

ONE HUNDRED MILLION BANKERS

By S. L. FRAZIER

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THE NORTHWESTERN BANKER

TWENTY-THIRD YEAR

DES MOINES, IOWA, APRIL, 1918

TOTAL NUMBER 368

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DAVID R. FORGAN

President National City Bank, Chicago, Illinois.

David R. Forgan was born in So. Andrews, Scotland, on April 16, 1862. He received a common school education and has been engaged in banking ever since he was fifteen years of age. Previous to Mr. Forgan's connection with the National City Bank, he was associated with the Clydesdale Bank, Scotland; Bank of Nova Scotia, Canada; American Exchange Bank, Duluth; Northwestern National Bank, Minneapolis; Union National Bank, Chicago, and the First National Bank, Chicago. Mr. Forgan attributes his success to accuracy with figures at first and a fair amount of common sense later. He considers that young men starting in the banking business today have much better opportunities to succeed than he did because of the large number of good banking positions, but he thinks it is harder to bridge the gulf between bank clerk and bank officer because the banks are so large. Mr. Forgan has attained a marked degree of success in his chosen profession, now being at the head of a large and progressive big-city bank.

NORTHWESTERN BANKER

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Clifford De Puy
Publisher

APRIL, 1918

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THREE TIMES AND OUT

□ The campaign for the third Liberty Loan is ready to be launched. The third big drive since we entered the war to secure money with which to carry on the fight for democracy is about to be undertaken. This campaign has been more thoroughly systematized; the territory has been more carefully analyzed than was the case in the other two campaigns. It is not fair for men, who are ready and willing to buy bonds, to loan their money to the government, while other men in the same communities perhaps better able to buy bonds, than they are, are not contributing a cent towards winning the war. In most states a card index has been made of the men and women, who bought bonds during the previous campaigns, and those who did not buy, will undoubtedly be urged by proper committees to do their part. There may be those who have thought that the third Liberty Loan would be the last—of course, we all wish that it might be and that the war might end by the latter part of this year, but as an English soldier in the trenches said, "We are going to fight it out, if it takes 30 years," and so we may say that whether it is three times and out or whether it is 33 times before we can lick the kaiser and his liberty-destroying vandals, we as American people should be ready and willing to loan our money to the greatest government on earth to help win this war. We know that as a banker you are doing your part. The bankers of the country have shown their patriotism to an unlimited degree, but the big job that you have as a banker is not only for you yourself to contribute, but also to help put the campaign over in your community. Let every man do his part sincerely and earnestly and with a firm determination that the third Liberty Loan campaign will be as successful, if not more so, than the previous two have been.

ELIMINATING THE WORD GERMAN

□ We have no way of securing accurate figures on the number of banks throughout the United States that have changed their names so as to eliminate the word "German" from their titles, but from the numerous reports that we have received we know that the number is large. Just recently the German-American Bank, of Minneapolis, which was organized in 1886, changed its name to the North American Bank. The German Trust and Savings Bank, of Dubuque, amended its articles of incorporation to eliminate the word "German" from its title and this bank is now known as the Union Trust & Savings Bank. Many other instances might be cited of the real patriotism on the part of banks throughout the country, to do away with the word German in their titles, a name which has become a by-word for intrigue and unscrupulous methods. Many of the banks which have eliminated the word German from their titles were organized years ago and the officers of these institutions at the present time are patriotic citizens, who have done everything they could to support the government in all of its work and who realized that as a financial institution they are catering to the needs of the entire citizenship and not to any particular class of individuals. May the good work continue.

MILLIONAIRES

¶ In a recent compilation made of the thirty richest persons in the United States, it is interesting to note the chief sources from which their incomes have been derived. We might say in passing that J. D. Rockefeller's fortune is estimated at \$1,200,000,000 and that he heads the list. Of the thirty men named in this report we find more of them have made their money in the banking business, than from any other source. To be exact we find that six of these men accumulated their wealth in the banking business; four in the oil business; four in the railroad business; four in the steel business, the balance of the thirty being divided among various occupations. Among the six bankers we find the name of Geo. F. Baker, first with a fortune of \$150,000,000; Edward H. R. Green, \$100,000,000; James Stillman \$70,000,000; J. P. Morgan, \$70,000,000; Mrs. Russell Sage, \$60,000,000 and Jacob H. Schiff, \$50,000,000. Every banker, of course, cannot accumulate the vast fortune which these persons have acquired, but it is at least satisfying to know that as a banker you are in a business which is worth while and if carefully cultivated is productive of legitimate profits and satisfactory dividends.

DEVELOPING MEN

¶ One of the big jobs at all army camps has been to develop strong men, both from a physical standpoint, as well as from a mental and moral standpoint. The commanding officer of one of the large cantonments in the Middle West gave some advice recently to his officers and men, on what to do, if they wished to be real soldiers. His advice is the kind that every citizen can take to himself, whether he is a soldier or not, because the things that this General said represent the foundation principles of real character. Here is what he said: "Be a gentleman at all times. Be dignified. Learn to obey orders. Bury your worries. Smile, when things don't exactly suit you. Leave no stone unturned to perfect yourself in every detail of the task assigned you. Observe the advice of your superiors. Thoroughness will gain you promotion. Fit yourself into the harness of the big army team and pull for all you're worth. Never shirk. Do not grumble. Do not forget that we are going to win the war by team work." These are rules of conduct which we believe every bank official could afford to have printed and placed in his institution where every employe could see them, because team work is as necessary in building a good, strong, financial institution, as it is in winning the war or in anything else. As one banker wrote us not long ago, "The chief reason as I see it, why so many people are failures, is because they fail to fit in where they belong, they miss their calling. The most important thing in life is tackling the job you were meant to fill." This is certainly true in the banking business and if there is any young man who reads this and cannot say to himself, that he really enjoys his work, believes in it and is anxious to succeed in it, then he better get out of the banking business and into something else, but if you do wish to succeed, as a banker, do not overlook the advice of the General, when he said thoroughness will gain you promotion. The world needs men today who can execute orders behind the firing line, as well as in it. Do your part every day and success will be yours.

"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.

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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.

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The Northwestern Banker

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DES MOINES, IOWA, APRIL, 1918

20 Cents Per Copy

Bankers as Middle Men

By Geo. T. McCandless

It takes all kinds of people to make up a world. It is a good thing we are not all alike—it would be mighty monotonous if we were all cast in the same mold. I sometimes think it would be pretty hard on lots of business if everyone was like myself. For instance, the candy business; I never buy candy for myself. I do not know how many people in the United States are engaged directly or indirectly in the candy business, but I can imagine there are a good many thousands who depend on it for their livelihood. I think these candy manufacturers could probably make a living if they were engaged in some other line of business, but they are meeting a demand in their present occupation and their money, I presume, is honestly made.

The women are the most potent force we have in our modern life for putting money into circulation. Just stop and think of what would happen to the dry goods stores if the women would cease buying. If the department stores should depend on men for their customers there would be a revolution in modern methods of merchandising, and if this should happen in a night there would be wide spread disaster to some of our largest institutions. One man has said that he called his wife an angel for three reasons; first because she never had anything to wear, second, she was always up in the air, and third, she was always harping on something.

Take the lawyers: if attorneys were to depend on bank patronage they would starve to death because the average bank will do almost anything to keep out of a law suit. I remember one time I served on a jury and all the evidence showed us that the defendant was innocent. However, there was one man on the jury who could not get over the fact that the defendant had a very good lawyer—the best in the county—and he reasoned that the defendant must be reasonably guilty or he would not have hired such an attorney. We could not move him and had to compromise the verdict we should have brought in.

It is because bankers dread the delays and uncertainties of modern jury methods of trial that they hire a lawyer, when they do hire one, to keep them out of court.

I recall an instance of a near-lawyer with whom I

In this article by Geo. T. McCandless, he points out the fact that the bankers are the greatest middlemen in the business world today; they cultivate the friendship of people, who have idle funds in order to get their deposits to lend to men, who borrow.

"I do not believe there is a banker in business today who, if he showed the same ability and industry in some other line that he does in the bank, would make more money and make it easier than he does along strictly banking lines. We have all heard this cry, 'Oh, how nice it would be to not have to go to work till nine o'clock in the morning and quit at three.' And there is always a smile of incredulity when we tell them we are on the job lots of the time at a little after seven and that three is but the beginning of our hardest work of the day; that the nine to three is for the public and the hours before and after that are for us to do our work."

had some business dealings recently. He had made up a bond to be given us to release the funds of a woman who

had died, and in his opening statement he said "And on the first day of February, said Margaret Wilson died and is now deceased." Margaret evidently was thoroughly dead as she continued to be in that state for some weeks after the formal date of her demise. This little lawyer impressed me pretty much as I heard a man say the other day another affected him. He said, "When I see that little shrimp coming into the store I instinctively reach for the fly-swatter."

A definition was given once of "words" which reads as follows, "Words are devices used for concealing thoughts," and I think this definition was true in the case of our lawyer friend who had our woman dead and kept her continually deceased; I judged from the way he stated it there might have been a chance of her revival and return to this vale of tears. Such cases as the above, however, but add to the joy of living, and I trust

that kind of lawyer will never become entirely extinct.

Bankers are the greatest middle-men in the business world today. We usually think of middle-men as being brokers, jobbers or wholesalers; but when we analyze the word we will have to admit that we are in that class ourselves. We cultivate the friendship and acquaintance of people who have idle funds in order to get their deposits to lend to men who come to us to borrow money.

But at that it's a man-sized business. To receive money on deposit subject to check at any time and lend it out to another, with the expectation that the owner will not call for it before we can get it back from the other fellow, isn't a lead-pipe cinch of a child's game by any means.

Capital and surplus furnish the odds in favor of the owner of the money and it speaks well for the ability of the profession that in very few instances has the public confidence been abused or shaken.

More and more in recent years it seems to me the banking business has become a brokerage business.

Competition has caused us to pay interest on deposits and we lend these out at a little higher rate

(Continued on page 64.)

Poison Growth of Prussianism

By Otto H. Kahn

Whatever weight my observations may have with you, lies mainly in the fact that I am of German birth, that until the outbreak of the war I kept in close touch with German men and affairs, that I loved the old Germany and that the conclusions which I am about to state I have reached in grief and bitter disappointment.

For these reasons, also, what I shall say from personal knowledge and observation and in a personal way may have some effect upon those among my fellow citizens of my own blood whose eyes may not have been opened fully to the difference between the Germany they knew and the Germany of 1914, and who, owing to insufficient and incorrect information, may not yet have discerned with entire clearness the path of right and duty, nor perceived the true inwardness of the unprecedented tragedy which has befallen the world.

The world has been hurt within these past three years as it never was hurt before. In the gloomy and accusing procession of infinite sorrow and pain which was started on that thrice accursed day of July, 1914, the hurt inflicted on Americans of German descent takes its tragically rightful place.

The iron has entered our souls. We have been wontonly robbed of invaluable possessions which have come down to us through the centuries; we have been rendered ashamed of that in which we took pride; we have been made the enemies of those of our own blood; our very names carry the sound of a challenge to the world.

Surely we have all too valid a title to rank amongst those most bitterly aggrieved by Prussianism, and to align ourselves in the very forefront of those who in word and deed are fighting to rid the world forever of that malignant growth.

I do not apologize for, nor am I ashamed of, my German birth. But I am ashamed—bitterly and grievously ashamed—of the Germany which stands convicted before the high tribunal of the world's public opinion of having planned and willed war; of the revolting deeds committed in Belgium and northern France, of the infamy of the Lusitania murders, of innumerable violations of The Hague convention and the law of nations, of abominable and perfidious plotting in friendly countries and shameless abuse of their hospitality, of crime heaped upon crime in hideous defiance of the laws of God and men.

Long before the war, I had come to look upon Prussianism as amongst the deadliest poison growths that ever sprang from the soil of the spirit of man.

When the war broke out in Europe, when Belgium was invaded, I searched my conscience and judgment in sorrow and anguish, the powerful voice of blood arguing against the still, small voice of right.

And it became clear to me to the point of solemn

The following article is taken from an address which Mr. Kahn, a prominent New York banker, delivered at Milwaukee, and is addressed especially to those who, like himself, are of German parentage. He is wonderfully eloquent in his plea for loyalty.

world and of challenging the right to mortal combat against might and that cause which the Allies were defending was our cause, because it was the cause of peace, humanity, justice and liberty.

To cooperate towards the successful conclusion of the war is the one and supreme duty of every American, regardless of birth, of sympathies and of political views. The American of German descent who, in this time of test and trial, does not serve the land of his adoption with the utmost measure of single-minded devotion and with every ounce of his power, perjured himself when he took his oath of allegiance and proves himself guilty of treacherous duplicity.

Thank Heaven, the number of those lukewarm in their patriotism, or failing in loyalty, is very small indeed, far too small to affect the record of Americans of German birth for good citizenship and service to the country in peace and war.

"To co-operate towards the successful conclusion of the war is the one and supreme duty of every American, regardless of birth, of sympathies and of political views. The American of German descent who, in this time of test and trial, does not serve the land of his adoption with the utmost measure of single-minded devotion and with every ounce of his power, perjured himself when he took his oath of allegiance and proves himself guilty of treacherous duplicity."

There is abundant evidence that the overwhelming majority, indeed all but an insignificant minority, meant what they said when they swore full and sole allegiance to America, that they will prove themselves wholly worthy of the high privilege of citizenship and of the generous trust of their native fellow citizens, and that they will not fail or falter under any test whatsoever.

We will not permit the blood in our veins to drown the conscience of our breast. We will heed the call of honor beyond the call of race.

I believe that we should speak out, because our voices may reach the ear and the conscience of the German people when no other voices can, and because they will reach the ear of its rulers. These, I know, counted upon the moral, if not the actual, support of the German-born in America to the extent, at least, of preventing our joining the war, and now, when we have joined, they count upon that support to agitate for an inconclusive and unrighteous peace.

I believe that we should speak out to convince our native-born fellow citizens that our fundamental conceptions of right and wrong are like theirs, that the taint of Germany is not in the blood, but in the system of rulership, that we are with them and of them wholeheartedly, single-mindedly and unreservedly; because if we failed in conveying to them that conviction in the hour of our common country's stress and trial, there would ensue the calamity of a spiritual, if not an actual, breach between them and us which it would take a generation to heal.

The Germany which brought upon the world the immeasurable disaster of this war, and at whose mon-

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Country Bankers and T. Acceptances

By George Woodruff

Upon the shoulders of the country banker is carried the burden of supervising local retail credit conditions and he has long ago learned that in periods of great prosperity local credits have a way of becoming over-extended both in amount and as to length of time. This condition is usually due to the fact that practically all of the consuming public are busy at good salaries or wages and merchants temporarily lose sight of the fact that all periods of great prosperity are followed sooner or later by periods of business depression during which their customers find themselves with their incomes reduced or temporarily cut off and usually with their outstanding credit obligations at the maximum. During such times the inability of the consuming public to pay up their old accounts usually results in failures and acts as a very depressing influence on business conditions.

If bankers are not to find retail credits over-extended when the next slowing down in business takes place, they must now take action in order that slow accounts shall be collected and terms of credit shortened, and they are fortunate in having at hand a plan of action that will bring about the necessary re-adjustment. This plan of action contemplates the adoption by retail merchants of the Trade Acceptance system in place of the open book account system in connection with the extension of retail credit and our bankers should see to it that this matter is promptly brought to the attention of the retailers of our country.

The change from the open book account system to the Trade Acceptance system is a very simple one. When a merchant makes out the regular monthly bills sent to charge customers, he attaches a Trade Acceptance to each bill and requests each customer to either pay immediately by check or else sign and return the Trade Acceptance. In the past, customers have bought goods with the understanding that they would pay for them within 30 days after receiving their regular monthly bills. Under the new system, they buy goods in exactly the same way, the only difference being that they are now asked to sign Trade Acceptances as written acknowledgments of their understanding that they are to pay within 30 days after receipt of the bills. Under the old system, a merchant could not go to the bank and discount the understanding which he had with his customer because the understanding was not in writing. Under the new system, the merchant can discount the Trade Acceptance at the bank because it constitutes the best and soundest type of commercial paper.

It is interesting to note that this simple business change will bring about numerous advantages to all concerned, among which advantages we may perhaps

Mr. Woodruff, president of the First National Bank, Joliet, Illinois, recently delivered the following address before the Trade Acceptance Council, of Buffalo, New York. He points out the many advantages to be derived from the use of the Trade Acceptance.

"When Trade Acceptances are substituted for accounts receivable, the bank will not only extend a reasonable line of credit based on the inventory when such a line is necessary, but will usually discount practically 100% of the Trade Acceptances because they will all be in the form of negotiable instruments carrying two names, that of the merchant and that of the merchant's customer. The banker therefore has two-name paper instead of single-name paper, and he knows that each Trade Acceptance represents an actual sale of goods and is pretty sure to be self-liquidating because the acceptor has planned to pay it out of his fixed income."

consider five as of greatest importance.

FIRST: Customers of retail stores will pay promptly when the Trade Acceptance is due because they regard a fixed due date in writing as important while they do not feel the importance of paying open book accounts exactly on the date when due and as a matter of fact usually let them run long past due. Furthermore, as merchants usually discount the Trade Acceptances at the bank, the customer receives a notice from the bank to make payment on the date due and he does not wish to have the banker know that he is slow pay and consequently makes every effort to pay on time. A Trade Acceptance which has been discounted by a merchant with his bank and is not paid when due is of course charged back to the merchant's account. The fact that practically all retail credits will be paid through the banks is of great advantage

to the bankers, as they are able to know just how practically everybody in the community pays their bills, and this knowledge helps the banks in avoiding bank loans to people who do not pay their obligations promptly. This system also guards the merchant against bad accounts because when he offers a Trade Acceptance to the bank for discount the banker passes upon it and in case he knows anything derogatory to the credit standing of the acceptor, he so states to the merchant and the merchant is

consequently warned against extending further credit to the customer concerned without first making a careful investigation as to the safety and desirability of the account.

Partial payments can be accepted on Trade Acceptances just the same as on open accounts and if for any reason the customer cannot pay on the due date and the merchant desires to extend additional time this can be done by having the customer give the merchant a promissory note with interest thus saving the merchant the loss of interest which he now suffers on past due open accounts. Trade Acceptances should never be taken for renewals or past due accounts. In these cases, promissory notes should always be used. Prompt payments of accounts is a great help for the merchant against mail order competition because at present many people run past due accounts with the local merchants and spend their ready money with out-of-town concerns that require cash payment in advance. The retail merchants really finance the mail order purchases.

Definite due dates promptly separate a merchant's desirable customers from their undesirable ones and limit the amount of goods sold to those who are unable to pay and consequently losses and bad debts are

(Continued on page 18.)

One Hundred Million Bankers

By S. L. Frazier

The third **Liberty Loan Drive** is on, and **Uncle Sam** is asking every man, woman and child in the

United States to be his banker. Uncle Sam needs the money and has but two ways to get it—**levying taxes and borrowing**. He can hardly compel us to loan him the money, but he **can** exact taxes and he will, if we don't come across voluntarily, on his proposition of playing the "banker."

He has simply "got" to have the money to win the war, and is trying to make it as easy for us as possible. He is giving us a chance to invest our savings in the fairest, safest proposition any government ever put up to its people. There is no better security in the world than the security behind the **Liberty Bond**, which is guaranteed by every acre of ground, every kind of business, every piece of property, every dollar, every home, the entire wealth of the United States, including your property and mine. The rate of interest is fair enough, so what more do we want?

Another popular feature of the "Liberty Bond" is, that the man of small means is being favored and an especial appeal is being made to him. The denominations are from \$50.00 up, and every good citizen will, in our opinion, buy at least one bond, even though he has to borrow the money. That isn't much of a sacrifice and if it were, it is a patriotic duty. The old "hue and cry" that the big fellows will "get it all" doesn't apply in this deal, as the government has promised to fill all small orders, first, in the event of oversubscription.

The moral effect on the enemy, and the moral effect on our soldiers, by reason of the stand we take on the bond question, is another reason why we should "snow **Uncle Sam** under" with applications for Liberty Bonds. Four million people bought bonds in the first drive, eleven million in the second, and there should be **fifteen million** in this drive. If you can't shoulder a Liberty Bond you can surely buy Thrift Cards and fill them up with Government Stamps at 25 cents per throw. Buy Savings Certificates at four dollars and some few cents each. **Won't you buy?** It is your duty, and it should be a great pleasure, and if you do not, then you are a "slacker" to say the least.

When we buy **Liberty Bonds** and **Thrift Cards** and **Savings Certificates**, we do well, but that is all we do. That calls for no particular effort or sacrifice or self-denial. We are not really "giving" anything, for we are making a wise investment and at a fair rate of interest. We get the money all back and interest on every dollar, twice a year, or at maturity, as in the case of Savings Certificates. Buy a bond, by all means, and do not be satisfied with having done a **bit**. You are not as good and thoughtful and grateful a citizen as you should be until you have done your **best**.

Mr. Frazier says it is time for us to wake up and help our **Uncle Samuel**, the best friend we have on earth. He needs our money and plenty of it to crush this awful **Prussianism**. Let's help him.

"If we can't go across, let us 'come across.' Uncle Sam must have the money to win this war and if you and I haven't sense enough and if we aren't patriotic enough to loan him the money, why he will get it anyway, for if we fail to respond to his pleadings and to his fairness, he will just naturally take it out of our hides, and it will serve us right. We simply have to win this war or we are 'goners,' our German friends included, and we can't win the war without the money, and lots of it. Now wouldn't you rather buy bonds and get your money back and the interest on it, regularly, or do you prefer having the government tax you to death?"

Our "Uncle Samuel" is the dearest old fellow that ever lived, and has always played the game with us,

and now he is asking us to play the game with him, and inasmuch as he is giving us a square deal and a time at "bat" we are poor "sticks" if we don't lay down a bunt and beat it to first, or hit one over the fence for a home-run. Uncle Sam is asking us to get in the line-up somewhere, snag a grounder, nail a liner, go up in the air after the high ones, or zig-zag them over the plate. Do something, if it is nothing more than carrying water to the elephants. Our government is away and far the best on earth, and you know it, and now for us to go back on the best friend a people ever had is ingratitude of the basest sort and everybody should be up on his toes and doing his "darndest," from selfish purposes if for no other, because if **Uncle Sam** fails, we all fail. If the government loses out, we all lose out. If the war is lost, we are lost. This is a **personal** matter. It has to do with your future and

mine. "**Prussian Militarism**" is bestial, brutish, inhuman, impossible. Heart and soul and conscience and word-of-honor and humanity and gentleness and mercy and manhood are meaningless when they, in any manner, interfere with the bloody, butchering piracy of the notorious blasphemers who would make our God a being unfit for association with any self-respecting devil, on earth or in hell. If **Prussian Militarism** wins, then that "bastardly" thing is to rule us. How would you

like to bow down to the kaiser and his god? How would you like to cough up fifty or a hundred billion dollars to that rotten bunch of military despots, to make good their losses? How would you like to have those beasts, the product of so-called German "**Kultur**" bayoneting your wives, ravishing your daughters, cutting the hands off your children, torturing your sons, destroying your homes, raping your country, and doing other unmentionable things that have been proven against them in this war? Better to sacrifice the last dollar and the last man than yield to a system that knows no law but the law of might, no right but the right of "**Prussian Militarism**" to violate every law of justice, outrage every sense of honor, crucify every sentiment of humanity and commit every crime known to men, or that their devilish ingenuity can conceive of and invent. "Captain Kidd" was some pirate, but he isn't knee-high to a grasshopper when it comes to sinking ships laden with innocent women and children and giving them the "horse-laugh" as they struggle and scream and beg and pray and drown, in the presence of German **Kultur**, and no nation, even in the darkest era of the world's history, had the effrontery to strike medals-of-honor for the dastardly hell-hounds who did

(Continued on page 40.)

Adoption of Service Charge

By J. S. Pomeroy

We are in receipt of the following letter from J. S. Pomeroy, vice president of the First and Security National Bank, of Minneapolis:

J. S. Pomeroy, vice president of the First and Security National Bank, of Minneapolis, strongly advocates the charge of a service fee for customers whose checking accounts do not average \$100 monthly. This system has been adopted in Minneapolis and has proven extremely successful.

still a very live topic in the banking business. Any practice or system that can convert business of this character from an ex-

"I am in receipt of your letter asking me to dictate and forward to you the remarks which I made at a recent meeting of the Des Moines Bankers Club on the subject of a service charge on small checking accounts.

