

HOW TO GET PROFITABLE DEPOSITORS

By F. E. DAVIS
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THE NORTHWESTERN BANKER

TWENTY-THIRD YEAR

DES MOINES, IOWA, AUGUST, 1918

TOTAL NUMBER 372

Northwestern National Life Insurance Co. MINNEAPOLIS, MINN.

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Established 1851

Capital - - - \$3,000,000
Surplus and Profits 17,000,000

HOTEL FONTENELLE

OMAHA - NEBRASKA



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

Management--H. E. GREGORY

IOWA FIRST FARM MORTGAGE

and Tax Free
Municipal Bonds

Denominations

\$50, \$100, \$500, \$1,000

Safety of principal combined with attractive earning capacity. Iowa leads all states in value of her live stock and farm crops. First state "Over the Top" in Third Liberty Loan drive. Iowa First Farm Mortgage and Municipal Bonds are acceptable as collateral in all financial circles. Their soundness is unquestionable. Send for free book, "Iowa Investments."

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Authorized Capital \$2,000,000.
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ESTABLISHED 1870

FIRST NATIONAL BANK

SIoux CITY, IOWA

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

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

JOHN J. LARGE, President
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New Business Invited
on the basis of
SATISFACTORY SERVICE

Resources Over \$3,000,000.00

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CAPITAL, \$200,000.00

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



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

THE FIRST NATIONAL BANK

WATERLOO, IOWA

Our Capital--\$200,000.00

Our Surplus and Profits--\$250,000.00

OFFICERS

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



Dependable service under all conditions has been offered by this bank through the 108 years of its history.

The Mechanics and Metals National Bank

OF THE CITY OF NEW YORK

ESTABLISHED 1810

Deposits, June 29, 1918, \$191,000,000

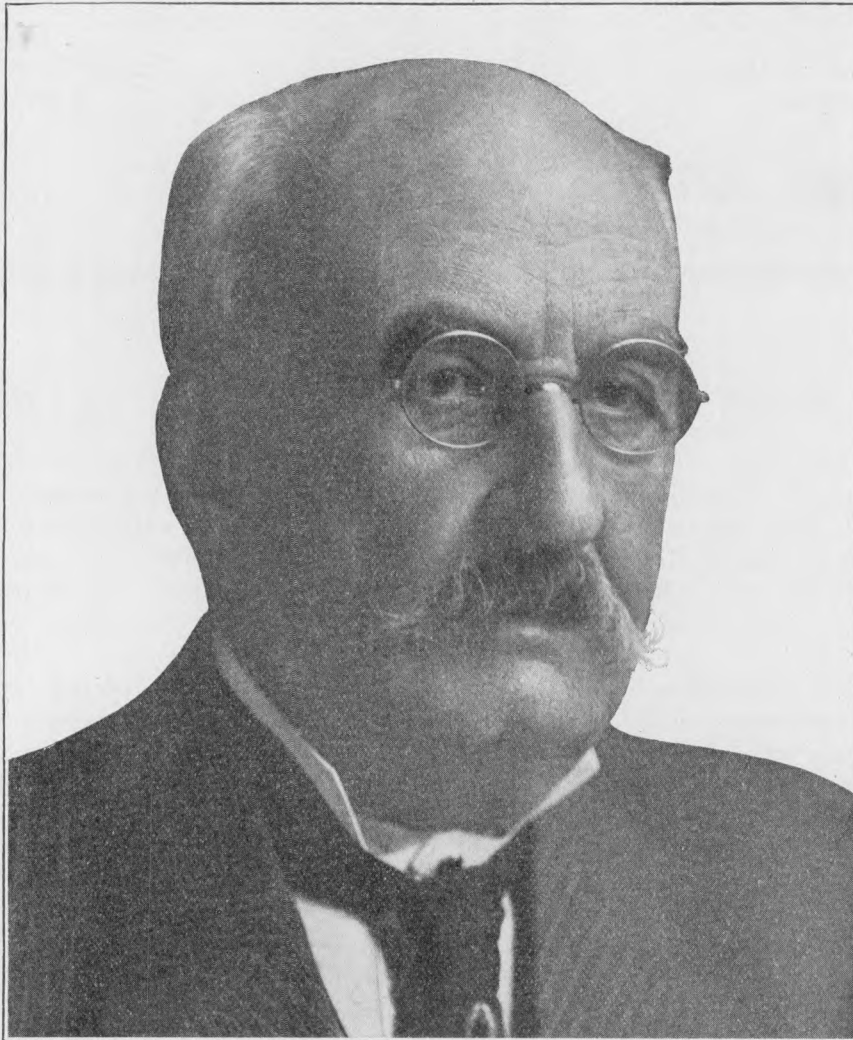
CENTRAL TRUST COMPANY OF ILLINOIS

CHICAGO

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

Accounts of banks and bankers received upon favorable terms

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



G. L. TREMAIN

First President Iowa Bankers' Association.

Thirty-one years ago the 26th day of July, 1918, Mr. G. L. Tremain, of Humboldt, then President of the Peoples Bank of Humboldt, which bank has since been incorporated, and known as the Peoples State Bank, before a group of about 70 Iowa bankers summoned into session at Des Moines, by notice published in the Iowa State Register, now the Des Moines Register, "was called upon to state the object of the meeting, which was, in the main, to organize a state association of Iowa bankers for the better protection of their banking business." He was chosen Chairman of the permanent organization committee, which, on the following day, July 27, 1887, presented a Constitution and a set of By-Laws to the meeting, which were adopted. Thus the Iowa Bankers Association became a reality and Mr. Tremain was selected as its first President. He served for two annual terms. Mr. Tremain is now in his 84th year, and recently retired from active banking. Altho not in the best of health, his interests in current affairs are unabated. In commemoration of his long years of active service and interest in the Iowa Bankers Association, the Thirty-Second Annual Convention of the Iowa Bankers Association, held at Dubuque, on June 19 and 20, last, adopted the following Resolution, which had been prepared by a special committee, composed of Simon Casady, F. H. Hellsell and J. K. Deming, all former Presidents, appointed by Mr. S. M. Leach, then President of the Association: "Centuries ago, a classic writer wrote, 'The memory of a well-spent life, and many deeds well done, form a most pleasing recollection,' and, Whereas, a former President of this association, George L. Tremain, of Humboldt, Iowa, we are informed, has reached the noble age of three score years and twenty, and as we owe to him the thought and initiative which formed this organization; Resolved, That we hereby extend to him our most sincere congratulations on the life lived and the years enjoyed by him, and our hopeful desire for a continuation of happiness."

NORTHWESTERN BANKER

709-710 CROCKER BUILDING, DES MOINES, IOWA
THE OLDEST FINANCIAL JOURNAL WEST OF THE MISSISSIPPI RIVER AND THE ONLY ONE IN THE UNITED STATES
WHICH IS A MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS.

Clifford De Puy
Publisher

AUGUST, 1918

Frank Armstrong
Editor

Special Representative Minneapolis Office Chicago Office New York Office St. Louis Office
Charles Burke Frank S. Lewis Herbert Armstrong H. C. Griffith R. Fullerton Place
Care Northwestern Banker 840 Lumber Exchange Bldg. 410 Advertising Bldg. 819 Brunswick Bldg. 418 Merchants-LaCade Bldg.
\$2.00 per year, 20c a copy. Entered as second-class matter at the Des Moines post office to conform to the postal laws; everything else pertaining to the journal being strictly FIRST class.

ADVERTISING IN WAR TIME

¶Perhaps no shift due to war conditions is more interesting than the trend of events in the great field of advertising. "The greatest force in business" has been employed to aid recruiting, to raise money for the Red Cross and other war activities, to assist in the sale of Liberty Bonds, War Savings Stamps, etc., and to prepare the people for assuming the other burdens and responsibilities that must come to them. Through an advertising campaign directed to the farmers of Minnesota, Montana, North and South Dakota, it is estimated officially that the flax acreage and production have doubled. This insures an adequate supply of linseed oil. Crop production in all lines has been stimulated. Farm loan bonds have been sold through advertising. The use of silos has been tremendously increased. Advertising has been employed to help overcome the man shortage. It has played an important part in the introduction of labor-saving machines, releasing men for the army and for ship building or for other activities directly connected with winning the war. Every day finds some new use for advertising. The great truth is becoming more fully realized that people are ready to respond when they have the facts. Advertising furnishes the quickest, surest means of placing these vital facts in the hands of the people.

A LESSON FROM SCHWAB

¶The genius of Charles M. Schwab for getting things done is proverbial. Probably the most spectacular event in his career was the feat of launching eighty-nine vessels from the shipyards under his direction on the Fourth of July. Yet Mr. Schwab says: "I have never seen a man who could do real work except under the stimulus of encouragement and enthusiasm, and the approval of the people for whom he is working." Frequent words of appreciation from the head of the bank or business house win loyalty all the way down the line, from junior officers to messengers. "Changing employes is usually but changing faults," says a business man of large experience. Selecting employes with care, training them thoroughly for their positions, then giving them additional responsibility as they can shoulder it, and showing full appreciation of good service develop capable juniors in record time. Every institution is measured by the men and women comprising its organization. The ability of executives is measured by the teamwork they secure.

PERSONAL EFFICIENCY

¶Most of us are least efficient personally. We permit little things to consume valuable hours day after day, crowding out the big things we intended to do. Self-analysis would produce dividends for most of us. Success is a spectacular thing, but it is built of commonplace stones, one at a time. Personal success is not often accidental. Generally it comes from adherence to a carefully-made plan. Self-improvement is quite certain to follow from such nightly questions as: "What have I done better than usual today? What new thing have I learned today? What new point of interest have I discovered in my work? What definite

thing have I done to increase my circle of friends?" The man who "has no time to read," who is "so busy" that he forgets engagements, who neglects opportunities to make new friendships, is merely bustling instead of hustling. He is going by the ancient "rule of thumb," has not learned the meaning of efficiency, and has sentenced himself to a life of mediocre accomplishment.

ONE WAY TO FIGHT GERMANS

¶The banker with service to sell, the manufacturer or merchant with merchandise to sell—every man who has any reason for being in business—should keep right on advertising at this time. Men who are inclined to think otherwise should read carefully the following extract from the Berlin Lokal Anzeiger: "Nothing is more acceptable to the German nation than to note that the North Americans have abandoned advertising their goods in virtually all of the foreign markets. In the United States itself there is not a paper which has not suffered a loss in its advertising lines, and that despite the fact that the last year showed an increase in the millionaire class of 973 individuals. In other words, the war has terrorized the American nation. But not the Germans, for a perusal of their periodicals will show that manufacturers still advertise, even if they have not the goods to deliver, but with the idea of keeping their names before the public."

COMPENSATION

¶Since the declaration of war against Germany, the bankers of America have rendered a service to the government second to none. They have given unselfishly of their time and talent. They have encouraged investment in Liberty Bonds and War Savings Stamps. They have encouraged gifts to all recognized war activities. They have handled without charge, details of war financing without measure. But certain compensations are already apparent. Thousands of bankers, working on war committees, have come in closer contact with their customers. They have received fresh inspiration for community activity. They have "lifted themselves out of the rut" in very many instances. Bankers have become a new force in community betterment and civic progress.

WOMEN IN BUSINESS

¶Thousands of women have entered business in recent months, replacing men who have gone to the front. The process will be repeated in thousands of other instances, if the period of the war is extended. A transition is in progress which far-sighted bankers and business men recognize as significant. The society woman is thinking of practical things. The housekeeper has been taken outside the walls of her little world. Business women and women in industries are doing things they never did before. All are working with heads and hands for others, in the great cause that is bringing the men and women of America closer together. Bankers and business men will benefit through shaping their sales appeal to meet the changing conditions. Consideration of the feminine viewpoint is increasingly important.

"A CASHIER'S CHECK" For \$2.00 is all that is required to secure the monthly visits of the Northwestern Banker for an entire year. Each issue contains from 56 to 64 pages of mighty interesting matter pertaining to banks and banking interests in the territory covered by the magazine.

"OUR CORRESPONDENTS" Every bank in the Northwest is invited to a place on this list. Send us items of local interest, tell us about your bank and its growth, prospects, etc., also any other financial news of interest to bankers in your section. We are always glad to hear from our friends.

"SIGHT DRAFTS" We always carry a large "Reserve" of good will and additional service, and will promptly honor drafts made upon same by any bank. This department is for your special benefit. It may be made of very great benefit to your bank. Do not fail to avail yourself of its privileges.

"A CLEARING HOUSE" Our columns are a clearing house for all our readers. Express your views on any

topic of interest to the banking fraternity and submit same for publication. You do not have to agree with us, or with anyone else.

We learn things by an interchange of ideas, and people with whom we disagree often prove valuable teachers. We shall be glad to hear from you.

"NO PROTEST" Has ever been offered to the statement that the field covered by the Northwestern Banker is the money-producing section of the American continent, rich in hogs, cattle, corn, etc., and dotted with thousands of prosperous banks, all doing a good business, and the majority of them are readers of "The Northwestern."

"SURPLUS AND UNDIVIDED PROFITS" Increase very rapidly with those banks, whose advertisements appear regularly in the columns of this magazine. Full information as to rates and our special service will be promptly furnished on application. Your business solicited and appreciated. The "Banker" has been twenty-three years in its present field.



The Northwestern Banker

\$2.00 Per Annum

DES MOINES, IOWA, AUGUST, 1918

20 Cents Per Copy

War Is Teaching People to Save

By Geo. T. McCandless

Banks are old institutions; the banking business has existed in some form for many hundreds

of years. People in all walks of life come in contact with banks at some time during their lives and today the banks are filling a need that no other institution or men could fill.

Of course, the banking business has not stood still. Progress is to it a watchword and as new necessities arose the crises have been met and often in a most unselfish manner.

Children are sent on errands to the stores and soon learn about marketing and prices through this experience and in hearing the discussions of their elders in regard to prices and variety.

But education along banking lines and methods of business has been sadly neglected; I speak with reference to parents making their children acquainted with the methods of transacting business at a bank.

I think every child should be early taught the essentials of business practice. As soon as the little tot is able to walk a savings account should be opened for him at some good bank and he should be sent to the bank with his passbook to make his deposits out of his allowance or earnings.

In this connection I want to say that every child should be put on an allowance basis at a very early age. How can we expect our children to know anything about money unless we allow them to handle it?

Estimate the necessary expenses of a child and then give him enough each month to cover this outlay and perhaps a little bit more and then let him spend as he pleases what is left over. In this way he will soon learn where he may get the most for his money and the training in the actual handling of money will be worth much to him in later years when he will be obliged to gauge his expenses by his income.

Father sets son up in some business if he is able and turns him loose. Unless son has had some practical experience in the handling of money and knowledge of values he is apt to commit many mistakes which will prove more or less disastrous financially and otherwise.

Many a young man has gone into business with the idea that the receipts in the cash drawer are spending money and does not realize that only a part of this money is really his. It is an unkindness to a child to turn him loose under such circumstances. That is why office boys and newsboys make good business men—practical experience in dealing with the public and handling money.

This article by Mr. McCandless calls renewed attention to the importance of teaching thrift in youth and of giving children an opportunity to acquire experience in handling money.

I remember a very good banker—now gone to the great beyond—who was well known as being very close and careful in spending money and who amassed great wealth before his death. This man made it a practice to leave a well-filled pocketbook in the drawer of the sitting room table and his wife and children had access to this supply of funds. As a result every one of the children grew up to be a spendthrift with no idea of the value of money. Did it take the father's money long to dissolve after his death? Every one of these children is today working for a living and not because they want to but because they have to, and are unlearning rapidly the lessons their father taught them.

As the Austrian minister says, "There is a limit," and it proved true in the case mentioned.

A young man friend of mine felt called upon to enter the teaching profession. He had worked his way through college and knew what money would buy and through many hard knocks had succeeded in getting his degree from a first-class institution of learning. This young man had some

ideas of his own and used the textbook merely as a guide. His instruction to his pupils consisted of information not found in the books to a large extent.

When the subject of money was reached his questions to his pupils revealed to him a startling amount of ignorance on their parts of ordinary business practice, and this through no fault of theirs. So he started a little bank right there in the class room, got different forms from the local bank and thoroughly explained to the pupils the proper forms to use and what they were for. As a result these pupils did not have to unlearn the theories taught them when they got out into the world but found familiar things to deal with. This young man will go far in the educational world. He is now serving Uncle Sam. When he was about to leave for the cantonment I asked him if he did not think it would be a good plan to enter one of the officers' training schools. He replied, "No, sir, I am going in at the bottom and I am going to be the best darned private in the whole company and if my work shows merit it will be recognized and I want to get to the top by starting at the bottom and learning all the different steps thoroughly as I go up." I think I am safe in predicting that this young man will go far in army circles.

That is the great trouble with us Americans—we want to play sonatas and nocturnes before we learn the five finger exercises at the beginning of the book.

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"I think every child should be early taught the essentials of business practice. As soon as the little tot is able to walk, a savings account should be opened for him at some good bank and he should be sent to the bank with his passbook to make deposits out of his allowance or earnings. Every child should be put on an allowance basis at an early age. How can we expect our children to know anything about money unless we allow them to handle it?"

Sacrifice the Price of Victory

By Capt. Frank Edwards

I wonder sometimes why it was that our government selected me for this mission to America. I may say in a word why

I am here. Your government, the government of the United States, approached the British war office and the British government with a request asking that a number of officers who had spent some years in the front lines in France might be sent over to this country to tell the people of the United States something of the actual condition of things now obtaining at the front, and to bring home, as far as it is humanly possible, to bring home something of the pathos and reality and tragedy of war. I have sometimes wondered why our government sent me, possibly the explanation may be this. I served two and a half years in the South African war and upon one occasion I managed to get a Boer bullet in my jaw, and perhaps the government thought that a man whose jaw could recover from the shattering effects of the Boer war might be proof against the reaction of such a jaw-breaking job as the one now assigned to me.

Now, I am telling you this, ladies and gentlemen, for one specific reason and that is that I want every man and every woman distinctly to understand that if I appeal for sacrifice—and I come here to do nothing less—I am only asking every man and every woman to do for their part what I in some small degree have tried to do for my part. I am not asking anybody to do anything that I have not in the first place, in some small way, tried to do myself. And you know, the call for sacrifice is coming very near. The call for sacrifice is sounding clearer and louder and nearer every day. Service, in the past, ladies and gentlemen, has been enough; service henceforth will not be sufficient, sacrifice is needed.

You know this year, 1918, it is going to be a great year, a critical, a thrilling year for the world. The man I stand most in fear of today is not the man in the enemy line but the man behind our own lines; men and women of America, the man I am most afraid of today and the man most of the men in the line are afraid of today is the optimist, the blind and shallow optimist, the man who says that because America is "in," with all her resources, everything is all right. The man who says that because of this disaster that befalls the enemy, or this event, or that incident or the other, everything is all right, there is no need for personal sacrifice or self-denial or service on his part at all—that is the man I am afraid of.

Now, don't misunderstand me. When I speak of disaster I am not thinking of defeat, ladies and gentlemen—thank God, Mr. Chairman—and here this morning as a man from the line I have an unconquerable confidence in the ultimate triumph of the Allied cause. But there are other forms of disaster than defeat. You know

This address by Captain Edwards, of the Royal Fusiliers, before the Minnesota State Bankers Convention, aroused tremendous enthusiasm and in publishing liberal extracts from it we feel that we are privileged to serve our readers and at the same time promote patriotism.

that an unnecessarily prolonged war would be a disaster. You know it well, none better than you. A man said to me the other day: "It doesn't matter to us in America how long this war lasts, not at all." He said: "If we can't lick them this year, we will lick them next year; if we can't lick them then we will lick them the year after; if we can't lick them then we will go on until we do." It said very much for his spirit but it said very little for his common sense. It does matter how long this war lasts: have you counted the cost of it, have you counted the cost of every added month and every added year? You know of the billions it has cost this year and you know something about the increasing ratio in the cost of each succeeding year. It does matter how long it lasts, but, after all, men, I am not thinking, when I speak of the cost, I am not thinking of billions—I am thinking of your boys. I am not thinking of money, America, I am thinking of men. I am thinking of my own land and, through the experience of my own land,

I am thinking of your land; I am counting the cost, not in money but in the blood of men, and the tears of women and orphaned little children and desolated homes. Oh, men and women, it does matter how long this war lasts, and it is the bounden duty of every man here to do his utmost as a patriot, not only to gain the ultimate victory, which I believe today is inevitable, but to gain that victory at the earliest possible hour.

"You sing very often 'Keep the Home Fires Burning,' but I am sure you think again and again while singing that it is not you that keep the home fires burning. Remember your home fires are burning today because myriad home fires in another nation have been put out. Your homes are free through the sacrifice of other homes in their defense. Your home fires are burning in the shelter of those front lines in France, the frontier of your country is not your own coast, it is this trench carved across the fields of France."

I left France on the 17th of April, in the middle or, rather, the latter part of that terrific drive at Cambrai. The first two weeks I spent in Iowa and I was in a town in the south of the state of Iowa, and I saw some boys going away as you say, on draft. The whole town was filled with enthusiasm and great excitement prevailed. Those boys, twenty of them, were going away to the camp to be trained; and when I saw the enthusiasm and the excitement and the partings, I thought of the drafted men I had taken—we call our reinforcements drafts, I will call them reinforcements, that I had taken. During the Cambrai fight I came to England three times in ten days, and once I had to take back 2,000 men to stop the breach. I marched those 2,000 men through one of our southern ports on a Sunday morning. The people were standing along the streets, there were thousands of them there, but as I marched those men to the boat I marched silent men through silent streets, the street was as silent as you are. There were 2,000 men going over, but they were going there to die. They knew it, and others knew it; and I remember seeing an old gray-headed man with a gray suit and a black band on his arm that told its own story, raising his hat reverently to the lads as they went by, and the women standing there

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Manfully Playing the Game

By S. L. Frazier

When war was declared and the government called the upstanding young men of the country

to arms, the Hun propagandist got busy with the "MOTHERS" in an effort to hinder conscription, by picturing sinking ships, the utter impossibility of the POOR DEAR BOYS reaching France, and the certainty of their being "eaten alive" by the trained and skilled soldiers of the kaiser. They made great pretense of patriotism—they were good American citizens—they believed in fighting when we were attacked—but what a shame to send our poor boys over there to fight England's battles; and so they wrung their hands, set up a wail of woe, uttered a cry of despair, shed briny tears on the imaginary graves of some millions of splendid American lads, and when they had the anxious mothers sufficiently "gassed," they sallied forth in search of other mothers, where the same tactics were employed. They even damned the kaiser and proclaimed the "Boche" a bloody butcher, a murderer of old men and women, and a baby killer in order to terrorize and frighten the American mother.

