. M. Dobbin, Overly, and the Farmers State Bank, of Kulm, with a capital of \$30,000 is incorporated by E. A. Bowman, Ernest Schneider and Frank G. Hildebrand.

Bank changes include an increase in the capital of the Bismarck Bank, from \$50,000 to \$65,000, and the name of the Minot Farmers Bank has been changed to the First Farmers Bank.

### NEW PRESIDENT ELECTED.

At the fourteenth annual meeting of the Farmers & Merchants Bank, of Kensal, N. D., R. Clendenning, of Fargo; Oscar Zimmerman, of Jamestown, and O. B. Christopherson, of Kensal, became stockholders in the institution and the following officers were elected: R. Clendenning, president; Gustave Guenther and O. B. Christopherson, vice presidents, and F. L. Nichols, cashier.

These officers compose the board of directors.

### BISMARCK BANK INCREASES CAPITAL.

The Bismarck Bank, of Bismarck, N. D., has increased its capital stock from \$50,000 to \$65,000, and the surplus fund has also been increased from \$20,000 to \$29,000. These increased funds make the institution the second banking house in Bismarck and fourth among banks organized under the laws of North Dakota in point of working capital.

The Bismarck Bank was organized in 1891 with a capital of \$30,000, which was increased to \$50,000 in 1911. Hon. T. C. Power, one of the first to represent the state of Montana in the United States Senate, and long prominent in the financial circles of the Northwest, has been president since the organization of the bank. Isaac P. Baker, a resident of Bismarck since 1880, and first cashier, has been vice president for the past twenty years. Geo. H. Russ, Jr., recently commissioned captain in the officers' reserve corps, is second vice president. He was recently succeeded by E. M. Thompson as cashier.

Joseph Simmer, for six years connected with the Northern State Bank, Grand Forks, N. D., has resigned his position as teller to accept an offer from the Burroughs Adding Machine Co.

### Bank Stocks Commercial Paper

We desire information concerning country banks that are for sale.

#### THE SINCLAIR COMPANY

Suite 310-312

McKnight Building Minneapolis, Minn.

### EDWIN J. BISHOP CERTIFIED PUBLIC ACCOUNTANT

Member of American Institute and  
Minnesota Society of Accountants

Audits—Credit Investigations—Systems

ST. PAUL  
Globe Building

FARGO, N. D.  
Fargo National Bank Building

MINNEAPOLIS  
Wilmae Building

EVAN RANDOLPH, Vice-President  
CHARLES M. ASHTON, Cashier

JOSEPH WAYNE, Jr., President

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

# The Girard National Bank

## PHILADELPHIA, PA.

Capital, \$2,000,000

Surplus and Profits, \$5,000,000

Deposits, \$65,000,000

ACCOUNTS OF BANKS AND BANKERS SOLICITED

"To Satisfactorily Handle Your Business, You Need a Philadelphia Account"

### FARMERS LOAN BANK ORGANIZED.

The Minot Farmers National Loan Association has been organized at Minot, N. D., with a charter membership of thirty farmers. The board of directors is composed of H. L. Herzog, Peter Berg, Ed Okins, Harvey Wickman and S. R. Herzog. The officers are: H. J. Herzog, president; Peter Berg, vice president, and W. A. Peck, acting secretary-treasurer.

The company will operate in thirty townships centering around Minot.

### NORTH DAKOTA NEWS AND NOTES.

The Bismarck, N. D., district, comprising Burleigh, McLean, Kidder, Emmons and Logan counties, with a combined population of 73,559, will be asked to subscribe the equivalent of \$5 per capita to absorb the \$375,000 quota of the second Liberty Loan assigned to this territory.

The new assistant to Cashier Ness, at the Farmers & Merchants Bank, Steele, N. D., is Arnold Herold, from Pierz, Minn.

The name of the Minot Farmers Central Bank, Minot, N. D., has been changed to the First Farmers Bank of Minot.

A change was made at the First State Bank, Linton, N. D., recently. Mr. Wm. Selbach, former cashier, resigned and A. J. Eveslage, of St. Cloud, Minn., has been appointed to the position. Mr. Eveslage has been in the banking business at Dresden, N. D., for the past three years and comes highly recommended.

Henry C. Dahl, of Kenmare, has accepted a position in the Second National Bank, Minot, N. D. Mr. Dahl was formerly connected with the Farmers & Merchants Bank, of Kenmare.

The total deposits of the Munich, N. D., banks are well over the \$400,000 mark.