"In my talk on that occasion I went into some details regarding the clause of our adopting a system of charges on small accounts in Minneapolis and some of the problems that have come up in connection with it that I would not care to put into a published article. I am very glad, however, to tell you in this letter some of the features of our experience that I think might be interesting to your readers.

"We have felt in Minneapolis for many years that we were accumulating in the banks a tremendous number of very small checking accounts carried largely by people who were not thrifty and were not able to accumulate any savings on account of their lack of sufficient income, and that these accounts did not encourage thrift or savings and meant a constant expense for the banks that carried them. I think that this is the situation in every community and that the problem of the small account is, while not a big thing,

pense into a self-supporting and profitable department of the bank's business is entitled to be called important and to merit careful consideration.

"The proposal that the banks in Minneapolis all unite in an agreement to make a charge on small checking accounts was made at a general meeting of bankers which was of an informal character and was called for another purpose. This subject came up for discussion and it developed that practically every banker at the meeting was in favor of it and a committee was appointed to take the matter up in detail and arrange a working agreement.

It may be interesting to know that the proposition was first brought up and was most enthusiastically supported by the smaller banks of the city.

I think it is generally supposed that one of the difficulties in establishing a uniform charge on small accounts is to get the small banks of a community interested, it being assumed that the large banks are naturally in favor of such a scheme, but hesitate to suggest any agreement among the banks on the subject because they think the smaller banks would

(Continued on page 70.)

The Civilian's Duty During the War

By F. W. Gehle

You have heard of one kind of thrift all your lives. That is the kind that brings personal benefit in the end. Now you

are to hear of another kind of thrift, the motive of which is not selfish, but patriotic, not for an individual's gain but for a nation's salvation.

Thrift that is being advocated today is the kind that will release for America those things which America needs in the war. By thrift I do not refer only to the saving of money. Get it clear in your minds that besides being thrifty with money you are asked today to be thrifty with time, material, food, clothing and indulgence.

One can be so thrifty with his money that he hoards every possible penny, and yet be so wasteful of his employer's time and material that he is a positive detriment all around. One can be so careful of his employer's accounts and yet so thriftless with his own, indulging in expensive and worthless extravagances, that his benefit to the nation is altogether lost. One can be so careful of his clothing and yet so wasteful on his table as to be in reality selfishly unpatriotic.

What I would like to see now is a new campaign designed to impress the value of saving that most precious of all commodities—time.

Nearly two millions of our young red-blooded Amer-

A new phase of the thrift problem is discussed in this talk by Frederick W. Gehle, advertising manager of the Mechanics and Metals National Bank, New York, N. Y., which is directed to those who are not in uniform but who are expected to help the boys "over there." He pleads for a saving of our time so that we may make up for the loss we are suffering on account of those who have answered our country's call.

icans are now enlisted. They are taken from among the best workmen we have. Assuming for each of these men an

average of forty working hours a week, we find that American industry has been deprived of eighty million hours of working time a week. How is this loss to be made up? Certainly not by simply saving money, food or coal, or by ordering fewer suits of clothing.

A loss of time can be made up effectively in one way. That way is by a saving of time. That saving can be brought about in one way. That way is by knuckling down to doing harder work—those of us who remain at home—and by working longer hours than ever before.

Now, figure out a little problem in arithmetic. Sixteen million men agree to make up eighty million working hours that are lost weekly through the departure of two million men who have gone to war. How much would each of the sixteen million have to increase his working time?

As I figure the answer, each of the sixteen million would have to add one hour to his daily stint, five days a week. That, then, is the answer that needs be given in America today. If, beginning tomorrow, an hour were to be added to your working time and mine each

(Continued on page 70.)



GEO. T. McCANDLESS.

About Our Staff

Geo. T. McCandless, who has been one of our valued contributors for several years, was born at Columbus City, Iowa, in 1874. In 1886 he moved to Cedar Rapids and in 1887 moved to Holton, Kan., where he attended high school and Campbell College. He then went to Knox College, Galesburg, Ill., graduating from the latter institution in 1897.

The first banking experience of Mr. McCandless was with the First National Bank, of Holton, Kan., which he entered as utility man. Later he occupied various positions in banks in Oklahoma, Kansas City, Mo., and Kansas. In 1912 he was appointed bank examiner, removing to Hutchinson, Kan. He resigned from that position to become cashier of the Reno State Bank, which later merged with the Farmers National, at which time Mr. McCandless was elected cashier of the Central State Bank, of Hutchinson, Kan., which position he now occupies.

In 1901 Mr. McCandless married Miss Loraine Gay, of Galesburg, and they have two sons and one daughter.

His intimate knowledge of banking affairs has made him a valuable contributor to The Northwestern Banker, as our many readers will testify.

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!"

There is no inflation in such loans, and being "commodity loans," a preference is shown them by the Federal Reserve Banks.

THE GUARANTY CATTLE LOAN COMPANY

STOCK YARDS STATION
KANSAS CITY

specializes in cattle loans—it has thorough organization, experienced management, strong connections.

DIRECTORS:

J. C. SWIFT, President
Swift & Henry Co.
Kansas City

SNELSON CHESNEY
Vice President
Kansas City

GEORGE E. RICKER, Treasurer
Smith & Ricker
Cattle Loans
Kansas City

G. M. SMITH
President
Commonwealth
National Bank
Kansas City

BARTLETT ARKELL
President
Beechnut Packing Co.
Canajoharie, N. Y.

Loans are offered at current market rates, and bear endorsement of the Company.

Correspondence Invited

Personal Paragraphs

James Stillman, chairman of the board of directors of the National City Bank, of New York, died recently at his home in that city. Mr. Stillman was chairman of the board of directors of the American Red Cross, and advisory council. After remaining several years in France, he returned last August to resume an active connection with the National City Bank, of which he was the largest stockholder. He had turned his Paris home into an auxiliary military hospital. In January, 1917, Mr. Stillman sent to Jules J. Jusserand, the French ambassador at Washington, his draft for \$200,000, payable to President Poincare, of France, to be used for the relief of children of members of the Legion of Honor whose fathers had lost their lives or may lose them in the service of France. It has been said that Mr. Stillman had no aspirations to be a great financier. He preferred rather to have leisure to travel, for art, and for the refining graces of life. Nevertheless, for many years he was regarded as the most powerful man on Wall Street.

\$——\$——\$

James P. Turnbull, vice president of the Hanover National Bank, of New York, was recently promoted to that position, having been formerly assistant cashier of the same institution. Mr. Turnbull was raised in the Hanover, having been with the bank for the past eighteen years. He has been a careful student of banking affairs and has grown up with a thorough appreciation of the close relation of the Hanover with its correspondent banks throughout the country, and it is this branch of the business to which he will devote the most of his attention. In their statement of March 4, 1918, the deposits of the bank were over \$182,635,000.00.

\$——\$——\$

Frank B. Yetter, Cashier of the Iowa National Bank, of Davenport, Iowa, had a very fine report to make for his bank at the close of business on March 4, 1918, at which time the bank had deposits of over \$4,600,000. The capital stock of the bank is \$150,000.00 and the surplus and undivided profits over \$300,000.00, which is a mighty fine record. On the page opposite the

financial statement of his bank, Mr. Yetter had printed the following appeal to patriotism: "At this time of crisis, with the whole world at war, let us do everything in our power to make the way smooth for him in whose hands rests the destiny of the nation. Let us be cool of temper, slow of judgment, considerate of speech. Let us forget personal party and racial prejudice, and remember only that this is our beloved country, and that our chief executive, bearing a fearful burden of responsibility, laboring with purest patriotism, needs our most earnest prayers and our loyal and undivided support."

\$——\$——\$

J. M. Dinwiddie, president of the Cedar Rapids Savings Bank, of Cedar Rapids, Iowa, believes in original bank advertising and has been issuing, for some time past, what he calls "Service Bulletins," in which he discusses some particular problem of vital interest at the moment. One of his recent bulletins was entitled "Tax Talk" and it told all about the subject except how to avoid paying them. Another one of his bulletins was entitled "Cold Coal Facts" or the "Emptiness of an Empty Coal Bin." It is needless to say that all of these subjects were of interest to the ordinary citizen and made a most excellent form of publicity for the bank.

\$——\$——\$

Francis H. Griggs, of Davenport, Iowa, died a few days ago. He was the last member of the first board of directors of the First National Bank in the United States. Mr. Griggs was one of the organizers of the First National Bank, of Davenport, and on June 6, 1863, was elected to the directorate of that bank, and served as secretary of the board at its first meeting. The First National Bank, of Davenport, opened its doors for business on June 19, 1863, and for two days was the only National Bank in operation in the United States.

\$——\$——\$

The Red Cross Station in one of the large cities received a pair of socks recently from one of the lady members of the knitters union, and when the officials

A Commercial Bank in a Commercial Center

RESOURCES \$20,000,000

**ATLANTIC
NATIONAL BANK**
NEW YORK

CAPITAL, SURPLUS
& UNDIVIDED PROFITS
\$1,800,000

OFFICERS

PHINEAS C. LOUNSBURY, *Chairman*
EDWARD K. CHERRILL, *Vice President*
GILBERT H. JOHNSON, *Vice President*
WILLIAM F. FITZSIMMONS, *Assistant Cashier*

HERMAN D. KOUNTZE, *President*
KIMBALL C. ATWOOD, *Vice President*
FRANK E. ANDRUSS, *Cashier*
JOHN P. LAIRD, *Assistant Cashier*

were examining the handiwork, they found this piece of poetry attached thereto, entitled "My Hosiery:" "The hours I spent on thee, dear sock, Are as a string of pearls to me, I count them over by the weary clock, My hosiery, my hosiery! First two I knit, and then I purl, And round the leg I slowly reel; Now joyful paeans to Heaven I hurl, I've turnel the heel! Oh knitted ends that scratch and burn, Oh, stitch that dropped, uneven row; I kiss each blight, and strive at least to learn To reach the toe, oh, Lord, to reach the toe!"

\$——\$——\$

George H. Messenger, the state superintendent of banking, for Iowa, has been appointed chairman for Iowa banking relations in connection with the third Liberty loan campaign, which starts April 6th. Mr. Messenger states: "It will be up to me to supervise the 1,303 state banks in Iowa and see that they all do their part in the campaign. Our plans for conducting the campaign here in Iowa have not as yet been definitely laid. But it will be my aim to keep in close touch with every banking institution within my jurisdiction during the campaign and see that every one shows up at its close with a creditable record of effort put forth."

\$——\$——\$

The Seed Corn Survey of the state, recently taken, has disclosed the fact that there is an alarming shortage of seed corn in practically every county and thousands of farmers will have to buy all or a great part of their seed. This survey further disclosed the fact that there is enough 1916 crib corn to furnish good seed corn for the entire state if it is carefully selected and each ear tested.

\$——\$——\$

Elmer E. Whittaker has resigned his position as cashier of the Hanover National Bank, New York. Mr. Whittaker has been connected with the bank for forty years, but has not been in good health for several years past. His resignation was accepted with much regret. Mr. Henry P. Turnbull, formerly assistant cashier, was elected as vice president, and Mr. William E. Cable, Jr., who has served the bank for more than twenty years, was appointed cashier.

\$——\$——\$

The First National Bank, St. Paul, Minn., celebrated their second annual dance and frolic for the employes of the bank, at the North Central Commercial Club hall recently. A musical comedy written by H. B. House, an employe of the bank, and bringing out talents long buried under the traditional bushel, proved

The First National Bank of Chicago

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

Capital and Surplus \$22,000,000

JAMES B. FORGAN, Chairman of the Board

F. O. WETMORE, President



Correspondence is invited relative to facilities afforded banks and bankers throughout the United States.

The Mechanics and Metals National Bank

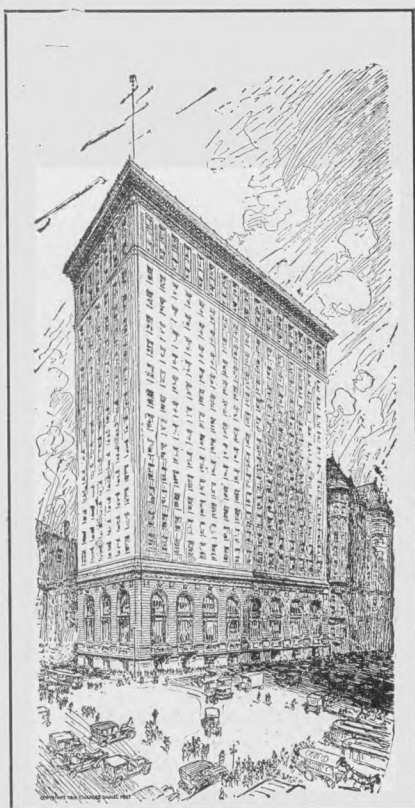
OF THE CITY OF NEW YORK

ESTABLISHED 1810

Deposits, March 4, 1918, \$215,000,000

CORN EXCHANGE NATIONAL BANK OF CHICAGO

Capital	\$ 3,000,000
Surplus	5,000,000
Undivided Profits	2,000,000
Deposits	106,000,000



OFFICERS

ERNEST A. HAMILL, President
 CHARLES L. HUTCHINSON, Vice President
 D. A. MOULTON, Vice President
 OWEN T. REEVES, JR., Vice President
 J. EDWARD MAASS, Vice President
 FRANK W. SMITH, Secretary
 JAMES G. WAKEFIELD, Cashier
 LEWIS E. GARY, Assistant Cashier
 EDWARD F. SCHOENECK, Assistant Cashier
 NORMAN J. FORD, Assistant Cashier
 JAMES A. WALKER, Assistant Cashier
 CHARLES NOVAK, Assistant Cashier

DIRECTORS

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

the piece de resistance. The cast included Ralph Johanson, Henry W. Johnson, John Bach, Timothy Shea, Owen Judge, Wendell Smith, Joseph Greenfield and Fenton Spence. Special musical numbers were given by Miss Angeline Walthers, Ralph Johanson, Eugene Skok and Arthur Hellwig. Three hundred bankers from the president, C. B. Brown, down to the humblest messenger boy, attended the dance.

\$—\$—\$

Clarence D. Johnson has recently been appointed to the new business department of the Atlantic National Bank, New York. Mr. Johnson has, in recent years, been identified with four New York banks—the old Fourth National, the Mechanics and Metals Bank, the National City Bank, and the Astor Trust Company, and more recently worked with the Textile Alliance, Inc., under the direction of the War Trade Board.

\$—\$—\$

G. F. Spooner, who was recently elected cashier of the First National Bank, Council Bluffs, Iowa, has been with the First National ever since January 1, 1899, at which date they were consolidated with the old Citizens State Bank, of that city. He was formerly with the Citizens State Bank as collection clerk, receiving teller, and afterwards paying teller. He accepted the position of paying teller after the banks consolidated; then he assumed charge of the discounts and was made assistant cashier and was elected to the cashiership the first of this year. Mr. Spooner has always been a progressive, energetic banker, and is well qualified to manage the constantly growing business of the First National.

\$—\$—\$

E. B. Carhart, formerly of San Francisco, Cal., has become associated with the First National Bank, of Fresno, Cal. The First National is one of the largest and oldest national banks in that section of the state, with assets over eight million of dollars. Fresno is a place of 65,000 people, located in one of the most prosperous agricultural sections on the coast, noted the world over for its production of raisins, particularly. In a recent letter from Mr. Carhart, he states: "Crop outlook on the coast is very favorable, although the state has suffered most of the winter for want of rain, but recent rains have helped the situation immensely, but more is wanted, and if we should get our normal amount by April 1st, this section of the state will harvest returns never before heard of." Mr. Carhart was formerly cashier and director of the Jas. H. Goodman & Co. Bank, at Napa, Cal., which institution was sold last year to the Bank of Italy, in San Francisco.

\$—\$—\$

W. C. Logan, cashier of the Waterloo Savings Bank, received for deposit in his bank recently, what was probably the largest single check ever deposited in a Waterloo bank. It was given by the John Deere and Company for their purchase of the entire Waterloo Gas Engine Company. After sixty days negotiations, the John Deere Company and the Waterloo Gas Engine Company have consummated the largest transfer deal ever made in Waterloo. The Waterloo Gas Engine Company is comprised of an area of nearly fifty acres, employs more than 1000 men, with a weekly payroll ranging around \$25,000. The factory has a daily capacity of 100 stationary engines and 25 tractors. Last year its volume of business reached a sum in excess of \$3,500,000. Improvements and additions were under way to increase the daily capacity to fifty tractors and more than 100 gasoline engines. The

name of the Waterloo Gas Engine Company will be retained, but will be officered by the John Deere Company.

\$—\$—\$

O. F. Fryer, chairman of Group Eleven and President of the Iowa State Savings Bank, at Fairfield, announces more than twenty schoolhouse meetings last week in the interests of the Liberty Bond and War Savings Stamp Campaign. The schools of Fairfield have purchased already \$1000 War Savings and Thrift Stamps. Mr. Fryer is a hustler, and is intensely patriotic.

\$—\$—\$

Paul Wilson Eighmey, assistant cashier of the First National Bank, Waterloo, Iowa, was married recently to Miss Blanche Hazel Williams, daughter of Mrs. T. H. Williams, in a simple home ceremony. The bridal couple, who were unattended, were married before an improvised altar of palms, ferns and pink roses. The bride wore a smart suit of navy blue with a "chic Parisian" hat and a corsage of roses and sweet peas. Mr. and Mrs. Eighmey left for an eastern trip, after which they will be at home in Highland.

SOME DEPOSITS.

IOWA.

Bank and Town.	Deposits.
Alexander Savings, Alexander.....	\$ 213,133.59
Citizens National, Storm Lake.....	998,278.29
Alta State, Alta	826,625.50
Union Trust & Savings, Ames	525,839.29
Union National, Ames	850,924.61
First National, Armstrong	274,887.44
Iowa State, Atlantic	414,025.91
Farmers Savings, Atlantic	701,857.22
Peoples Savings, Bayard	203,766.79
Battle Creek Savings, Battle Creek.....	746,932.72
Maple Valley Savings, Battle Creek.....	625,616.56
Blakesburg Savings, Blakesburg	327,589.17
State Bank of Bondurant, Bondurant.....	246,408.51
Breda Savings, Breda	915,228.62
First National, Brooklyn	1,001,820.98
German Savings, Carroll	1,015,249.89
Peoples Trust and Carroll Trust & Savings, Carroll	650,243.80
Cascade State, Cascade	1,144,802.58
Cedar Rapids National, Cedar Rapids.....	13,811,185.85
Cedar Rapids Savings, Cedar Rapids.....	2,894,970.04
Security Trust & Savings, Charles City.....	1,995,780.04
Farmers Savings, Clermont	225,270.03
First National, Coon Rapids.....	508,989.31
City National, Council Bluffs.....	1,843,636.74
Iowa National, Davenport	4,640,530.59
First National, Davenport	4,300,333.39
German Savings, Davenport	13,135,691.91
Home Savings, Des Moines.....	1,933,528.32
Iowa Loan & Trust Co., Des Moines.....	7,804,741.01
Des Moines National, Des Moines.....	13,881,273.61
First National, Dubuque	2,634,172.59
Second National, Dubuque	1,448,262.16
Dubuque Savings, Dubuque	1,020,343.66
German State, Dyersville	1,059,599.67
Farmers State, Dyersville	1,567,156.76
First National, Eldora	954,728.06
Security Trust and Savings, Fort Dodge.....	376,254.88
First National, Garner	653,026.07
Peoples Savings, Garrison	259,573.60
First National, Guthrie Center	921,628.80
Grundy County National, Grundy Center.....	455,628.48
Farmers Savings, Gunwald	103,752.49
Farmers Savings, Grant	411,998.13
Citizens National, Hampton	1,466,205.86
Franklin County State, Hampton.....	1,406,907.31
Hospers Savings, Hospers	457,294.71
Hillsboro Savings, Hillsboro	279,600.53
Farmers & Traders Savings, Hillsboro.....	203,859.23
Iowa State, Hull	382,108.80
Peoples National, Independence	866,516.24

Home Banking Facilities for Our Men in France

WE have inaugurated a banking service for Americans overseas, available through any American bank or trust company making arrangements with us.

This service enables the soldier "over there" to cash, at numerous places in France, *his personal checks drawn on his home bank in the United States.* Thus he can provide himself with funds, while abroad, through his familiar checkbook.

Full information will be sent on request.

Guaranty Trust Company of New York

140 Broadway

FIFTH AVE. OFFICE	PARIS OFFICE
Fifth Ave. & 43rd St.	Rue des Italiens, 1 & 3
MADISON AVE. OFFICE	LONDON OFFICE
Madison Ave. & 60th St.	32 Lombard St., E. C.

Capital and Surplus	-	\$50,000,000
Resources more than	-	\$600,000,000

B/L BANK of CHICAGO



We collect direct Bill of Lading items on every shipping point in the United States and Canada. A special department handles these items with minimum time and cost. We invite correspondence with any bank or shipper handling a volume of this class of items.

UNION TRUST COMPANY CHICAGO

Strictly a Commercial Bank
Established 1869

Van Horn, Cluett & Company

A Co-partnership, the Members of which are

CERTIFIED PUBLIC ACCOUNTANTS

Audits---Investigations--Systems

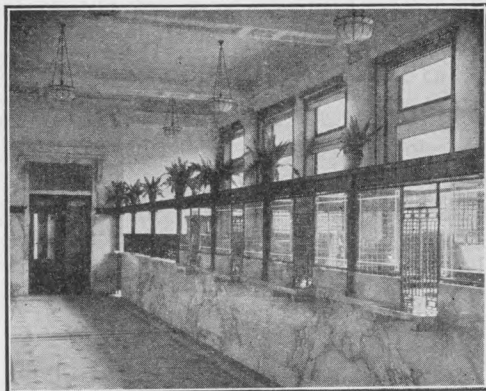
CHICAGO
1st National Bank Bldg.

OMAHA
Brandeis Bldg.

DES MOINES
S. & L. Building

Attractive Fixtures are a BANK'S Best ASSET

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



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

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

H. EHRLICH & SONS MFG. CO.
ST. JOSEPH, MO.

German State, Keystone	397,803.23
LeClaire Savings, LeClaire	280,400.00
Logan Trust and Savings, Logan	533,433.65
First National, Lyons	931,798.73
Lyons Savings, Lyons	1,440,075.65
Delaware County State, Manchester	799,898.98
Calhoun County State, Manson	522,809.91
Mapleton Trust & Savings, Mapleton	693,970.97
First National, Marshalltown	2,137,785.22
American Savings, Maquoketa	1,203,600.89
Monticello State, Monticello	1,820,651.91
Jones County Trust and Savings, Monticello	232,803.40
Farmers & Merchants Savings, Mt. Pleasant	909,862.23
National State, Mt. Pleasant	820,376.90
Muscatine State, Muscatine	2,820,081.45
First National, Newton	1,386,476.98
New Sharon State, New Sharon	220,921.60
Citizens State, Oakland	981,371.23
German Savings, Odebolt	230,857.86
Mitchell County Savings, Osage	467,941.73
Oskaloosa National, Oskaloosa	978,422.58
Union Savings, Oskaloosa	319,647.19
Citizens State, Ossian	504,189.51
Northwestern State, Orange City	937,794.38
South Ottumwa Savings, Ottumwa	661,051.73
Randolph State, Randolph	114,027.46
Rockford State, Rockford	820,542.41
Shelby County Savings, Shelby	835,132.62
First National, Sioux City	12,040,376.92
Live Stock National, Sioux City	6,340,858.28
National Bank of Commerce, Sioux City	4,178,698.11
First National, Spencer	629,012.23
Peoples Savings, Spencer	522,032.91
Peoples Savings, Vinton	750,048.92
Wall Lake Savings, Wall Lake	492,709.66
Exchange State, Walnut	882,267.80
Commercial National, Waterloo	3,940,957.28
Exchange State, Walker	466,403.68

NEBRASKA.

Bank and Town.	Deposits.
Grand Island National, Grand Island	\$ 1,443,513.41
First National, Hastings	2,168,203.08
Colfax County, Howells	723,782.27
Live Stock National, Omaha	8,211,361.72
United States National, Omaha	25,312,625.54
Omaha National, Omaha	31,638,983.11
Cones State, Pierce	601,567.40
Farmers State, Scotia	53,255.28
Scottsbluff National, Scottsbluff	654,991.40
Stockyards National, South Omaha	11,612,125.41

MINNESOTA.