The philosophy of despair had its effect on the thoughtless and the timid, but, happily, this is not Russia and you can't fool the American people for long. The kaiser may be pretty smooth, but he is altogether too stupid to put America out of business with his lying, spying, plotting, bombing, burning, and villainous propaganda. He can ride his wooden hobby horse rough shod over the prostrate bodies of his deluded subjects and make them like it, but the dirty dog who sent his mother to her grave with a broken heart can't come any of his Bobby-Make-Believe camouflage on us and get away with it. America could not believe it possible for any nation on earth to be guilty of the unspeakable crimes committed with unblushing effrontery by the Hohenzollern outfit of pirates and cut throats. America did not dream that any people could be so lost to all sense of honor and manhood and common decency—and so we listened to the siren song of the he-devils and the she-devils from Potsdam—we took the word of the "Bloody Butcher of Berlin"—we accepted at face value the twice-told tales of the accredited ambassadors, consuls and authorized spokesmen of his Satanic Majesty, only to learn, later, that the kaiser and his weasel-eyed bunch of official rats are the biggest set of rascals, cheerful liars, hypocritical shysters and diplomatic degenerates the world has ever produced. While pretending friendship they sunk the Lusitania. While being entertained in our homes they backed us into a corner and began throwing butcher knives at us. While accepting our hospitality they were drowning our women and children. While giving us a friendly greeting with one hand they were preparing to stab us in the back with the other. While von Bernstorff and his pack of hell-hounds were sound-

Mr. Frazier sounds a powerful note of warning against Americans being caught by insidious German propaganda—a warning that every one of us, as a good citizen, should most carefully heed.

"Beware of enemy propaganda. Many agents of the Kaiser are cunning, and subtle, and clever, and we must be wise as serpents in dealing with the yellow rattlesnakes—these vipers, wolves in sheeps' clothing, camouflagers, pretenders, false friends, pacifists, slackers, traitors, spies, bum-patriots, copperheads, whose business it is to deceive you and me, hinder the government in the prosecution of the war and shoot our soldier boys from the rear."

Mexico and Japan, plotting against our government and furnishing the money and the "scabs" to blow up bridges, burn munition factories, foment strikes, sink passenger ships, wreck trains, and organize "Hun" sympathizers and alien enemies in a nation-wide scheme to scuttle the good ship of state—and to make the perfidy complete, so complete that no other nation could ever hope to distinguish itself in that line, the dirty skunk with the withered arm (because of which he curses his mother every day of his life) was drinking toasts to our ambassador, James W. Gerard, and to **America** and the **president**—a piece of treachery and contemptible littleness and unadulterated cussedness and low-down dealing and unconscionable infamy such as history nowhere records.

However, we caught them with the goods on, and dear old "Uncle Sam" has peeled off his coat and is going to give Prussian militarism the "solar plexus" about 1920. There are a million "Sammies" over there now, and millions more getting ready, and we're going to clean up the whole rotten bunch of Hohenzollerns, clean up the "Hun" hordes, beat Germany to her knees and beat her swords into plow shares and her bayonets into pruning hooks. We are over there to win the war, and it doesn't matter whether it takes one year or ten, **united** America has decided that it is

better to sacrifice the **last dollar** and the **last man** rather than submit to the rule of a nation that has lost its soul, its honor, its good name, its conscience, its morals and its spirituality. We are going over there to win this war and we'll stay on the job, if necessary, until hell freezes over and skate home on the ice, and the old kaiser may as well put that in his pipe and smoke it. America is a giant, the greatest giant in the world, good natured, patient, forbearing, peaceable—but tread on his toes once too often, crowd him to the wall, dare him to fight, rouse his ire, stir his fighting blood, and he can lick Germany single-handed, and you "Hun" sympathizers ought to know it. One hundred and ten million people who think for themselves—10,000,000 fearless soldiers, with nimble minds, with initiative, with an individuality and a personality unknown to the machine-made soldiers of the kaiser—resources amounting to \$254,000,000,000.00—and once we "get going," what will become of the super-men (?) and the invincible (?) line and the unbeatable (?) army of pirates, head hunters and baby killers—the efficient ravishers, mutilators and murderers, who ought to sink so deep in the liquid fires of hell the bubbles would never cease to come up? What will become of the "horrible Hun" when our boys get in the game with both feet? Why, they are bringing in **Boches** for

(Continued on page 42.)

Agencies in Rural Welfare

By C. A. Goss

In this article Mr. Goss, Associate Editor of *Successful Farming*, Des Moines, Iowa, Shows What the Farm Press, Agricultural College and Banks Are Doing for the Farmer.

The agricultural extension service, the farm papers and the local banks are revolutionizing the farming industry. Never before have rural people placed the trust in these agencies which they are now holding. War conditions are arousing the people to a new duty and a new willingness to learn, and these same conditions are opening the way to new and unlimited fields of service on the part of the farmers' press, the farmers' college and the farmers' banks.

It is surprising what confidence is placed in these agencies. In many cases this confidence has become so great that the expressions, "My banker says so," "I saw it in my farm paper, therefore I know it is so," are common ones. And yet, when one stops to consider the service these same forces are rendering to the farmer it is not surprising, but the surprise comes in the knowledge that not every farmer in the U. S. is taking advantage of them.

A few days ago I stood in the office of the county agent of a wealthy Minnesota county. A farmer came in and greeted the agent by saying, "You saved me \$75 clear money on my bull. I would have sold him for beef prices, but your pedigree made him bring more."

That county agent keeps the pedigree of every pure-bred animal in the county, a duty the farmer would not take time to do, although everyone knows pedigreed stock brings more money. A few years ago that county was a wheat country. The bankers first noticed the decreasing fertility in the bank accounts, and loaned money on easy terms for live stock. An advisor was obtained from the state college, and today it is the richest county of its size in the state. Five out of every six farmers are dairymen. Through the press it has gained a reputation as a pure-bred dairy center, and the demands for stock at fancy prices cannot be filled. Last year four million pounds of butter were made and marketed by their twenty-five co-operative creameries. The farmers of that county owe their present prosperity to their local bankers, their county agent, and the farm press.

Last year more than \$10,000,000 worth of food products were produced by 2,400,000 boys and girls in the Junior Clubs of the country. Quite aside from the immediate meaning of this nation-wide effort it will undoubtedly develop a tremendous interest in agriculture in the ranks of the rising generation. But who started the movement? The bankers of southern Illinois were responsible for the great impetus given the dairy calf projects. They saw that the farmers of southern Illinois needed stock to keep up future productiveness and they started the influx by loaning money to the boys and girls with which to buy calves. The result is that "Egypt" is one of the leading dairy communities today. The idea spread into every state

in the union. One of the biggest aids given the club movement was by a farm paper which volunteered to loan money to any farm boy or girl for the purpose of getting a start in garden crops, poultry or live stock. In Oklahoma alone, money was loaned for the purchase of sufficient seed to plant nearly 7,000 acres to wheat, which meant over 150,000 bushels added to this year's crop.

Every department of the national government recognizes the vital importance of the state colleges and farm press in carrying on the necessary war projects. Twice President Wilson has called together at Washington paper editors to assist him in some great undertaking. With many country people their farm paper is the only connection they have with things of the outside world. Upon them depended the molding of rural opinion toward food conservation, the Liberty Loan, Y. M. C. A., Red Cross and every other war measure. The farm papers were depended on to advise the farmers of the establishment and location of government farm labor bureaus, the workings of the draft, and the importance of increased production.

The success of the income tax reports was due largely to the help which the local bankers and the farm papers gave in solving its difficulties. Many kept employees whose special duty was to assist their farmer constituency with such problems.

The boys' working reserve, with its numbers reaching to tens of thousands, is a child of the state agricultural colleges. Under their direction, these boys below draft age are learning to help the farmers save the food supply. In the Hood river valley they saved the berry crop when adverse conditions and labor shortage were threatening it; in Pennsylvania they picked last year's fruit crop and harvested the potatoes; in fact, in practically every state they are almost a godsend to work-swamped farmers.

These are only a few things the banks, agricultural colleges and farm papers are doing for their rural constituency. I might go ahead and tell how they increased the silo population of Indiana by over 6,000 in one year and other states have taken it up so indications are the number of silos in the entire country will be doubled. Only one of the little things which could be mentioned would be how one farm paper in its own community increased the consumption of dairy products over 20 per cent by an educational campaign on their food value. Now practically every large city has tried the same plan. A national dairy educational movement is on and every farmer who milks a cow will be benefited.

But while the farm press and agricultural college are helping from a distance, the local banker is the "man on the job." His influence in the community is

(Continued on page 18.)

"While the farm press and agricultural college are helping from a distance, the local banker is the 'man on the job.' His influence in the community is unlimited. He knows more about the farmer's business than any one; oftentimes he is the legal adviser, real estate agency, and business secretary as well as banker. More than any other person in the community, he is looked up to for counsel and advice."

Prepare Now for Days of Peace

By Lewis E. Pierson

Preparedness for peace in these days of war is as lacking in official circles as was preparedness for war in the days of peace.

New financial perils will arise should peace come unexpectedly. With the world entering a new business and industrial era, and all precedents upset, the United States is just "drifting." More powerful and wealthy than ever before, the nation is on the brink of a precipice covered with flowers.

Business men should retain the grip they have taken upon governmental affairs as a result of the war. If business competition is to be possible with our present allies after the war, plans must be laid now.

American business men appear to lack, so far, the ability to see themselves in the "larger world picture," and having lived and traded until recently in domestic terms, lack a vision of the world-wide competition which they must meet when peace is declared.

We enjoyed, or perhaps suffered, from what we called our splendid isolation. We assumed that the experiences of other countries meant little to us, because of differences, real or imagined, between their conditions of life and business and our own.

We are coming to see that our former splendid isolation from the world, instead of being "splendid" was rather "stupid," and that even if our domestic interests are to be protected we must adjust our vision to a world horizon instead of to one which marks our geo-

Mr. Pierson is chairman of the board of the Irving National Bank, New York. His advice to the National Association of Credit Men is of particular interest to the bankers of the Northwest at this time.

graphical boundaries. We have learned that our future must be a world future, while world trade, world connection, world problems, and hence world difficulties appear definitely included in what the future holds for us.

The powder interests, the oil men, the steel industries, the chemical people, the bankers, and the Chicago packers have written marvelous chapters in history in the last year, burying differences and working wholeheartedly to win the war. Washington has at last become populated with big business men, called there to put the war on a business basis, and while not yet on a twenty-four hour basis, the strides taken have been great ones.

Should Take Helm.

If these men are strong, big, and patriotic enough to do these things voluntarily, are not these types strong enough and safe enough to exercise a dominant influence in the operations of the government itself?

Should not the power and vision they represent be made more fully available for the direct purpose of the nation in government? Should they be called for national duty or be allowed to participate in national service only when the life of the nation is in danger? Should the power of regulation and discipline over all of their properties be left to other types of men who possess only a small part of the business vision

IOWA BANKING INSTITUTIONS.

Following are the latest statistics relating to Iowa banking institutions, as compiled June 1, 1918, by Frank Warner, secretary, Iowa Bankers Association.

Group No.	No. Counties in Each Group.	Priv. Banks Incorporated	New Banks Org. Under Ia. Laws	Banks Surrendering Iowa Charter	Consolidations	Titles Changed	Discontinued	New Members Added During Year	No. National Banks	No. State Banks	**No. Savings Banks	***No. Trust Companies	No. Private Banks	Members by Groups	No. Banks by Groups
1	10	3	4	.	.	2	2	4	40	44	76	4	42	192	206
2	12	2	7	.	.	.	1	8	58	48	102	1	24	225	233
3	9	1	6	1	.	1	.	4	38	32	67	2	25	147	164
4	8	3	2	.	1	1	.	2	22	53	66	2	5	141	148
5	11	5	7	.	2	2	1	20	44	35	89	2	34	204	204
6	12	2	3	.	1	.	.	5	48	46	131	4	47	276	276
7	9	.	1	.	.	1	.	2	30	35	115	5	9	185	194
8	6	.	1	.	.	4	.	1	16	10	90	4	6	126	126
9	9	.	2	.	.	.	1	3	24	23	39	.	27	103	113
10	7	.	1	.	.	1	.	1	19	17	83	1	12	129	132
11	6	.	.	.	.	1	.	.	11	19	60	3	7	100	100
	99	16	34	1	4	13	5	50	350	362	918	28	238	1,828	1,896

3*

53

1,308—State, Savings Banks and Trust Companies in Iowa, June 1, 1918.

1,896—Total number banking institutions in Iowa, June 1, 1918.

1,828—Number of active members in Association, less all those discontinuing business and consolidating during past year.

44—Number of associate members in this Association.

1,881—Total membership of Iowa Bankers Association, June 1, 1918.

*—Associate members.

**—Includes all institutions carrying in their title, words, "Trust and Savings Bank."

***—Those whose titles designate them as strictly "Trust Companies."

and power of execution so conspicuously shown by these proven executives?

How shall we stand with the nations of the world, with our allies, who, when peace has been declared, will be our competitors?

To what extent may we count upon them in any plan of cooperation we may then suggest and what are we doing to develop institutions which will protect our world interests regardless of what attitude may be assumed by any of these nations, friends, or foes? Down in Washington we are told that practically nothing is being done. American business men must realize that this is their war as well as it is the war of our soldiers.

A NEW TRUST COMPANY FOR DES MOINES.

The Fidelity Trust Company is a new bank at Des Moines, with proposed capital of \$1,000,000.00 and surplus of \$250,000.00. The officers and directors have provided that the business may begin with a paid-up capital of \$100,000.00 or any multiple thereof, and feel that there exists in Des Moines an opportunity for an institution of this kind, properly and conservatively managed.

This institution will add one more to the seventeen banks and trust companies in Des Moines, with their combined capital and undivided profits of \$7,000,000.00, combined deposits of approximately \$80,000,000.00, and loans aggregating \$56,000,000.00.

The fact that the per capita wealth of Des Moines is larger than any other city of the same size in the United States, recent banking consolidations and the city's rapid increase in population are among the reasons for the organization of the Fidelity Trust Company, two of whose directors are also directors of the Peoples Savings Bank.

This new institution is shown to be free from unnecessary and undesirable promotion features. The officers receive neither salary nor compensation for services rendered during the organization period. Those now acting as directors in the organization of this company are:

H. C. Hargrove, president, prominent breeder of fine-bred Holstein cattle, president Des Moines Silo Company.

F. S. Sprague, vice president, president Standard Life Insurance Company.

W. C. Jaeger, vice president, president Jaeger Manufacturing Company.

M. L. Sheurman, treasurer, vice president Sheurman Woolen Mills, director Peoples Savings Bank.

L. B. Kirkpatrick, president Boston Market Company, director Grocers' Wholesale Co.

E. A. Slininger, assistant treasurer, cashier and director of Peoples Savings Bank.

E. L. Lloyd, secretary, president Consumers Coal Company, vice president Lloyd Hotel Company.

W. B. Hanes, formerly vice president American Life Insurance Company.

Dr. R. P. Parriott, builder and owner Parriott Apartments.

Charles M. Domback, counsellor, Domback, Granger & Engleman, lawyers.

F. L. Miner, president Bankers Accident Insurance Company, vice president Iowa National Fire Insurance Company.

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

Frank B. Yetter, cashier of the Iowa National Bank, Davenport, Iowa, gives his excellent statement of June 29th a patriotic touch by including the following quotation:

"Off with the hat as the flag goes by,
Let the heart have its say;
You're man enough for a tear in your eye,
That you will not wipe away.

"Off with the hat as the flag goes by;
Uncover the youngster's head;
Teach him to hold it holy and high,
For the sake of its sacred dead."

William Ontjes, president of the Sioux Falls National Bank, Sioux Falls, S. D., is being congratulated upon the excellent statement of his bank for June 29th, showing deposits of \$4,322,827.77. This is the largest bank in South Dakota and its growth has been largely due to the aggressive policies of Mr. Ontjes.

John W. Foster, chairman of the publicity committee, Guthrie County Bankers Association, wrote the copy for the splendid letter to depositors published elsewhere in this issue.

Chas. H. McNider, of Mason City, while in Des Moines attending the republican state convention, received from Major H. H. Polk a brass model reproduction of the French 75 gun, which was given his son, Lieut. H. W. McNider, at the officers' training school in France. With the gun was a parchment signed by all the officers of the school, expressing their appreciation of Lieut. McNider as an officer, a gentleman and instructor. Lieut. McNider is now regimental adjutant of the Ninth Infantry.

L. T. Banks is now representing the Northwestern National Bank, of Minneapolis, in North Dakota with headquarters at Bismarck. Roger Hume and E. C. Nelson represent this bank in the states of Montana and South Dakota.

W. R. Finlayson, cashier of the Villisca National Bank, spoke before the Montgomery County Bankers Association at Red Oak, Iowa, on "Leaks in Banking." The talk was so good that the association passed a resolution requesting its publication in The Northwestern Banker.

Carl J. Schmidlapp, vice president of the Chase National Bank, New York, has joined the colors. D. C. Jackling, a director of the Chase National, is in charge of construction of two immense smokeless powder plants for the government at Nashville and Charleston, Col. Guy E. Tripp, another Chase National director, is chief of the production division of the ordnance department.

H. L. Tompkins was appointed an assistant manager of the foreign department of the Guaranty Trust Company, of New York, on July 15th. Mr. Tompkins began his banking experience as a junior clerk in the West Side Bank, in New York City, 22 years ago, remaining with that institution for 13 years. In 1909, he became an examiner for the New York state banking department under Mr. Williams, the then superintendent of banks. During the last six or seven years of his activities in the New York banking department Mr. Tompkins specialized in foreign exchange examination.

Fred Brown has been appointed chief national bank examiner for the Ninth Federal Reserve District, with headquarters at Minneapolis. Mr. Brown is a native of Colorado and was appointed a national bank examiner December 1, 1911. Prior to his appointment he had seventeen years banking experience in Idaho and since January 1, 1918, he has been acting national bank examiner for the Ninth District.

G. A. Holland, of the Ellis & Holland Company, Des Moines, Iowa, general insurance agency, mailed this interesting greeting card on July 13, 1918: "On this, my twentieth anniversary in the insurance business, I greet you! While nothing of historical importance has

THE officers of
this bank are
always at the im-
mediate service
of its customers

Established
1829



Nationalized
1865

**ATLANTIC
NATIONAL BANK**
257 BROADWAY
NEW YORK

Capital, Surplus and Undivided Profits, \$1,800,000

PHINEAS C. LOUNSBURY
Chairman
HERMAN D. KOUNTZE
President
EDWARD K. CHERRILL
Vice-President
KIMBALL C. ATWOOD
Vice-President
GILBERT H. JOHNSON
Vice-President
WILLIAM F. FITZSIMMONS
Vice-President
FRANK E. ANDRUSS
Cashier
JOHN P. LAIRD
Assistant Cashier
JOHN H. BRENNEN
Assistant Cashier

been accomplished by me, I feel that the time has been generally well spent and trust some good has been done. The great satisfaction is in the business and personal friends I have been privileged to make in these twenty years. I count you among them and trust the next score of years holds for you peace, happiness and comfortable prosperity."

\$—————\$—————\$

The Security National Bank, of Sioux City, Iowa, announces through the medium of a tasty blotter carrying a service flag that six of its boys are now at the front.

\$—————\$—————\$

J. J. Barley, Lewis F. Crawford and R. M. Farmer comprised the committee which drafted a resolution adopted by the North Dakota Bankers Association, saying that "We look with disfavor on any plan which would divide state bankers from national bankers, at this time when co-operation of effort and cohesion of all forces are so vital to the winning of the war."

\$—————\$—————\$

The Irving National Bank, of New York, won first prize at the San Francisco convention of the Associated Advertising Clubs for the best display covering an entire year's campaign.

\$—————\$—————\$

Walter Newcomer, of Baltimore, chairman, presided at the July meeting at Chicago of the committee on co-ordination of the A. B. A. Convention arrangements and other matters of moment received attention.

\$—————\$—————\$

H. Parker Willett, who has been secretary of the Federal Reserve Board, since its organization, nearly four years ago, has filed his resignation, to take effect at the pleasure of the board. It is understood that Mr. Willett will devote his time to writing on economic and financial subjects and will also resume his professorship of banking in Columbia University.

\$—————\$—————\$

R. E. Cone, of Huron, S. D., in his annual address as president of the South Dakota State Bankers Association, congratulated the members on the fact that every bank in the state was doing its full duty in connection with the war loans.

\$—————\$—————\$

Secretary Richards has after much effort secured a lower rate for members of the Minnesota Bankers Association on fidelity bonds for smaller banks. The new rate will be uniform, \$2.50 per thousand, regardless of the capitalization of the bank. For some time the rate

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

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, \$5,475,000

Deposits, \$70,000,000

ACCOUNTS OF BANKS AND BANKERS SOLICITED

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

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**
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CHARLES H. HULBURD **CHARLES L. HUTCHINSON**
MARTIN A. RYERSON
J. HARRY SELZ **EDWARD A. SHEDD**
ROBERT J. THORNE **CHARLES H. WACKER**

has been \$4.00 per thousand on banks with less than \$25,000 capital.

\$—————\$—————\$

James B. Blaine, Jr., grandson of the statesman, has been elected vice president of the Liberty National Bank, of New York. He is director of the bureau of development of the American Red Cross.

\$—————\$—————\$

General Crowder has written the Federal Reserve Board stating that bank clerks are excepted from the operation of the work or fight order.

\$—————\$—————\$

Percy W. Hall, western representative of the Mechanics and Metals National Bank, New York, has attended over twenty conventions and crop meetings this year. He has recently been over Iowa, Minnesota and the Dakotas and reports the crop outlook to be very fine.

\$—————\$—————\$

George Messenger, superintendent of banking, says many Iowa banks have joined in the movement to aid the farmers in getting in the crops, by closing the banks early and spending the remainder of the day in the field.

\$—————\$—————\$

A. T. Pomeroy, vice president of the Bankers Trust Company, of New York, is in France doing work for the Red Cross.

\$—————\$—————\$

Gurdon W. Wattles, chairman of the board of the U. S. National Bank, Omaha, was recently married to Miss Julia Vance, at the Natural Cathedral at Estes Park, Colo. The romance grew out of war work, Mr. Wattles being the federal food administrator for Nebraska and his bride the home economics director for the state.

\$—————\$—————\$

Ralph Van Vechten, vice president of the Continental & Commercial National Bank, Chicago, has returned from a trip through South Dakota, North Dakota and Montana, where he reports conditions to be exceptionally good. The crops are looking fine and the farmers prosperous.

\$—————\$—————\$

C. T. Simmons, representing the Drovers National Bank, of Chicago, was recently in Des Moines and reports a splendid trip through Iowa.

\$—————\$—————\$

T. R. Watts, cashier of the Citizens Bank, Grand Junction, Iowa, was in Des Moines recently. He says crops never looked better in his section and that the outlook for fall business is splendid.

\$—————\$—————\$

J. H. Lyford, cashier of the Farmers State Bank, Fairdale, N. D., called at The Northwestern Banker office a few days ago. Mr. Lyford reports business good in his territory and the crop prospects excellent.

\$—————\$—————\$

Lieut. Halstead M. Carpenter, U. S. R., stationed at Fort Snelling, has been advanced to the rank of captain in the National Army. Capt. Carpenter is the son of Henry Carpenter, president of the Monticello, Iowa, State Bank.

\$—————\$—————\$

James Phillip McManus, vice president of the First National Bank, Chicago, and for many years representative of the First National in this territory, was married on July 24th to Miss Elsa Loomis, daughter of

Mr. and Mrs. Allen R. Loomis, of Fort Dodge, Iowa. Mr. McManus has a host of friends throughout the Northwest who will join in extending all good wishes.