### G. R. JACOBI ENTERTAINS BANK OFFICERS.

G. R. Jacobi, cashier of the First National Bank, of East Grand Forks, N. D., entertained the directors and employes of the bank at dinner recently, commemorating the twenty-sixth anniversary of the establishment of the bank and also the passing of the half million dollar deposits mark. The deposits are now \$530,000, as compared with \$53,000 twenty-six years ago.

Of the original sixteen stockholders of the bank, the four who are living, are: A. C. Rhinehart, John Stephenson, W. G. Smith and William Budge.

Those present at the dinner were: J. R. Johnson, president; J. H. McNicol, vice president; G. R. Jacobi, cashier; Hugh Dunlevy, George Downhan, Martin Lystad, teller; Lila De Roche, bookkeeper, and Anna Ryan, stenographer.

BANK INTERIORS AND EQUIPMENT



**T**HE STATE BANK, of Winfield, Kansas. A building of absolutely first-class construction throughout, with an exterior in granite, terra cotta and tapestry brick, and banking room incorporating every feature for the expeditious handling of the business and the convenience of the bank's customers.

Designed and built by the Weary and Alford Company under the separate contract system.

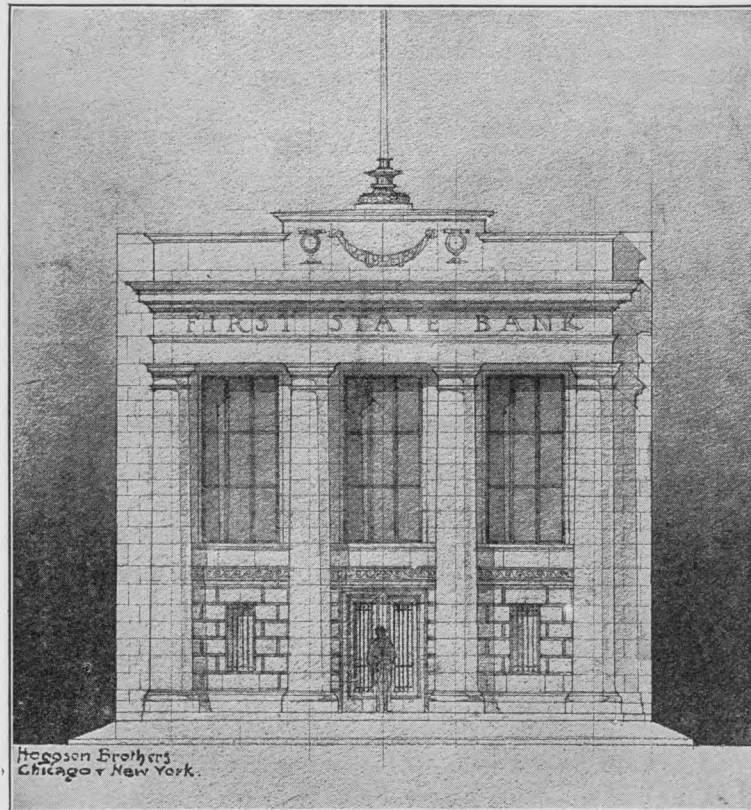
WEARY AND ALFORD COMPANY

1907 MICHIGAN BOUL. CHICAGO

### NEW HOME FOR PITTSBURG, KAN., BANK.

The First State Bank, of Pittsburg, Kan., has a beautiful new home which is now in process of erection by Hoggson Brothers, the New York and Chicago builders. The architectural treatment of the edifice follows the simple, impressive, dignified design of the Roman-Doric period. Four engaged columns with moulded caps and bases will support a projecting cornice, surmounted by a massive parapet, on which will be carved stone central garlands and side pieces. The architectural motif of the exterior is carried out in the banking room itself. The ceiling will be broken into panels by massive beams running from side to side. These beams are supported on pilasters, which provide a panel treatment for the side walls.

Hoggson Brothers, who are among the best-known bank planning experts of the country, have given careful attention to the layout of the banking room, so as to insure the greatest facility and economy of operation, while providing at the same time for the utmost comfort and convenience of the bank's patrons.



Architect's perspective of new individual bank building for the First State Bank, of Pittsburg, Kan., designed and to be erected, equipped, decorated and furnished by Hoggson Brothers, builders, Chicago and New York.

# BANK DECORATING

By an organization highly efficient  
in decorating the interiors of  
better homes and banks

Designs and Estimates Furnished Upon Request

810  
Walnut  
St.

**STONER'S**  
Interiors

Des  
Moines,  
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**DES MOINES, IOWA**

### NEBRASKA NEWS AND NOTES.

Stockmen's Bank, Seneca, Neb., purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo., a beautiful set of quartered oak fixtures with marble dealing plates and base. The bank is very proud of its new fixtures.