Bank and Town.	Deposits.
First National, Brainerd	\$ 1,286,849.68
Midland National, Minneapolis	15,408,998.20
Northwestern National, Minneapolis	48,493,469.93
Minnesota Loan & Trust Co., Minneapolis	4,264,672.41
First and Security National, Minneapolis	68,092,801.79
Merchants National, St. Paul	26,245,875.36
First National, St. Paul	54,117,327.46
Stockyards National, South St. Paul	3,964,081.17

Fort Dearborn National Bank

CHICAGO, ILLINOIS

United States Depository

CAPITAL AND SURPLUS \$4,000,000

DEPOSITS \$42,000,000

WILLIAM A. TILDEN, President

NELSON N. LAMPERT
HENRY R. KENT
JOHN FLETCHER
MARCUS JACOBOWSKY
GEORGE H. WILSON
CHARLES FERNALD
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Vice Presidents
Cashier



WM. W. LEGROS
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WM. E. McLALLEN
EDWARD N. HEINZ
WM. J. FICKINGER

Ass't Cashiers

HARRY LAWTON, Manager Foreign Exchange Department
A GENERAL BANKING BUSINESS

NORTH DAKOTA.

Bank and Town.	Deposits.
First National, Buffalo	\$ 242,937.47
First National, Fargo	5,261,150.03
First National, Grand Forks	2,624,526.15
First National, New Rockford	480,187.23

SOUTH DAKOTA.

Bank and Town.	Deposits.
Citizens State, Colman	\$ 249,525.26
Farmers and Merchants State, Eureka	414,068.00
James Valley Bank, Huron	1,019,751.82
First National, Madison	847,683.24
Sioux Falls Savings, Sioux Falls	5,423,638.44
Security National, Sioux Falls	4,755,925.16
Security Bank, Tyndall	622,870.99
First National, Wessington Springs	467,987.76
First National, Colman	368,749.13

MISCELLANEOUS.

Bank and Town.	Deposits.
National Bank of the Republic, Chicago, Ill.	\$ 32,923,896.06
Live Stock Exchange National, Chicago, Ill.	22,743,831.22
California National, Sacramento, Cal.	10,542,142.80
Bank of North America, Philadelphia, Pa.	22,273,948.15
National Bank of Commerce, St. Louis, Mo.	65,640,264.83
Boatmen's Bank, St. Louis, Mo.	16,154,065.33
Continental National, Indianapolis, Ind.	4,110,846.88
Seaboard National, New York, N. Y.	61,346,892.97
Home Savings, Des Moines	1,933,528.32
Hanover National, New York, N. Y.	182,635,126.80
Chase National, New York, N. Y.	319,885,799.02
National Bank of Commerce, New York, N. Y.	356,446,602.54
Fourth Street National, Philadelphia, Pa.	69,645,146.65
First National, Chicago, Ill.	188,647,092.39
First Trust and Savings, Chicago, Ill.	69,139,464.91

IOWA GROUP DATES.

Frank Warner, secretary of the Iowa Bankers Association, has completed arrangements for the various Group Meetings and a very large attendance is desired. This year there are ten meetings on the schedule, while last year there were only nine.

The plan of operating the trains will be substantially the same as last year. Every car will have its own Pullman porter and in addition a special porter will be on hand to look after the particular needs of the passengers, such as delivering the morning paper, getting mail, delivering telegrams and handling baggage and such other errands as the passengers may require. An observation car will also be attached. The Pullman cars will be among the best that the company can furnish. The Group Chairmen and secretaries are all busy on their programs and a number of them are making radical deviations in the make up of their pro-

LOUIS J. MUEHLE & CO.

PUBLIC ACCOUNTANTS, AUDITORS AND
APPRAISERS. COST SYSTEMS

503 C. N. B. Bldg.

Phone Wal. 3598

Des Moines, Iowa

Bronze Bank Signs



Make your bank distinctive.

Bronze signs in front of your bank, bearing in dignified manner the bank's name, will add much to its attractiveness, make your bank more distinctive, and lend an air of dignity and security.

Use Cincinnati bronze name-plates on your officers' desks.

Through an experience and business growth covering seventy-four years, we are in position to furnish your bank with superior patterns and the best quality at greatest possible economy in price.

Write for special catalog No. 77, and ask for prices covering any special requirements.

The Cincinnati Mfg. Co.

Cinmanco Bldg., Cincinnati, Ohio
Ornamental Bronze, Iron and Wire Work
for Bank and Office Buildings.

CATALOG FOR THE ASKING.

gram arrangements. They will undoubtedly all be war programs.

The Group Meetings will be as follows:

Southern Groups.

Monticello, Tuesday, May 7th, Group 8.

Leavitt & Johnson National Bank

Established 1856

Waterloo, Iowa

Capital, Surplus and Profits
\$300,000.00

Total Assets
\$3,500,000.00

Accounts of Banks Desired and
Appreciated



OFFICERS

J. E. SEDGWICK, President
C. E. PICKETT, Vice President
J. O. TRUMBAUER, Vice Pres.
IRA RODAMAR, Cashier
FRED H. WRAY, Assistant Cashier

Sixty-two Years of Continuous
Successful Banking

"Identified with Chicago's Progress Since 1857"



MEMBER FEDERAL RESERVE SYSTEM

The Character of this Bank is Reflected in the
Personnel of its Board of Directors

FRANK H. ARMSTRONG.....President Reid, Murdoch & Company
CLARENCE A. BURLEY.....Attorney and Capitalist
RICHARD T. CRANE, JR.....President Crane Company
HENRY P. CROWELL.....President Quaker Oats Company
HALE HOLDEN.....President Chicago, Burlington & Quincy R. R. Co.
MARVIN HUGHITT.....Chairman Chicago & Northwestern Ry. Company
EDMUND D. HULBERT.....President
CHAUNCEY KEEP.....Trustee Marshall Field Estate
CYRUS H. MCCORMICK.....President International Harvester Company
SEYMOUR MORRIS.....Trustee L. Z. Leiter Estate
JOHN S. RUNNELLS.....President Pullman Company
EDWARD L. RYERSON.....Chairman Joseph T. Ryerson & Son
JOHN G. SHEDD.....President Marshall Field & Company
ORSON SMITH.....Chairman
ALBERT A. SPRAGUE II.....U. S. A.
HOMER A. STILLWELL.....President Butler Brothers
MOSES J. WENTWORTH.....Capitalist

DEPARTMENTS

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

Capital and Surplus — \$11,000,000

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.

Indianola, Wednesday, May 8th, Group 6.
Ottumwa, Thursday, May 9th, Group 10.
Mount Ayr, Friday, May 10th, Group 9.
Council Bluffs, Saturday, May 11th, Group 5.

Northern Groups.

Manchester, Monday, May 20th, Group 4.
Cedar Falls, Tuesday, May 21st, Group 7.
Mason City, Wednesday, May 22nd, Group 3.
Spencer, Thursday, May 23rd, Group 2.
Sioux City, Friday, May 24th, Group 1.

M. BLACKBURN RECEIVES COMMISSION.

Mortimer Blackburn, son of Harry Blackburn, vice president of the Iowa National Bank, Des Moines, has recently received his commission as second lieutenant, having successfully completed the aviation course at



MORTIMER BLACKBURN,

Son of Harry Blackburn, Vice President Iowa National Bank, Des Moines, who has recently finished his training for aviation work.

Waco, Texas, where he has been for the past two months. He took his ground school work at Champaign, Ill.

As you will note by the accompanying cut he is wearing the smile that won't come off, and he says he is enjoying the work more than he did football, at which he was a past master.

COUNTRY BANKERS AND T. ACCEPTANCES.

(Continued from page 8.)

greatly reduced and both the merchants and the customers are in healthier financial condition than under the old system. This is of great importance to the banker.

Every banker appreciates the advantages of double name paper of a self-liquidating nature and furthermore Trade Acceptances are re-discountable at the Federal Reserve Banks at a rate of interest at least one-half per cent lower than the rate on promissory notes.



MADE TO ORDER

*T*here's a certain indescribable satisfaction in knowing that you're faultlessly clad in

Nicoll Tailored Clothes

NICOLL The Tailor **W^m Jerrems' Sons**

502 Walnut St.
Des Moines, Iowa

Metropolitan Trust Company of the City of New York

offers to correspondent banks a complete service based upon an experience of 34 years in the heart of America's financial world. May we explain our service to you?—by letter or interview.

George C. Van Tuyl, Jr.	President
Beverly Chew	Vice President
Edwin F. Rorebeck	Vice President
Harold B. Thorne	Vice President
James F. McNamara	Vice President
Roger P. Kavanagh	Vice President
Bertram Cruger	Treasurer
George N. Hartmann	Secretary
Jacob C. Klinck	Trust Officer
R. W. K. Anderson	Asst. Treasurer
John F. Cissell	Asst. Treasurer
Frederick E. Fried	Asst. Secretary
Willard E. McHarg	Asst. Secretary
Clarence Klinck	Asst. Treasurer
Irwin G. Jennings	Asst. Secretary
Linus P. Hosmer	Asst. Secretary

60 Wall Street 716 Fifth Avenue

Member of Federal Reserve System

Established

1868



Capital and Surplus

\$1,750,000.00

A Steadily Increasing Number
of

Corn Belt banks find it advantageous to maintain
an account with

The Live Stock Exchange National Bank
of Chicago

Legal Opinions and Decisions

The following question has been submitted: Is the following form of note when properly executed, negotiable?

_____ Iowa, _____ 19____
 No. _____
 _____after date, for value received, I promise to pay _____ Savings Bank, or order, _____ \$_____
 Dollars with eight per cent interest after date, payable at _____ Savings Bank of _____ Iowa.

Should any of the principal or interest not be paid when due, it shall bear interest at the rate of eight per cent per annum, payable annually, and a failure to pay any of said interest within ten days after due, causes the whole note to become due and collectible at once. The makers, sureties, guarantors and endorsers waive presentment for payment, and waive notice of non-payment and protest. It is also stipulated that should suit be instituted for the collection of this note by law, a reasonable amount shall be allowed as attorney's fee and taxed as a part of the judgment cost in the cause. And I hereby expressly agree and consent that if suit be brought on this note before any Justice of the Peace, that he shall exercise full and complete jurisdiction in the case to any amount not exceeding three hundred dollars.

Due _____ Signed _____
 P. O. _____

In answer to the above question, beg to state that said note when properly filled out, executed, and delivered, is a negotiable note, within the negotiable instrument act adopted in the State of Iowa, in the year 1902.

Question: Assuming that the foregoing note be properly executed with John Doe, appearing as principal, and James Row, as surety, payable July 1, 1918, and that on due date the holder of said note extends the time of payment to principal without the knowledge and consent of James Row, surety, is James Row, surety thereon, released from liability and discharged as a party to the contract?

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 3-cent stamp for reply and address "Legal Department," care The Northwestern Banker, Des Moines.

Answer: The General rule is well settled, that if the creditor or obligee, by a valid and binding agreement, without the assent of the surety, gives further time for payment or performance to the principal debtor, the surety will be discharged.

See following cases in Iowa on above point.

12 Iowa, 55; 13 Iowa 289; 15 Iowa 161; 29 Iowa 448; 39 Iowa 290; 70 Iowa 412; 62 Iowa 72; 135 Iowa 280; 139 Iowa 176.

In the above set out General Rule careful attention must be called to the words therein, "By valid and binding agreement." The holding by the Supreme Court of Iowa, in Hensler vs. Thomas Watts, 113 Iowa, 741, is as follows:

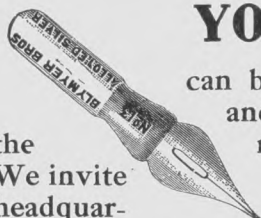
Plaintiff about one year, three months after maturity of the note at the principal's request, without the consent of the surety, extended the note one (1) year, endorsing thereon, "Time extended to July 25, 1898." No consideration seems to have passed from the principal maker—not even the promise to pay interest on the money for any definite time. The appellant, however, insists that the promise to pay interest during the period of extension should be implied from the request therefor, and that when so brought into existence, it is a sufficient consideration for the promise of forbearance by the payee. The Supreme Court in the above case does not, however, determine whether the mere agreement to retain money at the same rate of interest fixed in the note is a sufficient consideration for the extension of the time for payment.

In Hunt vs Postlewait, 28 Iowa, 427, the Supreme Court holds in this case if any extension of time be granted the principal, without the consent or knowledge of the surety, at the same rate of interest contained in the original note, then a subsequent agreement to pay is no new or a different obligation upon the principal; or if there was no consideration for the agreement to extend; or if the interest was not paid in

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



advance and was paid pursuant to the original contract, then the surety would not be released.

The law in Iowa is absolute that when an extension of time given the principal or maker of the note without the consent of the surety, the extension of time granted must be based on a new and valuable consideration, in order that the surety is released and discharged from liability.

Question: The bank cashier of a certain bank goes into the rural country to clerk an auction sale, with the following terms set forth in a sale bill. "\$10.00 and under cash, over that amount, twelve months' time will

be given on approved note, bearing 8 per cent interest until property be settled for." Purchaser at sale settling with the clerk requests the clerk to offset his claims against the purchasing price of the property of the owner. May clerk, without first securing the consent of the proprietor of the sale, allow such "set-offs?"

Answer: It is true, that the conditions and terms of the sale announced by the auctioneer just prior to the sale, supersede those contained in the advertisements. Assuming, however, that the terms and conditions of the sale have been changed from those contained in the advertisements, it must follow that the

PRACTICAL QUESTIONS AND ANSWERS ON THE TRADE ACCEPTANCE METHOD

The points on the Trade Acceptance method, upon which the best authorities of the country are in substantial agreement, are fully covered in pamphlet, Vol. 11, No. 2, "Practical Questions and Answers on the Trade Acceptance Method."

A Copy Will Be Forwarded Upon Request

IRVING NATIONAL BANK

Woolworth Building



NEW YORK

STRICTLY A COMMERCIAL BANK

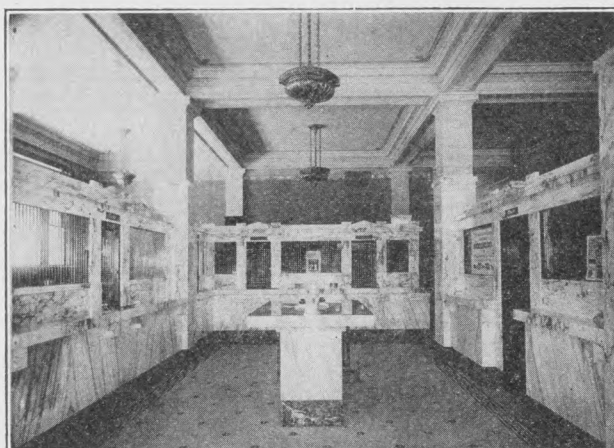
Does Your Bank Attract Customers?

Increased deposits and new customers are secured by the bank, which has attractive fixtures. The Fisher-Morris fixtures in your bank will attract new business and mean better service to your patrons.

QUALITY.

The Fisher-Morris quality of workmanship, materials and finish are superior, because our experience in this line of business covers almost half a century.

More than 3000 banks have been equipped with Fisher-Morris fixtures.



Commercial State Bank, Britt, Iowa

Fisher-Morris Company

Bank Fixture Headquarters for Past Half Century

CHARLES CITY, - - IOWA

SERVICE.

Our expert designing department, composed of men who have had long years' experience in the fixture business, is at your service. Let us have these men suggest how your bank interior may be made more attractive. Ask us now on a post card.

FRANCIS ASBURY ROBINSON
MAJ. LA.
LANDSCAPE ARCHITECT
803 HUBBELL BLDG. - DES MOINES, IA

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



The Darwin Company

A Store of State-Wide Service

Many reproductions of old and rare models are in our rare collection of Furniture.

The modern designs included in this collection are original in conception and of the finest work.

Not furniture alone, but every significant thing that helps in the beautifying and adornment of the home.

RUGS, DRAPERIES, FABRICS

A storehouse of beauty that is well worth seeing and you are welcome as a guest or purchaser.

**Complete Interior Decorative Schemes
Furnished on Request**

Des Moines Club Building Eighth and Locust Sts.
Des Moines

clerk cannot in any way digress from said terms, but must comply with them strictly. The Supreme Court, of Iowa, holds, in 144 Iowa, 303, that the clerk of a sale acts in the capacity of an agent, for both the seller and buyer. The general rule is, that the clerk of a sale has no authority, unless same be expressly given him, to allow or deduct any claim or claims which the buyer may have against the seller.

Recent Cases. Bills and Notes.

(Iowa) Fraud in sale of land is no defense to note given by vendee in hands of innocent purchaser.

Gray vs. Bricker, 166 N. W. 284.

(Wisconsin) In proceedings for partial distribution of decedent's estate and to set off debts of distributees, evidence held to support finding of gift of certain notes by decedent to son.

In re Gilbert's Estate, 166 N. W. 422.

POISON GROWTH OF PRUSSIANISM.

(Continued from page 7.)

strous deeds and doctrines the civilized nations of the earth stand aghast, started into definite being less than thirty years ago. I can almost lay my finger upon the date and circumstances of its ill-omened advent.

Less than thirty years ago, a "new course" was flamboyantly proclaimed by those in authority, and the term "new course" became the order of the day. With it and from it there came a truly marvelous quickening of the energies and creative abilities of the nation, a period of material achievement and of social progress, in short, a national forward movement almost unequalled in history. The world looked on in admiration, perhaps not entirely free from a tinge of envy. Germany was conquering the earth by peaceful penetration; and no one stood in its way. It had free access to all the seas and all the lands.

But with that "new course" and from it there also came a new god, a false and evil god. He exacted as sacrifices for his altars the time-honored ideals of the fathers, and other high and noble things. And his commands were obeyed.

To deceive the German people, and steel them to patriotic determination and sacrifice, the Prussian rulers and their spokesmen affirmed at the beginning of the war, and have kept reaffirming ever since with nauseating reiteration and disgusting hypocrisy, that theirs was a defensive war, forced upon them by wicked and envious neighbors. A defensive war, indeed!

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

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J. P. MULHALL
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C. F. GREEN
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**The First
National
Bank
of
Kalamazoo,
Michigan**

The introduction of the stores and offices along one side of this monumental bank building provides a handsome revenue.

To the Banker Who Expects to Build:

**(And what progressive banker does not look forward to
the day when he will be in his own building?)**

You will want to be fully acquainted with the latest practice in bank construction, you will want to know what bankers are doing in other parts of the country, and you will want to see the tangible evidence of the solution of the same problems that you will encounter.

All of these wants we have tried to anticipate in a portfolio of views illustrating a typical group of bank buildings and interiors we have executed in various parts of the country.

They show the use of an interesting variety of materials and a wide range of design and planning of both buildings and interiors to provide the greatest revenue return and insure the highest degree of efficiency in the operation of the business; in fact they show the results of some twenty-five years of successful endeavor in this exclusive line of architectural work.

May we not send you a copy?

Weary & Alford Company

1907 So. Michigan Boulevard

CHICAGO

What a Bank Has to Advertise

By Arthur Lund

In so far as advertising is concerned, banks or trust companies differ little from other institutions in which advertising is being used with success. They must advertise what they have to sell. To be permanently successful, the institution must render value in such degree that a profit, or at least a satisfaction, accrues to the bank's customers. A bank has security and service to offer. These may be presented so that a broader influence may be secured and through them satisfaction leading to profit accrue. Security and service, in themselves, offer the best and most effective basis of bank advertising. Education of the people in regard to these will prove most valuable. They can be appealed to in such a way that men will come to have confidence in the strength of the institution and the prompt, courteous, efficient service at its command. They will then have faith in the ability and willingness of the officers to cope with the financial problems of the bank's clients. Confidence must be secured before an institution can expect to grow and prosper.

To advertise security means that prominence should be given to any phase of the business which tends to show its permanent strength and financial standing. To most people it is necessary that their funds be placed in an institution where every precaution is taken for their safety and from which they will be returned when demanded. The first question occurring to the prospective customer, then, is whether the bank is safe. Beside that, the most efficient service is merely incidental. Without sound security, service will eventually become useless.

One of the most prominent methods for showing security is the advertising of the age of the bank. It is one of the dominant factors of stability. It denotes a permanence and a recognition of all the other at-

This article by Arthur Lund, of Marion, Iowa, will prove very interesting reading to our many subscribers as it enumerates the different things which the bank has or should have in order to be a successful institution. Perhaps some service is told of here which you can incorporate in your own bank.

"The public demands service and wants it promptly. To a customer no greater compliment can be paid than prompt attention. Service, therefore, becomes as much a drawing card as attractive quarters. The object, then, is to establish the reputation for giving service promptly and cheerfully. When this is done, one of the surest steps towards permanent success is taken. It is not always the largest and most beautiful building that attracts the public, but it is the one in which depositors are given prompt, cheerful and dependable service. With the purpose of increasing business as paramount, every conceivable convenience should be given to the customers, and every opportunity given them to avail themselves of these privileges."

tributes. If it has stood the acid test of time, it is more likely to continue. Illustrative of this is the report of the comptroller of the currency for the year 1866, when the National Bank Act had been in operation only three years. According to it, the October report of the National Banks in Chicago showed thirteen banks, holding charters from the government, with aggregate capital of \$5,150,000 and surplus of less than \$500,000. The total resources of these banks amounted to about \$22,500,000. Today, a half century later, twelve of the thirteen have passed out of existence, through liquidation, voluntary or otherwise, or by the process of consolidation and absorption. Of all the National banks in Chicago, only one has had a continuous existence throughout this period. For such reasons, a bank ought to secure effective advertising from the fact of its stability, as indicative of the service it has rendered

and is rendering to the community.

The personnel of the officers shows its management and organization. Many people prefer one bank to another because of faith in its officers or because of special connection with them. Here is the very life-blood of a bank. The personality of the management is by far the most important factor in its success. In other lines of industry, the personnel of the management is rarely material to the customers; but with a bank, it is most vital and therefore justifies its presentation in the advertising.

This is the method of showing its character.

Prospective customers, or present customers, are always interested in knowing how a bank's loans are being guarded. To create confidence a bank may advertise its usual procedure in making loans. Good results may be secured by showing their character. Here the banker shows how he is constantly investi-

SECURITY NATIONAL BANK

SIoux CITY, IOWA

Capital and Surplus \$500,000

W. P. MANLEY, President

T. A. BLACK, Vice President

C. W. BRITTON, Cashier

L. R. MANLEY, Ass't Cashier

The Best of Service in Handling Collections and Accounts of Banks

Founded 1884

Credit Inquiries

Our location and facilities enable us to keep in close touch with the credit standing of Eastern and Middle Western corporations and individuals.

We invite your inquiry regarding Credit Service rendered our correspondents.

The National City Bank

OF CHICAGO

DAVID R. FORGAN, President

gating propositions before financing them; the character of his loans; what he has done; how small his losses have been; and in what way he has helped develop worthy institutions or business. He can show how much commercial and how much farm paper he has in his files. A conservative estimate of the valuation of the property upon which these are based tends to prove security. The character and strength of a bank may also be illustrated by showing the small proportion of chattel mortgages to other loans. In many instances it is good policy to mention that the bank positively refuses to do a brokerage business. The advertiser may also mention that it is a fixed rule of the bank not to loan to its officers or directors. This

tends to encourage faith in the methods of the management by showing that the bank is not run for the benefit of the officers and directors. In these ways, as well as in many others, the paper can be shown to be carefully guarded and its character high. This tends to prove the assertions made in regard to the security.

Even with the foregoing precautions, the bank is under the supervision of the government and it may be shown that its reports are always approved. It may, in some states, come under the Guaranty System, and this is a further protection for the money of the depositor. In some instances, the bank may have a

(Continued on page 68.)

Bank Envelopes

Bank Envelopes of every description, including Pay-roll, Coin, Statement, Window, Commercials, Document, Pennysaver, etc. Largest manufacturers of Printed Envelopes in the world. Daily capacity eight million.

Write us for samples and prices whenever you are in the market for anything in the shape of an envelope.

Samuel Cupples Envelope Co.

New York

St. Louis

Chicago

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

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

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

First National Bank

DUBUQUE, IOWA

Accounts of Bankers Solicited.