CHARLES P. CLIFFORD ELECTED MANAGER.

At the last meeting of the board of directors of the First National Bank, of Chicago, Charles P. Clifford was elected manager of the foreign exchange department and Harry Salinger was elected assistant manager.

Mr. Clifford has been with this department since 1890, having occupied every desk in the department.

Mr. Salinger entered the bank in 1901 and has been in the in-mail department, the transit department and later became one of the special accountants.

John J. Arnold, who prior to this election had the joint title of vice president and manager of the foreign exchange department, relinquishes the latter but retains his connection with the department though he will devote most of his time to broadening the scope of his department's activities.

WAR IS TEACHING PEOPLE TO SAVE.

(Continued from page 6.)

One must be sure of himself before he can hope to have others believe in his ability. He may fool us all for awhile, too, but some day some one will show him up.

A man might get a first-class imitation diamond that would fool everybody with whom he associates, but he will always have a fear that some stranger who is posted on the real thing will strike town and spot him for a cheap sport and prove to be his undoing, and make him a laughing stock among his friends. Never for a moment is he happy in the possession of this false stone—he is only kidding himself. He has the same lack of satisfaction he would have in cheating himself at a game of solitaire.

We are apt to be sure of a man who is sure of himself. The only man who is sure of himself is the man who knows and knows that he knows. He will have this satisfaction all the time and results will prove to the other people that he is the real thing.

One of the greatest results of the bond issues I can conceive of will be the education of the masses along the line of saving money and the men who are conducting the baby bond campaign will reach the great number of our people who could not afford to buy a Liberty Bond. The signing up of the cards agreeing to buy a specified number of bonds each month will automatically show the people the things they could have done without and when this lesson of doing without non-essentials is well learned we will have a thrifty class of people in great numbers. High school boys and college boys have long thought it smart to say to a chum: "Lend me a five till next week, I'm broke," and this idea of humor prevailed in the employe ranks in many of our larger business houses. The investment of the lending employe in war stamps and baby bonds will shut him off from having the ready money to lend to his friend who is "broke" and this will be a good lesson for the latter and help to put him on a sounder business footing.

We are all learning the lesson of doing without; and this to me will be the greatest economic lesson of the war—the education of us Americans to save and have and give.

Your Service Requirements

THE Banks and Bankers Department of this Company is the point of contact between our customer banks and our forty other departments.

Any and every service which these departments render—and that means every domestic or foreign banking service—is placed at the disposal of our customers through the

BANKS AND BANKERS DEPARTMENT

Officers in Charge

E. W. STETSON, Vice-Pres. JAMES M. PRATT, Vice-Pres.
G. J. GEER, JR., Asst. Treas. A. B. HATCHER, Asst. Treas.

We invite your inquiry as to how this Department may meet *your* service requirements.

Guaranty Trust Company of New York

140 Broadway

New York : London : Paris
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

SACRIFICE THE PRICE OF VICTORY.

(Continued from page 7.)

fluttered their black-edged handkerchiefs which told their own story. Men marching in silence through spectators in silence, men going to die—we drank the cup of bitterness to the dregs. There is no glamor, no halo, no romance about war for England today.

You know war is a sordid thing, but it calls for splendid qualities; sordid thing, yes, but it calls for splendid qualities. You know war calls for courage, for resolution, for self-denial, for sacrifice; yes, you say, from the man in the line—oh, no, that is where you make the mistake. It calls for these qualities as much from the men behind the line as it does from the men who are in the line. It calls for these qualities, not only from your lads in the line but from your men and women in the nation that sent them there; a sordid thing, but it calls for splendid qualities. Yes, America, the war has called out splendid qualities from you, too. You know that your nation, great as it was in the past, was never so great as in the hour when you stepped down from your pedestal of neutrality and took your part in this world conflict for right and God.

A man asked me the other day, "Have you ever seen so many bankers together before in one room?" I had the pleasure of addressing hundreds of bankers down in Iowa. I don't think I saw quite as many as are here but, gentlemen, I have seen many more bankers than this assembled together, British bankers. Where? I will tell you—on the fields of France, marching into action. My regiment is the Royal Fusiliers regiment and the 31st battalion of that regiment is entirely composed of bankers. I have seen a battalion of a thousand men marching into action, to fight and to die, and every man a banker.

That is our experience in England. Why, our business men in England, one man in three remains; two are taken from the business, one remains. He does the work of the other two and shares what profits there are with their families and all our business men, our business men in high places, serve four nights a week as special constables on the street. Why? Oh, because our police force is fighting in the line. Two thousand miles of our railways have been torn up, we sent thousands of locomotives, our rolling stock, across to France.

You sing very often "Keep the Home Fires Burning," and you sing it very delightfully, but I am sure you think again and again while singing "Keep the Home Fires Burning" that it is not you that keep the home



Still Growing

The well-known standards of service maintained by the Mechanics Savings Bank are constantly drawing new accounts to us from the banks and bankers of Iowa.

Increased facilities are added as required, so that every account is given close attention.

Your Account Invited

If you would like an efficient connection in Des Moines it will be a privilege to place the service of this bank at your disposal.

The Mechanics Savings Bank

319 Fifth St.
Des Moines

OFFICERS
 G. E. MacKinnon
President
 H. F. Gross
Vice President
 H. F. Schoen
Cashier
 N. B. Scoles
Asst. Cashier
 L. J. O'Flaherty
Asst. Cashier
 Harper Gordon
Asst. Cashier

DIRECTORS
 Nelson Royal
R. R. McCutchen
H. F. Gross
D. E. Moon
W. A. Rutledge
Chas. A. Rawson
John H. Gibson
R. J. Clemens
G. E. MacKinnon

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
E. C. TUBBS



WM. W. LEGROS
CHARLES L. BOYE
WM. L. McKEE
ROBT. J. McKAY
WM. E. McLALLEN
EDWARD N. HEINZ
WM. J. FICKINGER

} Vice Presidents

} Ass't Cashiers

} Cashier

HARRY LAWTON, Manager Foreign Exchange Department

A GENERAL BANKING BUSINESS

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 Federal Reserve Bank of St. Louis

fires burning. Oh, thank God, people of America, that you live in this happy, in this beautiful land, so far away from the havoc and the ravages and the tragedy of war. "Keep the Home Fires Burning." Remember your home fires are burning today because myriad home fires in another nation have been put out. Your homes are free through the sacrifice of other homes in their defense; your little children are safe and happy through the sacrifice of countless thousands of little children in other lands. "Keep the Home Fires Burning." Your home fires are burning in the shelter of those front lines stretching across the fields of France, the frontier of your country is not your own coast, it is this trench carved line across the fields of France.

Mothers, write your boys and tell the people to write the right sort of letter. Don't write about the war, they are in the war. Don't write news, so-called, tell the people to write tender, intimate letters of home, letters that you wouldn't think of writing to anybody else in the world. For instance, when you are writing, mothers, tell the lad what the old daddy is doing now, it don't matter what it is, tell mother to write the boy what she is doing, if only washing or baking, it doesn't matter, what the boys and girls, the brothers and sisters, are doing. Tell him about the garden, about the farm, about the crops; make the letters so full of home that it shall bring home near to the heart of the boy in the trenches. At the other end he will tell his friend: "I had a letter from home today, daddy is all right, mother said he was doing so and so when she wrote me, mother is all right. She was worried about me, but she has had my letter and she is all right again. The boys and girls are all right."

You know today what we are fighting for; God help the man who is so blind he doesn't know. It is not a matter of sentiment, it is a matter of God-given trust and divine responsibility. I might say that the people behind our lines are very sad. They are living under conditions of war, under martial law. Do you know what it means to have millions of men and war equipment in the land? It means that your ordinary roads and by-ways are congested, so you can't travel. I have seen a poor old peasant woman a quarter of a mile from her house waiting for eight or nine hours for a chance to cross a road to go home. You will have an enormous amount of baggage and impedimenta to transport and you have millions of men traveling to and fro in every direction, and every million you send, let me say, you will interpret it in the sense I mean, adds to the discomfort and drain of the country behind the lines. You

ACCOUNTANTS

Our experience as **Public Accountants, Auditors and Appraisers** enables us to render you and your customers the best possible service in this line of work.

LOUIS J. MUEHLE & CO.

503 C. N. B. Bldg.

Phone Wal. 3598

DES MOINES, IOWA

Be Ready

As a progressive banker you are going to have a busy fall.

You will want to Be Ready to make every moment count. To do this you should purchase early your Christmas Savings Club Supplies.



SUPPLIES

—are both practical and economical—our knowledge of how to promote and conduct these clubs will be of special interest to every banker.

Our supplies are equally as well adapted for the coming Liberty Loans.

Let us tell you how easy it is to Be Ready.

Write Us

The Thrift Press

Peoria, Illinois

Leavitt & Johnson National Bank

Established 1856

Capital, Surplus and Profits
\$300,000.00

Total Assets
\$3,500,000.00

Accounts of Banks Desired and
Appreciated



Waterloo, Iowa

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

1857



1918

Statement of Condition at Commencement of Business, July 1, 1918

RESOURCES		
Loans and Discounts	.....	\$ 69,003,757.19
United States Bonds and Certificates	.....	2,478,120.00
Other Bonds and Mortgages	.....	10,836,168.76
Stock in Federal Reserve Bank	.....	330,000.00
Customers' Liability under Letters of Credit	.....	4,923,784.00
Customers' Liability under Acceptances	.....	5,230,547.59
Cash and Due from Federal Reserve Bank	.....	8,437,113.08
Due from Other Banks and Bankers	.....	19,987,990.62
Checks for Clearing House	.....	2,201,875.32
		30,626,979.02
		\$123,429,356.56
LIABILITIES		
Capital	.....	\$ 3,000,000.00
Surplus	.....	8,000,000.00
Undivided Profits	.....	1,591,232.71
Reserved for Accrued Interest and Taxes	.....	372,543.54
Dividend Payable July 1, 1918	.....	350,000.00
Liability under Letters of Credit	.....	4,923,784.00
Liability under Acceptances	.....	5,032,706.53
Deposits	.....	100,359,089.78
		\$123,429,356.56

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

will understand the way in which I say it. I mean to say, the demands of the war, your responsibilities and the demands of the war react upon the comforts and industry of these people. They are living under conditions of war; and every farm and every house in France is a billeting station for troops.

Do you know—I will close with this—that the women of England saved the world in 1915? I leave it to you: I was in the line in 1915 and my trenches on one occasion were so bombarded, they were beaten down to the ground during the day and all night my lads toiled to rebuild them to save their lives, and again the bombardment continued. I phoned back to retaliate, and then we crouched down behind our broken mass of trenches, waiting to hear the scream of our shells going over to protect us. But we heard nothing. I phoned back again: "Retaliate, bombardment heavy, casualties serious," and we waited and waited but heard nothing. And again I sent an even more urgent message because we were almost beaten, and then the reply came, the old English reply: "Carry on, carry on! Hold the line at all costs, but we can't retaliate, we have got no shells."

Mr. Lloyd George, my great fellow countryman, called together the women of England. He asked: "Will you save the line?" They said: "Yes." Eight hundred thousand of them went into our factories, transformed into munitions works; and today we have 93 national arsenals and we have 5,000 great factories controlled by the government changed into munition works and we have five million women working for England, to save England and save the line, and 70 per cent of all the machine work on our shells and fuses and trench warfare equipment is the product of the labor of women. Women saved the line in 1915 and saving the line, they saved the world.

May I ask you, in order to win, will you put your patriotism before everything? Put your patriotism before your profits, play the game, America; hurry up, America. I know you will. I know that when this great nation realizes as it will some day the real nature of war, your men will be as grand as the men of your Allies have been and as grand as your lads in the line today are and have already proved themselves to be, and your women will be as splendid and as heroic as the women of England and the women of France.

FOOD MESSAGE TO BANKERS.

The Guaranty Cattle Loan Company, of Kansas City, Mo., has issued in very attractive form a special message from the United States Food Administration, addressed to the patriotic bankers of America.

This message observes that in all ages cattle have represented wealth and even with modern civilization and complex warfare the same primitive human tendencies are still evident.

AGENCIES IN RURAL WELFARE.

(Continued from page 9.)

unlimited. He knows more about the farmer's business than anyone; often times he is legal advisor, real estate agency, and business secretary, as well as banker. More than any other person in any community he is looked up to for counsel and advice. His influence in the community is unlimited, and directly in proportion to that influence is his ability to be of service to himself and community, by helping them in building up their own prosperity, for in the prosperity of the farmer is the prosperity of all mankind.

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.



MADE TO ORDER

Really knowing the styles worn by gentlemen is but part of good tailoring.

We study the characteristics of each man's figure, and, with a hundred and one small perfections of cut and fit, give his clothes that indescribable look called **STYLE--Individual Distinction.**

Suits and Overcoats, prices--\$35 to \$75.

A splendid range of clear cut Wors-
teds at \$35 to \$40.

An almost endless array of smart fabrics await your selection here.

NICOLL The Tailor
W^m Jerrems' Sons
24th Year Des Moines, Iowa

For 37 Years

the Metropolitan Trust Company has been conducting a high-grade banking and trust company business in the very heart of America's financial district. Its present offices at 60 Wall Street are equipped with every modern facility for handling banking matters with the greatest accuracy and despatch. We offer a special service complete in every detail to correspondent banks. A handsome illustrated booklet showing views in our banking offices and photos and descriptions of some of the time saving machines we are operating will be sent upon request. Write for it today.

Capital \$2,000,000 Surplus \$4,000,000

Metropolitan Trust Company
of the City of New York

60 Wall St. 716 Fifth Ave.

Member of Federal Reserve System

Established



1868

Capital and Surplus

\$1,750,000.00

The live stock industry is a war industry
of first importance

The Live Stock Exchange National Bank
of Chicago

lends its entire support to the live stock industry.
Your patronage will assist in this great work.

Legal Opinions and Decisions

The following question has been submitted:

A bank customer who has been duly appointed and qualified as Guardian for his minor children, is using and checking from the bank their funds to pay his own personal indebtedness. The bondsmen of this guardian have knowledge of the above facts. Can they hold the bank liable?

Answer: The above question is indefinite as to stating whether or not these funds belonging to the minor children are deposited in the name of the guardian or to his own personal account. However, assuming that these funds are deposited in the name of the guardian, the bank assumed no liability, whatsoever, since they have informed those parties and bondsmen of the status of affairs. It is held in Iowa generally and by other states, that where the deposit is made by the executor, administrator, public officer of other trustee, the relation of debtor and creditor is created between the bank and the depositor as in other cases. This last set out rule is subject, however, to one exception, viz.; that if the deposit is made in violation of the trust, and this fact is known to the bank, so that it had no right to receive the deposit as in case made by public officer, in violation of law, the relation of debtor and creditor is not created, but the Bank holds the money as a constructive trustee with the result that if the bank becomes insolvent the beneficiary has a preferred claim as against the general creditors, if he can trace and identify the fund.

Since in this case the deposit is made by the guardian a contract is entered into between the bank and guardian, the guardian has a right to withdraw the deposit, and the bank may assume that the trustee will appropriate the money when drawn to its proper use. If in this case the bank having knowledge that a breach of the trust is being committed by an improper withdrawal of the funds and the bank participated in the misapplication of the funds, it then is liable, viz.; if the bank permits the guardian in this case to pay the

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.

bank the debt which the guardian individually owes the bank, then they are liable, not otherwise.

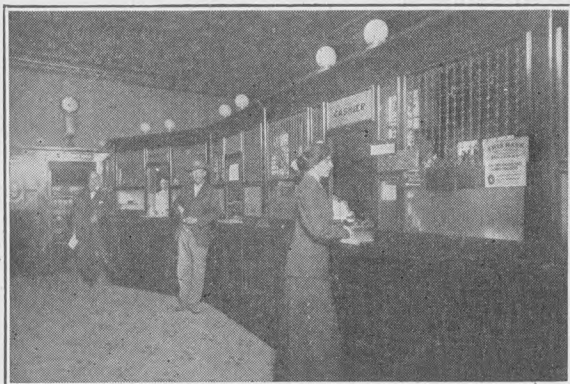
Question: A certain bank receives in a cash letter from one of their correspondents, a check signed by one of the bank's depositors and payable to the order of John Doe for \$1,000.00.

The indorsement of the payee; viz., John Doe, was missing on the back of the check which should have been there with several other indorsements which were listed on the back of the check. The last bank forwarding this check supplied the indorsement, "Pay any bank or banker all prior indorsements guaranteed," with their name on the said check. Supposing that John Doe, the payee of said check, should claim that he never received the said \$1,000.00. What position would the bank be in with reference to the protection of its depositors, and also what attitude would the last indorsing bank be placed in by virtue of having guaranteed all indorsements?

Answer: Under the negotiable instruments law paragraph thirty (30), which holds that an instrument is negotiable when it is transferred from one person to another in such a manner as to constitute a transferee the holder thereof. If payable to bearer, it is negotiated by delivery; if payable to order it negotiated by indorsement of the holder, completed by delivery.

Under paragraph forty-nine (49), of negotiable instruments law, it holds that where the holder of the instrument payable to his order, transfers it for value without indorsing it, the transfer vests in the transferee such title as the transferer acquired, in addition the right to have the indorsement of the transferee. But for the purpose of determining whether the transferee is a holder in due course, the negotiation takes effect as to the time when the indorsement is actually made.

In most of the states the courts have held that where the instrument is payable to order, the indorsement is required to constitute the transferee a holder in due course, but without the indorsement of the payee of



Your Chance

We always have in our possession several sets of second-hand bank fixtures which we offer at so low a price that you can always dispose of same without a loss to you. If you are opening in a temporary building, or even for permanent use, these will make splendid fixtures at about one-third cost of new equipment. Get the description of these outfits—it is worth your while.

McNamara-Kenworthy Co.

Des Moines, Iowa.

instrument, the party to whom it is transferred takes subject to the defenses in favor of prior parties.

There is, indeed, some authority to the effect that if it was the intention of the parties that the instrument should be indorsed, but the indorsement was omitted through the inattention, mistake, or fraud, the indorsement, when subsequently obtained, will relate back to the time of the delivery, but operate as if then given, the holder standing as a bona fide purchaser as of that date. The governing principle is that in order that the purchaser may take title, discharged of equities, three things must concur: (1) Bona fides, (2) the giving of value and (3) the transfer of the legal title.

In the above case without the indorsement of John Doe on back of said check, all subsequent parties acquire no legal title, since legal title in such case must only be granted by the signature of the payee on the instrument itself or by slip of paper thereto attached and made a part thereof. In this case the bank should not cash said check until there appears on the back of said check the indorsement of the said John Doe. And insofar as the bank should place on the back of this check the words, "Pay any bank or banker, all prior indorsements guaranteed." However, it is not to be presumed that the bank guarantee the indorsements of John Doe, since they would have no power so to do, and all other indorsements assume the responsibility in any and all prior equities which may arise.

Query in Banking Ethics.—A military company has fund raised for them at home—money deposited in home bank under name "Company Fund (Officer's

name)," company transferred to camp many miles away:

The officer is transferred to another camp and regiment.

The new commanding officer writes the bank for statement of account.

Question:—Should the bank send the new commander such statement?

Answer:—The officer in above case is merely the agent of company and once he departs from the company in whose name funds were deposited, his authority ceases and the newly appointed officer at once as-

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

Choose Fisher-Morris Fixtures

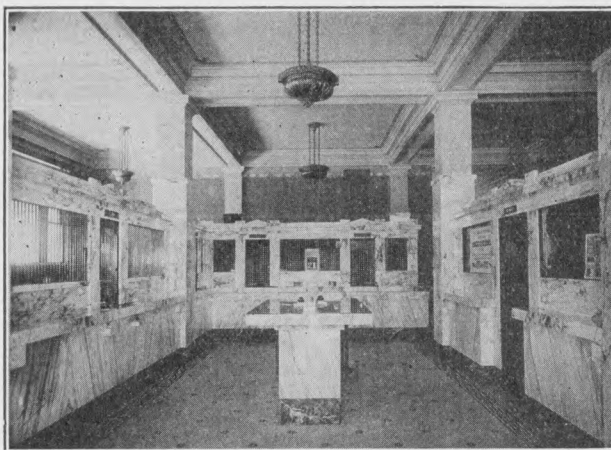
**They Have Set the Standard
for Bank Interiors for
Over Half a Century**

They are recognized the country over as a real asset, because they are beautiful, practical, permanent.

They increase efficiency—enable your employes to accomplish more.

They please your customers—attractive fixtures are a sound investment.

Give us an opportunity to apply our experience to the service of your bank—the advantage will be mutual.



A Fisher-Morris Bank Interior

Every detail receives the expert attention of our complete organization. We are as particular about the little things as we are about the big things.

Over three thousand banks have been equipped with Fisher-Morris fixtures and the officers of these institutions are more than satisfied with our service. Ask us to help you plan your new bank interior.

Fisher-Morris Company

Bank Fixture Headquarters for Past Half Century

CHARLES CITY, . . . IOWA

sumes full charge of said funds and the bank should forward to him the necessary data. But let not the bank relinquish their trusteeship of said funds until they have been credibly informed that said original company has become intact and that it is their desire that said funds be withdrawn. Accounts of above nature cause a great deal of trouble and should be dispensed with unless a written agreement be had by and between the debtor and creditor, explicitly stating that no surrender of funds be made until termination of war.

NEW BANKERS ASSOCIATION.

A new nation-wide association of bankers, to be known as the National Council of State Banking Associations, was formed at St. Louis on July 15th. The committee on credentials reported 185 regular delegates, 35 of whom were from Illinois. The voting was by states. Iowa was not represented at the convention.

Wm. M. Booth, of the Security Trust, Los Angeles, later elected president, stated that the council would not antagonize the Federal Reserve System. He said the new council would "go to the meeting of the American Bankers Association in perfect friendship and work with them shoulder to shoulder, 100 per cent American."

The council elected an executive committee of twelve members, one from each Federal Reserve District, who will represent the association in legislative matters at Washington.

Lobby gossip was to the effect that the new association would very likely become a competitor of the American Bankers Association, seeking the favor of the bankers of the country. During the proceedings 30 delegates from Illinois left the convention hall.

Banking Commissioner George I. Skinner, of Albany, N. Y., presided until George A. Terrill, Jr., of Philadelphia, was appointed chairman.

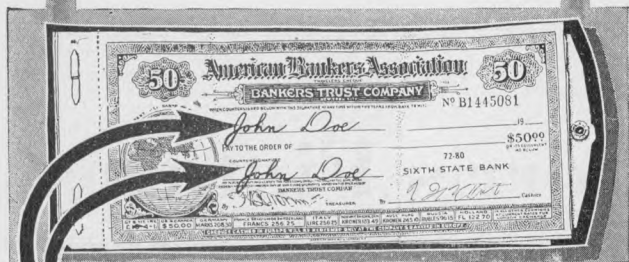
The officers elected are: W. H. Booth, of the Security Trust, president, Los Angeles; William Macferran, vice president, Topeka; George W. Rogers, vice president, Little Rock; F. H. Sisson, vice president of the Guaranty Trust, New York, secretary; William B. Boulton, treasurer, Morristown, N. J.