Frank B. Knapp and a number of other Fremont men have bought the Rising City Bank, Rising City, Neb., one of the oldest and strongest institutions of Butler county. Louis Reichenbach, who established the bank thirty-five years ago, is retiring from active business.

J. E. Hansen will be the cashier at the Farmers State Bank, at Genoa, Neb., with K. C. Knudson, president.

Raymond Munkres has accepted a position as cashier in the bank at Sarben.

Farmers State Bank, Saronville, Neb., have erected a new building, and have installed beautiful set of quarter-sawed oak fixtures with marble base and marble dealing plates, purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo.

Earl Else, who for several years has held the position of bookkeeper in the Citizens State Bank, of Diller, Neb., has accepted a position in the Harbine Bank of that city.

### IN NO MAN'S LAND AND BEYOND.

(Continued from page 7.)

iciency under some plan of unified regulation and operation by which railroad credit will be protected and the expansion of railroad facilities properly encouraged.

Until Germany is beaten all our energies must be concentrated on winning this war. There should be no "profiteering" strides, and labor's "excess profits" should bear an equitable share of the war's financial burdens. The government cannot now, of all times, incur the loss and hindrance involved in settling renewed labor disturbances. Soldiers, capital and business have been conscripted in democracy's just cause. It may be possible that in the near future the government will be compelled to follow the lead of England and France and draft labor. It must do its part in the common cause.

**What Do You Know  
About Retailing**

See Page 21



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Our national machinery must not only be geared to the speed and co-ordinated to the demands of war, but it must be made adaptable to the world-wide reconstruction which will follow the war on such a colossal scale as to tax our capacities to the utmost.

Meanwhile the United States must bend every effort to increase its producing capacity, which, although it is greater than ever, is not equal to the maximum world demands now being made on it because much European production is either diverted solely to the

requirements of war or is in enforced idleness.

The armies of business, however, are still using the old weapons and the old methods. There are no training camps for business men as there are for soldiers. Each merchant and manufacturer must study each new question for himself as it arises. Interchange of opinion is only just beginning. The time is coming when the co-operative effort for education, improvement and co-ordination in this direction will become a mighty force. The armies of business must be trained and disciplined as thoroughly as the armies of war, so that officers and men will know that it is "one for all, and all for one," instead of "every man for himself," that brings victory.

The commercial map of the world will be remade after the war. The re-arrangement of the great high-ways of the sea, which was begun by the opening of the Panama Canal, and was checked at the outbreak of the world war, will be carried out. There will be a shifting of the strategic trade centers of the world. The great vantage points of commerce will rise or decline in power according to the re-arrangement of the currents of international trade. Some will sink into obscurity; others will become richer and more powerful and be the centers of the commercial struggles of tomorrow.

## STATEMENT OF OWNERSHIP.

Statement of the ownership of The Northwestern Banker, published monthly at Des Moines, Iowa, for October 1, 1917, as required by the act of Congress of August 24, 1912. State of New York, county of New York. Before me, a notary public in and for the state and county aforesaid, personally appeared Clifford De Puy, who, having been duly sworn according to law, deposes and says that he is the publisher of The Northwestern Banker. Clifford De Puy is publisher, editor, managing editor and business manager. The owners are Clifford De Puy, Mrs. Emerson De Puy and Alice De Puy, Des Moines, Iowa. That 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.

(Signed) Clifford De Puy,  
Publisher.

Sworn to and subscribed before me this 1st day of October, 1917.

G. C. Newell.

My commission expires March 30, 1919.

## 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**  
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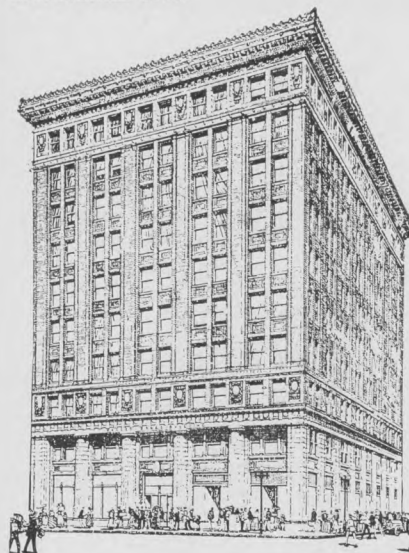
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May we add your name to our constantly growing list of correspondents.

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