Write Us for Terms

The Merchants National Bank

Cedar Rapids, Iowa

Resources \$14,000,000.00

OFFICERS

John T. Hamilton
President

P. C. Frick
Vice President

James E. Hamilton
Vice President

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Cashier

H. N. Boyson
Assistant Cashier

Roy C. Folsom
Assistant Cashier

Mark J. Myers
Assistant Cashier

Fred A. Groeltz
Assistant Cashier

A live institution offering superior equipment and facilities for the handling of bank accounts.

Insurance Needed to Protect Estate

By Prof. Solomon Huebner

The marriage certificate is incomplete.

Various cults and varied individuals have stricken the word "obey" from the ceremony. Even the prelates of the churches, in conclave assembled, feel the matter worthy of their gravest attention.

But no one thought of that part of the service where the groom endowed the bride with all his worldly goods until Prof. Solomon S. Huebner, of the Wharton School of Finance, arose to point out what a misleading vow that is.

Why swear to endow a wife with all one's worldly goods and make no provision for her support in the event of her husband's untimely demise?

Prof. Huebner says that an insurance policy should be attached to each marriage certificate, in much the same way that a marine insurance certificate accompanies a bill of exchange. In fact, he quotes authorities to prove that no insurance spells sheer insanity in the business world. Why should marriage be any less a risk than a business venture?

In short, why should a husband's responsibility end with his life? "Until death do us part" does not necessarily mean that the worldly goods stop coming automatically if the husband should die before his wife.

Here is Professor Huebner's whole idea on the subject:

"The family should be run on a sound business basis.

"It should be protected against needless bankruptcy.

"Why is it not fully as reasonable to have a life insurance policy accompany a marriage certificate in the same sense that a marine insurance certificate invariably attaches to any bill of exchange?

"In our propaganda for the spread of life insurance we should stop twaddling about the sentimental and

This article, by Prof. Solomon Huebner, of the Wharton School of Finance, emphasizes the fact that marriage should be made safer for the wife by the addition of an insurance policy to the marriage certificate and every reader of this article, I am sure, will heartily agree with him.

"The family should be run on a sound business basis. It should be protected against needless bankruptcy. Why is it not fully as reasonable to have a life insurance policy accompany a marriage certificate in the same sense that a marine insurance certificate invariably attaches to any bill of exchange? In our propaganda for the spread of life insurance we should stop twaddling about the sentimental and drive home the significance of plain, ordinary, decent duty to family and community. Not only has the wife a right to personal protection, but her rights as regards life insurance are further increased by her interest in the children who are as much hers as they are her husband's. Family responsibility is not limited to the title 'When death do us part,' but extends beyond."

drive home the significance of plain, ordinary, decent duty to family and community.

"Not only has a wife a right to personal protection, but her rights as regards life insurance are further increased by her interest in the children which are as much hers as they are her husband's.

"Family responsibility is not limited to the title 'when death do us part,' but extends beyond.

"The care of a family is a man's first and most important business. The family should be run on a sound business basis. It should be protected against needless

bankruptcy. The death or disability of the head of the business should not involve its impairment or dissolution any more than the death of the head of a bank, railroad or store.

"Every corporation and firm represents capitalized earning capacity and good will. Why then, when men and women are about to organize the business called a family, should there not be a capitalization in the form of a life insurance policy of the only real value and good will behind that business? I may add: Why is it not fully as reasonable to have a life in-

urance policy accompany a marriage certificate in the same sense that a marine insurance certificate invariably attaches to any bill of exchange? The voyage in the first instance is certainly much longer, on the average subject to much greater risk, and in case of wreck the loss is of infinitely greater consequence.

"Why not protect the value of one's life when one is so careful to insure buildings, goods, and ships, when certainly the former is so much more important? Ask any one about the insurance of property and the answer always is: "Of course we insure. Not to do so would be an exhibition of a lack of common sense." *** I merely wish to state, as strongly as I know how,

New Double Indemnity and Total Disability Policies

We have just placed on the market a policy that pays double the face amount of the policy in event of accidental death and monthly indemnity in event of total disability.

Part Time and Full Time Representatives Are Needed by Us.

For Full Particulars Write

Guaranty Life Insurance Company

L. J. Dougherty, Secy. and Gen'l Mgr.

Davenport, Iowa

that in our propaganda for the spread of life insurance we should stop twaddling about the sentimental and drive home the significance of plain, ordinary, decent duty to family and community. The first is gush, the latter is common sense, which I feel the average American can be made to appreciate.

"To advertise the sentimental side of the transaction and to regard it as a gracious self-sacrificing thing seems to me an unwarranted coddling of the head of the family. That sort of an attitude usually places wife and children on the defensive and overlooks their rights. Our present system of logic should be turned around and the husband put on the defensive and his dependents on the offensive.

"I have long felt that the educational propaganda for the spread of life insurance should emphasize woman's rights as well as her duty in the matter. She should be taught that it is her husband's sacred duty to adequately protect the family, if that is at all possible, and that it is also her sacred duty to watch her husband in the matter, to use her persuasive powers to get him to act, and if that will not avail to insist or actions as her right. Not only has she a right to personal protection, but her rights as regards life insurance are further increased by her interest in the children, which are as much hers as they are her husband's.

"Family responsibility is not limited to the time when death do us part, but extends beyond; and it is to be hoped that women may soon understand sufficiently the relationship of life insurance to themselves to insist upon its purchase at the time when they are asked to enter into the most sacred of all partnerships."

INSURANCE AS A BASIS FOR CREDIT.

In order to get the viewpoint of life insurance as a basis for credit, THE NORTHWESTERN BANKER wrote a letter to several prominent bankers asking them how much consideration they gave life insurance in granting credit to a customer, and we are pleased to publish herewith all of the letters which we have received up to the time of going to press.

By Frank B. Yetter, Cashier,
Iowa National Bank, Davenport, Iowa.

"I cannot speak too highly of the value of life insurance as an element for the foundation of credit, and, while I do not feel that life insurance is the primary security, I do feel it is one of the very important elements to consider in arriving at the normal risk and the stability of the borrower. The Government War Insurance Bill is the greatest tribute to the efficiency

IOWA NATIONAL FIRE INS. CO.

1018-1024 Valley National Bank Bldg.

DES MOINES, IOWA

JOHN L. BLEAKLY, President

F. L. MINER,
Vice Pres.

C. M. SPENCER,
Secretary

C. S. VANCE,
2nd Vice Pres.

FRANK P. FLYNN,
Treasurer



Capital

\$500,000.00

Assets

Jan. 1, 1918

\$836,570.87

POLICY HOLDERS

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

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

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

H. P. ROSSER,
Supt. of Agents



Organized in 1862 under the laws of Massachusetts.

ASSETS	-	\$156,466,359.38
LIABILITIES	-	\$147,735,472.02
SURPLUS	-	\$ 8,730,887.36

"THE POLICYHOLDERS' COMPANY"

Live-wire service given all agency connections. For information wire

HARRY S. HASKINS, 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

George J. Delmege, Pres. Simon Casady, Treasurer
 F. C. Waterbury, Vice Pres. T. B. Moore, Secretary
 Homer A. Miller, Vice Pres. Theo. F. Grefe, Asst. Sec'y



Cash Capital\$500,000.00
 Net Surplus 352,347.99
 Surplus to Policyholders..... 852,347.99

A home company, owned by home people,
 managed by experienced and conservative underwriters and able financiers.

**A CENTRAL-WESTERN COMPANY FOR
 CENTRAL-WESTERN PEOPLE.**

1867

1918

AGE STRENGTH STABILITY

51 Years of Best Service

Make

The Equitable Life OF IOWA

Safe and Dependable for Bankers and Their Customers
HOME OFFICE DES MOINES, IOWA

of the principle of life insurance that has ever been offered. We have even advocated life insurance in our bank advertising, and only last week the Davenport Association of Underwriters passed a resolution commending our bank on the stand we have taken, and published a copy of their resolution, together with a reproduction of our ad, in the daily papers, as shown herewith: 'The Life Insurance Man Is Working For You.—Let Him Tell You What He Knows. When the life insurance man wants to talk to you, give him a chance. He knows some things about you and the commercial value of your life that you don't know about yourself. He can tell you how much you are worth to your family—not in sentiment, of course, but in cold dollars and cents. He is not mercenary—he is just analytic. Your insurance premiums need not worry you. Put aside a definite sum every month, in a savings account, which will equal, every twelve months, the annual premium on your life insurance policy.' "

**By C. B. Mills, Vice President,
 The Midland National Bank, Minneapolis, Minn.**

"The fact that a customer carries a reasonable amount of life insurance payable to his estate most certainly adds to his financial reputation from a credit standpoint, but without a fair showing of worth and reputation we would not generally care to advance credit even though the borrower's life were well protected by insurance. I do not agree with the statement made by the party you mention that life insurance is, or should be, the basis of credit at the bank. The fact that a party conducts his business carefully and shows improvement in his worth each year, coupled with the fact that he has a good name, is about as good a basis for credit as we know of."

**By J. H. Blair, Vice President,
 Iowa National Bank, Des Moines, Iowa.**

"I have your letter requesting that I contribute a paragraph to a symposium telling 'What is the One Big Thing to be considered first in granting credit to a customer,' and what consideration I would place upon life insurance carried by the borrower. Unquestionably the one big thing to be considered in making a loan is the integrity of the customer. That far outweighs every consideration and is true even though the loan made be made upon collateral.

"The next thing, in my judgment, to be considered, is the ability of the man to carry out the project for which the money borrowed is intended to be used.

"I do not always consider the question of life insurance carried, but where the loan is a strong one, as

We are offering "a bankers' plan" for securing and taking care of new business that is especially attractive and profitable. The banker is always looking for every possible source of honorable profit. That is what makes for a successful banking business. Here is a brand new avenue not heretofore presented. You will lose some legitimate profit not to look it over. We are at your service.

Great Western Accident Insurance Co.
Des Moines, Iowa

Inter-State Mutual Automobile Insurance Company OF IOWA

Rock Rapids, Iowa

THE PREMIUMS OF THIS COMPANY FOR JANUARY, FEBRUARY AND MARCH, 1918, ARE SEVEN TIMES THOSE FOR THE SAME PERIOD IN 1917.

THIS COMPANY IS THE FASTEST GROWING INSTITUTION ANYWHERE IN THE AUTOMOBILE INSURANCE FIELD.

THERE MUST BE GOOD REASONS FOR THIS; SUCH SUCCESS IS NOT AN ACCIDENT.

IT PROVES THAT TERM INSURANCE IS WHAT CAR OWNERS WANT.

IT ALSO SHOWS THAT THIS COMPANY GIVES ITS AGENTS SERVICE AND THAT ITS POLICY-HOLDERS GET A SQUARE DEAL.

WHY DO YOU LET THE AUTOMOBILE BUSINESS GET AWAY FROM YOU WHEN THE INTER-STATE MUTUAL CAN HELP YOU GET IT AND KEEP IT?

Writing Fire, Lightning, Tornado, Wind and Theft

Home Office

ROCK RAPIDS, IOWA

N. HAMPE, President

E. A. TONNE, Secretary

Iowa Bonding & Casualty Company

CAPITAL ONE MILLION DOLLARS

Emory H. English, President Joel Tuttle, Secretary

CONDENSED STATEMENT OF ASSETS

March 20, 1918.

Mortgage Loans on Real Estate.....	\$ 783,050.00
School Bonds	15,000.00
Municipal Bonds	58,500.00
U. S. Government Bonds.....	92,350.00
Certificates of Deposit	45,350.34
Cash in Banks	143,782.63
Accrued Interest Paid	3,485.20
Notes Bearing Interest at 6%.....	255,650.00

Total Assets	\$1,397,768.17
Securities on Deposit with Insurance Department of Iowa.....	\$ 511,400.00

Fidelity and Surety Bonds
Burglary Insurance
Workmen's Compensation
Automobile and Other
Public Liability Lines

Home Office, 715 Locust Street, Des Moines, Iowa

THE CHARACTER COMPANY

FIRST Iowa Company paying DOUBLE INDEMNITY benefits.

FIRST Company in ENTIRE West giving FREE health tests to ALL policyholders, regardless of where located or amount carried.

NATIONAL FIDELITY is always on the alert looking to the best interests of BOTH agents and policyholders.

The LAST WORD in life insurance is found in our 20-Pay Preferred, Business Partnership, Joint Life and Monthly Income Policies.

A NATIONAL FIDELITY agency IS an asset. Ask for full information.

National Fidelity Life

Home Office

Sioux City, U. S. A.

Ralph H. Rice, President

compared with the borrower's resources or where the money borrowed is to be used in a project in which the borrower is personally an important factor, life insurance is certainly an important element and is entitled to much consideration.

"I am sure the banks pay more attention now to life insurance carried by borrowers than they did a few years ago.

"I cannot quite subscribe to the statement that life insurance should be the basis of a man's credit at his bank in all financial transactions."

By E. W. Hillweg, Agency Director,
Northwestern National Life Ins. Co., Minneapolis.

"Life insurance is, or should be, the basis of credit at the bank and in all financial transactions in which credit is an element, and it is the foundation of most partnership agreements.

"No conservative banker would extend credit to any great amount to a business man whose buildings or merchandise were not insured against loss by fire, although in case of a fire loss the borrower would be there and might in time liquidate his obligations. But in the event of the death of the borrower, who would pay his obligations? The business which he had promoted and conducted would most likely, under other management, deteriorate or fail entirely, and court's actions to wind up a business are slow and expensive; but a life insurance policy, issued by a legal reserve company, is a quick asset, an estate immediately convertible into cash without legal action or costs.

"Can you, Mr. Banker, jeopardize the funds of your bank by making loans to a man whose greatest asset,

A Company Which You Can Well Afford to
Recommend Because of Its

Service, Reputation and Progress

The Central Life policies furnish a valuable service to the assured as well as a safe protection to the beneficiary.

- 1 All policies are secured by the ONE HUNDRED PER CENT COMPULSORY DEPOSIT LAW OF IOWA.
- 2 The DOUBLE INDEMNITY CLAUSE provides for the payment of twice the face of the policy in event of death by accident.
- 3 The DISABILITY CLAUSE provides for the payment of a monthly income to the assured if disabled and the payment of the face of the policy to the beneficiary at death without any deductions.
- 4 LOAN INSURANCE feature protects the face of the policy against a loan on its cash value.

The substantial qualities of the Central Life have made it well known all over the United States and the low net cost of its contracts has been instrumental in doubling the amount of business in force every five-year period for nearly a quarter of a century.

Central Life Assurance Society
of the United States
Des Moines, Iowa
For Farm Loans and Agency Contracts

his life, is uninsured? You carefully inspect the fire insurance policies held by the man who asks credit, and file them away as collateral with his note. The risk of loss by fire is small, very small. You overlook the major risk, the life of the man who borrows. He will surely die. There are no exemptions,—and his death may occur soon,—tomorrow, perhaps.

"As life insurance is the protector of business, credit and family, and as the general public depends upon the bankers for advice and information on matters financial, it is the duty,—and it should be a pleasant one,—of every banker to advise every insurable customer to protect, not only his family, but also his financial obligations, by carrying a sufficient amount of old line insurance. And the banker should be in a position to take applications of all who realize the need of life insurance. It is up to you to create a demand for life insurance and to then fill the demand."

By William Ontjes, President Sioux Falls Savings Bank, Sioux Falls, S. D.

"Life insurance is a protection and should not be mistaken for a security, but should be considered a necessity by any person in debt or under obligation to others. Every business should be properly protected, as well as every person, especially one whose business largely depends upon his personal ingenuity.

"Any business or set of business men who disregard the protection of their creditors or neglect to properly secure them, are not entitled to credit, and no bank is safe in extending it.

Life insurance is not that which secures a loan, but rather that which insures the security, which is the foundation of all credit."

NATIONAL FIDELITY INSURANCE CO.

The National Fidelity Life Insurance company, Sioux City, Iowa, of which Ralph H. Rice is president, is now in its third year. At the end of the second year it had written business totaling between \$7,500,000 and \$8,000,000. This business has covered three states and just at this time it is entering a fourth—Nebraska. Business up to this time has been in Iowa, South Dakota and Oklahoma.

Some of the claims which the company makes and substantiates account for this rapid growth. The company was the first in Iowa to write a double indemnity clause in its policy, and the first in the entire west to guarantee free health tests to any of its policyholders at any time, wherever they may be located. The company has never had a dollar of interest due and un-

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., 22 Second Ave. East
Cedar Rapids, Iowa



Insurance in Force \$415,000,000.00

BANKERS LIFE COMPANY, DES MOINES, IOWA

Service to Policyholders

Liberal Policies—Lowest Cost—Promptness in Settlement of Claims

Has Made Our Reputation Unexcelled.

Stability and Security

Guaranteed by deposits of over \$2,190,000.00 with the STATE OF IOWA
Excellent Territory in Iowa and other States open to LIVE HUSTLING AGENTS

Merchants Life Insurance Co.

Register & Tribune Building
Des Moines, Iowa

Howard J. Clark H. W. Byers Charles Hutchinson

Clark, Byers & Hutchinson

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 Iowa National Bank, Des Moines National Bank and Des Moines 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

paid, and has never failed to pay on a policy the same day that proofs of death are completed.

The statement of the state insurance department of Iowa, after a recent examination, that "this company has been organized and conducted along proper lines," is a matter of just pride with organizers of this Sioux City concern.

That the average policy written by this company is several hundred dollars larger than the average for insurance companies all over the country is another boast of the National Fidelity. With the national average at around \$1,800, their average has stood at better than \$2,300 since their organization.

The company has gained a reputation for being foremost in any activity which makes for the betterment of Sioux City as a whole. Its officials are always ready to give their assistance in any project in which the city is interested, believing that the interests of the company are identical with the interests of the city at all times. One fact of which the company is proud is that it bought and paid cash for \$50,000 worth of the second Liberty loan bonds.

CEDAR RAPIDS LIFE MAKES FINE GAIN.

The annual statement of the Cedar Rapids Life Insurance Company, of Cedar Rapids, Iowa, shows remarkable progress for this progressive young company. The insurance in force was increased from \$5,766,000 to \$7,081,879; the premium income was increased from \$170,932 to \$208,418, and the gross assets were increased from \$535,795 to \$659,723; the increase of insurance in force was 22.8 per cent; the increase in surplus was over 14 per cent; the increase in gross

**THE OLD LINE
CEDAR RAPIDS
LIFE INSURANCE CO.****Co-operates With Bankers**

Collects all Renewals Through
Banks

Good Contracts

G.B. Robbins, Pres

C.B. Svoboda, Secy.

HOME OFFICE: CEDAR RAPIDS, IOWA

WHY BANKERS

find a connection with the Western Life profitable and pleasant.

Because:

Satisfied policyholders boost for the Company.
Intelligent and reliable field men.

We extend a special invitation to you to call and see us when in Des Moines.

Jas. H. Jamison,

President

Harry D. St. John,

Secretary

A. D. Struthers, Vice Presi-

dent and Treasurer

M. M. Deming,

Agency Director

Out
of the
West

Western Life
Insurance Company
OF DES MOINES, IOWA

Comes
The
Best

assets was 22.3 per cent, and the premium income nearly 22 per cent. It is worthy of note that the company has most of its assets invested in Iowa farm mortgages. The mortality has been very low, being 20.8 per cent of expected. The Cedar Rapids Life has been built on a most conservative foundation. Its statement from year to year shows a well balanced and a well managed business. Each year sees an increasing growth in every department that makes strength, security and service. The company has been most fortunate in its officers. They are among the well known successful men of Iowa. Judge C. B. Robbins is president; Ed H. Smith, president of The Farmers Insurance Company, and J. P. Kendall, are vice presidents; Ernest R. Moore, lieutenant governor of Iowa, treasurer, and C. B. Svoboda, secretary.

THIS WILL HELP YOU IF YOU ARE ABOUT TO BUILD.

Bankers who are planning to erect new buildings would do well to procure a copy of a publication which has just come to us. It is in the form of a handsomely engraved portfolio containing a large number of plates illustrating the work of Weary and Alford, the Chicago bank architects, and is so comprehensive in its scope that practically every phase of bank building and interior work is touched upon.

We would urge prospective builders or any banker who is especially interested in the latest developments along these lines to take advantage of the offer of the Weary and Alford Company to send a copy of the portfolio to any one who will take the time to forward his name and address. The firm is located at 1907 Michigan Boulevard, Chicago.

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.



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

Every Banker

(between 18 and 55 years of age)

Who does some traveling as solicitor, auditor, farm inspector, bond or insurance salesman, should belong to the

Iowa State Traveling Men's Association

"Oldest and Best"

Accident Insurance at Cost.

Never Exceeded \$9.00 per Year

Weekly Indemnity \$25.00.

Death Benefit \$5,000—\$10,000.

Insurance to Aug. 1, 1918, for \$2.00

Write for Application Blank.

H. E. REX, Sec'y-Treas.

DES MOINES, IOWA

Securities, Bonds and Mortgages

By Frank M. Huston

Evidences of a slow accumulation of investment funds are to be found in the investment demand that has been manifesting itself in the last few weeks. There is a special demand for municipal securities, stimulated of course by the tax exempt feature. The municipal market is practically bare of a supply of bonds, but here and there are odd lots that go exceedingly well. The South Dakota state offering of bonds went quickly and the Chicago South Park bond issue was readily taken. Another form of bond which has been meeting with satisfactory response is that of the farm land joint stock banks. The offering of the first farm land joint stock bank bonds have been quickly absorbed, being offered on a $4\frac{3}{4}$ to 5 per cent basis and are tax exempt.

Investment houses have been making a strenuous effort to clear their decks for the forthcoming Liberty Loan. The new offerings that are being brought out are those which have passed the scrutiny of the "capital issues committee" as being essential financing in this war period. One issue is that of the state of Louisiana, aggregating \$4,500,000, which was offered close to a 5 per cent basis to investors. There have been numerous utility offerings in the last month and these have been readily taken at a price to yield the investor between 7 and 8 per cent.

Just now everything is awaiting the Liberty Loan offerings. The Liberty Loan committees now have the most perfect organization so far in war financing, and the ready absorption of the numerous offerings of certificates of indebtedness in anticipation of the Liberty Loan by banks and corporations, indicates that this government war offering will be oversubscribed, notwithstanding that it is the largest that has been attempted so far.

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.

"It is obvious, therefore, that two things must take place in order to keep ourselves solvent. First, there must be a curtailment of waste of all kinds in order to save a larger part of our annual income so that it may be utilized for Government purposes; second, there must be an increased production with the attendant profits so as to provide a greater income. Necessarily these operations increase our national wealth. It is a plain business proposition and sound in theory, because the demand for the increased production is greater than it is possible to supply, probably during the period of the war."

serious national crisis. Talk of peace is gradually disappearing as the people realize the issues involved and the necessity of victory with the Allied countries.

Owing to the high cost of doing business and the extraordinary amounts of capital needed by this country's industries, there have resulted some striking developments. Necessarily, with the cost of material rising steadily; and in many instances already higher than ever known before, manufacturers of essential lines need a great deal more money than in normal times. Another factor is the inadequacy of our transportation facilities. Primarily the railroad congestion in the eastern section of the country is the seat of many of the difficulties experienced during the winter months. This, of course, was aggravated by extraordinary storm

conditions, but back of it all lies the lack of sufficient ocean shipping to carry our products to our armies and allies in Europe as rapidly as they are produced in this country.

To bring about the greatest efficiency in our own industrial activities in supporting the war, there must be a tremendous increase in the output of the new ships. This is the first industry that can bring actual relief to the business world, and it is to that end and for the purpose of providing our forces and our allies in Europe with the things they need most that the energies of the administration are being centered upon our shipbuilding enterprises. Anything that interferes with the shipbuilding program is a serious interference to the conduct of the war and is just as unpatriotic as hostile action on the part of individuals.

In consequence of these interferences with the move-

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

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

A. M. CLOUD, President

I. C. STANLEY, Secretary
H. E. HENDERSON, Treasurer

ments of products to the consumer, a tremendously increased amount of credit is required, which, added to the increase caused by higher costs of materials, higher wages and other factors, calls for an enormously increased amount of working capital. The government necessarily is a heavy borrower, and this at a time when industries of various kinds are in need of very large amounts of new capital.