The following comprise the executive committee: Albert O. Brown, Manchester, N. H., First District; Charles H. Sabin, president Guaranty Trust Company, New York, Second District; George H. Earle, Jr., president Finance Committee, Philadelphia, Third District; Malcolm McGriffith, president Fidelity Title and Trust Company, Pittsburgh, Fourth District; Emory L. Coblenz, president of Central Trust Company, Frederick, Md., Fifth District; Forrest Lake, president Seminole County Bank, Sanford, Fla., Sixth District; H. A. Moehlenpah, Clinton, Wis., Seventh District; Charles S. McCain, vice president and secretary Bankers Trust Company, Little Rock, Eighth District; George G. Johnson, vice president First Peoples State Bank, Thief River Falls, Minn., Ninth District; Charles L. Engle, president Commercial Bank, El Reno, Ok.,

**Elements of Convenience
in "A.B.A." Cheques**

FIRST:

Identification. One of the most convenient features of "A.B.A." Cheques is the ease with which they "identify" the holder to strangers. The countersignature of the holder, if it corresponds with the original signature, placed on the cheque at the time of purchase, sufficiently establishes his identity. "A.B.A." Cheques therefore are more dependable and convenient than drafts, certified cheques and other paper that cannot be safely cashed by a stranger without positive identification, which often is difficult to furnish.



The signature and countersignature corresponding, the holder is properly identified.

BANKERS TRUST COMPANY
NEW YORK CITY
Agent for issuance of

AMERICAN BANKERS ASSOCIATION TRAVELERS' CHEQUES



OFFICERS

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

FRANK B. YETTER, Cashier
LOUIS G. BEIN, Assistant Cashier



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

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

Tenth District; Travis Oliver, vice president Central Savings Bank and Trust Company, Monroe, La., Eleventh District, and John S. Drum, president Savings Union Bank and Trust Company, San Francisco, Twelfth District.

St. Louis bankers, who were hosts, took no part in the discussion and as above stated Iowa sent no delegates. Illinois, Indiana, Michigan, Missouri, Ohio, Tennessee, Wisconsin and Texas opposed the organization. Thirty states were represented.

TORRID ZONE WARM AIR HEATER.

Just as a chain is no stronger than its weakest link, so a warm air heater is no better than its body and joints.

The warm air heating plant has always been recognized as the best method of supplying heat to residences, schools and churches when properly installed.

To overcome the only objection of gas and smoke leaking into the building the manufacturers of the Lennox Torrid Zone Warm Air Furnace, which is shown in the accompanying illustration, make the body of their furnace of heavy, mild, open hearth, steel



plates, riveted together and calked under tremendous air pressure.

The fire pot is made of fire brick which line the inside of the combustion chamber. The grates are of the locomotive type and are easy to operate.

The heating surfaces are vertical and allow no accumulation of soot and ashes; this insures a prime heating surface at all times.

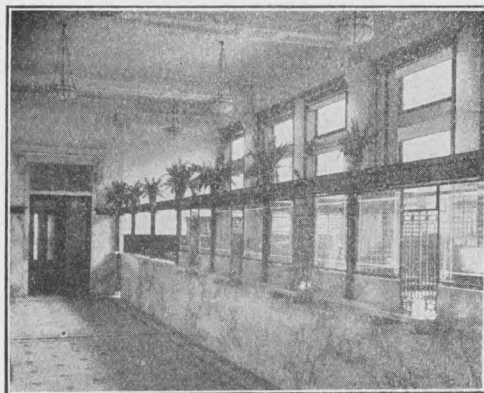
The double feed doors permit the burning of large chunks and trash in fall and spring. A woman or child can tend it and you do not have to be an expert stoker to avoid spilling fuel from the shovel.

Styles and sizes of the Torrid Zone furnace are made to suit the different requirements, ranging from the small cottage to the public building with a fan warm air heating system.

Their engineers are at your service and you can get full particulars and details by writing the Lennox Furnace Co., 200 Lincoln Highway, Marshalltown, Iowa.

ATTRACTIVE FIXTURES ARE A BANK'S BEST ASSET

Then why not get "EHRlich"
Fixtures 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.



Make Your Advertising Say "WE'LL WIN!"

JUST BECAUSE UNCLE SAM doesn't want you to travel, don't think he wants you to put your business to bed for the duration of the war.

ADVERTISE! In the face of short help, inexperienced employees, economies, added duties—keep your bank's service at 100%—plus.

CRADDICK SERVICE will take care of all your advertising details and do it effectively, efficiently, economically.

A DEFINITE advertising proposal will be sent upon request, giving full information with cost estimate. In writing, enclose last bank statement.

H. B. CRADDICK

Advertising Manager for 424 Banks
1004-1008 First Nat.-Soo Building
Minneapolis, Minnesota

How to Get Profitable Depositors

By F. E. Davis

I live in a small agricultural county of six townships, in a county-seat town of 4,000 population. There are eight banks in the county and six more within a mile of the county line. My bank has about 40 per cent of the deposits in the county and controls over 60 per cent of the money loaned. Our deposits are \$1,000,000 and our loans are over \$1,500,000. Therefore, as we are no better bankers than other bankers in our neighborhood, there must be some other reason for this large percentage of the business; and, while I would not like to say it in the hearing of my competitors, I am frank to confess to you that I, personally, think it largely due to judicious advertising.

One of the greatest drawbacks to banking prosperity is the lack of knowledge the public has of the real workings of the banking business. There are thousands of people who are still afraid to trust their money to banks. They do not know how the laws protect them. They do not know how strong these institutions are. Neither do they know how funds grow by reason of added interest, nor how much safer money is in a bank than if hidden away where it is liable to be stolen or burned. Then we would ask: Does it pay to advertise and will advertising bring deposits to the bank?

This question is constantly in the mind of a banker who has never thoroughly tried out a common-sense, scientific campaign of advertising. The banker who has patiently and persistently advertised his business just transposes the first two words of the foregoing question and thereby transforms it into the truest statement ever made—it does pay to advertise!

Don't think that the people are going to rush into your bank to open an account the first time you run a good ad in a paper or send out a good circular letter—for they are not going to do it. But—if your bank will start in on a good, strong advertising campaign

In this article Mr. Davis, president of the Indiana State Bankers Association, gives many practical ideas which he has found successful and which offer valuable suggestions to the bankers of the Northwest.

and keep at it from year to year, you are sure to get the business, for you will have so thoroughly instilled the name of your institution into the minds of your people that, when they think of a bank, they naturally come to you—to get your services that they know all about.

Advertising spells success in the soap business, the cracker business, the dry goods business and, last but not least, in the **banking business**. The banks that are pushing to the front in all parts of the country are the ones that advertise.

In advertising a bank, you must know the people of your community. Know what they do; what they produce; how they invest their money; and then get yourself in line to use their methods, their ideas and to drift their ways into harmony with yours. Also make them see the advantage of having a bank account.

The banker in a farming community must be able to talk intelligently to the farmers about the crops grown in their particular locality. Do you know that there is not a single community repre-

presented here but what has a chance for a large increase in deposits? And that very few of us have much over half of the business that is there?

About three years ago I put out a bright young woman (the wife of a poor young man who had a few dollars in our savings department) to solicit deposits for our savings department. My town has about 1,200 homes. This solicitor carried with her a card on which were the following: Name, street and number; number in family; did they have a bank account? Not with **what bank**, but simply—did they have an account. I was amazed to find that, after having advertised for years—and my competitors had done the same—over 40 per cent of the residents of my town did not have a bank account.

In the winter of 1915 we put on a Christmas Money Club, and were told time and again by people who took

"Does it pay to advertise and will advertising bring deposits to the bank? This question is constantly in the mind of the banker who has never thoroughly tried out a common-sense, scientific campaign of advertising. The banker who has patiently and persistently advertised his business just transposes the first two words of the foregoing question and thereby transforms it into the truest statement ever made—it does pay to advertise."

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

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

cards—through the efforts of our advertising and solicitors—that they never had had a bank account before, and some of them said they never had been in a bank. At the end of the year I watched this account carefully and found that fully 30 per cent of the money paid out was passed over to our savings department, and a goodly per cent was deposited in the Christmas Money Club for the next year.

“But,” I hear someone say, “I don’t need to advertise. Everybody in my neighborhood knows me; knows that my bank is safe and is conservatively managed, and they will bring their money to me anyway.” This is true only to a limited extent.

In every neighborhood there is more or less money hid away in stockings, old tin cans, etc. This money can only be reached by getting in touch with the holders and by winning their confidence.

Put your advertising in one man’s hands and hold him responsible for it. Allow him a reasonable amount for expenses. Don’t advertise spasmodically. Let him study the matter over carefully, take up a line that seems to be best suited to your community, and then stick to it. One great mistake in advertising is to be continually changing—calendars today; circular letters tomorrow; newspapers the next day. The past year

(Continued on Page 68.)

Bank Envelopes

Bank Envelopes of every description, including Payroll, Coin, Statement, Window, Commercial, 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 W. M. Hetherington, Vice-Pres.
C. J. COLLIER, Vice-Pres. H. A. KOESTER, Cashier

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

First National Bank
DUBUQUE, IOWA

Accounts of Banks 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	Edwin H. Farrow 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.

Selling Insurance a Science

By Ralph S. Crowe

Five years ago I became convinced that just as Munsterberg says, it is only a matter of time until

science revolutionizes the business of selling, the same as science has revolutionized every other field it ever entered. But I wanted to do more than read about this science and watch it as it percolated into the business world. I wanted to try it out. If it was the real stuff, and I had an awful hunch that it was, I wanted to be on the band wagon, up at the head of the parade. So I picked out what I thought was the best selling proposition there is in American business today—life insurance—and I decided to try and build up scientific, absolutely correct sales for this commodity.

Before the human mind commands the body to do anything, to perform any act, it first projects that action in imagination. That is, the mind must see the necessary steps before it can perform any action other than an instinctive or involuntary act. The mind and body might be compared to a great caterpillar tractor, with tracks running over those revolving wheels.

Look Ahead.

A caterpillar tractor is always running on its own track, which it is always laying in front of itself. It lays its track as it goes. Just so with the mind. You see we could not perform any act unless we knew exactly what act was to be done. We may not know the result of the act, but we have to know the steps for performing the act. Now, if the mind knows exactly how, it is much easier for it to act.

Any man, or salesman, who is trying to prevail upon a man to do anything should carefully and fully explain how his proposed action is performed. He should try to project the thought in the man's imagination. He should lay the track for the man's mind. I make his mind go over the course it must take to secure a policy. I make his mind go right through the application. That is psychologically correct.

Give Illustration.

I make him see himself at the doctor's. I put that great folded piece of paper in your hands and said, there

Mr. Crowe began five years ago to develop scientific methods in the sale of life insurance. His success demonstrates the value of applying scientific principles to the work, as herein set forth.

is a life insurance policy and you took it home and gave it to your wife and said, "Tillie, there is a life insurance policy." Then I pitch right in and tell him what he has.

Don't start any arguments. Man, it is proven, is not a logical animal. Arguments won't sell life insurance, so if you want him to take that policy, don't argue. If he brings up a point, say, "That point is taken quite correctly, but I feel"—and tell him your side of it. He will forget all about his side.

Here is a most important thing to do as you tell him about the contract: Go after his feelings; go after his emotions. Make him see himself getting his money back. You know when a man says he wants five, and we come back with two fives, the second policy is easy to deliver, because you have a definite physical policy there for him to take.

"I also use a check to make this feeling of a definite, concrete commodity even more strong. When I talk about protection I reach in my pocket, or in my desk, and pull out a check book, and write out a big check in red ink, and put it right in his hands. Then I say, 'There, that check belongs to your wife if you trip and fall under the front trucks of a street car.'"

Now reverse this and have a definite physical policy to start with. I always want a sample policy made out. I have them made out and put in one of our blue folders. I have it made out with cash reserves, everything, underline his name in red ink, and I put it in one of our paper folders, just as if it were a policy, but I don't

call it a sample policy. I wish those words "sample policy" didn't have to be there. I call it "the policy;" "your policy," and I put it right in his hands.

I make it just as definite a physical commodity as I can. That is psychologically correct.

Uses a Bank Check.

I also use a check to make this feeling of a definite, concrete commodity, even more strong. When I talk about protection I reach in my pocket, or reach in my desk, and I pull out a check book, and I write out a big check in red ink, "\$5,000. Pay to John Henry Jones," signed XYZ, and I put it right in his hands, and I say, "There, that check belongs to your wife if you trip and fall under the front trucks of a street car."

Now, when you get to the close, use "how," just as you did in the opening. When you get him to the close use only "how." Simply keep after him with

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

suggestions like this, once you see you have got him coming: "This is a wise thing to do; now the thing for you to do, it seems to me, is to fill out this application for a medical examination, and go see our doctor and give me a check." If he does not come, let him say something, and get right after his mind again. No more arguments about life insurance.

ENEMY ALIENS IN UNDERWRITING.

Richard M. Hurd, chairman of the board of trustees of the American Defense Society, writes this letter in earnest opposition to any licensing of foreign insurance companies:

"The 'trading with the enemy act,' recently passed, provides that the Secretary of the Treasury may license enemy or ally of enemy fire insurance companies (not marine) in the United States. Every patriotic American is earnestly requested to write to 'Hon. William G. McAdoo, Secretary of the Treasury, Washington, D. C.,' urging him not to license any enemy or ally of enemy fire insurance company.

"The burden of proof is upon the Germans. Why should the United States permit the Germans who sacked Belgium and sank the Lusitania to continue to extract an annual income of \$25,000,000 from the pockets of the American people? To license these companies would be constructed by Germany as evidence that the United States is not wholeheartedly in the war. It would be a source of financial support to Germany. The German companies doing business in the United States on December 31, 1916, had assets in the United States of only \$27,772,000 as against \$2,853,190,000 of risks, or less than one cent for each dollar of risk! Germany is bankrupt."

A SOUND INVESTMENT.

You may have made other investments which you now have cause to regret. Most of us have stocks or certificates for which we would be glad to take the purchase price. No policyholder of Northwestern National or of any other old line company can think of his life insurance policy except with satisfaction and pride, unless he has an unpaid loan against it. If he has borrowed from his estate he cannot feel contented until he has repaid the loan and put his insurance, which may mean comfort and security for his dependents, at its full value.

Early in each man's career he feels that no matter how many men make foolish investments, he at least will know better than to lose his savings. Unfortunately, many live to realize that their insurance is the

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

THERE'S A REASON

WHY BANKERS SHOULD HAVE OUR AGENCY

Our policies give your clients the most for their money.

Our disability clause provides that the loss of the sight of one eye or the severance of one hand or one foot constitutes total disability.

This makes our policies easy to sell, and we pay you well for selling them.

COMMONWEALTH LIFE INSURANCE COMPANY, Omaha, Nebraska

CLYDE G. SMITH, Agency Manager

Many bankers are coining money representing this Company—WHY NOT YOU?

Geo. J. Delmege, President
 F. C. Waterbury, Vice Pres. Theo. F. Grefe, Secretary
 Homer A. Miller, Vice Pres. W. P. Habel, Asst. Sec'y
 Simon Casady, Treasurer
 Henry, Alberson & Henry, Attorneys.



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.

chief part of their estate and that if they had put all their savings into life insurance they would have provided handsomely for their families and for their own old age, instead of leaving perhaps a few thousands or having saved for their later years a mere pittance. —Northwestern National News.

Make your quarters into warriors by buying Thrift Stamps.

MORTALITY AND OCCUPATION.

Causes of death and the average age of shuffling off this mortal coil, according to classes of occupation, have a right to be in the public mind. The Metropolitan Life Insurance Company, from an investigation conducted from among more than 94,000 deaths of male and 102,467 deaths of female policyholders, found that the average death age for bookkeepers and office assistants was 36.5 years. Tuberculosis, curiously enough, caused 20.5 per cent of the deaths among this class of men and 14.4 per cent among women workers of the office class. The average age of all men, succumbing to tuberculosis, was 37.1. Among office workers, tuberculosis caused 35 per cent of the deaths among men, and 42.4 among women, indicating that the insidious disease flourishes among the fair sex against less resistance. Clerks and sales women suffer less from the ravages of the disease, although it is popularly supposed that a sales girl, under much more strain than an office assistant, as a rule, and working under less sanitary conditions, would suffer more and be more susceptible.

The following table showing the average longevity,

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

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

Inter-State Automobile

INSURANCE COMPANY

OF IOWA

Rock Rapids, Iowa

A Stock Company

Paid-up Capital \$100,000.00
Gross Assets 7-15-18, \$214,778.00

.....

The most attractive term proposition in the field; the biggest money-saver for the car-owner and the easiest seller for the agent.

Rates and schedules that are simple; easily understood by the agent and the prospect.

The best guaranteed protection at reduced rates.

The Inter-State in less than three years has become the best and fastest growing company in the business. Get connected with it before your territory is covered.

.....

Writing Fire, Lightning, Tornado, Wind and Theft.

HOME OFFICE:
ROCK RAPIDS, IOWA

N. HAMPE, President

E. A. TONNE, Secretary

EMORY H. ENGLISH
President

JOEL TUTTLE
Secretary



CAPITAL ONE MILLION DOLLARS

Deposited in Securities With Insurance Dept. of Iowa

ASSETS MARCH 30, 1918

Mortgage Loans on Real Estate.....	\$ 866,600.00
School Bonds	15,000.00
Municipal Bonds	58,500.00
U. S. Government Bonds.....	95,900.00
Certificates of Deposit.....	110,683.76
Cash in Banks.....	81,791.51
Cash in Office.....	1,104.43
Accrued Interest	3,254.10
Notes Bearing Interest at 6%.....	162,652.50
Premiums in Course of Collection.....	2,058.51

Total Assets	\$1,397,544.81
Securities on Deposit with Insurance Department of Iowa.....	\$1,012,600.00

Fidelity and Surety Bonds
Burglary Insurance
Workmen's Compensation
Automobile and Other
Public Liability Lines
Home Office, 715 Locust Street, Des Moines, Iowa

according to occupation, is worth noting, although it does not take into consideration the effect of mental strain on the death age:

	Av. age at death
Bookkeepers and office assistants.....	36.5
Enginemen and trainmen (railway).....	37.4
Plumbers, gasfitters and steamfitters.....	39.8
Compositors and printers.....	40.2
Teamsters, drivers and chauffeurs.....	42.2
Saloonkeepers and bartenders.....	42.6
Machinists	43.9
Longshoremen and stevedores.....	47.0
Textile mill workers.....	47.6
Ironmolders	48.0
Painters, paperhangers and varnishers.....	48.6
Cigarmakers and tobacco workers.....	49.5
Bakers	50.6
Railway track and yard workers.....	50.7
Coal miners.....	51.3
Laborers	52.8
Masons and bricklayers.....	55.0
Blacksmiths	55.4
Farmers and farm laborers.....	58.5

All occupations..... 47.9

GOSPEL OF HEALTH.

The scarcity of physicians following the large enlistment and the fact that no newly graduated medical students will practice until after the war, make it all the more necessary that all measures for the im-

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., 52 Second Ave. East
Cedar Rapids, Iowa

**Every Banker
Every Bank Customer**

should have his income protected against sickness or accident!



A policy without a limitation or exception covering any and all accidents or sickness, benefits from first day of disability—Principal sum, \$5,000—Cost annually, \$36.

We also have a new and liberal policy for farmers. Write for agency application contract now. You will find it a profitable connection.

Inter-State Business Men's Accident Association

Ernest W. Brown, Secretary-Treasurer

Brown Hotel

Des Moines, Iowa

Oldest and Strongest Organization of Its Kind

HAWKEYE SECURITIES FIRE INSURANCE CO.

(ORGANIZING)

DES MOINES, IOWA

Authorized Capital \$1,000,000.00

OFFICERS AND DIRECTORS

R. S. HOWELL, President	C. M. GARVER, Treasurer
W. S. HAZARD, JR., Vice President	H. S. BUTLER Secretary
H. C. HARGROVE, Vice President	E. G. DUNN, Counsel
LEO T. KERWIN Merchant Oelwein	ALBERT CORDES Capitalist Osage
FRANK McDANIELS Capitalist Woolstock	H. H. PETERSEN Banker Lowden
P. P. SULLIVAN, Banker Bridgewater	GEO. W. FRY Capitalist Vinton
JAS. L. MANUEL Capitalist Britt	J. M. BLACKBURN Des Moines

Incorporated under the laws of Iowa. Will be owned, operated and represented by Iowa men, audited and supervised by the State of Iowa with capital and assets loaned to Iowa citizens on Iowa securities, making it in every sense an Iowa company for Iowa people. Opportunities for live, wide-awake country bankers to act as agents in both the fire insurance and mortgage loan departments. Write for the agency in your community.

THE CHARACTER COMPANY

AN AGENCY

With NATIONAL FIDELITY by any BANK or BANKER will PROVE an ASSET. Policies BROADER in their coverage, closer co-operation in securing business. ALL claims paid SAME day completed proofs received. Information is valuable. At least investigate, KNOW for yourself the correctness of NATIONAL FIDELITY claims. Write the Company.

National Fidelity Life

OF IOWA

Home Office

Sioux City, U. S. A.

Ralph H. Rice, President

P. S.—NO COMPANY in existence shows greater record for ACCOMPLISHED RESULTS and SERVICE to policyholders for a like age.

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

A Real District Manager

Is wanted for one of the best territories in the most prosperous section of the nation. This is a real opportunity for a first class man. Write

**BANKERS LIFE COMPANY
DES MOINES**

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.

provement of health conditions must be supported with the greater energy. Now more than ever people cannot afford to be sick. Sickness and death in America help win the war for the Hun. Life insurance salesmen are peculiarly situated to help spread the gospel of health, hygiene and periodic examinations.

FINE WORK BY THE THRIFT PRESS.

A number of very fine booklets issued by the Thrift Press, of Peoria, Ill., have been received and read with much pleasure. This firm specializes in bank advertising and savings club systems, covering the field in a very thorough manner.

One of their specialties is the preparing and printing of individual bank house organs. Their connection in this respect with many of the larger banks throughout the country brings them very closely in touch with the

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.

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 President and Treasurer
M. M. Deming,
Agency Director

Out
of the
West



Come
The
Best

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.

Minneapolis

Wanted---A General Agent

IN EVERY COUNTY IN IOWA

Men without insurance experience, but who have been successful in other lines, will be considered for these positions and will be thoroughly trained and instructed. Ambitious men are offered opportunities not available with older companies. This company has the largest paid-up capital of all life companies organized under the Iowa laws.

Write to Home Office

Des Moines Life and Annuity Company

Register-Tribune Bldg. Des Moines, Iowa

banking conditions and the changes which are taking place. It enables them to prepare copy which is not only interesting to the bank's customers but also instructive. Their argument for publicity along these lines is that it enables the banker to reach his patrons and prospects in a way in which he cannot do by any other kind of advertising.

Among other material prepared by this company is the Farmers Handy Account Book and Business Record. It has been prepared to meet the new income tax law requirements and specialists have commented on it very favorably.