Some of this working capital can be provided through ordinary banking operations, but a very considerable amount called for is for more permanent use and consequently in line with sound banking principles should come from investment sources, rather than out of the commercial banking funds of the country. There is, and should be, a distinct line between capital that goes into the more fixed forms of employment and that which is used as a temporary assistance to business. The first represents funds that should be furnished by the great investment banking interest of the country, while the second can be provided out of the commercial banking funds. In other words, one operation is the function of investment banking; the other the function of commercial banking. In this country our development has been along lines that would keep the two classes of banking free and distinct from each other, as far as that is possible. The Federal Reserve System is the "expansion joint," as it were, of the commercial banking system of the country. In the past there has really been no need for a similar "expansion joint," to use the mechanical expression, in our investment banking system, until the present time.

War requirements, however, have brought about an unprecedented condition. The United States Treasury is practically monopolizing the investment market and its needs exceed the annual investment power of the United States. In order to increase production it is necessary to use fresh capital, and this is difficult to provide with the facilities at hand without drawing heavily upon the commercial banking fund. In order to facilitate essential financing in this war period, it has been deemed wise to create the War Finance Corporation to afford the investment banking system an expansion joint, similar to that afforded the commercial banking system through the Federal Reserve. Necessarily the two will work together, but at the same time, keeping the line of demarcation clearly defined.

One cause for the exceedingly close money market at the present time, is the fact that the demand for capital is far in excess of the available supply. This results in the capital market drawing rather heavily

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Free From Federal Income and all Taxes Within the State of Iowa

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\$183,000, 5%

Polk County, Iowa, Funding Bonds

Dated January 2, 1918, Maturing
Serially 1920 to 1938

Assessed Valuation	- - -	\$182,519,943
Total Indebtedness	- - -	\$ 860,000

Population 140,000

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Established 1891

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Minnesota



American Finance in War Time

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on the available commercial banking funds. The temporary government financing is an illustration of this. During the progress of the war, this phase will undoubtedly continue, but the Federal Reserve provides a way in which this can be utilized, through re-discounting to provide sufficient funds for commercial purposes. There is no way provided, however, for utilizing the more fixed forms of investment as a basis for credit, to reimburse the investment market. In other words these classes of securities, representing the more fixed forms of capital, could be converted into credit that can be utilized only through resale in the open market. It is the purpose of the War Finance Corporation to take care of this feature, together with the conservation of capital, for purposes essential to war.

Because of the rather tight money market there is a feeling of hesitancy in business circles. Among the captains of industry there is being manifested the proper American spirit and courage in a disposition to push ahead in the effort to support the government in this national crisis. Necessarily, the government in turn will seek to protect business in every way possible. In this country in recent years, however, too little attention has been given to a study of fundamentals. We have been so devoted to our daily efforts to develop business and make money that it is difficult for us to adjust ourselves to new conditions, especially after having neglected the study of fundamentals underlying our business and credit structures. In consequence, the business man as a rule is confronted by difficult problems and is wondering what is going to happen. Unable to grasp the situation, it is not surprising if he is apprehensive. The better equipped captains of industry, having a clearer vision, are taking advantage of opportunities and are forging ahead cautiously, but courageously and with a determination to do their part.

In an unprecedented world situation, the problem of government and business are momentous and difficult of solution. They must be solved, but the question is, will the solution be by the long or the short and most

THE WHITE COMPANY INVESTMENT BANKERS

PUTNAM BLDG

DAVENPORT, IOWA.

IOWA MUNICIPAL BONDS

FARM LOANS WANTED

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

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E. L. JOHNSON, President

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

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

approved method? Short cuts in the business world mean success, so long as they are economically correct. One of the problems confronting the American people is how to meet the war expenses out of the present restricted income. Many business men have been confronted by similar problems. There is no lack of assets, so far as this nation is concerned. Our national wealth is ample, for this is the richest nation in the world by far. The difficulty lies in the fact that this national wealth is not producing enough to meet the enormous expenditures suddenly superimposed upon us by the war. In other words, our annual war expenses are greater than our annual income available for investment purposes.

It is obvious, therefore, that two things must take place in order to keep ourselves solvent. First, there must be a curtailment of waste of all kinds in order to save a larger part of our annual income so that it may be utilized for government purposes; second, there must be an increased production with the attendant profits so as to provide a greater income. Necessarily these operations increase our national wealth. It is a plain business proposition and sound theory, because the demand for the increased production is greater than it is possible to supply, probably during the period of the war.

This increased production cannot be accomplished immediately, nor can it be accomplished without the use of fresh capital, and the problem is how to provide temporarily the necessary fresh capital at a time when the United States Treasury is practically monopolizing the available supply. In such an emergency, a business man having a large amount of funds invested in securities or fixed forms, would borrow to provide the necessary additional working capital or capital needed for plant extension. He would do this through the utilization of his capital investment. If he could not do this through a bond issue predicated on a mortgage on his plant and real estate, he would do it through a collateral loan predicated on stocks or bonds or farm mortgages or whatever he might possess that would be acceptable to the lender.

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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

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R. A. CRAWFORD, Vice Pres.

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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.

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SECURED NOTES

We can offer at 7 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

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 three-cent stamp. This is used to forward your letter.



HOW THIS DEPARTMENT GIVES YOU REAL SERVICE.

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

ASK US, as we can tell you where to buy anything you need in your bank or for your bank, including bank fixtures, safe deposit boxes, vaults, metal furniture, the service of bank architects and builders, typewriters, adding machines, ledger and bookkeeping systems, electric signs, advertising novelties, calendars, check protecting machines, books on banking and banking law, safety paper, lithographed checks and drafts, service of certified accountants, advertising service, fidelity and surety bonds, burglary insurance, life insurance, electrical burglar alarms, accident insurance, phonographs, dictating machines, the best service from city banks and correspondents—in fact, ASK US about anything you want to buy or any service you wish to secure.

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

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

BARGAIN in a section of second hand safe deposit boxes. Chas. Stayman, Ft. Dodge, Iowa. 4

WANTED—To invest \$1,000.00 in country bank stock and work as bookkeeper and assistant. Prefer South Dakota. Married man, 30 years old. Four years' experience. Address 2164, The Northwestern Banker. 4

WANTED—A young man, 20 years of age, with two years' banking experience, desires position as assistant cashier in South Dakota bank of about \$150,000 deposits. At present employed. Furnish references upon request. Address 2163, The Northwestern Banker. 4

WANTED—A permanent position as a cashier or assistant in a good country town bank with a good school and Catholic church, northern Iowa Preferred, by an experienced banker, 37 years of age, married, can furnish good references and invest some money. Address 2162, Northwestern Banker. 4

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SAFETY DEPOSIT BOXES, vault doors, steel filing devices. I specialize on vault equipments. Chas. Stayman, Factory. Agent Fort Dodge, Iowa. 4tf

BANK LADY WANTED—Lady with not less than two years' experience in all round work in bank. One who can do counter work, operate Burroughs posting machine, do shorthand and typewriting. Must be quick and accurate in all the above. Position is open in county seat town of 3,000 not over 100 miles from Des Moines. Answer, and if possible, enclose photo of yourself, state age and salary required. Address 2160, The Northwestern Banker. 4

WANTED—Position as assistant cashier and bookkeeper. Three years' experience. Address C. O. Lomen, 314 So. Gilbert St., Iowa City, Iowa. 4

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THE LIVE STOCK NATIONAL BANK

Capital
\$200,000.00

Sioux City, Iowa
LOCATED AT THE STOCK YARDS

Surplus and Profits
\$100,000.00

Deposits \$5,500,000.00

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.

WANT to buy part control, or all of bank in county seat, preferably in northern half of Minnesota. Would consider proposition from Farm Loan Company. Address 2165, The Northwestern Banker. 4

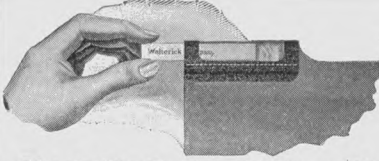
WANTED, general assistant in country bank in South Dakota, either lady or gentleman. State full particulars first letter. Address 2166, The Northwestern Banker. 4

WANTED—Position as cashier by a man with 20 years' experience in State Banks, and is employed in a State Bank at the present time. Reason for change is that he prefers to get into a town of 1000 of 2000 inhabitants. Can furnish best of references and can invest. Address 2159, The Northwestern Banker. 4

WANTED—Position by young man in a country bank. Raised on a farm, not afraid of work. Knows shorthand, typewriting, bookkeeping and can use Burroughs Ledger Poster. Am single, a Protestant, and can go to work at any time. Address 2158, The Northwestern Banker. 4

FOR SALE—Two sections of Diebold Safe Deposit Boxes Master key locks. Inside cases good condition. Address Post Office Box 782, Cedar Rapids, Iowa. 4

WANTED—Would like to secure position as cashier of a country bank. I am twenty-eight years old, but exempt from draft. Had over five years' experience as bookkeeper and assistant cashier; am a graduate from an accredited business school. At present employed as assistant cashier. Will furnish the best of references upon request. Address 2157, The Northwestern Banker. 4



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CLINTON, IOWA



These Banks **KNOW**

THE BANK OF EVANSVILLE, WIS., has employed the Craddick organization of bank advertising specialists for more than five years. Deposits have increased 100% meantime.

The First National Bank, of Colman, S. D., has employed us for four years. Deposits have increased 100%.

CAN results be traced to the bank's advertising? Ask these two banks. **THEY KNOW.**

We serve 400 banks in thirty states. May I send you the "inside workings" of our plans? No stunts, just sensible application of well-known methods of proven value plus a specialized knowledge of country bank advertising.

PLEASE ENCLOSE LAST STATEMENT

H. B. CRADDICK

Advertising Manager for 400 Banks
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AND
DUBUQUE SAVINGS BANK
DUBUQUE, IOWA
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Combined Resources - - \$3,000,000.00

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UNLISTED SECURITIES

Specializing in stocks of Iowa corporations.

Correspondence invited.

Satisfactory Service Assured

Write for Circular G-T-5

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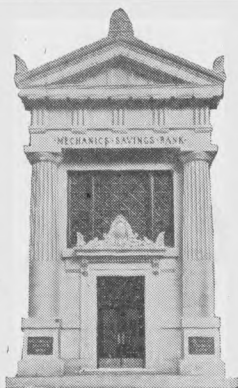
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Satisfactory Service

is bringing us new accounts every month. Our deposits have approximately tripled in three years.

We shall be glad to extend the benefits of this individual service to Iowa banks seeking an efficient connection in Des Moines. Correspondence invited.

Capital\$ 100,000.00
Surplus and profits..... 55,577.19
Deposits 1,893,658.24

The Mechanics Savings Bank

319 Fifth Street
DES MOINES

ONE HUNDRED MILLION BANKERS.

(Continued from page 9.)

the miserable, dirty, bloody, cowardly business, and the lowest types of humans have never, as yet, essayed to hold celebrations and jubilees, and indulge in patriotic speeches, and shake hands with God, after having murdered defenseless and innocent women and babies. If ever a nation outlawed itself, if ever a nation put itself outside the pale of civilization and forfeited all claim to recognition by decent folks, that nation is **Military Germany**. How do you relish the idea of being ruled by thugs and outlaws and murderers? Do you want to be dominated by Prussian Militarism? What do you think of their system of spying and plotting and intrigue and burning and bombing and bribing and lying and propaganda? Wouldn't you rather take your chances with the boss-devils from the hottest corners of hell, and call yourself lucky, than be subject to the Hohenzollern family of pirates and cut-throats who have called down on their heads, and justly, the righteous wrath of four-fifths of the people of this old world?

We have been asleep and it is time to wake up. Are we so dull that, having eyes we see not, and ears we hear not, and understanding we comprehend not? When the ostrich scents danger he just sticks his head in the sand and thinks himself safe. We have been playing the ostrich all too long. We have been slow to believe there was any danger because we could not bring ourselves to think that it was possible for a highly civilized people to resort to the devilish ferocity and the hellish brutality now known to be part and parcel of **Prussian** warfare. The Germans, we know in this country are not like that. They are human beings, solid, substantial, dependable, thrifty, wholesome, and, as we believe, for the most part, **loyal**, as they should be. To be anything but **patriotic** is **idiotic**. The only thing that will get you anything is being loyal. When we win the war, if you have shown the white feather, what is going to become of you? You will look like 30 cents and feel like an old soak, the morning after. On the other hand, if Germany wins (and you know that isn't among the possibilities) the old Kaiser and the rest of that wizen-eyed bunch of rats won't do a thing to you, my German friend, for they expected you to rise up on your hind legs and handle the situation in "these here" United States, for they have said as much, and you certainly would "get yours" if they ever succeed in laying hands on you. There is but one thing to do, men, and that is, for all of us, including our German friends, neighbors and fellow-patriots,

BANKERS ASSOCIATIONS TAKE NOTICE

You should investigate the

RINGSMUTH V-S SYSTEM

of farm account books, for distribution as complimentary copies. Designed with special thought to the income tax law and the accounting ability of the average farmer. Simple, but complete. Large pages, very convenient. Thousands already sold to banks. Sample copy and special quantity prices free on request, to association officers.

Bulletin Publishing Co., Inc.

Cedar Rapids, Iowa



Milford National Bank, Milford, Iowa

Let Us Build Your New Bank Building

This is a picture of the Milford National Bank, at Milford, Iowa, of which E. L. Ewen is cashier. This building is 25x75 feet and has a 16-foot ceiling. The exterior of the building is faced with Boone New Vogue Face brick, trimmed with grey Bedford stone.

The interior of the building is finished throughout in the best grade of Tobasco mahogany, full figured. The bank fixtures are a combination fixture, using full figured Tobasco mahogany in the cornice work, pilasters, counter top, drawers, cabinets, etc., and a 54-inch marble wainscot consisting of base, base mould, dado and cap. The base is 10 inches high and is of Westfield Green marble. The base mould, dado and cap are the best quality of Statuary Italian marble. This marble wainscoting is used in the vestibule and in the bank lobby. All windows are equipped with Venetian blinds. The ceiling is paneled off with plastic ornamental beams and relief work. Decorations are carried out in the different grey tones which are very effective.

The building has hot water heat and is lighted by electricity.

Send for a floor plan of this bank, as it is one of the best floor plans that has ever been executed for a bank of this size. It is so arranged that the cashier has full view out through the front doors and can talk to anyone that passes by him to and from the vestibule.

While working at his desk he can look to the left out through the front doors, look straight ahead over the low rail and speak to anyone passing and can look through the door at his right which enters into the workspace. His line of vision would be straight back along the line of the counter top to the vault. This floor plan and arrangement is the most convenient for the bank officials and the best arranged for the convenience of the customer that it is possible to lay out. No matter how large or how small a building your proposition may be, we execute each one with the same skill.

OUR SERVICE

We have but one thing to sell—SERVICE. Our one charge to you is our service charge, and the efficiency of our system saves you that. Our catalog, "Modern Banks," illustrating and describing many banking structures completed under the SERVICE SYSTEM, will be mailed 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 \$4,200,000.00

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

to join hands and circle around the proposition that we are going to "kill for keeps" Prussian Militarism or any other "ism" that seeks to dominate the world. When Abraham Lincoln was down South, before the civil war, he witnessed an auction sale of colored girls and the villainy of it impressed him deeply, and he said afterwards that he then and there took a solemn vow that if he ever got the chance "he would hit that thing, and by G—d he'd hit it hard!" Fellows, let's strike hands on the proposition "to hit this thing, Prussian Militarism," and hit it often and hit it hard, until the thing is no more.

OAKLAND SAVINGS BANK.

A comparative report of the deposits of the Oakland Savings Bank, Oakland, Iowa, shows a continuous increase as follows: March 4, 1914, \$215,695.48; March 4, 1915, \$273,546.49; March 4, 1916, \$281,050.73; March 4, 1917, \$340,016.10 and March 4, 1918, the amount to the splendid sum of \$532,406.79.

The capital stock is \$25,000; surplus, \$10,000; undivided profits, \$1,492.45; rediscounts, \$25,000; deposits, \$532,406.79, making total footings of \$593,899.24. Cash and exchange amounts to \$178,101.12.

W. L. Spencer is president; H. H. Spalti, vice presi-

dent; M. H. Evans, cashier, and J. J. Harris, assistant cashier.

MRS. PARLEY SHELDON DIES.

Mrs. Parley Sheldon, of Ames, Iowa, died at her home recently. Funeral services were conducted by Rev. Gunsaulus, of Chicago, an old friend of the family. The Executive Council of the Iowa Bankers Association sent a bouquet of roses, together with a note of sympathy to Mr. Sheldon, who is vice president of the Iowa Bankers Association this year.

BELLEVUE STATE BANK PROSPERS.

At the time of the last call on March 4th, the deposits of the Bellevue State Bank, Bellevue, Iowa, amounted to \$652,271.81, which shows a constant growth. On May 1, 1915, the deposits were none; May 21, 1917, \$352,710.68; November 20, 1917, \$470,967.69, making a gain during the past three and one-half months of \$181,504.12 or 38 per cent.

The capital is \$30,000 and the surplus \$3,000.

Louis H. Lampe is president; Joseph Daugherty, vice president; Michael Killburg, second vice president; N. J. Ferring, cashier; Eldred F. Graaff, and Arnold G. Kieffer, assistant cashiers.

HONOR ROLL BANK.

At the recent election of the First Trust and Savings Bank, Muscatine, Iowa, Elmer E. Bloom, former teller, was elected to the position of assistant cashier.



CHAS. SHULER, President
W. H. GEHRMANN, Vice-President

OFFICERS

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

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

THESE 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.

THESE 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.

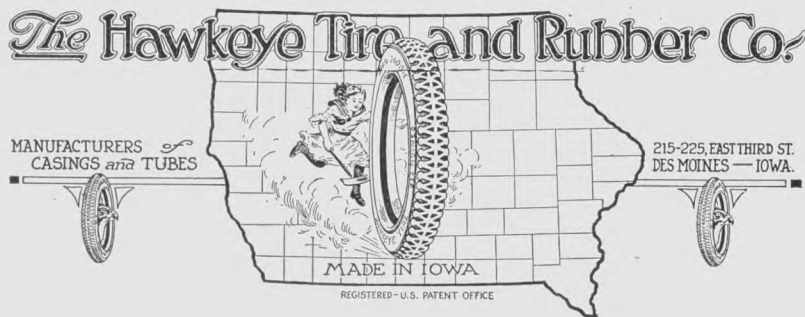
The next time you need a tire go to the Hawkeye dealer in your town. You will find that the dealer is a stockholder in the company. You will find that he is not only interested in selling you a Hawkeye Tire today but that he wants to sell you Hawkeye Tires all the time. You will find that he will, therefore, 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
FRANK C. ASH, Ass't Cashier

REMEMBER OUR FOUR CARDINAL PRINCIPLES

**Absolute Safety.
Consistent Liberality.**

**Courteous Treatment to All.
Promptness in Execution.**

IOWA

The officers are: D. V. Jackson, president; S. G. Stein, vice president; R. K. Smith, vice president; B. C. Benham, cashier.

The total assets of the bank are \$2,101,743.50; capital \$100,000; earned surplus \$100,000; undivided profits, \$60,454.29, making a total working capital of \$260,454.29.

During the year just closed this bank purchased Liberty Bonds of the United States for the use of its customers in the sum of \$156,950.

NEW BANK BUILDING FINISHED.

The beautiful new home of the Kossuth County State Bank, Algona, Iowa, has recently been completed at which time a formal opening was held. The building is of brick and Bedford stone, two stories high. There is a spacious lobby, to the right and left of which are the desks and offices of the various bank officials. At the end of the lobby are cloak rooms and private booths into which patrons may go to examine business papers. The woodwork is of quarter sawed oak and the walls are a delicately shaded brown, running into a rich cream at the ceiling.

J. W. Wadsworth is president; L. H. Smith, vice president; H. E. Rist, cashier, and E. J. McEvoy, assistant cashier.

RIVERTON BANK CHANGES.

The Nishna Valley Bank, of Riverton, Iowa, has been sold to T. H. Read, Elbert A. Read, and Henry Read, of the First National Bank of Shenandoah. The Nishna Valley Bank was owned by the late Joseph Samuels, who died more than a year ago and since that time has been managed by E. Smith, executor of the estate. The bank, which is the only one at Riverton, enjoys a most excellent business and has been conducted there under its present name for more than forty years.

The new owners will probably incorporate the bank immediately under the state banking laws.

TWO PROMOTIONS MADE.

Two changes were recently made in the officers of the National State Bank, of Burlington, Iowa. C. E. Brooks, who has been assistant cashier, was elected vice president. He has been with this institution for twenty-seven years, working up from the bottom and possessing all the knowledge and experience and other qualifications needed to make his services of the highest value.

M. C. Stelle, formerly assistant cashier, was made

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

"The Bank That Service Built."

Capital, \$1,000,000

Surplus and Profits (earned), \$3,450,000

Deposits, \$55,000,000

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
E. 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

cashier. He has banking experience dating back many years, having been with the Ninth National Bank of New York for eight years, then twenty-two years in the banking business in Chicago. He has been connected with the National State Bank for the past seventeen years.

president; Alfred C. Smith, vice president and cashier, and Alfred W. Hansen, assistant cashier.

CITY NATIONAL HAS LARGE DEPOSITS.

At the time of the last call the deposits of the City National Bank, Clinton, Iowa, amounted to \$4,118,948.02; the capital is \$250,000. Surplus and profits, \$335,439.54, and circulation \$150,000. This is a very splendid showing.

Alfred G. Smith is president; George M. Curtis, vice

CAMPAIGN FOR LIBERTY LOAN.

A whirlwind speaking tour through Iowa, extending over a period of four weeks, opened Monday, March 18th, in Dubuque, and before it is ended the message of the third Liberty Loan will have been delivered in nearly every principal city of the state. C. H. McNider, director of Liberty Loan sales for Iowa, has secured what is known as the "Team G" to make the tour. Prominent on the team is Gaylord Saltzgaber,

"The Bank



For Service"

This Strong Bank and Trust Company

Organization offers exceptional personal service to the banks and bankers of Iowa. Make it a point to see us when you come to Des Moines—the latch string is always out.

"The Bank for Service" is more than a slogan—it's our working creed. Give us a chance to apply this service personally in your interest.

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 S. C. Pidgeon, Secretary

DIRECTORS

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



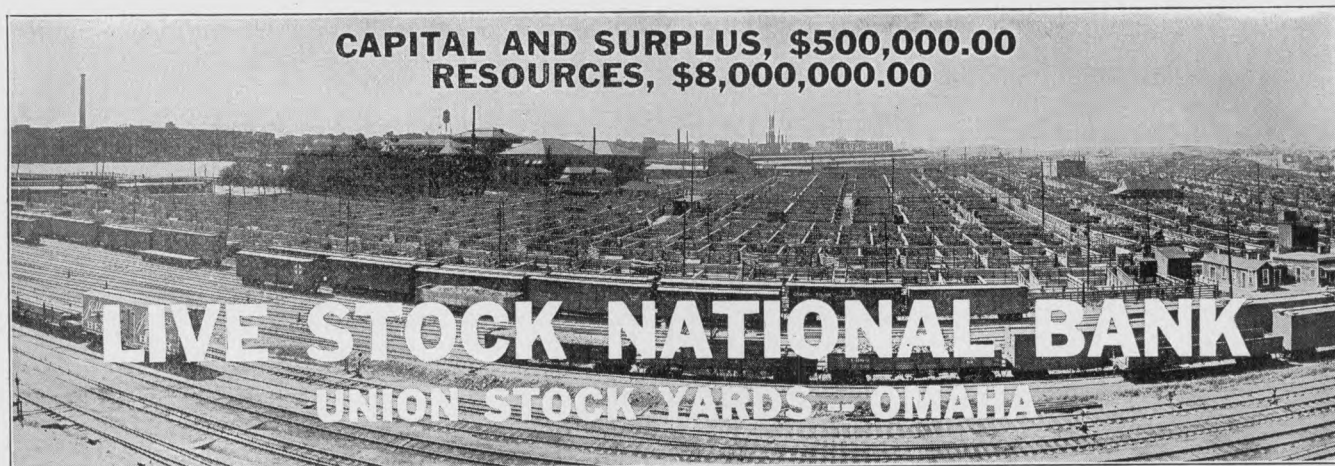
The German Savings Bank of Davenport, Iowa

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.



I O W A

U. S. Commissioner of Pensions. The tour will close in Clinton on April 13th.

The team of speakers for the Iowa tour has been sent out from Washington by the Liberty Loan Speakers Bureau there. Arrangements have been made by Mr. McNider through the various county chairmen in Iowa to give the members of "Team G" a big reception at every meeting they address.

W. F. WILSON RESIGNS.

W. F. Wilson, who has been cashier of the Washington National Bank, Washington Iowa, for the past eight years, has resigned on account of poor health. This bank has grown to a business of two and one-half million dollars, which is due to the untiring energy and splendid service of Mr. Wilson. Harvey S. Young, cashier of the Winfield State Bank, Winfield, Iowa, has been elected to succeed Mr. Wilson.

John Alex Young is president; C. C. Cunningham vice president; V. U. Sigler, D. C. Bell and R. R. Noonan, assistant cashiers.

J. H. BROGMUS ELECTED CASHIER.

J. H. Brogmus, formerly of Boyden, Iowa, has succeeded C. H. Miller as cashier of the Citizens Bank of

St. Ansgar, Iowa. Mr. Miller had been connected with that institution ever since its organization eighteen years ago. Mr. Brogmus was at one time connected with this bank for four years.

J. F. Koch is president and the directors are: O. H. Koch, J. A. McCulla, J. H. Johnson, and C. F. Hambrecht.

WATERLOO BANK CHANGES HANDS.

The stock of the Security Savings Bank, Waterloo, Iowa, has been purchased by persons having large interests in the Waterloo Bank and Trust Company, and through this transaction Ben J. Howrey, president of the latter bank, now becomes president of both institutions. J. R. Bunyan, vice president of the Security Savings, retains this position.

Mr. Howrey has been identified with the upbuilding of Waterloo and is a member of several of the civic and financial organizations of the city.

C. A. Mains, cashier of the Waterloo Bank and Trust Company, has been elected a director of the Security Savings.

The officers of the Waterloo Bank and Trust Company are: Ben J. Howrey, president; J. W. Arbuckle, vice president; C. A. Mains, cashier; G. H. Dunham, treasurer; E. H. Wyant, secretary, and H. M. Howrey, assistant secretary. The capital is \$250,000; surplus and profits, \$67,348.91, and deposits, \$723,739.37.

The officers of the Security Savings Bank are: Ben J. Howrey, president; J. R. Bunyan, vice president;

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 - - - - \$5,000,000.00

J. P. GREENSHIELDS, President

G. F. SPOONER, Cashier

E. A. WICKHAM, Vice President

More than half a century of successful banking

Lyman D. Bedford, cashier, and D. S. Ramage, assistant cashier. The capital is \$100,000; surplus and profits, \$16,501.38, and deposits, \$630,703.33.

ing year, devote all of its energies to war work. Nothing new will be attempted, but a loyal co-operation with all war organizations will be followed.

MRS. BERT McKEE ELECTED PRESIDENT.

The ladies of the Des Moines Bankers Club have elected the following officers for the ensuing year: Mrs. Bert McKee, president; Mrs. Grant McPherrin, first vice president; Mrs. Leo Stevens, second vice president; Mrs. La Verne Barlow recording secretary; Mrs. Percy W. Hall, corresponding secretary; Mrs. D. H. McKee, treasurer, and Mrs. John W. Blair, auditor.

This organization, which was established one year ago, has in that time developed a membership of 109 women. This splendid number is due to the leadership of Mrs. Homer A. Miller. The club will, the com-

SMALL ACCOUNTS TO PAY 50 CENTS.

A service fee of 50 cents a month will be charged after May 1st, in Des Moines, on all checking accounts where the balance carried during the current month averages less than \$100. This is the decision recently reached by the members of the Des Moines Clearing House Association.

In theory the patron of the bank pays for the service rendered him in the way of safeguarding his money, meeting his checks and performing other duties, by allowing the bank to use the money he has on deposit. In practice a great many customers cause the banks

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

J. R. CAPPS, Cashier

H. S. BUTLER, Vice President
R. L. CHASE, JR., Asst. Cashier
JAMES F. HART, Asst. Cashier
JAMES BURSON, Asst. Cashier

Peoples Savings Bank

DES MOINES, IOWA

ESTABLISHED 1890

CAPITAL (Paid in) \$50,000.00
 CAPITAL (Earned) 50,000.00 \$ 100,000.00
 SURPLUS & PROFITS (Earned) 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.
 George LawtherSecretary
 J. L. Ferguson.....Treasurer
 L. A. Stebbins.....General Counsel

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.

a large loss because they do not leave enough money on deposit to cover the cost of handling their accounts.

Moreover, many of the items such as deposit slips, check books, pass books, ledger and statement sheets, have practically doubled in cost during the past two years.

M. V. HENDERSON, JR., CANDIDATE.

M. V. Henderson, Jr., cashier of the First State Bank, of Hawkeye, Iowa, who is a candidate for the treasurership of the Iowa Bankers Association, was born in Fayette County forty-three years ago, entering the banking business July, 1891, as assistant cashier of the Old Bank of Hawkeye, which was organized into the First State Bank two years later. At the age of eighteen Mr. Henderson was elected cashier of this institution and has held that position ever since. The business has increased through his efficient manage-



M. V. HENDERSON, JR.
 Cashier First State Bank, Hawkeye, Iowa
 and Candidate for Treasurer Iowa
 Bankers Association.

ment from deposits of \$12,000 to \$525,000. Total footings at the present time amount to \$590,000. The capital is \$35,000 and the surplus is \$17,500. This certainly is a splendid showing in a town of only 518 people.

Mr. Henderson has always taken a great interest in the Iowa Bankers Association. He attended his first convention at Marshalltown in 1896, and since that time has missed but three conventions. He has been chairman of Group 4, but never held office in the I. B. A.

The First State Bank moved into their new building last fall, which is a beautiful structure, the need for which was occasioned by the big increase in business which that institution is enjoying.

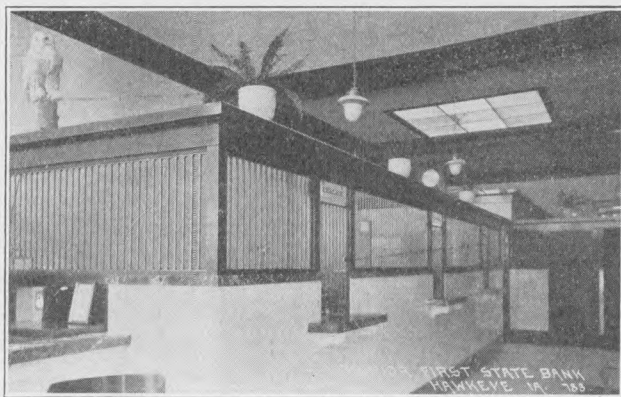
BIG GAIN IN DEPOSITS.

A record breaking business is shown by the deposits of the Franklin County State Bank, Hampton, Iowa, which at the time of the last call amounted to \$1,406,907. This is a most healthy condition and is proof that money is plentiful in this community in spite of the fact that there has been a constant drain during the past six or eight months, due to subscriptions by depositors for Liberty Bonds, and donations to Red Cross, and other patriotic organizations.

N. A. Inglis is president; J. C. Powers, vice president; F. H. Ridgeway, cashier; L. Jones and D. C. Wolf, assistant cashiers.

CONTINUED PROSPERITY.

A very material gain has been made in the deposits of the Farmers Savings Bank, Holy Cross, Iowa, as on March 4th the deposits were \$262,975.19, and on November 20, 1917, they amounted to \$200,047.54, showing an increase of almost \$63,000. This splendid record is due to the management of the very efficient officers in charge.



FINE INTERIOR FIRST STATE BANK,
HAWKEYE, IOWA.

BANK IN SPLENDID CONDITION.

At the close of business March 4, 1918, the First National and the First Trust and Savings Bank, of Eldora, Iowa, had deposits of \$954,728.06. The capital is \$60,000 and the surplus and profits are \$84,619.40, showing the wonderful condition of this institution.

W. J. Murray is president; W. E. Rathbone, vice president; A. W. Crossan, cashier, and F. R. Price, assistant cashier.

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.

ADEQUATE FACILITIES

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

BLACK HAWK NATIONAL BANK

WATERLOO, IOWA

DR. F. W. POWERS, President

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

CAPITAL

\$200,000.00

RESOURCES

\$2,750,000.00

"The Bank of Stability and Progress"

THE CEDAR RAPIDS NATIONAL BANK

**CEDAR RAPIDS,
IOWA**

This Bank Was Not Built in a Day

Accounts of Banks, Corporations, Firms and Individuals desiring to avail themselves of our facilities, developed and perfected during a period of forty years, are invited.



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

OFFICERS
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.
A. R. SMOUSE, Auditor



A Business Building Department
that takes

YOUR BANK'S

Advertising problems into mind, is a
new service this bank now renders to
its out-of-town correspondents.

Write for Information.

The Packers National Bank

UNION STOCK YARDS

OMAHA

Capital \$200,000.00

Surplus \$100,000.00

NEBRASKA

CITY NATIONAL BANK, KEARNEY.

The City National Bank, of Kearney, Neb., by its statement recently issued, shows that it carries a deposit greater than that of any other national bank in Nebraska, exclusive of Omaha and Lincoln. The deposits totaled \$2,575,007.29, and placed the Kearney bank at the head of the four large national banks of interior Nebraska, the First National Bank, of Grand Island, \$2,443,000.27; the First National Bank, of Hastings, \$2,168,203.08, and the Commercial National Bank, of Fremont, \$1,885,287.19. All of the banks in the county show steady gains, thus reflecting the prosperity of this locality.

MOVE INTO NEW BUILDING.

The Broadwater Bank, of Broadwater, Neb., has moved into its new building, which is constructed of tapestry brick, in two colors, olive green and dark brown.

The interior is equipped to give first class service to the public, with private loan and consultation rooms, work room equipped with elaborate fixtures, customers' vault equipped with safety deposit boxes, and a room for the examination of private papers. There is a large lobby and vestibule with tile floor and marble check desks.

M. L. Wehn is president of the Broadwater Bank; B. C. Brous, vice president; C. B. Merritt, cashier, and M. M. Wehn, assistant cashier.

L. J. DAVIS ELECTED CASHIER.

Len J. Davis, formerly assistant cashier, has been elected cashier of the Citizens State Bank, of Geneva, Neb. He has recently been engaged in the banking business in Montana, and succeeds Lewis F. Johnson, who has acquired banking interests at Minatare, Neb.

Peter Youngers is president; M. Bolton and W. H. Stewart, vice presidents.

HERMAN WRAGGE ELECTED CASHIER.

At the election of officers of the First National Bank, Tekamah, Neb., Ed Latta and George C. Latta were re-elected president and vice president, respectively. F. B. Burchmore, of Chicago, was elected vice president and Herman Wragge was advanced from the assistant cashier to cashier, succeeding E. I. Ellis, resigned.

The First National Bank has now gone over the million dollar mark, total resources amounting to \$1,343,119.31.

B. F. MIZER RESIGNS.

B. F. Mizer, who has been president of the Webster County Bank, of Red Cloud, Neb., has disposed of his interests in the bank and will devote his time to looking after his realty holdings in Colorado.

S. R. Florance, cashier, will now be in entire charge of this institution, which has a capital of \$25,000, surplus and undivided profits, \$10,000, and deposits of over \$100,000.

FIRST NATIONAL, OMAHA.

At the time of the last call the deposits of the First National Bank, of Omaha, Neb., amounted to \$23,885,963.17. The capital stock is \$500,000; surplus and undivided profits, \$1,158,720.42; reserve for taxes, \$23,-

WALTER H. RHODES

Bank Specialist

Confidentially representing particular clients in the purchase or sale of
desirable banking institutions.

Omaha, Nebraska

Phone Douglas 5546

620 World-Herald Bldg.

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
W. E. RHOADES, Vice President
R. P. MORSMAN, Vice Pres. & Cash.
J. C. MCCLURE, Asst. Cashier
G. H. YATES, Asst. Cashier
C. F. BRINKMAN, Asst. Cashier
T. F. MURPHY, Asst. Cashier.
O. WILLIAMS, Auditor

440; circulation, \$49,100, making total footings of \$25,617,223.59.

The officers are: Frederick H. Davis, president; C. T. Kountze, vice president and chairman of the board; L. L. Kountze and T. L. Davis, vice presidents; F. W. Thomas, cashier; G. T. Zimmerman, E. L. Droste, Irving Allison, J. H. Bexten, assistant cashiers, and T. S. Miles, auditor.

NEBRASKA NEWS AND NOTES.

At a meeting of the stockholders of the German American Bank, of York, Neb., it was unanimously decided to change the name of the bank to the American State Bank.

The Parks State Bank, Parks, Neb., recently purchased a set of quartered oak fixtures, golden finish, of the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo.

Tom Finnell has resigned his position as cashier of the State Bank of Blair, Neb.

Edward Birdsall has accepted a position in the Citizens State Bank, Chadron, Neb.

The Citizens State Bank, Lyons, Neb., has installed a beautiful set of quartered oak fixtures with marble base. Also interior wood work to match. These fixtures were purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo.

The new Farmers State Bank building, Big Springs, Neb., is nearing completion and will soon be ready for occupancy.

Walter Howarth, Jr., has accepted a position in a bank at Friend, Neb.

Charles E. Johnson died recently after a short illness of pneumonia. Mr. Johnson has been cashier of the Nora State Bank, Nora, Neb., ever since its organization and has made many friends in the vicinity.

The Security State Bank, Holbrook, Neb., recently installed quarter sawed oak fixtures which they purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo.

The South Side Savings Bank, Omaha, Neb., has presented the South Omaha library with a set of 12 large war maps, which will supplement the atlases and the many war books.

Herndon and Atwood, Neb., capitalists have purchased the State Bank of Herndon. They are increasing the capital stock to \$25,000. Mr. Robert Drath, former president of the bank, sold his house to Mr. Wolkensdorfer.

Francis Cronin has accepted a position in the O'Neill National Bank, O'Neill, Neb.

Union State Bank, Broadwater, Neb., recently pur-

McCONNELL & MOELLER

CERTIFIED PUBLIC ACCOUNTANTS

OMAHA NATIONAL BANK BUILDING

OMAHA, NEBRASKA

The Merchants National Bank of OMAHA, NEBRASKA

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

OFFICERS

LUTHER DRAKE, President
B. H. MEILE, Cashier

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

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

ACCOUNTS SOLICITED

U. S. DEPOSITORY



THE ONLY BANK
— in the —
UNION STOCK YARDS

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

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

H. C. BOSTWICK, President

J. C. FRENCH, Vice President

J. S. KING, Ass't to President

FORD E. HOVEY, Vice President

H. C. MILLER, Assistant Cashier

J. B. OWEN, Cashier

F. J. ENERSON, Assistant Cashier

H. W. VORE, Auditor

NEBRASKA

chased a set of quarter sawed oak fixtures, finished in late shade with a beautifully designed marble base, from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo.

Henry Riley has been elected cashier of the Farmers State Bank at Princeton, Neb., to succeed F. J. Bettenhausen, who has been called in the draft.

Lewis F. Johnson, cashier of the Citizens State Bank, Geneva, Neb., for the past seven years, has tendered his resignation and will go to western Ne-

braska, where he has bought an interest and holds the office of president of the State Bank of Minatare. Len J. Davis, formerly of Geneva, who for two years has held the position of assistant cashier of the Bank of Fergus County, at Lewistown, Mont., will succeed Mr. Johnson.

The Potash State Bank, Antioch, Neb., recently purchased a beautiful set of quarter sawed oak fixtures from the H. Ehrlich & Sons Manufacturing Company, St. Joseph, Mo.

The Federal Land Bank, of Omaha, Neb., celebrated its first anniversary recently. The states of Nebraska, South Dakota, Iowa and Wyoming loaned approximately \$8,000,000 to the farmers.

Wm. E. Smalls, of the Farmers and Merchants National Bank, of Fremont, Neb., died at Long Beach, Cal., recently, where he went for his health.

Lon Paris has accepted a position with the Carson National Bank, Carson, Neb.

L. H. Westerhoff has accepted a position at the First National Bank, Crete, Neb.

R. J. Jones has resigned his position as assistant cashier of the First State Bank, Winnetoon, Neb.

The Sargent State Bank, Sargent, Neb., has been purchased by Clarence Mackey, of Ansley, Neb.

A meeting of the directors of the Scottsbluff National Bank, Scottsbluff, Neb., was held recently, at which time the resignation of Walter Siebert, cashier, was tendered and accepted. At the same meeting W. J. Stafford was elected to the position of cashier to fill the vacancy.

A charter has been issued to the American State Bank, Sargent, Neb.; capital \$20,000. President, M. L. Fries, Arcadia; vice president, Cora A. Fries, Arcadia; cashier, Charles L. Cooper.

A charter has been granted the Irvington State Bank, Irvington, Neb.; capital \$10,000. C. W. Brish, of Weeping Water, is president, and B. S. Johnson, Omaha, cashier.

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

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.

LEE L. LARMON

FONTENELLE FLORIST

1814 Douglas

Omaha, Neb.

Corsages and Buttoniers, Designs, Wedding Bouquets and Plants

Call personally, write, phone or wire your order

The Omaha National Bank

Omaha, Nebraska

Established in 1866

Capital \$1,000,000.00

Surplus \$1,000,000.00

Deposits \$31,000,000.00

Exceptional collection facilities for Nebraska and 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

NEW NEBRASKA BANK.

Work has been commenced on the excavation for the Elkhorn Valley State Bank, at Stanton, Neb., by the Bankers Realty Investment Company.

It will be a building of the classic style, and will be constructed of brick and stone.

The building will be 22x100 feet—the entire first floor being devoted to banking rooms, safe deposit vault, banking vault, and an immense director's room, and at either side of the front entrance will be a private office.

The banking room, itself, will be 25 feet high; the equipment will be of the most up-to-date type—the banking screen being worked out in marble, wood and plate-glass. There will also be a marble wainscot in the public space. The ceiling of this room will be worked out in plaster and large oak beams. In direct lighting fixtures will be mense directors' hrdl ½ shdl shr — used.

On the first floor also will be an immense directors' room, which may be reached by means of a corridor from the main banking room, or from the side entrance of the building. This room is made especially large in size, since the management of the bank have always made it a custom to turn their directors' room over to their fellow townsmen to be used as a meeting place on all sorts of occasions.

This building will also have two very fine suites of modern offices on the second floor, which will be especially equipped for a doctor and a lawyer tenant of the bank.

The Bankers Realty Investment Company, who are architects and builders, are handling the complete work of designing and erecting this building, and will also handle the installation and erection of vaults, banking room fixtures, the decorative effects, etc.

CHICKASAW COUNTY WILL SELL BONDS.

Here is a plan as outlined by a banker in Chickasaw County, Iowa, by which they plan to get their full quota subscribed for Liberty Bonds.

"I will try and give you an outline adopted in our

county, and I understand it is to be followed generally in the state on the Third Liberty Loan.

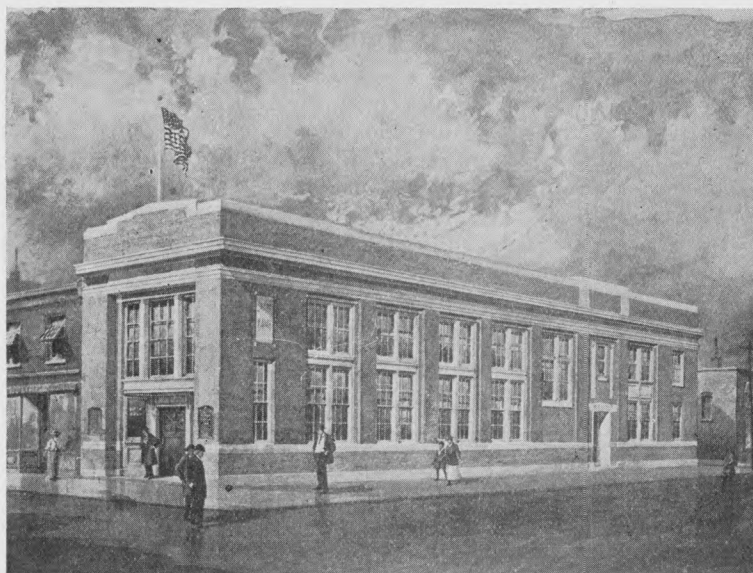
"We first have our county chairman—he appoints all sub-chairmen, which is a chairman for every township and also for towns of any size.

"The town and township chairmen appoint their helpers—15 or 20, who are to report to their chairmen.

"Then a card index is made of every man's worth, and he is to take bonds to a certain per cent of his net worth—What I understand will be from 2 per cent to 3 per cent.

"The party is to make out his own card and if a committee finds in their judgment he has made a correct report it will be allowed to pass—otherwise he will have to correct his report.

"If a party refuses to make a report or take bonds



ELKHORN VALLEY STATE BANK, STANTON, NEB.
Bankers Realty Investment Co., Architects and Builders,
Chicago Omaha

he is asked to sign another card so stating, and this card will be filed at Washington, which will be a reminder that he did not do his duty.

"It would look as though the scheme was going to work all right. The beauty of it is that every person will have to do their share and it will not be left to the willing few."

Minneapolis Bank Changes Name

The Scandinavian American National Bank Will Hereafter Be Known
as the

Midland National Bank Minneapolis

MINNESOTA

EXCHANGE STATE BANK.

The Exchange Trust and Savings Bank, of South St. Paul, has been changed to the Exchange State Bank, under a new charter recently issued by F. E. Pearson, state superintendent of banks. The institution was changed from a trust company to a bank that it may operate on a wider field.

The new state bank will have \$125,000 capital and \$25,000 surplus.

Thomas F. McGourin, of Minneapolis, and Oscar F. Dahlstrom, of St. Paul, will be president and cashier respectively.

J. P. BUSCHER RESIGNS.

J. P. Buscher, who has been cashier of the Breckenridge National Bank, of Breckenridge, Minn., for the past three years, has resigned and for the present will be in charge of the bank at Hamline and will also superintend a number of other banks.

M. L. Beeson, who has been assistant cashier, succeeds Mr. Buscher as cashier. A. G. Nortz is president and G. W. Burrows, assistant cashier.

PATRIOTIC WINDOW DISPLAY.

The First State Bank, of Taopi, Minn., on election day had one sheet of the Thrift Stamps hung in the

window together with the governor's proclamation, \$406.20 worth of stamps with appropriate advertising matter. The Red Cross ladies served a dinner, clearing \$80.10 for their work.

The Taopi Home Guards, 26 strong (Taopi population is only 160) were mustered in for the duration of the war, by Captain Nichol森, of Austin, who put the boys through a drill on the streets. The bank was closed from noon until 2:30. Assistant Cashier E. A. Dugstad is sergeant and drill master, and with no military training, is doing very praiseworthy work. During the day two young ladies sold over \$70 worth of War Savings and Thrift Stamps for the bank.

A letter was sent previous to this event to the mailing list of the bank, and among other things are stated what the thrift stamps will buy:

1 Stamp (25c) will buy a tent pole or hat cord, shoe laces and identification tags.

2 Stamps (50c) will buy one trench tool, one pair of woolen gloves.

4 Stamps (\$1.00) will buy two pairs of canvas leggings.

6 Stamps (\$1.50) will buy five pairs of woolen socks, three pairs of summer drawers, summer undershirts.

12 Stamps (\$3.00) will buy a steel helmet to safeguard some soldier boy's life.—Gov't. Bulletin.

G. W. Pitts is president of this live wire bank; N. L. Webber, vice president; G. S. Pitts, cashier, and E. A. Dugstad, assistant cashier.

MINNEAPOLIS DEPOSITS INCREASE.

Total deposits in Minneapolis banks on March 4th were \$193,901,500. This figure is about \$17,000,000 greater than the total deposits of the corresponding call for 1917.

Portland Cattle Loan Co.

Located at Portland Union Stock Yards
NORTH PORTLAND, ORE.

Anticipating an increased demand from loyal stockmen for funds with which to carry on their important business of producing the nation's meat supply our stockholders have, through cash subscription, doubled our former capital stock of \$200,000. With this, we now have in our business

Capital \$400,000

Surplus \$300,000

For safety, liquidness, and desirability as a short-time investment at current rates, our sixty-day to six-months maturities cannot be surpassed.