A recent letter from their president brought out this valuable point:

"The progressive banker of today by all means should not cut down on his advertising on account of the war but should rather mould his publicity plans along the

**THE OLD LINE
CEDAR RAPIDS
LIFE INSURANCE CO.**


Co-operates With Bankers

Collects all Renewals Through
Banks

Good Contracts

C.B. Robbins, Pres *C.B. Svoboda, Secy.*

HOME OFFICE: CEDAR RAPIDS, IOWA



**AMERICAN BONDING
AND
CASUALTY COMPANY
SIOUX CITY**

**SURETY CASUALTY
BONDS INSURANCE**

Capital \$500,000.00

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

*Aggressive Management
Broad Policies
Conservative Underwriting
Consistent Service*

Charter Amended to Allow Increase in Capital to
\$1,000,000. Stock now being sold. Write for
Agency to

A. G. OGLE
2nd Vice Pres. & Gen'l. Mngr.

BANKERS

Of Minnesota and the Northwest

We have a most unique and profitable Agency Contract TO MAKE WITH YOU--carrying with it first year and renewal commissions. With our proposition you can MAKE GOOD with our wonderful MULTIPLE PROTECTION.

Golden Jubilee Souvenir Policy

"IT PAYS 7 WAYS"

FIRST WAY
\$100 per month for Disability from Accident.

SECOND WAY
\$100 per month for Disability from Sickness.

THIRD WAY
\$50.00 per month during life for Permanent Disability and \$5,000 at death.

FOURTH WAY
\$5,000 Cash and \$50 per month during life for accidental loss of two limbs, or sight, and \$5,000 additional at death.

FIFTH WAY
\$31.60 per month during life beginning at age 65.

SIXTH WAY
\$5,000 for Natural Death.

SEVENTH WAY
\$10,000 for Accidental Death.

GUARANTEED BY

\$45,000,000 ASSETS and the far-famed California Corporation Laws.
100,000 Policyholders.
\$190,000,000 Insurance in force.
The interest earnings on assets, 6.31 per cent.
Total paid to Policyholders, more than \$53,-
000,000.

BANKERS are ideal life underwriters. WE want you to represent us.

SEVENTEEN (17) SUBSTANTIAL REASONS WHY YOU SHOULD SELL PACIFIC MUTUAL POLICIES.

1. We write both participating and non-participating insurance.
2. Monthly Income feature SECOND TO NONE.
3. DOUBLE indemnity for accidental death.
4. Top Notch Commission contract, with renewals.
5. Education in our School for Salesmen.
6. Multiple Protection Policy; health and accident with life.
7. Company fifty years old January 2, 1918.
8. Strength, \$45,000,000.00 of assets.
9. Next to lowest actual to expected mortality.
10. Benefits of the Company's Big Tree Club.
11. \$50.00 prize for ten and over applications five out of six months.
12. Assistance of special agent.
13. Largest life insurance company west of Chicago.
14. Company doesn't solicit but cares for sub-standard business.
15. Birthday, change of age cards with personal letters from this office.
16. Permanent total disability, \$10.00 per \$1,000.00 per month and face of policy at death.
17. Company endorsed by insurance departments and leading business men of the country.

For particulars call on or address M. J. Dillon, General Manager Pacific Mutual Life Insurance Co., 1605-6 Pioneer Building, St. Paul, Minnesota. Telephones: N. W. Cedar 1589—T. S. 22 667.

We Guarantee to Save Four Premiums

*On a Twenty Pay Policy and
Give Dividends Besides. Our
Service to Policyholders makes
our Policies sell and our agents
make money*

**A Farm Mortgage
Behind Every Policy**

Peoria Life Insurance Co.

Peoria, Illinois

lines of the changed conditions and be ready to consult with and advise his customers. Many new business ventures will be promoted at the close of this war and the banker's advice and counsel will be sought more than ever before. There is a wonderful opportunity for the banker who works along these lines and keeps himself prepared to meet after-war problems rather than to wait and see what may turn up."

MINNESOTA BANKERS ASSOCIATION.

The following officers and committees were elected at the annual meeting of the Minnesota Bankers Association which was held at Minneapolis:

Edgar L. Mattson, president, Midland National Bank, Minneapolis; M. J. Dowling, vice president, Olivia State Bank, Olivia; C. H. Draper, treasurer, First National Bank, Wells; G. H. Richards, secretary, Minneapolis.

Vice President American Bankers Association for the State of Minnesota—W. A. Mahl, cashier, First National Bank, Winona, Minn.

Member of Executive Council, American Bankers Association for the State of Minnesota—Cliff W. Gress, vice president, Citizens State Bank, Cannon Falls, Minn.

Member Nominating Committee, American Bankers Association for the State of Minnesota—M. J. Dowling, president, Olivia State Bank, Olivia, Minn.

The Minnesota Loan & Trust Company, Minneapolis, is one of a syndicate of bankers who will sell the \$5,000,000 of 7 per cent first mortgage gold bonds, due January 15, 1922, that has recently been placed on the market by the Twin City Rapid Transit Company.

Protect Your Loans

Add to your security on loans to farmer customers by writing a policy of insurance on his live stock.

Banker agents wanted.

We will insure hogs.

**Farmers Live Stock
Insurance Company**

Authorized Capital and Surplus \$1,000,000

C. A. ROBBINS
President

I. J. KETMAN
Secretary

A. O. HAUGE
Treasurer

318 Valley National Bank Building
Des Moines, Iowa

As a Banker I Believe in Life Insurance

Because—

1. It is the best known method to protect one's estate.
2. It is a good investment, which will never depreciate in value nor be encumbered with taxes.
3. The government has placed the stamp of approval upon life insurance by supplying it to the soldiers.
4. Life insurance is the best teacher of thrift in the community.
5. The investments made by life insurance companies are the highest class of securities and the policyholders' money is absolutely safe.

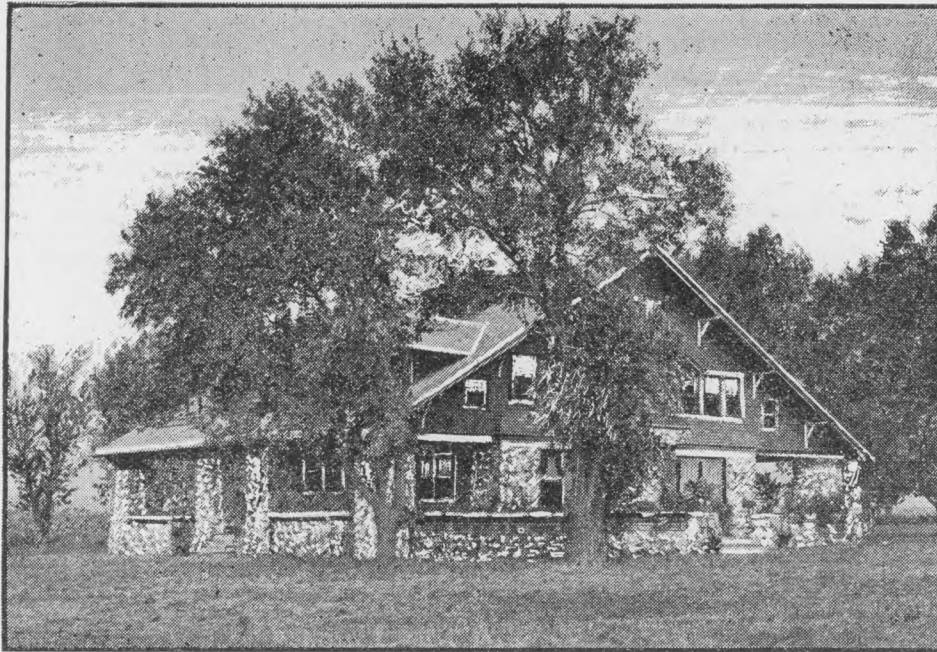
**CENTRAL LIFE THRIFT POLICIES
FURNISH 100% PROTECTION**

**Total Disability, Double Indemnity, Loan
Insurance—all in one policy.**

**Central Life Assurance Society
of the United States**

DES MOINES,

IOWA



A Kansas Farmers' Club House

THIS attractive building was erected in order that farmers of the community might have a place to meet for discussion of various problems and for entertainment. The young folks use the building for socials and other gatherings and in this way build up the social life of their community. The club house has been the means of opening the eyes of the young people to the possibilities of the farm and has shown them that farm life can be made even more pleasant than city life.

In the club meetings the farmer who has successfully raised some new crop or has tried some new farm machinery on the farm that has proved profitable passes this information on to his fellow members so that they may profit by his experience. Because of this exchange of ideas these people are prosperous and are continually bettering their condition.

Successful Farming is fully in sympathy with the

spirit which prompted the building of this club house, because this spirit is vital to the ideal development of any community.

In fact, Successful Farming is itself a great farmers' club with more than 800,000 members. Every subscriber to Successful Farming is a member of this club. As such a member he or she is entitled to all the benefits and privileges of the club. Thousands of these members are continually experimenting with new ideas. Many of these ideas prove practical and are sent to us to be published in the magazine or filed for reference. By this means every member of the Successful Farming Club may profit by the experience of other members.

And in addition to this, special departments have been added for the sole purpose of better serving members.

BANKERS---LET US HELP YOU INCREASE YOUR DEPOSITS INVESTIGATE OUR FREE ADVERTISING SERVICE

Many of the farmers in your community are of the class above referred to. They are enterprising, broad-minded and desire to progress and to make greater profits. They are open to conviction, and the salient features of your bank and its service, properly presented to them through advertising, will interest them.

To one bank in each town, we will furnish without cost a six-months' advertising campaign that will, without question, substantially increase deposits.

This campaign has been perfected by our merchandising experts in co-operation with men of wide banking experience. It has been planned to reach your

farmer customers and the farmers in your community who are not your customers.

The advertising service we offer you combines the three fundamental requisites: newspaper display, personal letters, and personal interviews with the prospect in your own bank.

This service includes as many Farmers' Record and Account Books as you can distribute among your present and prospective customers. This book is endorsed by the Federal Department of Agriculture and is so arranged that it will enable the farmer to easily make out his own income tax report, and show him the profitable and unprofitable branches of his farm business.

WRITE NOW FOR COMPLETE INFORMATION

A request on your bank stationery will bring you, post paid and without obligation, full details and samples of the various units comprising this complete campaign. Write now while you have the matter in mind

BANK SERVICE DEPARTMENT

SUCCESSFUL FARMING

"THE FARMERS' SERVICE STATION"

E. T. MEREDITH, Publisher

DES MOINES, IOWA

Securities, Bonds and Mortgages

By Frank M. Huston

Demand for high-grade bonds continues unabated, especially in the municipal line. Investors are exchanging their taxable municipal and state bonds for non-taxable securities, and they are gradually shifting, as far as possible, their investments in other securities, because of the probability of heavier taxation being imposed in the pending war revenue act. This has improved the market for municipals, both as to breadth and price. It has not been long since Massachusetts' tax-exempt bonds were selling on a 4.40 per cent basis. They have advanced to better than a 4.25 per cent basis. Boston city bonds, which a short time ago were selling around 4.60, are quoted at present to net about 4.35 per cent. Obligations of large cities of the West and South, which a few weeks ago were selling on a 4.70 and 4.80 basis for the more desirable, are now quoted around 4.40, while New York City bonds have advanced correspondingly.

New capital, however, continues to command a comparatively high investment return. The American Telephone and Telegraph Company's fifty-million dollar, seven-year, six per cent convertible bonds at current prices net about 7.13 per cent. There are many high-grade securities, representing essential industries or essential enterprises, available to investors, who are seeking both safety and attractive investment returns. The absorption of these offerings, however, indicates very clearly that there is considerable investment capital, if the price and the goods are right.

Taking the country as a whole and disregarding local and spotted developments growing out of influences restricting non-essential industries, the traditional business barometers indicate a highly prosperous condition. Nevertheless, it is becoming increasingly apparent that the distinction between volume and value of transaction is growing more discernible, and that the

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

"Taking the country as a whole, and disregarding local and spotted developments growing out of influences restricting non-essential industries, the traditional business barometers indicate a highly prosperous condition. Nevertheless, it is becoming increasingly apparent that the distinction between volume and value of transaction is growing more discernible, and that the lines are also being drawn more closely between production essential in war times and the so-called non-essential manufacture."

actively engaged in the manufacture of munitions or in producing food products is to determine what is and what is not essential production, in the sense that is applied to war time.

The natural definition would be that a product is essential when it is needed in waging war, or in sustaining the people during the period of war. All will agree that idleness is non-essential, in fact, it is an actual menace in war times, for it not only embraces

waste but it contributes to dissatisfaction and places a burden of sustenance on the country that should not exist if the resources are to be utilized to the fullest possible extent as is needed in a war of the extent that is now being waged in Europe. In drawing the line between essential and non-essential industries, therefore, great care is necessary that a curtailment of production does

not result in plant and individual idleness, for such contributes to unnecessary waste.

There is a considerable amount of this class of idleness at the present moment, due to a lack of proper co-ordination and co-operation between industries and the government. Many wood-working plants and plants in other lines of production, through developments which possibly could not have been avoided, have been forced to slow down if not actually close, thus disorganizing their forces and reducing the productive capacity of the country. It is necessary, therefore, in view of the fact that practically all of the energy and plant capacity of the country is needed to support the government in this war, that attention be given to the conversion of these idle plants into production that can be utilized during the war.

I. C. STANLEY, Secretary

H. E. HENDERSON, Treasurer

FARM



LOANS

We are prepared to loan on the best improved farms in Iowa, from \$75.00 to \$90.00 per acre, and are in a position to close such loans promptly.

If a customer of yours has a first and second mortgage on his farm, suggest that he put the loans in one and write us for terms and privileges.

American Mortgage & Securities Company

Home Office
Manchester, Iowa

CEDAR RAPIDS, IOWA
CAPITAL \$200,000.00
Surplus and Profits \$25,000.00

General Office
Higley Building
Cedar Rapids, Iowa

A year ago when so much emphasis was laid on the necessity of curtailing the things we do not need in order to increase the production of the things that are imperative, attention was called to the danger of a misinterpretation of these statements. The people were warned that what was needed was a shifting from the less essential to the more essential industries, letting the natural developments attendant upon that shifting process bring about the curtailment of luxuries and other things that we really do not need under the conditions. This would have meant a shifting of plant capacity from a more or less non-essential industry to a production imperative to war times without any perceptible idleness or disorganization of working forces. Necessarily the war industries being under greater pressure and affording the more profitable return would pay the higher wages and thus cause some disarrangement in the labor world, but this could not be helped. The throwing of working forces into idleness or forcing them to shift about through the closing down or curtailment of plant operation is a serious development under present conditions as it curtails income, reduces the ability to purchase government security and support the various war loans and restricts buying power generally among that class of workmen and of those dependent upon them, without contributing any corresponding beneficial result.

The entire plant capacity of this country is needed to care for the needs of the government, the people and our allies in this war. The construction of new plants to make up deficiency is apt to result in an unnecessary burden on business either during or after the war. If it were possible to utilize the full plant capacity of the country and thus reduce the amount of special plant

OUR SERVICE TO BANKERS

VII. For Recording Your Investments

YEARS of experience in dealing in bonds have shown us that the average individual investor, as well as many banks, have difficulty in keeping a satisfactory record of their bond and other security holdings. To meet this situation and as a service to investors we have prepared for free distribution—*three sets of forms for a bond and security register* which are compact, practical and, while adapted primarily to bonds, can also be used in recording other investments. The three sets are:
 1st—For Individual Investors.
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MUNICIPAL **BONDS**

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No charge for collection and remittance of
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Mason City, Iowa

Tax Exempt Municipal Bonds

We own a carefully selected list of over thirty issues of High-class County, City, School, and Drainage Bonds, netting from 4.70 to 5 per cent.

Bonds of solvent communities, payable from taxation, are recognized forms of investment for insurance companies, savings banks and trustees.

We solicit inquiries. Descriptive circulars sent on application.

Twenty-seven years investment Banking experience without a loss to a client.

GEO. M. BECHTEL & COMPANY

Davenport, Iowa

Chicago, Illinois

Established 1891

To Banks Seeking Safe Investments

for their own funds or their customers', we offer 6% First Mortgage Real Estate Bonds in denominations of from \$50 to \$1000.

Secured by direct closed first mortgages on high grade apartment houses, hotels or office buildings conservatively appraised at about twice the amount of the bond issue, these bonds offer an ideal investment for your surplus funds.

Maturities from 2 to 10 years.
Interest payable semi-annually.

Details on request.

Bankers Realty Investment Co.

Continental and Commercial Bank Bldg.
CHICAGO, ILL.

BEE BUILDING, OMAHA, NEB.

THE WHITE COMPANY
INVESTMENT
BANKERS
PUTNAM BLDG
DAVENPORT, IOWA.
IOWA MUNICIPAL BONDS

capacity constructed for war purposes, the readjustment following the war would be less disastrous than otherwise, and at the same time the overhead charges, which someone must pay, would be held down.

Fortunately the War Industries Board and government officials appreciate this situation and are discouraging wherever possible the construction of new plant capacity, much of which would be of little use when peace is restored, because of its temporary character. Another reason for this is, of course, the effort to conserve the capital supplies of the country as far as possible for the government's needs in the way of general war financing. The building of a factory ties up just that amount of credit in the form of fixed capital, whereas the utilization of capital already existing in fixed form with the application of the necessary credit is made to produce if co-ordinated and fitted into war productive purposes.

There is considerable misapprehension regarding many industries that are classed as non-essential. An instance of this is the automobile industry. The manufacture of pleasure cars has long been looked upon in this country as a luxury and to a considerable extent it has been a luxury, but John N. Willys points out that the automobile is more than a mere luxury; it is a utility, and in these days with restricted railroad transportation facilities, the automobile is playing a greater part in our transportation scheme than most people appreciate. Mr. Willys points out that twenty-five million or one-fourth of the country could be transported one hundred miles in a single day on a single filling of gasoline by the five million motor vehicles in use.

The country is slowly adjusting itself to a war basis, and were the business men of the country more able to quickly ascertain just what part in this shifting process each should take to play, the results would be much more satisfactory to all concerned. Nevertheless, the undertaking is so gigantic that it is unreasonable to expect that all of this can be accomplished without some hardships and without some misdirected effort. The developments of the last year have been simply remarkable, and while the business man may feel some irritation because of difficulties encountered in his individual business affairs, it is well for him to bear in mind the results that have already been attained in this transformation of a free, happy, peace-loving and pleasure-bent people to a belligerent nation.

Confidence in the future is being strengthened by the continued promise of abundant harvest. Nature is doing its part and this means much not only for the success of the military forces abroad but to lighten the

FARM LOANS WANTED

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

Write us for terms and tell us what you have.

Leavitt & Johnson Trust Company WATERLOO, IOWA

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GEO. W. WILLIAMS, Secretary
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Capital and Surplus - \$400,000.00
Oldest Loan Agency in Iowa

burden which war conditions necessarily impose on the citizens at home. Weather conditions generally have been favorable to crops, and the outlook at this time has seldom been equaled. The cotton crop has made steady progress, and the most reassuring feature aside from our national production is the progress being made in our ship-building program assuring us of transportation facilities to carry our supplies to our military forces abroad and to the allied nations.

Traffic conditions upon the railroads have been fairly good and the production of coal, coke and steel has been close to capacity which lightens the burden growing out of the fuel situation although there are still problems in that direction yet to be solved. In all sections the labor shortage is complained of and yet in many of our larger cities are men who have not yet adjusted themselves to war conditions. Government control over the employment agencies of the country will tend to co-ordinate these factors and check the competition in labor which is tending to cause perplexing problems in industries. Government control over industries is rapidly being extended and its authority is being used to transfer labor to facilitate the progress of government work.

The money market has passed through a severe test. The heavy payments falling due in June were met with little of the strain which had been anticipated earlier in the year. The credit machinery of the country is operating satisfactorily but there is still need for a more complete mobilization of the banking reserve of the country in the Federal Reserve through the application of state banking institutions for membership in the reserve system. This is a patriotic duty as well as an individual protection which should be more fully appreciated by the state banks and their management and by business men generally. The theory that they can protect themselves by utilizing the facilities of their correspondent bank at the reserve centers is not a sufficient safeguard for the time may come when that correspondent bank will have need for its entire facility and will be unable to act as an intermediary for the non-member institution at the Federal Reserve Bank. The chief thought should be that business must be protected and assured of the necessary credit facility at all times during the war period.

IOWA C. P. A. CONVENTION.

The Iowa Association of Certified Public Accountants will hold its annual convention in Des Moines on August 22d and 23d.

A feature of the convention will be an open meeting and banquet to which a number of bankers and business men will be invited and some of whom will appear on the program.

<u>CITY</u> <u>LOANS</u>	<u>FARM</u> <u>LOANS</u>
Negotiated by the	
Home Securities Company	
Sioux City, Iowa	
<hr style="width: 20%; margin: auto;"/> AUTHORIZED CAPITAL \$1,000,000 <hr style="width: 20%; margin: auto;"/>	
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<hr style="width: 20%; margin: auto;"/> We make Loans and buy and sell Mortgages on Iowa, Nebraska, Minnesota and South Dakota farms, and on improved City property. <hr style="width: 20%; margin: auto;"/>	
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**LET US CO-OPERATE WITH YOU
In the handling of all classes of FARM LOANS**

To bankers who wish to handle their loans through one source, we have a proposition for co-operating with you that will prove both prof-



itable and satisfactory. We want active connections in every community. No delay in closing loans. Prompt service. Write us today.

MIDLAND MORTGAGE COMPANY

CAPITAL \$60,000.00
CEDAR RAPIDS, IOWA

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Robert S. Sinclair		W. W. Otto	W. L. Cherry

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 SERVES YOU.

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.

SAFE DEPOSIT BOXES—Several second-hand sections cheap. Vault doors, steel filing devices. I specialize in vault equipments. Chas. Stayman, factory agent, Fort Dodge, Iowa.—6 T. F.

Experienced young banker, above draft age, wants to buy controlling interest or substantial working interest in good live town in farming community. Prefer Northern Iowa or Southern Minnesota. All correspondence strictly confidential. Address No. 2200, The Northwestern Banker.—8.

Wanted—Position as cashier in good live country town. Have the experience and would buy some stock. Address No. 2201, The Northwestern Banker.—8.

Wanted—By young man, past draft age, position in good bank as assistant cashier, town 1,000 population or larger preferred. Three years' experience. Good references furnished. Address No. 2202, The Northwestern Banker.—8.

Wanted—A young man, not subject to draft, for general counter work in a country bank. Some experience necessary. Address No. 2203, The Northwestern Banker.—8.

Wanted—Work in bank by lady of six years' experience, three as bookkeeper and three as cashier of a national bank. Address No. 2204, The Northwestern Banker.—8.

Wanted—Experienced man to take executive charge of small trust company in active operation; must have mortgage selling ability. Excellent opportunity. Address No. 2205, The Northwestern Banker.—8, 9, 10.

Experienced Banker with good record and references will consider change to larger town of 2,500 and up. Desires executive position with stock interest. Sioux City trade territory preferred. Address No. 2206, The Northwestern Banker.—8.

Wanted—Position as cashier or assistant by married man 32 years old. Now employed as assistant, but

SECURITY NATIONAL BANK

SIoux CITY, IOWA

Capital and Surplus \$600,000

W. P. MANLEY, President
T. A. BLACK, Vice President
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The Best of Service in Handling Collections and Accounts of Banks

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handling cashier's work. Thoroughly experienced in all lines of work in a country bank. A-1 bookkeeper and stenographer. Best of references. Can invest. Address No. 2207, The Northwestern Banker.—8.

Experienced North Dakota Banker wants to purchase controlling interest in small bank in one of the western states, preferably Minnesota. Address No. 2208, The Northwestern Banker.—8.

Position Wanted as cashier in country bank by man of several years' experience who completed the course given by the American Institute of Banking. Over present draft age and prepared to make substantial investment. Address No. 2209, The Northwestern Banker.—8.

Wanted—Position in country bank, by married man, five years' experience. No objection to small town. Address No. 2210, Northwestern Banker.—8.

For Sale—Wishes to dispose of present bank fixtures consisting of twenty feet of counter and rail of fine quartered or antique oak, choice condition, price right. Write Dakota State Bank, Tripp, S. D.—8.

BANK MAKES RAPID GROWTH.

Recent statements show that the Bellevue State Bank, of Bellevue, Iowa, has enjoyed a remarkable growth during the past three years.

In a recent letter, N. J. Ferring, cashier, states they attribute some of this progress to the fact that they



have followed suggestions found in the pages of The Northwestern Banker. He says they would not be without this magazine for double the subscription price.

Mr. Ferring has been cashier of the bank since its organization in May, 1915.

BANKS CLOSE AT 2 P. M.

The Des Moines Clearing House has adopted a resolution under which the banks of the city close at 2:00 p. m., starting July 15th.

This action was taken as a war measure, and to facilitate handling the business under the present shortage of help.

E. F. KNIGHT & CO.
SAFE EXPERTS
All Work Guaranteed We Go Anywhere on Short Notice
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AND
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ORGANIZED 1876**

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**Reserve Agents for National Banks
United States Depository**

Combined Resources - - \$3,000,000.00

MANFULLY PLAYING THE GAME.

(Continued from page 8.)

breakfast every morning right now, and there isn't a day goes by, any more, that the **Sammies** don't have "fricasseed Hun" on their menu card. Wonder what our despairing and sympathetic souls think now about our "dear boys," who gave them so much concern? Not a ship has been lost. A million good American soldiers in France. Fighters from the word "go." More than a match for the highly touted and unbeatable "Boche." Superior in courage and the ability to shoot straight. The boys are standing the test, as every real American and loyal citizen knew they would. They have met the picked troops of Kaiserdom and whipped them at every turn in the road. The enemy calls them the "fighting devils," and they know, for the Sammies have licked "hell" out of the "Hun" on each and every occasion and some of our brave German boys from the good old U. S. helped do it. Our boys saved the day with Paris but a few miles away. They drove the invincible (?) "shock" troops of the champion he-devil of the world back across the Marne, blew up his bridges and shattered his forces. They have successfully resisted all counter-attacks and have not yielded, as yet, a foot of ground. The deadly and accurate fire of our "dear little boys" (who of course ought to be at home doing the chores) has demoralized the Hindenburg hordes and sent them reeling and rolling and tumbling backwards, in every instance. The Yankee boys don't seem to care a "tinker's damn" whether they are fighting devils from Potsdam or some other part of that hell-making country dominated by the **Krazy Kaiser of Kultur**.

Beware of enemy propaganda. Many of these agents of the kaiser are cunning and subtle and clever and we must be wise as serpents in dealing with the yellow rattlesnakes, these vipers, wolves in sheep's clothing, camouflagers, pretenders, false friends, pacifists, slackers, traitors, spies, bum patriots, copperheads, whose business it is to deceive you and me, hinder the government in the prosecution of the war and shoot the soldier boys from the rear, with their insidious, underground, star-chamber methods, their veiled innuendoes, criticisms made with an air of injured innocence, sugar-coated lies about this and that, vicious lies anent the "Red Cross," damnable lies about our boys in camp, cantonment and "over there," sympathetic lies to our American mothers and sweethearts, any kind and all kinds of lies, new lies and old

lies, white lies and black lies, big lies and little lies, hateful lies and loving lies, lies as to Liberty Bonds, War Savings Stamps, Red Cross funds, Red Cross nurses, lies, lies, lies—anything, everything, the bitter and the sweet, love and hate, soft pedal or slam-bang, flatter, coax, palaver, soft soap, wheedle—threaten, drive, bulldoze, terrorize, frighten, anything to get your goat and mine, anything to weaken us in our whole-hearted allegiance to this war, anything, bombing, burning, plotting, lying, intrigue, double-dealing, hypocrisy, pretense—camouflage of every sort—why, these "Hun" devils will even buy Liberty Bonds, War Savings Stamps (they are gilt-edge investments, you know), join the Red Cross, knit sweaters, and then lie about the ten-dollar bill they **did not** sew thereon, which they **did not** find on the manly form of some man to whom the Red Cross **had not** sold it. German propaganda is more deadly than German bullets, so beware. If you are a good American citizen you will not stand for "Hun" camouflage for a minute, and when some "Kaiserine" makes seditious statements or tells some unlikely story, make him "eat" it in the first instance and prove it in the second, or report him to the proper authorities. If you are a good citizen you will back the boys every foot of the way. The boys will take care of the "Boches" over there, and we should take care of them over here. We have some thousands of them locked up, but there are others running at large, and it should be our most agreeable duty, with the pleasure all ours, to put them where the dogs won't bite them.

The only way to secure an **enduring peace**, and secure to all nations their just desserts, is to beat the life out of the enemy, whip him to a standstill, drive the Hohenzollern outfit off the throne, put Prussian militarism out of business, compel an unconditional surrender, substitute "**right**" for might, and knock out, for the count, that other fool notion, "the divine right of kings," as though an old butcher with a withered arm and a wizened soul has any more divine rights than a hog with his snout stuck in a bucket of swill.

The only peace worth considering is a **victorious peace**. A negotiated peace, with Germany unwhipped, is a farce, for no one, outside the central powers, would believe a Hohenzollern "Hun," even though he took oath on a stack of Bibles as high as the Statue of Liberty.

Beware the **propagandist**. Meanwhile the boys over
(Continued on page 53.)

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

GEORGE S. PARKER, President

A. W. SMITH, Asst. Cashier
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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.



**SERVICE
TO BANKS**

A book for every banker's library

As an example of the breadth and thoroughness of our studies, we shall be pleased to send you our most recent publication "Internal War Loans of Belligerent Countries."

This book contains a careful analysis of the financial status of the different nations. Further, it minutely describes each issue of securities which these nations have floated, internally, since the war began.

This book is undoubtedly the most comprehensive reference work of its kind. It is a book which every far-seeing banker should have in his investment library. It will be sent free to any officer of any bank upon request. In writing, please ask for FK-88.

The National City Company National City Bank Building New York

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BUFFALO, N. Y.
Marine Bank Bldg.
CHICAGO, ILL.
137 So. La Salle St.

CINCINNATI, OHIO
Fourth Natl. Bk. Bldg.
CLEVELAND, OHIO
Guardian Bldg.
DAYTON, OHIO
Mutual Home Bldg.
DENVER, COLO.
7.8 17th Street
DETROIT, MICH.
147 Griswold Street
HARTFORD, CONN.
Conn. Mutual Bldg.

INDIANAPOLIS, IND.
Fletcher Savings &
Trust Bldg.
KANSAS CITY, MO.
Republic Bldg.
LOS ANGELES, CAL.
Hibernian Bldg.
MINNEAPOLIS, MINN.
McKnight Bldg.
NEWARK, N. J.
790 Broad St.
NEW ORLEANS, LA.
301 Baronne St.

PHILADELPHIA, PA.
1421 Chestnut Street
PITTSBURGH, PA.
Farmers Bank Bldg.
PORTLAND, ORE.
Railway Exchange Bldg.
PROVIDENCE, R. I.
Industrial Trust Bldg.
RICHMOND, VA.
1214 Mutual Bldg.
SAN FRANCISCO, CAL.
424 California St.

SEATTLE, WASH.
Hoge Bldg.
SPRINGFIELD, MASS.
3rd Natl. Bank Bldg.
ST. LOUIS, MO.
Bk. of Commerce Bldg.
WASHINGTON, D. C.
741 15th St., N. W.
WILKES-BARRE, PA.
Miners Bank Bldg.

LONDON, E. C. 2 Eng. 36 Bishopgate.

Bonds

Short Term Notes

Acceptances

IOWA BANK NEWS

CURTAILING UNNECESSARY LOANS.

Twenty banks of Guthrie county, Iowa, united in signing the following letter to customers, under date of July 1st, in harmony with the recommendations of the Federal Reserve Board:

"Up to the present time Guthrie county people have gone through the war easily. Slight sacrifices have been made to be sure, but outside of those whose dear ones have been called upon to bear arms, we have lived comfortably and about as well as usual.

"The time is at hand, however, when we shall feel the pinch. This month a greater number of Guthrie county boys must answer the call than our total contribution of soldiers has been since the war, and war activities and war burdens will be at once correspondingly increased for those who stay safely at home. Living expenses will be higher, taxes will be much greater, the income tax will probably be doubled, new calls for funds will be made by the Red Cross, the Y. M. C. A., the Knights of Columbus, etc., and huge bond issues are near at hand.

"It is expected that at least six billions of Liberty Bonds will have to be sold between now and November 1st. The bond issue is being deferred a little in order that farmers may realize in part upon their present crop. To meet government expenses until these bonds are issued, the government has called upon the banks to purchase its treasury certificates, on short time notes. All the banks in the country have been listed and each has been apportioned its quota of the amount to be raised, aggregating approximately twenty-five per cent of all our banking assets, payments to be made every two weeks until the next Liberty Bonds are sold.

"The banks of Guthrie county have agreed to take their full allotment and in this undertaking will need the support and co-operation of all their customers. It may be necessary to curtail local loans, but the banks will undertake to extend accommodations to legitimate and necessary private business with the understanding,

however, that the needs of the government must first be met.

"Under these conditions, we urge our customers not to undertake new enterprises that do not directly help in winning the war and we urge them to save every possible cent. There is no other way in which individuals can meet their share of our rapidly increasing war demands. We believe the main business of the country from now on will be to win the war. Germany is not paying any of her bills by taxation. It is her purpose to levy an enormous indemnity on us, to loot America as she has looted other countries and make us pay her enormous war debt. Neither your life nor your home nor any of your property will be safe until our armies are victorious. Let us face the facts squarely. Let us recognize that we have a hard job on our hands and that if we are going to defeat the Huns, we must first of all conquer our spirit of self-indulgence and easy living and settle down to habits of thrift and economy."

MONTGOMERY COUNTY BANKERS MEETING

At the annual meeting of the Montgomery County Bankers Association, which was held in Villisca, Iowa, recently the following officers were elected: E. M. Coppage, First National, of Stanton, president; D. E. Lomas, First National, of Villisca, vice president; W. J. Roberts, First National Bank, of Red Oak, secretary and treasurer.

The retiring officers are: B. B. Clark, Red Oak National Bank, Red Oak, president; E. M. Coppage, First National Bank, of Stanton, vice president; C. F. Cadwell, First National Bank, of Elliott, secretary and treasurer.

This has been an especially strong association and its success is due to the splendid co-operation and untiring efforts of the officers. It was originally organized for the purpose of selling Liberty Bonds.

Among the speakers at different meetings during the year have been: E. R. Gurney, First National Bank,

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.**

"The Bank That Service Built."

Capital, \$1,000,000

Surplus and Profits (earned), \$3,675,000

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

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

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

of Fremont, Neb.; Joe Long, Davenport, Iowa; J. L. Edwards, president of the Merchants National Bank, of Burlington, Iowa.

The membership is composed of the following banks: Red Oak National, Farmers National, First National, Red Oak Trust and Savings, Red Oak; First National, Elliott Savings, Elliott; Stanton State, First National, Stanton; Villisca National, First National, Villisca; Bank of Mortons Mill, Mortons Mill; Farmers Savings Bank, Grant; Coburg Savings Bank, Coburg.

MALLARD TRUST & SAVINGS OPENS.

The Mallard Trust & Savings Bank has opened its doors for business at Mallard, Iowa, with a capitalization of \$15,000.

E. D. Clarke, who has been connected with the Emmetsburg National Bank, of Emmetsburg, Iowa, is president; Albert Steil, of Mallard, is vice president, and H. F. Van Gorden, of Emmetsburg, is cashier.

The interior of the banking home is attractive and strictly modern, with mahogany fixtures.

FIRST NATIONAL BANK IN U. S. CELEBRATES

The First National Bank, of Davenport, Iowa, which is the oldest national bank in the United States, recently celebrated its fifty-fifth anniversary.

At the time the bank was organized there were three other institutions in the city and the total deposits of the three banks amounted to nearly \$1,000,000.

Austin Corbin was the first president and he was succeeded by George H. French. Following the clean-

up of Civil War affairs, the bank grew and enjoyed prosperity.

The fifty-fifth anniversary was celebrated quietly but the officials received the heartiest congratulations of their friends.

A. F. Dawson has been president of the bank for the past eight years. Associated with him are: J. R. Lane, vice president; L. J. Yaggy, cashier; W. J. Housman and C. F. Schmidt, assistant cashiers.

J. R. BUNYAN ELECTED SECRETARY.

James R. Bunyan, who has been vice president of the Security Savings Bank, of Waterloo, Iowa, has been elected secretary of the Lincoln Savings Bank, of that city.



American Commercial and 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.

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

RUFUS RICKER

CERTIFIED PUBLIC ACCOUNTANT

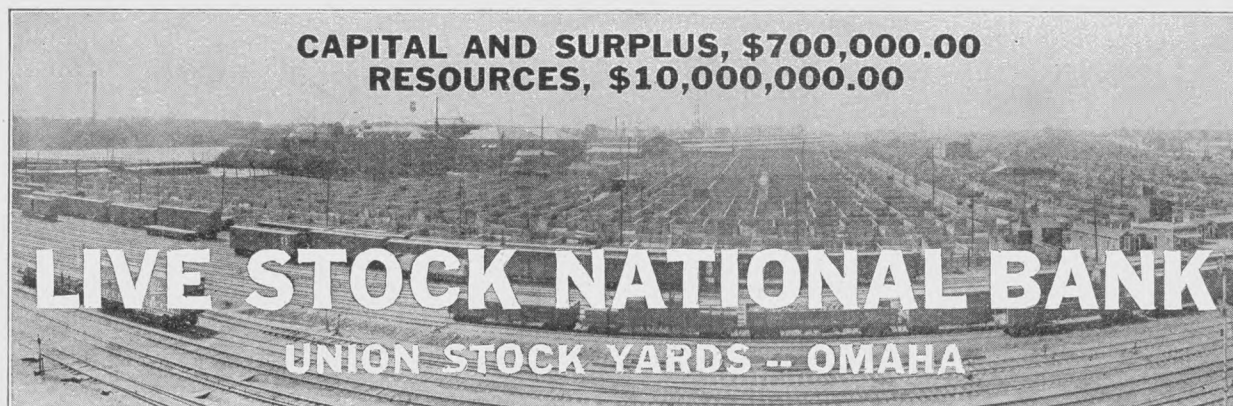
Member Iowa Society of Certified Public Accountants



Member American Institute of Accountants

Room 3 Magnus Block
Telephone 787

CEDAR RAPIDS, IOWA



I O W A

Mr. Bunyan came to Waterloo from Chicago, where for years he was connected with the First National Bank in the auditing department, working under the direct supervision of F. O. Wetmore, who later became president of the institution. As a banker Mr. Bunyan has had years of experience, leaving his home town of Kendallville, Indiana, when a young lad to enter the banking world.

STATE AND NATIONAL CO-OPERATION.

At the suggestion of John W. Foster, president of the First National Bank, of Guthrie Center, and a member of the resolutions committee, Frank Warner, secretary of the Iowa Bankers Association, has forwarded a copy of the resolutions adopted by the late state convention to John Skelton Williams, Comptroller of the Currency at Washington, D. C., and to George H. Messenger, State Superintendent of Banking for Iowa.

In a letter accompanying the resolutions, Mr. Warner solicits the active support and co-operation of these officials in carrying out the letter and spirit of this important action by the state bankers association with relation to sales of stock in speculative enterprises.

Mr. Warner also states that widest publicity has been given to these resolutions through Iowa newspapers and also nationally through bank magazines, state councils of defense and other patriotic organizations.

GARWIN STATE BANK RENEWS CHARTER.

A meeting of Garwin State Bank stockholders was held at Garwin, Iowa, recently, the occasion being the twentieth anniversary of the institution's organization. The meeting was well attended and important business disposed of.

The chief object of the meeting was to renew the bank charter, which was done for a period of twenty years. A resolution was also passed to join the Federal Reserve System. Officers and directors were elected as follows:

President, G. W. Conant; vice president, A. Cuthbertson; cashier, Edwin Beery; assistant cashier, Miss Hildred Smith; directors, D. W. Layman, Michael Berger, G. H. Austin, Will M. Rider, J. C. Friebley, A. G. Smith, G. L. Springer, H. J. Stiger, W. A. Dexter.

TWO LARRABEE BANKS CONSOLIDATE.

The Farmers State Bank, of Larrabee, Iowa, has purchased a controlling interest in the Larrabee Savings Bank and the two institutions will be combined under the former name and business continued in the fine new home of the latter institution.

R. H. Gray, president of the Larrabee Savings, retires, after twenty-six years of active management. Ivan Jacobsen, cashier, will remain with the new institution. Henry Montgomery, president of the Farmers State, remains as president of the consolidated institutions and A. D. Coffman remains as cashier.

Both banks have been substantial ones and the combining of the resources will make the Farmers State Bank one of the strong financial institutions of the county.

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

T. F. HARRINGTON, President

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

CONTINENTAL NATIONAL BANK

SIoux CITY, IOWA

Capital \$100,000.00

Surplus \$10,000.00

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

DIRECTORS

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

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

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

FIRST NATIONAL BANK

COUNCIL BLUFFS, IOWA

Assets Over - - - - \$5,000,000.00

J. P. GREENSHIELDS, President

E. A. WICKHAM, Vice President

G. F. SPOONER, Cashier

More than half a century of successful banking

LARGE GROWTH AT WATERLOO SAVINGS.

A comparison of the statements of the Waterloo Savings Bank, of Waterloo, Iowa, shows the following splendid growth in deposits: June 30, 1914, \$800,000; July 6, 1915, \$887,000; June 30, 1916, \$1,082,000; May 21, 1917, \$1,280,000; June 29, 1918, \$2,098,000.

This bank has paid to the United States government \$1,715,000 for Liberty Bonds, War Savings Stamps and United States Certificates for itself and customers since May 1917.

The capital is \$100,000; surplus and profits, \$97,534.74.

The officers of this progressive institution are: W. C. Logan, president; Emmons Johnson, chairman of the board; E. L. Johnson, Carleton Sias, vice presi-

dents; J. J. Miller, cashier; V. L. Bartling and K. L. Bragdon, assistant cashiers.

GEO. W. JOHNSON ELECTED PRESIDENT.

At a meeting of the directors of the Commercial National Bank, Charles City, Iowa, and associate banks, held recently, George W. Johnson was unanimously chosen president to fill the vacancy caused by the death of George E. May. At the same time Mr. Johnson was elected president of the Commercial Trust & Savings Bank, Charles City, and of the Farmers Savings Bank, of Colwell. In the progress of events, Carl C. Magdick was elected a director of the three banks to fill the vacancy caused by the death of Mr. May, hence the official roster of the three banks is as follows:

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

HOMER A. MILLER, President	
CLYDE E. BRENTON, Vice President	R. L. CHASE, JR., Asst. Cashier
H. T. BLACKBURN, Vice President	JAMES F. HART, Asst. Cashier
JOHN H. BLAIR, Vice President	JAMES BURSON, Asst. Cashier
G. E. PEARSALL, Vice President	J. R. CAPPS, Cashier

Peoples Savings Bank

DES MOINES, IOWA
ESTABLISHED 1890

CAPITAL (Paid in) \$50,000.00
CAPITAL (Earned) 50,000.00 \$ 100,000.00
SURPLUS & PROFITS (Earned) 230,000.00
DEPOSITS - - over 3,700,000.00

C. H. Martin, President
Frank P. Flynn Vice President
E. A. Slinger 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

Commercial Trust & Savings—Officers: President, George W. Johnson; vice president, Jos. Hecht; cashier, Carl C. Magdsick.

Commercial Trust & Savings—Officers: George W. Johnson; vice president, Jos. Hecht; cashier, Carl C. Magdsick.

Farmers Trust & Savings Bank, Colwell—Officers: President, George W. Johnson; vice president, Jos. Hecht; cashier, A. T. Greenwood.

IOWA NEWS AND NOTES.

G. F. Trotter, son of Mr. and Mrs. T. B. Trotter, of Ottumwa, Iowa, and well known in Ottumwa where for a number of years he was employed in the Iowa National Bank, has been made president of the Western National Bank, of Pueblo, Colo.

Lawrence Anderson, formerly deputy treasurer, has accepted a position with the Peoples State Bank, Guthrie Center, Iowa.

Gail Carey, who has been connected with the Bank of Dow City, as assistant cashier, for some time, has given up his position and will enter the army.

Bert R. Cole, who has been the efficient assistant cashier in the First National Bank, Strawberry Point, Iowa, for a number of years, has accepted the position as cashier of the Littleport Savings Bank, Littleport, Iowa.

John J. Kyhl, assistant cashier of the Cedar Falls National Bank, Cedar Falls, Iowa, was accepted in the naval officers reserve training camp at Chicago.

The board of directors of the Peoples Savings Bank, Marengo, is making preparations for the rebuilding and refurbishing of their banking house.

At the annual meeting of the stockholders of the German Savings Bank, Manning, Iowa, held recently, all of the directors were re-elected and several important changes made in the articles of incorporation of the bank.

The annual meeting of the officers and stockholders of the Farmers Bank, Traer, Iowa, was recently held and a dividend of 5 per cent declared.

Andrew P. Scott, who has been employed at the Commercial National Bank, of Storm Lake, Iowa, for the past two years, has resigned and will go to Paulina, Iowa, where he has secured the position of cashier of the Bank of Paullina.

The Mallard Trust & Savings Bank, Mallard, Iowa,

The Commercial National Bank

WATERLOO, IOWA

Capital and Surplus, \$500,000

OFFICERS

W. W. MILLER, President
F. C. PLATT, Vice-President
E. W. MILLER, Vice-President
GEO. E. LICHTY, Vice-President
H. C. SCHULTZ, Cashier
H. W. WENTE, Ass't Cashier

started up for business recently. The capital stock of this new institution is \$15,000.

J. Kessler Jones, who has been connected with the Citizens Bank, Bedford, Iowa, for the past two years, has been made cashier of that banking institution.

Auditor E. A. Schell has accepted a place with the Harlan National Bank, Harlan, Iowa.

C. Warnock has resigned his position with the Peoples Trust and Savings Bank, Iowa Falls, Iowa, and will enter the government army service.

Robert McNie will soon resign his position as cashier of the Farmers Savings Bank, at Atkins, Iowa, and will move to Waterloo to engage in the insurance business.

Roy Lohmann has resigned his position as assistant cashier of the Moorhead State Bank, Moorhead, Iowa.