WRITE TO US

MOORMAN-BVILT BANKS

A. MOORMAN & CO.

DESIGN CONSTRUCTION RECONSTRUCTION
AND EQUIPMENT OF

BANK BUILDINGS

497-513 MINNESOTA STREET
SAINT PAUL MINNESOTA

CORRESPONDENCE INVITED

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

Total loans and discounts of Minneapolis banks were \$125,542,694 as compared with \$121,331,582. Deposits in national banks are \$134,335,369, compared with \$122,118,471 a year ago. Deposits in state banks show a gain of more than \$2,000,000 over deposits at the same period last year.

AMERICAN NATIONAL EXPANDS.

The American National Bank, of St. Paul, has continued to grow and expand with the growth of the city. It was organized in 1903 and has been the clearing house and financial supporter of many of the successful business enterprises. Ben Baer, president, Chas. H. F. Smith, vice president, Louis H. Ickler, vice president, Harry B. Humason, cashier, have been identified with the bank since its organization and have been responsible for the splendid showing which it has made.

On October 16, 1916, this progressive bank moved into its new quarters. G. J. Johnson, former superintendent of banks of North Dakota, is in charge of the newly created department of bonds and mortgages

which has been of much service to its clients.

HANSKA STATE BANK INCREASES CAPITAL.

At a special stockholders' meeting it was unanimously voted to increase the capital of the State Bank of Hanska, Hanska, Minn., from \$20,000 to \$40,000. They also decided to erect a new building to care for their increasing business. It will be a one-story structure, built along modern lines.

The State Bank is a home bank, controlled by home capital and home people. The officers are: Nels Erickson, president; A. O. Amundson, vice president; Henry Anderson, cashier, and Ole Berrum, assistant cashier.

WALTER OBY ELECTED CASHIER.

J. B. Galarneault has retired as cashier of the National Bank, of Aitken, Minn., although he will retain his controlling interests in this bank with which he has so long been connected, and has been elected chairman of the board of directors.

Walter Oby, who has been cashier of the State Bank,

Continental and Commercial National Bank OF CHICAGO

Capital, Surplus and Undivided Profits, \$35,000,000

OFFICERS

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

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

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



CAPITAL AND SURPLUS
\$10,000,000.00

**Deposits Over Sixty-Five
Million Dollars**

Correspondence Invited

MINNESOTA

of Stratford, Wis., for the past nine years, has been elected cashier of the Aitken bank. He is not only a practical banker, but is well posted on all agricultural and business matters.

C. P. DeLaittre is president of the bank; J. J. McDonald and W. F. Knox, vice presidents.

MINNEAPOLIS BANK CHANGES NAME.

The German-American Bank, of Minneapolis, has changed its name to the North American Bank. This bank, which was organized in 1886, started with a capital of \$50,000. At the present time the capital and surplus amount to \$400,000, with deposits of over \$4,000,000. In August, 1915, it joined the Federal Reserve system, it being the first state bank located in the Ninth federal reserve district to join.

Francis A. Gross, president, says: "The bank's di-



COMMERCIAL PAPER FOR INTERIOR BANKS

Our Commercial Paper department makes a specialty of approved short time and demand paper meeting the most rigid requirements.

Are You in Touch With Us?

ESTABLISHED
25 YEARS

CAPITAL AND
SURPLUS \$700,000

FARM MORTGAGES
MUNICIPAL BONDS

GOLD-STABECK COMPANY
INVESTMENT BANKERS
MINNEAPOLIS

rectors regard the original name of the bank as not representative of its business, also restrictive because it gives the impression that it caters only to the business of the people of a particular nationality. We also believe that it is not good or desirable that the name of any foreign nationality be attached to an American institution. Other than in name the bank remains the same.

MADELIA BANK JOINS FEDERAL RESERVE.

The State Bank, of Madelia, Minn., has been admitted to membership in the Federal Reserve system.

P. G. Jacobson is president, J. F. Jacobson, vice president, and O. R. Nelson, cashier. The bank has capital stock of \$25,000 and deposits of nearly \$400,000.

BIG SUPPLY OF LIVE STOCK.

The First and Security National Bank, of Minneapolis, through its statistical department, has taken the census figures that were issued January 1st, and has picked out and tabulated the northwest states. There is more live stock, except sheep, than there was a year ago. In the group of states for which the bank presents the figures, Minnesota, Iowa, North Dakota and Montana, the meat problem is so favorable, it is especially surprising, the bank's comment says, because of the high prices that have ruled and still are ruling for feed of all kinds, and also because of the drouth last summer in Montana and Western North Dakota, combined with the attractive prices for cattle and hogs, which resulted in some instances in the selling off by farmers of the breeding stock. In the number of cattle, not including milch cows, the five states actually gained 457,000 head of cattle in 1917.

Considering the enormous demands from our Allies and the heavy buying by the government for our army, the increase in the number of live stock is as surprising as it is gratifying.

The First and Security National says that the entire exhibit is of such nature as to bring reassurance of the power of the agricultural districts of the northwest to meet obligations and take care as well of the war loans, war relief and other war demands.

"EVERY PAPER SHOULD BEAR A DATE"

"Cado" Dater

[ALL METAL]

\$1.50



DEC 30 '25

Style of Imprint

On a clerk's desk—at arm's reach—will save you the hours now wasted in dating bills, bank pass-books, reports, statements, entries and memoranda by hand. Clear imprint and can be used where it is impossible to use the ordinary dater.

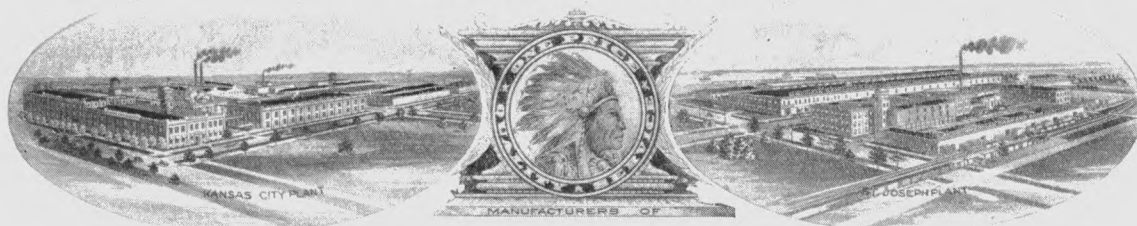
SELF-INKING—The Pad Nuisance Abolished.
Re-inks automatically before each impression—constructed of metal throughout—thoroughly built—richly nickeled. Will work smoothly and without friction for years—try one at our risk.

St. Paul Stamp Works

74 Fifth Street, St. Paul, Minn.

AMERICAN FIXTURE COMPANY

Kansas City, Missouri



COMPLETE EQUIPMENT FOR BANKS

New Building

Fixtures

Decorations

Remodeling

Floors

Lighting

Furniture

Interior Woodwork

ROBERT E. BENNETT RESIGNS.

Robert E. Bennett, who has been the efficient cashier of the Farmers and Merchants State Bank, of St. Vincent, Minn., for the past fifteen years, has resigned that position in order to become field man for the First and Security National Bank, of Minneapolis. Mr. Bennett has built up the resources of the bank materially and has fulfilled his duties most carefully.

T. M. George is president of the bank; J. Ash, vice president, and P. J. Edkins assistant cashier.

F. G. NELLERMÖE SELLS INTEREST.

F. G. Nellermoe, cashier of the State Bank, of Buffalo Lake, Minn., who has been associated with that institution for the past twenty-five years, has recently sold his interest to D. A. Crichton, president of the First National Bank, of Webster, S. D.

On September 1, 1893, Mr. Nellermoe, together with Ed O'Connor, of Sacred Heart, and T. O'Connor, of Renville, started the Bank of Buffalo Lake, which was a private bank. In January, 1896, Mr. Nellermoe became the sole owner until in 1901 when the bank was incorporated into the State Bank of Buffalo Lake. Since its incorporation very few changes have taken place in the personnel of the officers as there have been but two presidents, D. W. Topliff and J. C. Nagel, and Mr. Nellermoe has been the only cashier. He has given his time and advice faithfully and feels that it is now time for him to give up his strenuous duties.

SPEED CONTEST HELD.

Employees of Minneapolis banks won four of six events in the annual speed contest held recently between the Minneapolis and St. Paul chapters of the American Institute of Banking.

Viggo Hanson, of the First and Security National Bank, won first prize in the statement machine contest, and C. P. Gerber, of the same bank, won first prize in the transit machine event. Henson also won second prize in the straight listing contest on the adding machine. In the money counting event, A. H. Johannsen, of the Northwestern Bank, won first place, and in mental addition, A. E. Wilson, of the First and Security National Bank, won first honors.

A. E. Turnquist, of the First National Bank, St. Paul, won first prize in straight machine listing, and

E. Pettibone, of the Northwestern Trust company, St. Paul, won first place on a check writing machine.

More than 500 persons witnessed the contest, which was held in the lobby of the First National Bank, St. Paul.

MINNESOTA NEWS AND NOTES.

J. P. Buscher has resigned his position in the Breckenridge National Bank, Breckenridge, Minn. M. L. Beeson will succeed him.

A new bank has been organized at Easton, Minn., with a capital stock of \$25,000. The officers are J. F. Paul, president, and Paul Zeung, cashier.

The German American Bank, Minneapolis, has changed its name to the North American Bank.

A new bank to be known as the Farmers Security Bank, will be opened at Willmar, Minn. F. E. Wade, of Fairmount, and E. V. Segerstrom, of Minneapolis, are the chief promoters.

Edwin C. Phinney, who left his position in the

6% Farm Mortgages

We have on hand a well selected list of 6 per cent Farm Mortgages—loans made by our own banks throughout the Middle West. Write for list.

Bankers Farm Mortgage Co. 608 Merchants Bank Bldg. ST. PAUL MINN.

A. J. Peterson, President
T. M. Antony, Vice Pres.

Samuel Lewison, Vice Pres.
Arthur Ovrom, Sec. and Treas.

Minnesota Bank Wanted!

I would like to purchase the controlling interest in a medium sized Minnesota bank, preferably one located in an agricultural district. All correspondence confidential. Can close deal quickly. R. I. GERRISH, 634 McKnight Bldg., Minneapolis, Minn.

**KIRTLEY VISIBLE
THE DIRECT ROUTE
ACCOUNT LEDGER**

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

Northwestern National Bank, Minneapolis, in December, to do Y. M. C. A. work in France, died there February 25th.

FARMERS STATE BANK OPENS.

The Farmers State Bank has been opened at Conrad, Mont., thus making the third bank for that city. There is a paid-up capital of \$50,000, together with a surplus and undivided profits of \$12,500. About seventy-five farmers of that locality are interested as stockholders and the success of this new institution is assured.

The officers are: C. B. Roberts, president of the Cascade Bank of Great Falls, president; Charles J. Folz, vice president; J. F. Kumpf, cashier and J. M. Warren, assistant cashier.

At the close of the first day's business the deposits amounted to \$43,374.

E. S. CARPENTER ELECTED ASST. CASHIER.

Two new officers have recently been added to the official staff of the United States National Bank of Deer Lodge, Mont. Elmer S. Carpenter, of Des Moines, Iowa, succeeds John Sizoo as assistant cashier.

BANKS BOUGHT and SOLD

Confidentially on Commission

JACOB BACKER, BANK BROKER

405 Pioneer Bldg.

ST. PAUL, - - MINN.

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

Fred P. Kibbie, who has been connected with the bank for some time, was promoted to the assistant cashier-ship.

Arthur Lochrie, who has been cashier of the United States National ever since the bank was organized, has been re-elected as manager and cashier. Jos. Whitworth is president, and C. J. Kading, vice president.

The business of this institution is increasing constantly and reflects great credit upon the officers in charge.

COM'L NATIONAL ISSUES CURRENCY.

Fifty thousand dollars in new currency is finding its way into circulation in Great Falls. It is the first currency issued by the Commercial National Bank and the work of cutting the currency, counting it and checking it was accomplished by some of the office force. This is the first installment of an issue of \$100,000 which the Commercial National is putting out, and it is also the first time that this bank has used its privilege of issuing currency bearing its own name, that being one of the privileges of a National bank.

The money is signed by L. H. Hamilton, president, and L. H. Booker, cashier, and was issued in denominations of \$10 and \$20. The money came to Great Falls just as it is sent out by the United States treasury in the sheets containing several bills and had to be cut into the individual bills by the Montana bank.

CHANGE IN OFFICERS OF BANK.

H. O. Phelps, who has been assistant cashier in the Stockmen's National Bank, Fort Benton, has resigned

Stow & Davis Furniture Company

Grand Rapids, Mich.

Manufacturers of furniture for the up-to-date office or banking room, made in all grades, matched up in suites or odd pieces.

See our advertisement on Page 27 of the February issue. Watch our space.

War Is in Last Half of Ninth Inning

—Says Billy Sunday

That international game of war being played on the western firing line in France is in the last half of the ninth inning. Uncle Sam has been called in as a clean-up hitter. He needs our help to win the game. He must have cannon, guns, ships, autos, trucks, flying machines, battleships, submarine chasers, clothes, medicine, food, and it is up to us to do something besides sit in the grandstand and yell.

We must win or liberty will perish in the trenches.

Our little trouble with Spain was a coon hunt compared with this scrap we have on hand with that bunch of pretzel-chewing sauerkraut spawn of blood-thirsty Huns.

Sympathy is one of the loveliest traits of human character, but all the sympathy in the world can't win this war unless we come across with the coin.

We did not win the war when we declared war; we did not declare war because we wanted German gold or land; we do not want a dollar of their dough nor one acre of their land.

We drew the sword in defense of free government bounded on the sovereignty of the people, which is in eternal conflict with the baseless, arrogant and hellish claims of the kaiser and his gang of cut throats.

The tragedy of the kaiser is not that he is hellish and cruel, but that he thinks he is decent.

It is not that he is the mouthpiece of the devil, but that he thinks he is the viceroy of God.

It is not only our duty, but a great privilege to loan our money to the government in this hour of staggering need.

We can win, we must win. We shall win, so dig down deep and let us fill Uncle Sam's bank vault high with our money and help send a shiver down the crooked spine of the Hohenzollerns who are dancing on the thin, thin crust of hell, and thus help the guns of the army and navy to dig their graves, then the world will live in peace.

Issued by the
Treasury Department
Bureau of Publicity

MONTANA

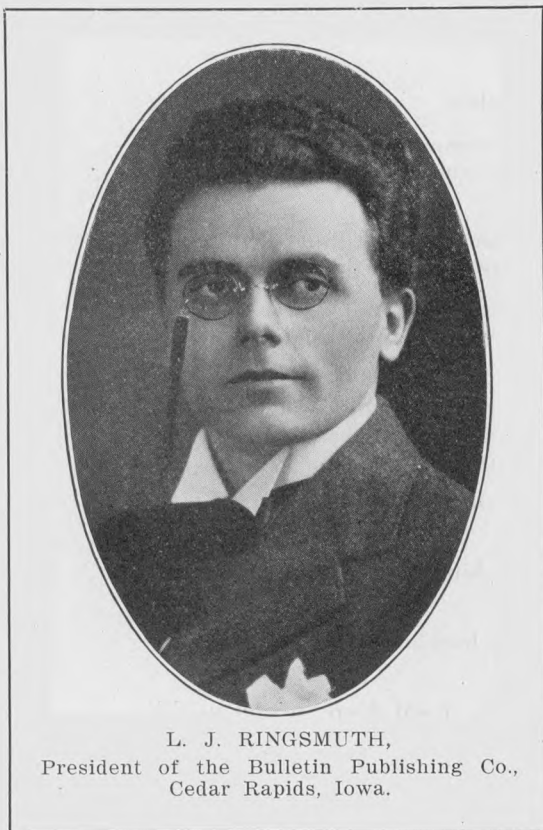
his position in order to enter the banking business at Browning.

Under the new adjustment of the officers, Fred F. Browne, becomes first assistant cashier and James M. Bartley, second assistant. Joseph Blankenbaker, at present deputy county treasurer, will take a position with the Stockmen's National Bank.

D. G. Browne is president; J. V. Carroll, Sr., vice president, and James Hanson, cashier.

RINGSMUTH V-S SYSTEM.

L. J. Ringsmuth, president of the Bulletin Publishing Company, of Cedar Rapids, Iowa, has originated the Ringsmuth V-S System, which is designed to meet a definite need, that of recording all present as well as future events, engagements, business or social affairs. It automatically becomes a reference book for past transactions. It contains fifty-two pages, one for each



week, with several blanks added for the yearly summary of events. It is so simple that a child can keep an accurate account of all transactions, yet efficient enough to meet every requirement of the farm or home. It contains an understandable digest of the Income Law.

Forty-five out of the first forty-seven banks that were called upon by a representative of the company, placed orders for this book and are distributing them free to their customers, especially the farmers.

CASCADE BANK REMODELED.

Marked improvements have recently been made in the Cascade Bank, of Great Falls, Mont. Complete changes have been made in the furniture and fixtures, the rooms repainted and decorated. The fixtures are made of quarter sawed oak and grille work is of bronze, the counters of the tellers being of dark marble. The desk of the president has been placed at the front of the building next to the cashier's desk. The banking rooms have been enlarged to almost double their former floor space, in order to care for their increasing business.

C. B. Roberts is president, N. T. Lease, vice president, and A. C. Routzahn, cashier of this bank, which is the oldest in the city.

GREAT FALLS A. I. B. CHAPTER BANQUET.

The Great Falls Chapter of the American Institute of Banking recently held its mid-year banquet at the Park Hotel. LaRue Smith, the Chapter Instructor in Commercial Law and Negotiable Instruments Classes, was master of the ceremonies which followed a seven course dinner. Addresses were made by Hon. C. B. Roberts, the new president of the Cascade Bank, of Great Falls, Harry Yeager, vice president of the Great Falls National Bank, and former national bank examiner for the Montana district, and E. H. Cooney, one of Montana's pioneer editors.

GROUP OFFICERS NAMED.

Officers of the new groups of the Montana Bankers Association are as follows:

Group One—Pres., F. A. Flanagan, Fort Benton; vice president, K. G. Luke, Sweet Grass; secretary, F. T. Merrill, Havre.

Group Two—President, W. A. Brubaker, Terry; vice president, C. A. Banker, Glendive; Secretary, J. H. Sharpe, Sidney.

Group Three—President, E. L. Johnson, Plains; vice president, R. C. Giddings, Missoula; secretary, M. A. Myhre, Polson.

Group Four—President, L. A. O'Brien, Hinsdale; vice president, F. W. Hall, Malta; secretary, S. C. Faaborg, Medicine Lake.

Group Five—President, F. P. Marrs, Harlowton; vice president, J. H. Morrow, Moore; secretary, N. B. Matthews, Stanford.

Group Six—(Not yet organized.)

Group Seven—President E. F. Meyerhoff, Forsyth; vice president, B. F. Langworthy, Billings; secretary, B. M. Harris, Park City.

DATES SET FOR BANKERS' MEETING.

Tentative dates for meetings of groups of the Montana Bankers Association have been arranged as follows:

Group Two, May 28th.

Group Seven, May 30th.

Group Five, June 1st.

Group Five will hold its convention in Helena. The convention cities for the other groups have not been announced.

Group Two consists of Richland, Dawson, Wibaux, Prairie, Fallon, Custer and Carter counties; Group Seven, Gallatin, Park, Sweet Grass, Stillwater, Carbon, Yellowstone, Big Horn and Rosebud counties; Group Five, Teton, Cascade, Lewis and Clark.

AUDITORS

FINANCIAL STATEMENTS PREPARED

BUSINESS SYSTEMS

BILLINGS, PROUTY AND TOMPKINS

CERTIFIED PUBLIC ACCOUNTANTS

MEMBERS AMERICAN INSTITUTE OF ACCOUNTANTS

DES MOINES, IOWA
Hippee Building

WATERLOO, IOWA
Black Building

DAVENPORT, IOWA
Putnam Building

CEDAR RAPIDS, IOWA
C. R. S. Bank Building

Meagher, Wheatland, Fergus, Broadwater and Musselshell.

Subjects for discussion announced for the Helena convention include: "Rediscounts and Acceptances;" "Bank Examinations;" "Relation of Twin City Banks to Montana;" "Credit Files;" "Montana Loyalty;" and other live topics.

NEW PRESIDENT ELECTED.

A. W. Eynon has succeeded W. C. McClintock, of Miles City, as president of the First National Bank, Circle, Mont., and Mr. McClintock has been elected vice president. M. A. Thoreson has retired as vice president to enter the army. Mr. Eynon, who has been in the banking business for many years in Minnesota and North Dakota, more recently at Bowdon, N. D., has purchased the stock in the bank held by Mr. Thoreson. He will make his residence in Circle and be active in the bank. M. Lehman is cashier.

COBURG BANK PURCHASED.

L. A. O'Brien and Charles McGihon, formerly cashier and assistant cashier respectively of the Valley County Bank, of Hinsdale, have purchased the Farmers State Bank, of Coburg, Mont., and Mr. McGihon has been elected cashier. Mr. O'Brien has also taken over the controlling interest in the First State Bank, at Ruso, N. D. He is organizing an investment company at Havre, which commenced business about April 1st, and will make his home in that place.

MONTANA NEWS AND NOTES.

Business men of Great Falls are organizing a new bank at Sand Coulee, Mont.

M. A. Thoreson, former vice president of the First National Bank of Circle, Mont., has sold his interest

At a recent meeting of the directors of the State Bank, of Twodot, Mont., E. L. Shumaker was elected to the vice presidency of that institution, succeeding Dr. H. B. Tice, recently deceased.

Earl Potter, who has been employed by the First National Bank, Miles City, Mont., has resigned.

James E. Barrett, formerly with the Yellowstone Valley Bank and Trust Company, of Sidney, has assumed charge of the Farmers State Bank, of Higham, Mont., which is the successor of W. J. Minkewitz & Company, bankers.

H. O. Phelps has resigned the assistant cashiership of the Stockmens National Bank, Fort Benton, Mont., to enter the banking business for himself at Browning. The Farmers State Bank, Conrad, Mont., has opened

for business with a capital of \$50,000. C. B. Roberts is president; C. J. Foltz, vice president; J. F. Kunpf, cashier and J. M. Warren, assistant cashier.

B. O. Shennum, of Ronan, and his associates are interested in the organization of a bank at Pablo, Mont.

Chester Aldrich, of Randersburg, has accepted a position with the Union Bank and Trust Company, of Helena, Mont.

L. J. Davis has resigned his position as assistant cashier of the Bank of Fergus County, Great Falls, Mont., having been tendered the position of cashier of a large bank at Geneva, Neb., his former home.

Arrangements are being made by Lima and Dillon parties to open a bank at Lima, Mont., the railroad division point about 50 miles south of Dillon.

Application has been filed for a charter for the First National Bank, Savoy, Mont., with a capital of \$25,000.

The Chase National Bank

of the City of New York

57 Broadway

Capital	\$ 10,000,000
Surplus and Profits (Earned)	11,966,000
Deposits (Mar. 4, 1918)	319,885,000

OFFICERS

A. Barton Hepburn, Chairman of the Advisory Board
Albert H. Wiggin, Chairman of the Board of Directors

Eugene V. R. Thayer, President

Samuel H. Miller.....V. Pres.	Chas. D. Smith.....Asst. Cash.
Edw. R. Tinker.....V. Pres.	Wm. P. Holly.....Asst. Cash.
Carl J. Schmidlapp.....V. Pres.	Geo. H. Saylor.....Asst. Cash.
Gerhard M. Dahl.....V. Pres.	M. H. Howell.....Asst. Cash.
Alfred C. Andrews.....Cashier	S. Fred Telleen.....Asst. Cash.
Chas. C. Slade.....Asst. Cash.	Robert I. Barr.....Asst. Cash.
Edwin A. Lee.....Asst. Cash.	Sewall S. Shaw.....Asst. Cash.
Wm. E. Purdy.....Asst. Cash.	L. H. Johnston.....Asst. Cash.

DIRECTORS

Henry W. Cannon	Samuel H. Miller
A. Barton Hepburn	Edward R. Tinker
Albert H. Wiggin	Henry B. Endicott
John J. Mitchell	Edward T. Nichols
Guy E. Tripp	Newcomb Carlton
James N. Hill	Frederick H. Ecker
Daniel C. Jackling	Eugene V. R. Thayer
Frank A. Sayles	Carl J. Schmidlapp
Charles M. Schwab	Gerhard M. Dahl
Andrew Fletcher	

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Banks, Bankers, Corporations, Firms or Individuals on favorable terms, and shall be pleased to meet or correspond with those who contemplate making changes or opening new accounts.