The Peoples State Bank, Guthrie, Iowa, have had special furniture made to order for their new banking room, such as desks, chairs, tables, etc., and they are made of genuine mahogany. This furniture was purchased from H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo.

A change in the cashiership of the Milford National Bank, Milford, Iowa, took place recently when C. E. Stevens, of Sioux City, formerly with the Live Stock National Bank of that city, took the place made vacant by the resignation of E. L. Ewen. Mr. Ewen has several propositions in sight but is as yet undecided as to his future, but is considering the proposition of accepting a position with the Live Stock National Bank, of Chicago.

Arnold Stoltenberg has entered the employ of the German Savings Bank, at Lake Park, Iowa, taking the place Albert Ballhorn has held for several years.

J. A. May retires as cashier of the Farmers Savings Bank, at Fostoria, Iowa, and his place is taken by Herman Madison. Mr. Madison has been the assistant cashier.

The Farmers State Bank and the Larrabee Savings Bank, both of Larrabee, Iowa, have combined under the name of the Farmers State Bank. President R. H. Gray, of the Larrabee Savings Bank, will retire after twenty-six years of active management. Ivan Jacobsen, cashier, will remain with the new institution. Henry Montgomery will continue as president of the combined banks and A. D. Coffman as cashier.

Steve Vander Brink has severed his connection with the Farmers Savings Bank, Boyden, Iowa.

THE BANKERS HOTEL
Hotel Snapp
 Our famous Mineral Waters prescribed by physicians.
 Located nearer all the famous mineral springs and places of amusement than any other large hotel.
 Operated on the American Plan
 Rates from \$3.50 to \$5.00 per day. American plan.
 Write for booklet
 Reservations by wire or mail will have our immediate attention.

Excelsior Springs, Mo.
ABSOLUTELY FIRE-PROOF
 Where Hospitality Reigns Supreme
 A home for your mother, wife and daughter.

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

Resources Fifteen Million Dollars
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.

OFFICERS
RALPH VAN VECHTEN, President **GLENN M. AVERILL, Vice President** **CHAS. C. KUNING, Asst. Cashier**
GEO. B. DOUGLAS, Vice President **KENT C. FERMAN, Cashier** **KARL H. REHNBERG, Asst. Cashier**
ED H. SMITH, Vice President **MARTIN NEWCOMER, Asst. Cashier** **GEO. F. MILLER, Asst. Cashier**



NEBRASKA BANK NEWS

NEBRASKA BANKERS CONVENTION DATES.

The executive council of the Nebraska Bankers Association has decided that the 1918 convention will be held in Omaha on October 23d and 24th. A number of speakers of the utmost prominence will be invited and no efforts spared to produce a notable program, which will be of a highly patriotic nature.

The officers of the Nebraska association are: W. S. Weston, vice president of the Peters Trust Company, of Omaha, president; J. H. Kelly, president of the First State Bank, Gothenburg, chairman of the executive

council; J. F. Coad, Jr., president of the Packers National Bank, of South Omaha, treasurer; Wm. B. Hughes, of Omaha, secretary.

ANTON SAGL ELECTED VICE PRESIDENT.

Anton Sagl, state insurance examiner and former chief clerk to Governor Neville, has resigned to become vice president of the Lancaster County Bank, of Waverly, Neb. Mr. Sagl, whose home is at Wilber, Neb., is an old experienced banker and he was the organizer of the State Bank, of Filley.

Associated with him in the Lancaster County Bank will be D. E. Atkinson, president, and H. A. Johnson, cashier.

KENESAW BANK INCREASES CAPITAL.

The stockholders of the Kenesaw Exchange Bank, of Kenesaw, Neb., at a recent meeting decided to increase the capital stock to \$30,000. The name was also changed to the Kenesaw State Bank. This is the oldest bank in Kenesaw, having been established in 1884. A new building is under construction which will soon be completed.

A. L. Clarke is president, S. A. Westing vice president and H. R. Coplin cashier.

NEW HOME FOR SECURITY STATE BANK.

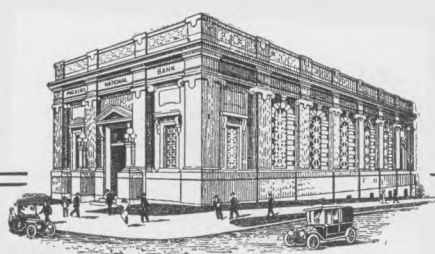
The growth of the business of the Security State Bank, of South Omaha, has been such as to necessitate new quarters. Consequently the contract has been let for the erection of a new home, which will be three stories in height. The clerical force will work in offices situated on balconies above the main banking floor. The new building, exclusive of the lot, will cost over \$20,000 when completed.

William A. Rathsack is president and E. V. Svoboda, cashier. The bank has a capital of \$100,000, surplus and undivided profits, \$12,000.

W. A. GREENWALD SELLS INTEREST.

W. A. Greenwald, after many years close association with the Falls City State Bank, Nebraska, as cashier, has sold his interest in that institution. During the time he has been connected with this bank the assets have increased from \$66,000 to \$940,000.

L. P. Wirth has been re-elected president and T. J. Gist succeeds Mr. Greenwald as cashier. Frank Jones,



Mr. Banker:-

*If your customer
ships live stock to the
South Omaha Market
You Need
a Bank at South Omaha
to collect his returns
for you.*

Packers National Bank
UNION STOCK YARDS
OMAHA

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

cashier of the Maxwell State Bank, of Maxwell, has been elected assistant cashier of the Falls City State Bank.

FIRST TRUST CO. HAS NEW SECRETARY.

W. T. Graham, cashier of the First National Bank, of Laurel, Neb., has severed his connection with that bank and has accepted the position as secretary and director of the First Trust Company, of Omaha, and will be actively connected with the management of the company. Mr. Graham is well known as a very successful banker, having had many years' experience in the farm loan and banking business.

F. H. Davis is president, C. T. Kountze, G. H. Thumel and L. L. Kountze, vice presidents, and T. L. Davis, treasurer. H. E. Wallace is assistant secretary.

R. G. MASON SUCCEEDS W. S. WESTON.

R. G. Mason, for the past eleven years cashier and for the past three years vice president of the First National Bank, of Hartington, Neb., has been elected by the board of directors president of the bank to succeed W. S. Weston, resigned. Mr. Mason started in the banking business at Cedar Falls, Iowa, over forty years ago.

There will be no change in the policy of the bank which will continue to exert its influence for the best interests of the community as a whole.

When Mr. Mason first came to Hartington he occupied the position of assistant cashier of the Hartington State Bank and in the year 1901 he entered the em-

ploy of the First National as clerk and bookkeeper. At that time, F. A. McCornack, now of Sioux City, Iowa, was the president and Frans Nelson, now of Omaha, was the cashier. In January, 1907, he was elected to the position of cashier and in 1915 he was promoted to the position of vice president.

W. A. LETTON SELLS INTEREST IN BANK.

W. A. Letton, who owned a majority of the capital stock of the Farmers State Bank, of Plymouth, Neb., and who had acted as cashier of the bank for the past two years, has sold his interest to E. C. Orth and several other Plymouth parties. Mr. Orth, who has been assistant cashier, has been elected cashier. August

JOHN W. TULLEYS

CERTIFIED PUBLIC ACCOUNTANT

Audits and Financial Investigations

507-8 Bankers Life Building

LINCOLN, NEB.

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

Selk was elected assistant cashier and will ably fill this position.

Mr. Letton is undecided as to his future plans.

SANDERS ELECTED ASSISTANT CASHIER.

H. M. Sanders, who has been the efficient cashier of the Jefferson County Bank, of Daykin, Neb., has been elected assistant cashier of the Citizens State Bank, of Superior. Mr. Sanders has had considerable banking experience and will very creditably fill his new position.

CITY NATIONAL BANK KEARNEY, NEBRASKA

Capital\$ 100,000.00
Surplus and Profits..... 45,198.47
Deposits 2,000,107.18

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

J. P. Fair is president, A. M. Lunt vice president and L. C. Stanley cashier.

OMAHA BANKS GIVE \$25,000,000.

Omaha banks will hold \$25,000,000 of the new treasury certificates in October, when the entire issue of \$6,000,000,000 will have been absorbed. The certificates bear 4½ per cent interest.

Resources of the Omaha banks, in round figures, are \$125,000,000. Five per cent for June, July, August and September means 20 per cent of the total resources, or \$25,000,000 as Omaha's share of the certificates.

Banks and trust companies have been asked by the government to put 5 per cent of their total resources every month for four months into the new certificates until the whole loan is floated.

MAX STATE BANK CHANGES HANDS.

J. G. Riley and J. W. Murphy, cashier and assistant cashier of the Bank of Benkelman, Neb., have taken over the interests of S. Y. Hartt and C. H. Moffett, president and cashier of the Max State Bank, of Max, Neb.

E. R. Logan has been elected cashier. The other officers are: J. G. Riley, president; J. W. Murphy, vice president; L. C. Rudisill and F. E. Schwartz, directors.

The bank is at present in a flourishing condition and under the new management will undoubtedly continue to grow.

FREMONT BANKS DECLARE DIVIDENDS.

The banks of Fremont, Neb., recently declared their semi-annual dividends. The First National Bank declared a dividend of three and one-half per cent. The Farmers and Merchants National continued its customary dividend at four per cent and added \$5,000 to the surplus fund.

The Fremont National and its auxiliary, the Security Savings Bank, each announced a five per cent dividend while the Commercial National Bank earned and declared a six per cent and its adjunct, the Home Savings, declared a five per cent dividend.

The Fremont State Bank declared a dividend of three and one-half per cent.

NEBRASKA NEWS AND NOTES.

P. J. Schobel recently purchased a half interest in the Naponee State Bank, Naponee, Neb.

Vivien Barrett has accepted a position with the First National Bank in Lincoln, Neb.

The Ashland State Bank, Ashland, Neb., recently installed a beautiful set of bank fixtures made of genuine mahogany and light colored marble base and the old copper finished grill work. The bank is now one of the prettiest equipped bank rooms in the state. The fixtures were purchased from the H. Ehrlich & Sons Manufacturing Company, St. Joseph, Mo.

The Kilgore State Bank, Kilgore, Neb., recently purchased a beautiful set of fixtures from the H. Ehrlich & Sons Manufacturing Company, St. Joseph, Mo., made of American black walnut, with marble base and grill work.

The members of the Cedar County Bankers Association gave a reception and banquet to W. S. Weston, who moves from Hartington to Omaha, Neb., to enter a larger field of business. Mr. Weston has been for years president of the State Bankers Association. The

The Omaha National Bank

Omaha, Nebraska

Established in 1866

Capital \$1,000,000.00

Surplus \$1,000,000.00

Deposits \$25,000,000.00

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

WALTER W. HEAD, Vice President

FRANK BOYD, Vice President

J. A. CHANGSTROM, Assistant Cashier

WARD M. BURGESS, Vice President

EZRA MILLARD, Cashier

EDW. NEALE, Assistant Cashier

banquet tendered him was attended by some thirty bankers from Cedar county. W. T. Graham, of Laurel, president of the Cedar county bankers, was toastmaster at the dinner and a number of speeches were made congratulatory to Mr. Weston.

H. M. Saunders, who has been connected with the Jefferson County Bank at Daykin, Neb., has been elected assistant cashier of the Citizens State Bank, of Superior. Mr. Saunders comes to the bank at Superior highly recommended and bringing valuable banking experience.

Harvey Teten has resigned as assistant cashier at the Otoe County National Bank, Nebraska City, Neb.

Guy L. Clements has severed his connection with the American Exchange Bank, Elmwood, Neb.



R. W. WALTERS
First Vice President Chas. E. Walters Co.
Omaha, Neb.

WALTERS JOINS THE ARMY.

R. W. Walters, first vice president of the Charles E. Walters Company, Omaha, Neb., has joined the army. He left sometime ago for Camp Green, S. C., where he is in the medical department.

The business of the Charles E. Walters Company, at Omaha, will be managed by Robert L. Goethe, second vice president, and H. H. Byers, secretary.

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

BANKS BOUGHT and SOLD

Confidentially on Commission

JACOB BACKER, BANK BROKER

405 Pioneer Bldg.

ST. PAUL, - - MINN.

The directors of the First National Bank, of Ord, Neb., at a meeting held recently, voted to give a thousand dollars to the Red Cross, \$500 to the National Society and \$500 to the local chapter.

MINNESOTA BANK NEWS

NINTH DISTRICT TO BE ORGANIZED.

Bankers of the Ninth Federal Reserve District will be organized in groups by states and counties for taking \$26,000,000 in treasury certificates that the district will be expected to subscribe for every two weeks from now on.

C. T. Jaffray, president of the First and Security National Bank, of Minneapolis, who was asked by the Federal bank to take charge of the organization, is at work on the details.

There will be forty or fifty divisions of territory, each embracing a group of counties. The group chairman will keep in touch with all conditions relative to the ability of the banks in their division to handle quantities of the certificates as they are issued.

With good crops and high prices for all farm produce and with prices for wheat guaranteed on high level, the Northwest should be able to absorb these certificates if the distribution is properly handled. Mr. Jaffray has outlined the problem and says it is a governmental duty that must have first call upon the resources of the banks.

THE JOHN F. SINCLAIR COMPANY.

The John F. Sinclair Company was organized in Minneapolis in the spring of 1914 for the handling of farm mortgages, municipal bonds and other investments. Since that time the company has been steadily increasing its business, with the result that they have become interested in the control of a number of



JOHN F. SINCLAIR,
President and Treasurer, John F. Sinclair Company, Minneapolis.



P. M. KERST,
Vice President John F. Sinclair Company, Minneapolis.



J. T. WHITLAW,
Secretary, John F. Sinclair Company, Minneapolis.

Midland National Bank

MINNEAPOLIS

ORGANIZED 1909

CAPITAL AND SURPLUS \$1,350,000.00

ASSETS \$17,000,000.00

The bank that successfully makes it a business of handling the accounts of banks. 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

banks in Montana, North Dakota, South Dakota and Minnesota.

Mr. Sinclair, who is president and treasurer of the John F. Sinclair Company, is a graduate of the University of Minnesota, in both the academic and law courses. He was formerly secretary of the Montreal Y. M. C. A. In the years 1910 and 1911 he was associated with the Legislative Reference Bureau, Madison, Wis., during which time he made a trip to Europe to study co-operation among farmers, including rural credits, issuing several bulletins on this subject. In the fall of 1911 he became associated with the Wells-Dickey Company, Minneapolis, in which organization he continued until the John F. Sinclair Company was organized in the spring of 1914. Mr. Sinclair is the acting manager of the institution.

Mr. P. M. Kerst, vice president, has been in the banking business for more than thirty years, both as active officer and as bank examiner. He was bank examiner of Minnesota under the administration of the late Governor John A. Johnson. Later he became clear-

ing house examiner for the Twin City banks, which position he resigned to become chief national bank examiner of the Ninth Federal Reserve District, which comprises Montana, North Dakota, South Dakota, Minnesota, Northern Michigan and Northern Wisconsin. Mr. Kerst resigned his position as chief national bank examiner about six months ago.

Mr. Whitlaw, who is a Canadian by birth, received his education in Eastern Canada. In 1905 he was appointed traveling passenger agent for the Pacific Railway Company, of Winnipeg, which position he resigned four years later to become associated with The Hall Company, Limited, of Winnipeg, which company operates a line of private banks in Canada. About the beginning of the year 1918 he became connected with the John F. Sinclair Company as secretary. Mr. Whitlaw's extensive business training and his ability as a salesman, peculiarly fit him for the position which he now occupies.

The John F. Sinclair Company owns banks at the following points: Security State Bank, Box Elder, Mont.;

Continental and Commercial National Bank OF CHICAGO

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

OFFICERS

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

John Jay Abbott Vice-President	George M. Reynolds President	William P. Kopf Secretary	Henry C. Olcott Mgr. Bond Dept.
Arthur Reynolds Vice-President	Edmund J. Claussen Ass't Secretary	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



**COMPLETE INVESTMENT
SERVICE**

Our facilities offer conservative investors choicest farm mortgages in the Middle West to net 5½% and 6%. We handle Municipal and Corporation bonds, Commercial Paper, Short Term notes at best current rates. Correspondence invited. Ask for our latest offerings.

Established a Quarter of a Century

GOLD-STABECK COMPANY
INVESTMENT BANKERS
MINNEAPOLIS

MINNESOTA

First State Bank, Geyser, Mont.; Gildford State Bank, Gildford, Mont.; Farmers State Bank, Hingham, Mont.; First State Bank, Kremlin, Mont.; Square Butte State Bank, Square Butte, Mont.; Bank of Cresbard, Cresbard, S. D.; Security State Bank, McIntosh, S. D.; Farmers and Merchants State Bank, Hutchinson, Minn.

SHERBURN NATIONAL HAS NEW HOME.

The Sherburn National Bank, of Sherburn, Minn., has recently completed its handsome new building. The interior is finished in tan with steel ceiling and dull ivory. The floor is laid with ceramic tile and the fixtures and wainscoting are finished in English vein white Italian marble. All of the woodwork is in oak finish.

The Sherburn National was established as a state bank in 1895 with the following officers: A. L. Ward,

president; Chris Schwager, vice president, and H. H. Jenkins, cashier. Two years later C. E. Landin was made cashier, which position he held until about twelve years ago when he resigned and was succeeded by Leo Howard. Mr. Howard handed in his resignation a few weeks ago on account of his going into the service, but the board will keep his position open for him until the close of the war.

MIDLAND TRUST & SAVINGS BANK OPENS.

The Midland Trust and Savings Bank, of St. Paul, Minn., has opened for business in its recently completed banking rooms, in which the most modern fixtures have been installed.

H. W. Strickler, president of the Midland Insurance Company, is president of the new institution. The authorized capital is \$2,000,000 and the bank will do a checking, savings account and trust company business.

The officers are: H. W. Strickler, president; W. H. H. Cash, Max Hendrick, J. C. Kirkpatrick, W. I. Prince and H. L. Thornburgh, vice presidents; E. M. Mortensen, secretary; Gilbert Gutteresen, treasurer; A. H. Reinhard, cashier; H. A. Sorlien, assistant cashier; E. M. Schneider, assistant treasurer, and H. W. Benton, general counsel.

A new bank at Eveleth, Minn., will be opened in a short time.

You Need This

A stamp needed by every bank handling Liberty Loan Bonds for recording payments on back of loan card.

Price Only \$1.25 Send for One Today

RECORD OF PAYMENTS					
DATE	Payments Due	Amount of Payment	Interest Accrued	Total Paid	Teller
	5% by May 4				
	20% by May 28				
	35% by July 18				
	40% by Aug. 15				
	100%				
	Interest Paid				

¾ Actual Size

St. Paul Stamp Works
74 Fifth Street, St. Paul, Minn.

FARM MORTGAGES COMMERCIAL PAPER

Municipal Bonds

Our unequalled facilities for securing choice, high-interest bearing investments, backed by "The Sinclair Service" creates a steady demand for our securities.

We collect interest, principal and look after the investment without charge of any kind.

JOHN F. SINCLAIR COMPANY
CAPITAL \$300,000

McKnight Building, Minneapolis, Minn.

Advise and we will forward description of any line of investment you require.

AMERICAN FIXTURE COMPANY

Kansas City, Missouri



COMPLETE EQUIPMENT FOR BANKS

New Building
Fixtures

Decorations
Remodeling

Floors
Lighting

Furniture
Interior Woodwork

MINNESOTA NEWS AND NOTES.

The German-American Bank, Minneapolis, changed its name recently to North American Bank.

Banks in St. Paul on July 1st paid out more than \$200,000 in quarterly dividends and semi-annual dividends.

John Leslie, president of the John Leslie Paper Company, has been chosen a director of the Northwestern National Bank, Minneapolis, succeeding the late James T. Wyman.

O. W. Lundstein, president of the Farmers and Merchants Bank at Hutchinson, Minn., has sold his banking interests to Peter M. Kerst and John F. Sinclair, of Minneapolis.

Robert F. MacTavish, teller in the Northwestern National Bank, Minneapolis, with which he has been connected for more than thirteen years, left Minneapolis recently for New York City to report for Y. M. C. A. secretary duty overseas.

R. S. Westby has resigned his position with the Farmers State Bank, Echo, Minn., and expects to move to Minneapolis in the near future, where he has accepted a position with the Drake-Ballard Company, one of the largest loaning companies of the state. Mr. Westby has accepted the cashiership with the company.

The Van Sant Trust Company, St. Paul, formerly the Van Sant Investment Company, began business

recently in the Endicott Arcade Building. The company has a capital stock of \$200,000. The officers are Samuel R. Van Sant, president; P. W. Herzog, vice president, and Grant Van Sant, trust officer.

Edward A. Murphy has become cashier of the St. Cloud State Bank, of East St. Cloud, Minn., to succeed Daniel J. Fouquette, who has been called to the colors.

If You Wish to Buy or Sell

Banks or Bank Stocks, write

The Bankers Holding & Investment Company

1st National-Soo Line Bldg.
MINNEAPOLIS, - - MINNESOTA

Judith Basin Farm Mortgages for Sale

Established 1880

Drake-Ballard Co.

Capital and Surplus \$700,000.00

FARM MORTGAGES—MUNICIPAL BONDS

Investors are invited to write us for our latest list and descriptive matter. We are in the market at all times for choice mortgages and municipal bonds.

Correspondence solicited

Minneapolis, Minnesota



MR. BUSINESS MAN:

You go to your lawyer when your business is in trouble. Why not come to the NATIONAL SERVICE CORPORATION when your staff organization needs help?

As a subscriber to our SERVICE you will know of no such trouble for you can turn to us when in need.

Ask us about it - it will pay you - do it now.

Respectfully,

NATIONAL SERVICE CORPORATION

Suite 420 Metropolitan Life Bldg., Minneapolis, Minn.

MONTANA BANK NEWS

MONTANA BANKERS FORM ASSOCIATION.

Complying with the suggestion of Superintendent of Banks H. S. Magraw, some fifty or sixty officers of state banks throughout Montana met in Helena recently and organized an association of Montana state banks.

The association will be affiliated with the National Association of State Banks, an organization of recent birth, the purpose of which is to look after the interests

of state banks in matters of legislation. It was clearly pointed out at the meeting that the association does not propose to antagonize national banks or the national system, but rather will lend its efforts toward securing a better understanding between the two systems that will result in their mutual benefit.

P. B. Bartley, of Helena, was elected president; J. K. Heslet, of Butte, vice president; O. W. Allen, of Billings, secretary.

Superintendent of Banks Magraw explained to the bankers at the meeting that at a recent meeting of the National Association of State Bank Supervisors, held in Hot Springs, Ark., a resolution was adopted calling upon all the superintendents to call meetings in their various states for the purpose of organizing state associations.

Montana Mortgages

made by a competent and trustworthy bank combine absolute safety with good return.

Over \$1,000,000.00 of Montana Mortgages and over \$1,000,000.00 of North Dakota Mortgages sold by us without loss.

Our mortgages are selling to our old clients today but we can supply a few additional investors at good rates.

Illinois and Wisconsin Investor references.

CUSTER COUNTY BANK

W. C. McClintock, President
MILES CITY, - - MONTANA

Stow & Davis Furniture Company Grand Rapids, Mich.