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

Established - - - 1882
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Successfully conducted for more than a third of a century under one competent and CONTINUOUS management.

SOUTH DAKOTA

FIRST NATIONAL BANK, WEBSTER.

The First National Bank, of Webster, S. D., has made an increase of 216 per cent in deposits during the past year. At the time of the last call they amounted to \$419,350.56, while on March 11, 1917, they only amounted to \$193,393.82.

The capital is \$25,000; surplus \$15,000; undivided profits, \$12,722.52; circulation, \$25,000, and deposits, \$419,350.56, making total footings of \$497,073.08.

On the statement the officers say "that we recognize

SOUTH DAKOTA'S LARGEST BANK STATEMENT

of the condition of the

Sioux Falls Savings Bank

Member Federal Reserve Bank
Close of Business March 4, 1918

RESOURCES.

Loans and Discounts.....	\$3,497,179.53
U. S. Certificates of Indebtedness.....	300,000.00
Overdrafts	13,441.90
Federal Reserve Bank Stock.....	6,700.00
Liberty Loan Bonds	87,500.00
Stocks and Bonds	15,900.00
Real Estate, Furniture and Fixtures....	15,209.71
Expense	25,557.17
Due from Federal Reserve Bank	\$ 245,424.94
Cash and Sight Exchange..	1,506,987.30
	1,752,412.24

Total\$5,713,900.55

LIABILITIES.

Capital Stock	\$ 200,000.00
Surplus and Undivided Profits.....	69,618.22
Depositors' Guarantee Fund	20,643.89
Deposits	5,423,638.44

Total\$5,713,900.55

OFFICERS.

WILLIAM ONTJES	President
C. H. ROSS	Vice President
C. C. BRATRUD.....	Vice President
L. D. MANCHESTER.....	Vice President
K. B. CRESSEY.....	Cashier
F. A. FOSDICK.....	Assistant Cashier
R. L. HARRIS	Auditor
EUGENE REILEY	Manager Farm Loan Dept.

that the gratifying progress shown indicates not alone a valued public endorsement, but reflects the combined prosperity of our friends and patrons and of the general public. Your interests are our interests, and to all a cordial invitation is extended to utilize our facilities."

D. A. Crichton is president; A. E. Chilson, vice president, and A. M. Berg, cashier.

WM. ONTJES PRESIDENT OF LARGEST BANK

Wm. Ontjes, president of the Sioux Falls Savings Bank, Sioux Falls, South Dakota, is head of the largest institution in that state. This bank has also pass-



WM. ONTJES.

President Sioux Falls Savings Bank, Sioux Falls, S. D.

ed the First National Bank of Fargo, North Dakota, which makes it the largest bank also in North Dakota.

According to the last statement the capital stock is \$200,000; surplus and undivided profits, \$69,618.22; depositors guarantee fund, \$20,643.89 and deposits \$5,423,638.44. At the time of the call one year ago the deposits amounted to \$3,825,017.47, so this makes a very fine increase.

Mr. Ontjes has worked untiringly and constantly for the Sioux Falls Savings Bank and deserves much credit for putting his institution "over the top" in such splendid shape.

The other officers are: C. H. Ross, C. C. Bratrud, L. D. Manchester, vice presidents; K. B. Cressey, cashier; F. A. Fosdick, assistant cashier; R. L. Harris, auditor and Eugene Reiley, Mgr. Farm Loan Department.

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Placed upon all Banks by new savers
can best be met by

You Want

to handle your savings accounts in the safest, most practical and most economical way.

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SAVINGS CLUBS
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to you any one or all of the following plans:

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BANK ADVERTISING EXPERTS

REILEY TO ASSOCIATE WITH S. F. NAT.

Eugene Reiley, one of the prominent bankers, of Sioux Falls, who for the last four years has been connected with the farm loan department of the Sioux Falls Savings, will assume the office of vice president of the Sioux Falls National Bank on April 15th. He has also been elected to fill a directorship position left vacant by the death of Dr. S. A. Brown.

SOUTH DAKOTA NEWS AND NOTES.

Orson Clark has resigned his position at the First National Bank, Mobridge, S. D.

A. C. Frohlich has accepted a position in the Little Missouri Bank, Camp Crook, S. D. Mr. Frohlich comes from Souris, N. D., where he has been engaged in banking for several years.

The directors of the Farmers Equity State Bank, Aberdeen, S. D., have authorized the erection of a new bank building.

E. R. Manus, of Presho, S. D., has been elected cashier of the Farmers State Bank, Reliance, S. D., to fill the vacancy caused by W. S. McLain's resignation. Mr. and Mrs. McLain will move to Chamberlain and continue banking business there.

The Farmers & Merchants Bank, Britton, S. D., will erect a two story building, this spring.

D. A. McPherson, president of the First National Bank of Deadwood, S. D., has been very much benefited by the treatment that he has been receiving at the Johns Hopkins hospital, at Baltimore.

W. A. Hanno, formerly cashier of the Security State



We don't wait for the postman

When Uncle Sam speeds into town with your remittance; we are waiting at the post office for it, anxious to speed up the collection and payment of your items.

If you aren't already using our facilities, write us a letter of inquiry about our service. We stand ready to meet you, *and more.*

The Northwestern National Bank

Minneapolis, Minnesota

Resources \$57,000,000

SOUTH DAKOTA

Bank of Edgerton, Minn., has disposed of his interests at Edgerton to H. H. Matzke and has accepted the assistant cashiership of the Farmers & Merchants Bank, at Springfield, S. D.

BANKERS AS MIDDLE MEN.

(Continued from page 6.)

than we pay. Out of the margin comes the expense of doing business, and with what is left over of this margin we pay dividends to our stockholders. In recent years this margin has been shrinking to an alarming degree as the rates to depositors have been advancing, at the same time interest rates to borrowers have not been proportionately raised. Many a banker today is wondering how far off or how near the vanishing point may be. If the parallel could be maintained, all well and good, but if the lines start out parallel and then the lower one lifted a little while the other remained stationary you can readily see there must be a meeting sometime.

I do not believe there is a banker in business today who, if he showed the same ability and industry in some other line that he does in the bank, would not make more money and make it easier than he does along strictly banking lines. We have all heard this cry, "Oh, how nice it would be to not have to go to work till nine o'clock in the morning and quit at three." And there is always a smile of incredulity when we tell

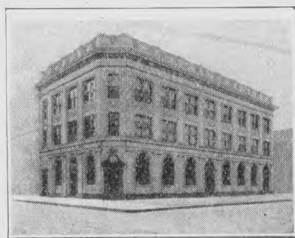
them we are on the job lots of the time at a little after seven and that three is but the beginning of our hardest work of the day; that the nine to three is for the public, and the hours before and after are for us to do our work.

I think the best evidence of the real worth and high quality of bankers as men has been shown in their willingness to sacrifice time, business and profits in order to assist our government in its time of need. Show me a line of business as a class where there has been as much of real patriotism shown as there has been by the banks of the United States in assuring the success of the Liberty Loans.

And we should buy as many of these bonds as we can and place them with our customers. One of the best reasons I have heard why everyone should be an investor in Uncle Sam's securities is to make it a sporting affair. You all know if you have a little money up on the game it adds considerably to your interest. I am not advocating gambling, but I do know this trait of the American people to back their judgment. It stands to reason if you make a bet that the batter will not make first base you are going to feel more elated when the umpire calls three strikes on him than if you hear the bang of the bat against the ball that means an easy single.

I would like to see every man, woman and child in our country the owner of a thrift stamp, a baby bond or a Liberty bond. The Bible says "Where your treasure is there will your heart be also." We are all partners in this big game and ought to back it with our money. No one should have the right to say "We won this war" unless that one shall have helped win the

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SIOUX CITY

war with his services, his life or his money.

The old adage says "A bird that can sing and won't ought to be made to sing," and we might transpose this and say, "An American who can invest and doesn't ought to be made to invest" in some form of government security, and it should be a badge of dishonor for a single citizen of our country to say a month from now that he is not an investor in some form of an obligation of Uncle Sam.

I was one of a committee sent out by our Commercial Club to sell war stamps on a drive recently. My district was not the best by any means, but I ran into some surprises I had not thought to meet; boys and men in the hardest kinds of work came out of their grease and grime to sign up for the baby bonds and said "We are with you." I am sorry to say that I

called upon the proprietors of three stores, doing a profitable business, who refused to even buy a thrift stamp. I said to one of these valuable citizens, who had amassed a comfortable fortune in his store, "Have you invested in any of the previous issues of bonds?" He replied "No, and that ain't all—I ain't a goin' to."

All in favor of riding this fellow out of town on a rail will please rise.

The removal of L. A. Lampert, cashier of the West Union State Bank, West Union, Minn., to his new location at Thief River Falls, Minn., has made it necessary for the directors to secure a new cashier. At a meeting of the directors recently O. M. Stenslund, of Cyrus, was elected to succeed Mr. Lampert.

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 desir-
ing to build up this class of business.**

Correspondence Solicited.

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UNION STOCK YARDS SO. ST. PAUL, MINN.

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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

NORTH DAKOTA

NORTH DAKOTA SEED BONDING LAW.

The St. Paul Federal Land Bank will do no more business in North Dakota while the present seed bonding law remains in operation.

This announcement was made by E. G. Quamme, president of the bank, following the receipt of a ruling from the Federal Farm Loan board stating that loans made by the Federal Land Bank must be priority liens or else not be made.

Under the seed bonding law, which was passed by the Nonpartisan league, seed bonds would take priority over Land Bank bonds.

The decision from the Federal Farm Loan board was:

"The North Dakota seed bonding law is in violation of the Federal constitution so far as its operation would affect mortgages given to the Federal Land Bank, because it impairs instrumentalities of government. No state has a right to do this. The priority of the lien of the Federal Land Bank must be preserved. We are reluctantly forced to the conclusion that loans cannot legally be made by you in North Dakota."

All loans which were signed and recorded in North Dakota before January 29th will be closed. All loans allowed after that date will not be closed.

"The Federal Land Bank, of St. Paul, will do no more business in North Dakota as long as the seed bonding law remains in effect," Mr. Quamme said. "Should

the seed bonding law be repealed or declared unconstitutional by the supreme court of the state or any federal court we could, of course, immediately resume operations.

"The officials of the Federal Land Bank, of St. Paul, are exceedingly sorry that this matter came up, because the business from North Dakota has been most gratifying. We have tried from the beginning to render the best service we could, realizing that the rates there were higher than in any other state of our district.

"We have closed loans to date in various states in our district as follows:

Wisconsin	\$1,300,000
Michigan	1,700,000
Minnesota	3,100,000
North Dakota	6,500,000
Total	\$12,600,000

—in nine months of operation.

"This does not mean that we have shown any favoritism to North Dakota, but it does show that the demand for our service was greater in North Dakota than in any other state in our district.

"The Federal Land Bank system which uses its mortgages for security for bond issues must exercise the greatest precaution and operate strictly according to law in order to protect the bond buyer in the fullest sense. This may not be so imperative with farm mortgage bankers, as we understand they are still operating in the state of North Dakota to their full

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THE NORTHWESTERN INVESTMENT COMPANY

Kenmare, North Dakota

Capital \$50,000.00

First Mortgage Farm Loans

A. G. ENGDAHL, President

M. L. JOHNSON, Sec'y

H. T. SANDS, Vice President

N. H. K. JOHNSON, V. Pres.

A. E. PAULSON, Treas.

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, \$5,350,000

Deposits, \$70,000,000

ACCOUNTS OF BANKS AND BANKERS SOLICITED

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

capacity. This is, of course, entirely legitimate for them, as they do not operate under any such strict supervision as the Federal Farm Loan Act."

NORTH DAKOTA NEWS AND NOTES.

The Peoples State Bank, of Hatton, N. D., has been organized by the Kimball-Hastings Investment Company and is expected to open for business soon.

Anton Lallum, who has been connected with the Bottineau County Bank, Bottineau, N. D., in the capacity of cashier and assistant cashier for a number of years, has resigned his position and will go to Minnesota, where he has accepted the vice presidency of a bank.

P. E. Lee, who has been connected with the Merchants Bank, of Pembina, N. D., for four years, has resigned to accept the cashiership in a bank at Gwinner.

The directors of the Farmers Equity State Bank, Mandan, N. D., authorized the erection of a new bank building, as soon as plans are prepared.

E. M. Upson and Dethleff Larson have sold their interests in the Cummings State Bank, Cummings, N. D., to J. S. Ulland, of Fergus Falls, C. B. Mills, of Minneapolis, and J. R. Carley, cashier of the First National Bank, of Grand Forks. J. R. Carley is made president under the new organization; J. S. Ulland, vice president, and Enoch Kirkenberg, cashier. Flasher, N. D., Mr. S. R. Shannon having resigned.

Articles of incorporation have been filed for the Peoples State Bank, Hillsboro, N. D., with a capital of \$50,000. J. J. Hastings, H. J. Hagen and H. G. Eggen, of Fargo, A. W. Frenberg, Henry Strom, Martin H. Johnson and Henry Sheridan, of Hillsboro, are the incorporators.

FARMERS TO BE FINANCED.

Twelve counties in North Dakota will issue bonds in the aggregate sum of \$1,715,000 to finance farmers in the purchase of feed and grain, according to notices calling for bids, posted by John N. Hagan, commissioner of agriculture and labor. The bond issue is made under the provisions of the "seed and feed bonding act" passed by the special session of the Fifteenth legislative assembly on January 29th last, and approved on January 30, 1918.

Bids will be received by the commissioner of agriculture for bonds to be issued by the following counties:

Kidder, \$60,000; Golden Valley, \$125,000; Williams, \$200,000; McLean, \$200,000; Grant, \$100,000; Sheridan, \$100,000; McHenry, \$350,000; Renville, \$225,000; Hettinger, \$150,000; Burke, \$100,000; Divide, \$40,000, and Billings, \$65,000.

These counties are located in the western part of the state which suffered heavy losses from drouth conditions of last summer.

NEW OFFICERS ELECTED.

The State Bank, of Wales, N. D., has been re-organized with William Dew, president, and J. W. David, vice president. C. P. Getchell and H. R. Pressnall remain as cashier and assistant cashier respectively.

This bank has a capital of \$15,000 and surplus and undivided profits of \$19,000.

GRAND FORKS BANK DEPOSITS.

The deposits of the Grand Forks, N. D., bank increased \$494,394.78 from March 5, 1917, to March 4, 1918, according to statements issued recently.

A ten per cent increase represents a healthy condition financially. In view of the fact that there have been two Liberty Loan drives, besides the numerous calls for patriotic work, this is a remarkable showing.

FARMERS EQUITY TO BUILD.

At a recent meeting of the directors of the Farmers Equity Bank, of Mandan, N. D., it was decided to build a new brick bank building 50x100 feet to cost approximately \$40,000. The building is to contain commodious accommodations for the bank, a spacious and conveniently arranged storeroom on the first floor and first class office rooms on the second floor. A high basement will also be contained in the beautiful new building.

The work will commence just as soon as the frost is out of the ground and the plans have been prepared.

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
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Samples, Prices and special terms on application. Our seeds must please you or they are returnable to us.

Now is the time to buy

Prices are not excessive and we will protect you against advance.

IOWA SEED CO., Des Moines, Iowa



WHAT A BANK HAS TO ADVERTISE.

(Continued from page 25.)

special feature of its own that may show to good advantage. Then, as an added feature, the amount of the cash reserve or the balance on hand is often very effective. In times of stress and trouble, as in the case of the panic of 1907, the cash reserve was frequently made use of to show the safety of the funds when the banks did not choose to pay. The double liability of the stockholders, the ownership of the building or any tangible asset serves still further in the advertising of security.

But even with these assurances, the prospective customer may still need some more tangible evidence. An illustration of the vault or the safe gives this sort of concrete proof and creates confidence in the security.

People like to know that their resources are in a fire-, burglar-, and mob-proof vault. This may be featured for both general banking and for deposit boxes. Its vault is the chief advertising feature of one of the western banks. On Saturday evenings, this bank shows how perfectly the door of the vault balances; how easily it is handled; and how it is equipped with all the latest devices against entry. Large crowds are attracted where a motionless door would have passed unnoticed. People are invited to closely view the wonders of the big door. Attention is secured and interest aroused by demonstrating the equipment and by passing out literature to the numerous visitors.

In taking up security, it is unnecessary to consider separately commercial banks, savings banks, and trust companies. The chief distinction is in the service

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rendered. All these institutions alike desire to convey the impression of continuity and stability. There are no special means applicable to one which would not be applicable to another, except where the companies can feature their different legal liability and responsibility.

The purpose of every bank is to render service to its depositors, and to the community of which it is a part. Its success depends almost entirely upon its preparedness to do this. Many banks spend much time, money, and effort in preparation for rendering service most efficiently, even in minute details. In preparation for service there are two requisites. First, a bank should have men of ability, of character, and judgment at its head. Second, it should have proper instruments with which these men can work. Man's whole struggle for existence has been confined to the perfection of tools and instruments. As in other lines of work, only in proportion in which the banker is able to perfect the instruments with which his business is conducted has he prospered. The entire structure and organization of a bank should be arranged with the object of efficient service as paramount.

The success of nearly every bank, as well as any other business, is due to a large extent to the ability, industry, and integrity of those who actually come in contact with the public. The details of service, then, rest with the employees. A careful selection should be made and a special training is frequently necessary to make the employees lead a bank into the channels of progress. The largest National bank in the United States is now preparing its prospective employees through its own method of instruction before they are placed at work. The object is to equip its men and render them as efficient as possible in attending to the needs of the customers. Nearly every bank has some means of creating the desired efficiency in its employees in order to render the public the best service.

LETTERS

Progressive Banks should send letters to their customers at least three times a year.

We can relieve you of all worry in sending letters. Do everything complete.

DES MOINES DUPLICATING CO.

Des Moines, Iowa

WILL H. ZAISER SPECIALTY CO.

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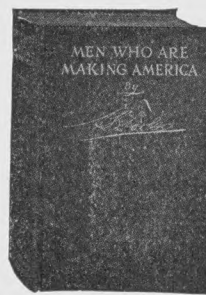
The public demands service and wants it promptly. To a customer no greater compliment can be paid than prompt attention. Service, therefore, becomes as much a drawing card as attractive quarters. The object, then, is to establish the reputation for giving service promptly and cheerfully. When this is done, one of the surest steps towards permanent success is taken. It is not always the largest and most beautiful building that attracts the public, but it is the one in which depositors are given prompt, cheerful, and dependable service. With the purpose of increasing business as paramount, every conceivable convenience should be given to the customers, and every opportunity given them to avail themselves of these privileges.

Advertising should not be too general; but should, according to the most effective plans in operation, be specific. It should not cover too much ground. Specific advertising, if followed out consistently and persistently month after month and year after year, and if based on sound principles of advertising, can not fail to produce results. Sometimes these seem to come slowly, but in the long run advertising surely accomplishes the desired end. Advertising acts towards the other elements of business as the thumb does to the fingers in a closed hand, it binds the several distinct parts into a concrete unit whose force is irresistible.

Hallvard Kloster, for several years assistant cashier in the Story City National Bank, Story City, Iowa, will move to Eagle Grove, where he will enter the banking business with H. N. Donhowe. The latter is organizing a new bank at Eagle Grove. Melburn Donhowe succeeds Mr. Kloster as assistant cashier at the Story City National.

FIFTY MILLIONAIRES

Answer Vital Questions



Do big men gamble in stocks? Elbert H. Gary
Boldness in business William A. Gaston
How to be solid with the boss Samuel Insull
Sharpness in business William H. Nichols
The four principles of success John H. Patterson
What makes an organization John D. Rockefeller
How to establish credit John D. Rockefeller
Spotting opportunities Julius Rosenwald
What is power? Frank A. Vanderlip
What is the most valuable business ability? J. Ogden Armour
What is the one most important thing to watch in an organization? J. Ogden Armour
What makes a young man stand out among thousands of others? H. P. Davison
The use of bluff in business Robert Dollar
Does it pay to be a pioneer? Wm. L. Douglas
How to build the memory James A. Farrell
A recipe for money making Henry Ford
What shapes men's lives? James B. Forgan
Etc.

Men Who Are Making America

By B. C. Forbes

Mr. Forbes can get closer to big men than any other writer in America, and knows how to make these men tell us the real reasons back of their success, and how we can profit by their experience.

500 pages—50 full page illustrations—6x9 inches.

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Northwestern Banker,
709 Crocker Bldg., Des Moines, Iowa.

Please send me at once a copy of "Men Who Are Making America." If satisfied after five days' examination, I will send you \$3.00; otherwise I will return the book.

Name
Street Address
State City

CIVILIANS' DUTY DURING THE WAR.

(Continued from page 10.)

day for the rest of the war, what harm would come? I venture to say that the added hour of work would not break our backs, nor make a single one of us bear a greater share of his country's responsibilities than the soldier in France, who, by the way, is getting much less pay than any of us. Indeed, instead of harm there would be the satisfaction of earning more through our extra work, of being happier and better citizens and, above all, of helping America speed her efforts for hastening the end of the war.

Sacrifice is a big, fine word. You are asked earnestly to regard it now. Of course you are not asked to carry sacrifice so far that you will work yourself to a skeleton, or wring every bit of joy out of your life. You need health and recreation, and business needs your purchases in order that there may be no unemployment and depression. What you are asked to do is to carry your sacrifice so far that you will limit your recreation to the healthful needs of your body and mind, that you will avoid all waste, and that you will economize in the use of those necessities which are in limited supply and yet indispensable to winning the war. Indulgence, food, clothing, coal, light—these are typical of directions in which we all can save.

ADOPTION OF SERVICE CHARGE.

(Continued from page 10.)

oppose it from a competitive standpoint. This was not the situation here, and I believe our experience is a fair criterion of what the experience would be in any other city if the matter was taken up energetically at a meeting which included all the banks without respect to their size. As in many other arrangements of the same character it is a case of everybody being willing and anxious to follow a proper and legitimate business practice if he knows that his neighbors and competitors will do the same thing.

"The committee appointed at this meeting was made up of some of the officers of the smaller banks, the Clearing House banks being represented by the manager of the Clearing House Association only. After

considerable discussion they settled a charge of 50c a month on accounts that maintained an average balance for any month of less than \$100. Every bank in the city subscribed to the proposed arrangement and it was put into effect in June, 1917, two months' notice having been given to all customers whose accounts had been accustomed to average less than \$100, and details of the arrangement having been published in the newspapers. As these notices were sent out small depositors commenced to close their accounts and within three or four months in the bank of which I am an officer, about 40 per cent of accounts averaging under \$100 were closed and the actual average of these accounts was between \$25 and \$30,—while some other accounts balances were increased, but we are now collecting charges of 50c a month on nearly 60 per cent in number of the accounts averaging under \$100 which were on our books at the time the arrangement was put into effect. I presume that this proportion would hold good with the forty-seven commercial banks doing business here. It would perhaps be fair to assume that the proportion of small accounts would be larger in the smaller banks.

"The arrangement has caused very little friction among our customers, excepting that we have lost the number of accounts, as stated, but those who have continued their accounts have apparently been willing to pay this service charge and many customers have told us that they thought it was a fair and proper thing to do,—that they felt their accounts were of no value to the bank and were willing to pay a charge sufficient to cover expense of check books, stationery and clerical help in handling them. Our experience has been satisfactory in every way and we would not consider a return to the old method of handling this large and increased volume of business on what we consider a losing basis. At a general meeting of the bankers held in Minneapolis about a month ago this was the expression of practically every one present—that the system had worked satisfactorily and they were heartily in favor of continuing it.

"I see no reason why the scheme is not feasible and capable of adoption generally and I believe that it should become a feature of regular banking practice."

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.

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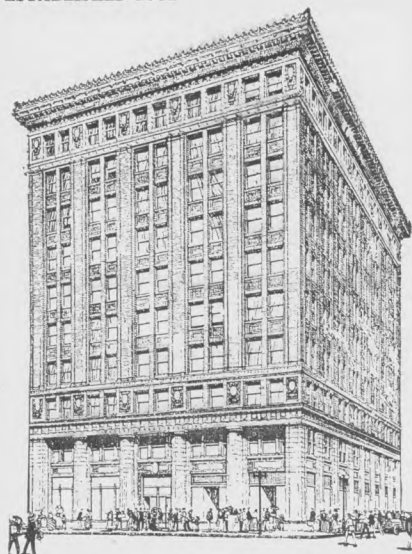
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