Manufacturers of Bank and Office
Furniture

When you have banking rooms to furnish come to Grand Rapids and see our line or send your schedule to us through your dealer before purchasing.

MONTANA BANKERS CONVENTION.

Billings, August 9th and 10th, will be the scene of probably the most important convention of the Montana Bankers Association ever held. The local problems for discussion are perhaps as numerous as at any other convention, and in addition to the matters of a local nature this year the bankers will consider the war and war finance.

Just as the different meetings of the association a few weeks ago resolved themselves into war councils, so it is expected that the war will get a great deal of the attention of the bankers at Billings.

The program as completed at the time of going to press, follows:

Address of welcome—M. Thomas, of Billings.

Response—Sam Stephenson, of Great Falls.

Address—J. Adam Bede, subject, "The Price of Progress."

Address—Gates W. M'Garrah, president Mechanics and Metals National Bank, New York City, subject, "War Problems, Present and Future."

It is also expected that there will be an address by Captain Edwards of the British army. The entertainment features will be along the usual lines. A large attendance is expected.

The selection of Billings as the 1918 meeting place of



Some Prominent Users of Kirtley Ledgers
Citizens Trust & Savings Bank, Davenport,
Iowa.

Continental National Bank, Sioux City, Iowa.
Sioux Falls Savings Bank, Sioux Falls, S. D.
First National Bank, Centerville, S. D.
First National Bank, Bancroft, Neb.
Nebraska State Bank, Norfolk, Neb.

Have You a Liability Ledger

Can you tell at a glance just how much each borrower owes you? Don't depend wholly on your note case. Sometimes a note is misplaced. The Liability Ledger is a check on your note case and when a customer wants to settle up you have all the information on his sheet.

We want to tell you about the Kirtley Liability Ledger, how it saves time in posting and referring to accounts.

Write for information today to

Hammond Printing Co. BANK SUPPLIES
FREMONT, NEBR.



Exterior View

of the beautiful new home of the

Peoples State Bank

Guthrie Center, Iowa

- OFFICERS**
F. M. HOPKINS,
 President
H. J. HESS,
 Vice President
W. K. HAMILTON,
 Cashier
K. B. O'DAIR,
 Asst. Cashier

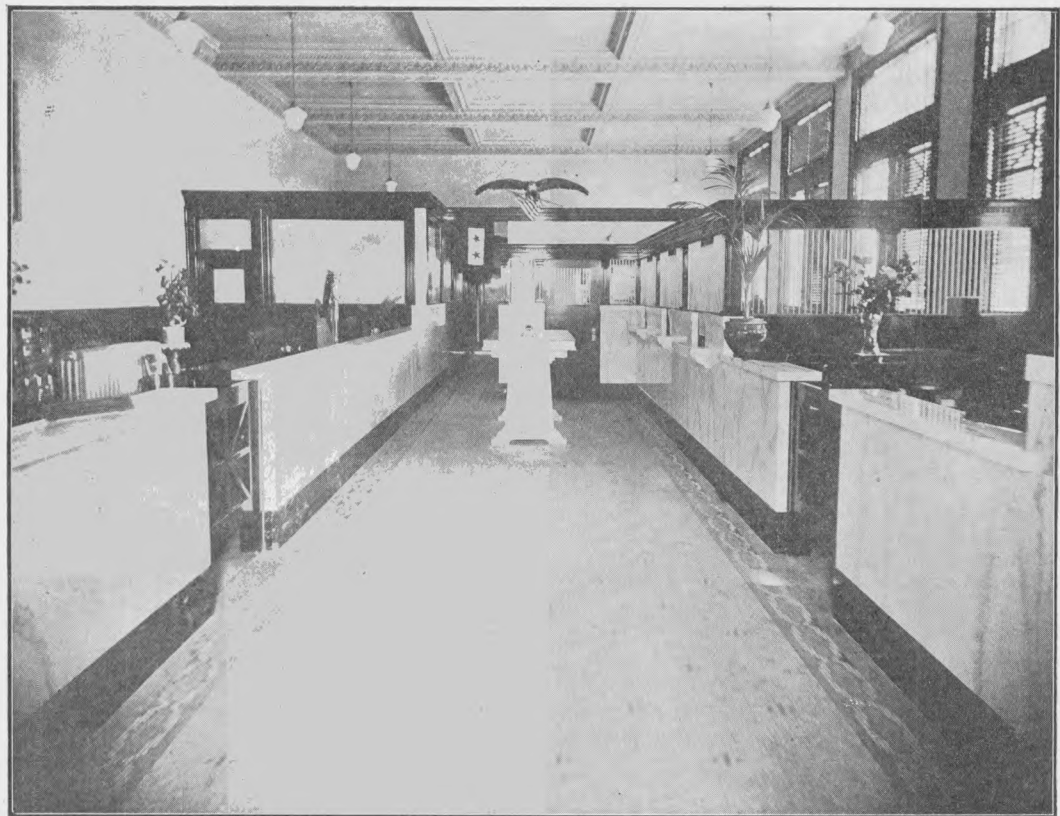
Designed and Constructed by

The Lytle Company, Sioux City, Iowa

J. A. RAVEN, President

Architects and Engineers of Complete Bank and Office Buildings

Note the handsome and practical character of this Bank's Interior Design



Others Recently Completed

- First National Bank, Estherville, Iowa.
- First National Bank, Iowa Falls, Iowa.
- Farley State Bank, Farley, Iowa.
- Peoples State Bank, Guthrie Center, Iowa.
- Mapleton Trust & Savings Bank, Mapleton, Iowa.
- Abram Rutt National Bank, Casey, Iowa.
- Citizens National Bank, Royal, Iowa.
- First National Bank, Bancroft, Neb.
- First National Bank, Le Mars, Iowa.
- First National Bank, Dunlap, Iowa.
- First National Bank, Churdan, Iowa.
- Milford National Bank, Milford, Iowa.

AUDITORS

FINANCIAL STATEMENTS PREPARED

BUSINESS SYSTEMS

BILLINGS, PROUTY AND TOMPKINS

CERTIFIED PUBLIC ACCOUNTANTS

MEMBERS AMERICAN INSTITUTE OF ACCOUNTANTS

DES MOINES, IOWA
Hippee BuildingWATERLOO, IOWA
Black BuildingDAVENPORT, IOWA
Putnam BuildingCEDAR RAPIDS, IOWA
C. R. S. Bank Building**MONTANA**

the association was considered very appropriate. That city is the home of the president of the association, Roy J. Colvert, who is president of the Merchants National Bank. C. F. Morris, of Havre, is vice president of the association, and if the former custom is followed, he will be the new president. E. A. Newlon, of Great Falls, is secretary.

MONTANA BANKER IS REPRESENTATIVE.

The Midland National Bank, of Minneapolis, has just announced the appointment of J. H. Sharpe as special representative. Mr. Sharpe was vice president and cashier of the Yellowstone Valley Bank and Trust Company, of Sidney, Mont., until recently. Prior to that

he was assistant superintendent of banks in Montana. Mr. Sharpe is known among bankers all over the state and his many friends will be pleased to learn of his new connection.

MONTANA NEWS AND NOTES.

Colonel A. L. Babcock, president of the Yellowstone National Bank, Billings, Mont., pioneer and merchant, died recently at Long Beach, Cal.

At a meeting of the directors of the First State Bank, Libby, Mont., held recently, Joseph Fennessy was elected president of that institution, succeeding T. A. McCann.

D. J. Charles, Butte, Mont., banker, will aid in solving Montana farm labor troubles.

H. O. Morgan has been elected cashier of the Farmers State Bank, of Glentana, Mont., to succeed Fred F. Smith, who has been made first vice president.

Farm Buildings Do More Than Earn Interest—They Pay Off Principal

THE banker has always looked on reliable farm land as the safest of investments. But land is only part. Farm buildings not only pay for the interest on the money invested in them but quickly begin to pay off the capital. For instance a \$5,000 barn in a single year may save easily \$500 otherwise lost through shrinkage of crops and live stock. This is sure saving.

GOOD farm buildings of the modern type—barns, out-houses, machinery sheds, tenant houses, etc.—save loss of crops and depreciation of equipment, help solve labor problems, put the business of farming on a sounder basis.

Farm buildings, ordinarily a good investment, now can be looked on as exceptionally attractive both because they are so necessary and because their cost is low. In spite of the impression which some have that building costs are high, it is attested by Government statistics that lumber and building materials have advanced in price less than two-fifths

as much as other commodities since 1913. This is due principally to the subnormal amount of building that has been done in this country. But these favorable prices can not last long after the war has ended.

Gordon-Van Tine Company is a firm which specializes in the planning, production and selling of modern farm buildings. Our farm buildings are sold ready-cut, ready-to-erect, completely planned. We employ the mill-to-user method of selling which insures lowest prices possible on materials of highest quality. Bankers have found it safe and satisfactory to recommend us to farmer clients.

Gordon-Van Tine Co.

Resources Over \$1,000,000

Established Over Half a Century

6785 Case St.

Davenport, Iowa



ANNA CASE

singing in direct comparison with the New Edison and proving that her performance and that of the instrument are indistinguishable.

A Hundred Years Hence

*the world will still revel in
the beauty of Anna Case's voice*

Yes, a century from now, when a new generation refers to the primitive days of 1918, the great diva's superb voice will thrill vast audiences. Thanks to the genius of Thomas A. Edison it has been Re-Created and preserved in all its glory for our descendants. The men of to-morrow will hear, not a mere imitation, you understand, but the voice itself—pure, bubbling and spontaneous. For it has been Re-Created on

The NEW EDISON

"The Phonograph with a Soul"

This means that it has been Re-Created with such fidelity; so perfectly and completely, that no human ear can distinguish artist from instrument. The famous Edison tone tests have proved this beyond question. Before audiences totaling more than 2,000,000, great artists, stars of Metropolitan Opera, have sung in direct comparison with their own voices on the instrument. And not one listener has been able to detect a shade of difference.

Come into our store to-morrow and hear Anna Case on the New Edison.

Harger & Blish, Inc.

"33 Years in the Music Business"

Des Moines

Sioux City



SO. DAKOTA BANK NEWS

STATE ASSOCIATION OFFICERS ELECTED.

At the annual meeting of the South Dakota Bankers Association, which was held in Rapid City, the following officers were elected for the coming year: Alex Highland, vice president of the Aberdeen National Bank, president; Harry Wentzy, president of the Security Savings Bank, of Rapid City, vice president; F. D. Peckham, cashier of the First National Bank, of Alexandria, secretary, and R. A. Goodwin, vice president of the Wakonda State Bank, of Wakonda, treasurer.

The 1919 convention will be held at Mitchell.

FIRST NATIONAL, DEADWOOD, CELEBRATES

Forty years ago the First National Bank, of Deadwood, S. D., was organized by a group of pioneer financiers in the then bustling frontier mining camp. The bank was started with a capital of \$50,000, which increased to \$100,000 in 1880 and to \$150,000 in 1905. The first president was L. R. Graves, who retained that office until the controlling interest in the bank was purchased by Richard C. Lake and O. J. Salisbury in 1879, when the former was elected president, which office he held until 1882, when O. J. Salisbury succeeded him. The latter retained that office until 1902, he being succeeded by Harris Franklin, who resigned in 1905 to be succeeded by N. E. Franklin, who remained president until 1917 when D. A. McPherson, cashier, was elected president.

The history of the First National is coincident with the history of the Black Hills during the whole period

SIoux FALLS NATIONAL BANK SIoux FALLS, S. DAK.

Established - - - 1882
Sioux Falls' Oldest Bank

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

GEO. A. PETTIGREW, Pres. C. N. GUNNISON, Vice-Pres.
C. C. CRANDALL, Sec'y

Northwestern Audit Company

Public Accountants and Auditors

410 Boyce-Greeley Building

SIoux FALLS, S. D.

of its existence. The bank has been very successful and has paid to its stockholders in the form of earned dividends the sum of \$547,500 and to its depositors as interest, approximately \$2,000,000.

R. A. TOWNSEND SELLS BANK STOCK.

R. A. Townsend, the efficient president of the Bank of Bruce, S. D., has sold the larger part of his interest in that bank to E. A. Grape, who will take active charge. Mr. Townsend becomes vice president of the First National Bank, of Brookings, S. D.

Mr. Grape is a very competent man under whose management the Bank of Bruce will continue to prosper and grow. Associated with him will be G. W. Austin, vice president; D. I. Omodt, cashier, and W. C. Brewer, assistant cashier.

JAMES VALLEY BANK, HURON, INCREASES

The capital stock of the James Valley Bank, of Huron, S. D., has recently been increased from \$30,000 to \$60,000. The surplus fund is \$15,000. This increase in capitalization was made necessary by the remarkable growth of the bank during the past five years.

R. E. Cone is president, C. H. Bonesteel vice president, V. C. Bonesteel cashier and C. C. Smith assistant cashier.

BANKS LOAN TO GOVERNMENT.

In his capacity as chairman of the district comprising Union, Lincoln, McCook, Lake, Moody and Minnehaha counties, C. E. McKinney, president of the Sioux Falls National Bank, Sioux Falls, S. D., has sent letters to banks, explaining the plan to be followed for the aid the bankers are to give the government in financing the war. All banks are now asked to invest 2½ per cent of their resources at the 4½ per cent interest in four months' treasury certificates.

This plan contemplates the loaning of this money to the government by weekly amounts, commencing June 25th, and running through ten weeks. The money paid by the purchasers of Liberty Bonds in the October loan drive will be used by the government to redeem these treasury certificates from the banks. Banks of the

We Believe That Our Steady Growth is a Result of the
Quality of our Service

A Bank of Strength and Service

James Valley Bank

Huron, South Dakota

Resources Over . . . \$1,000,000.00

R. E. CONE, President
C. H. BONESTEEL, V. Pres.

V. C. BONESTEEL, Cashier
C. C. SMITH, Asst. Cash.

R. W. WALTERS, Vice President
ROBT. L. GOETHE, Vice President

CHARLES E. WALTERS, President

HENRY H. BYERS, Secretary
E. D. PATTERSON, Secretary



THE CHARLES E. WALTERS COMPANY

INCORPORATED

BANK STOCKS

1422-1430 FIRST NATIONAL BANK BUILDING
ADDRESS LOCK BOX 1162

OMAHA, NEB.

Correspondence solicited from those desiring to buy or sell. All inquiries treated strictly confidential.

An organization with fifteen years' experience devoted exclusively to selling banks—the pioneers in the business.

United States are thus asked by the government to provide \$6,000,000,000 of their resources for this purpose.

SOUTH DAKOTA WOOL SHIPMENTS HEAVY.

Wool shipments from northwestern South Dakota are just commencing and promise to be the heaviest in years, with prices higher than ever before known.

The great bulk of the wool shipments will come from the Belle Fourche territory, where there are numerous large flocks and from adjacent territory in eastern Wyoming.

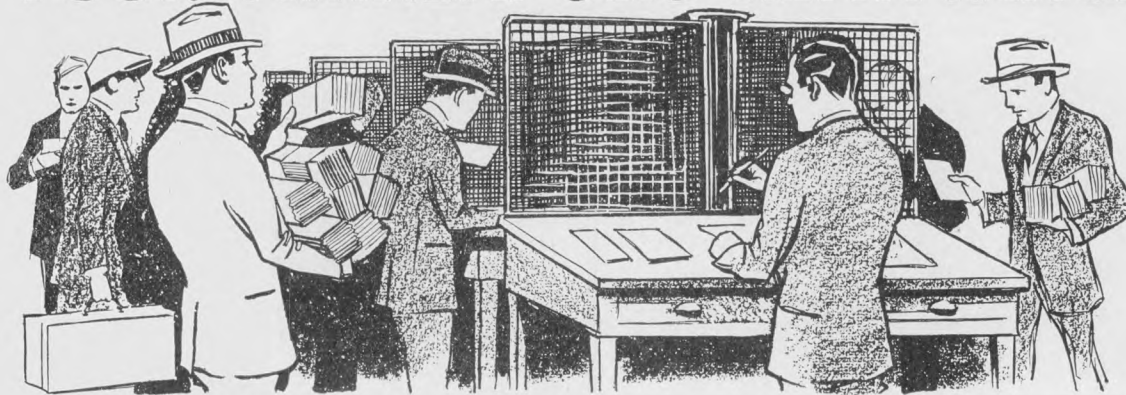
The wool clip is being started to the East through

the regular buying channels, but it is to be at the disposal of the United States government in the course of its progress from the producer to the manufacturer.

The raisers are being allowed an advance payment of 50 cents a pound as the shipments are made, and the payment of the balance between that and the price to be eventually established will come later, or as soon as the wool has been graded and the prices which will be allowed for the different grades have been determined.

The best-posted men in the Belle Fourche district express the opinion that the average price will finally be fixed between 62 and 65 cents a pound.

YOUR MINNEAPOLIS REMITTANCE



Like magic, precisely at eleven

—young men from Minneapolis banks appear at the clearing house to exchange checks.

It is a matter of special pride in the In-coming Mail department of this bank to get every possible check and collection item received in the morning mail presented at once for payment and placed to the credit of depositors.

The Northwestern National Bank

Minneapolis, Minnesota

Resources \$55,000,000

SOUTH DAKOTA

American State Bank, Yankton, S. D., will remodel their present building, putting in New Bedford stone front, taking out the second floor and using the entire building for bank room purposes. New marble fixtures will be installed and the entire building made modern in every respect. All work is being carried on under the direction of Fridstein & Company, Bank Engineers, Chicago.

Huron's new financial institution, the Farmers and Merchants Bank (S. D.), opened its doors for business recently.

Alex Highland, vice president of the Aberdeen National Bank, Aberdeen, S. D., was elected president of the South Dakota Bankers Association at the annual convention held in Rapid City recently.

The Lakeside Bank, Lake Andes, S. D., purchased the two corner lots just across the street from their present location recently and will erect a two-story brick building on them in the near future.

Bank clearings of Sioux Falls, S. D., do not seem to be affected by war drives and various other emergencies, for they keep on rising and recently a new record was made when the clearings for the week showed \$2,747,909.86.

The Bank of De Smet, formerly known as the Germania State Bank, has changed its name to the Ameri-

can State Bank. Capital stock has been increased to \$50,000.

E. J. O'Brien has resigned his position as assistant cashier of the American Exchange Bank, Pierre, S. D., and has accepted a position in the Security National Bank, of Sioux Falls.

Chas. I. Norman, of Lansing, Mich., has accepted a position with the First National Bank, Groton, S. D.

Willa Homes has accepted a position in the Brule National Bank at Chamberlain, S. D.

Bank of Edgemont, S. D., recently installed a beautiful set of quarter-sawed oak fixtures of a special design. These were purchased from the H. Ehrlich & Sons Manufacturing Co., St. Joseph, Mo.

Harold Edgerton has accepted a position with the Lakeside State Bank, Lake Andes, S. D.

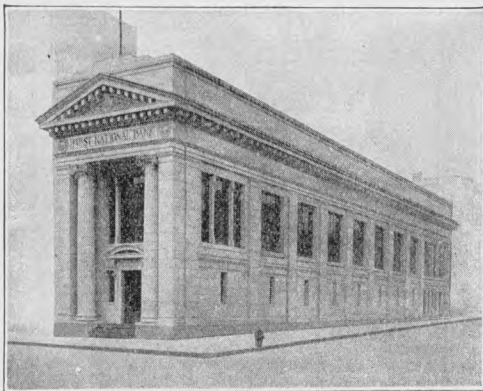
Application has been filed for a charter for the First National Bank, of Pollock, S. D.

Do your work better than anyone else could do it—that is the margin of success!—Safety Hints.

MANFULLY PLAYING THE GAME.

(Continued from page 8.)

there will please continue to bring in the "Boche" for breakfast. The Sammies will win the war over there if you and I win it over here. There isn't the semblance of a doubt as to who will win the war if you and I have sense enough to "spot" the Hun sympathizer, the shrewd propagandist, and the clever liar,



THIS BANK

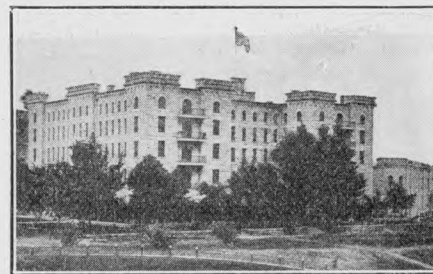
Building and its equipment designed and constructed under the direction of

FRIDSTEIN & COMPANY

BANK ENGINEERS

NINTH FLOOR, MONADNOCK BLOCK
CHICAGO

The Evans Hotel



HOT SPRINGS
SOUTH DAKOTA

"The Carlsbad of America"

A RESORT HOTEL OPEN
ALL THE YEAR

Visit Hot Springs, South Dakota,
the beauty spot of the Black Hills

FOR HEALTH AND
PLEASURE

Write Us for Reservations

THE EVANS HOTEL COMPANY, Owners

GEO. P. BENNETT, President

I. M. HUMPHREY, Secretary-Treasurer

ARTHUR F. OTTMANN, Manager

and sand enough to help Uncle Sam round them up for a trip to an internment camp. The beasts in Berlin are fast finding out that they can't whip us and they are going to try, awfully hard, to fool us, to make monkeys of us, to outwit us, and already they are putting out "feelers" on the "peace" proposition, but my friends and fellow patriots, there is nothing to it, absolutely nothing to it. Let the old butchers fuss and fume and rare and rave and snort and blow their bazoo and play the "innocent" and the "penitent," but mind you, those devils are not reformed in a minute and they are only playing for a toe hold or a strangle hold or some mean advantage, for the only peace with Germany that is worth the paper it is written on is a **victorious peace, an unconditional surrender peace, a peace signed, sealed and acknowledged by a thoroughly whipped Germany, a Germany on its knees begging for mercy.** When peace rumors begin to float about, we must be **"strong for war,"** we must insist on a fight to the finish, on a peace dictated by the entente, a peace that shall insure to the **smaller nations, as well as all others, their rights;** a peace that shall restore Belgium and Serbia and Rumania and Russia, a peace that shall restore to France her territory, give Italy her due and Germany her **"just desserts,"** and we can never get that kind of a peace, a **righteous peace, an enduring peace, until we have "licked hell out of the Hun."** So beware of German propaganda, beware of spurious peace offenses, beware of "con" talk, whether it comes out of Germany or out of the mouths of Hun sympathizers, slackers, pacifists or traitors on this side.

We are in the game now with all four feet and the enemy is on the "skid," but beware, and for God's sake don't pull any "bone-head plays." **Batter up.**



Advice to Investors

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

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

"The Investment Situation"
Write for Pamphlet L-I

Knauth · Naehod & Kuhne

Members of New York Stock Exchange
Equitable Bldg.

New York City

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

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

Correspondence Solicited.

St. Paul Cattle Loan Co.

UNION STOCK YARDS SO. ST. PAUL, MINN.

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

A. G. SAM, Treasurer

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

Affiliated with Stock Yards National Bank

NO. DAKOTA BANK NEWS

NORTH DAKOTA ASSOCIATION OFFICERS.

The North Dakota Bankers Association closed a two-day session at Mandan, held July 11th and 12th, and officers were elected as follows:

J. L. Bell, Bismarck, president; J. J. Earley, Valley City, vice president; W. F. Hanks, Powers Lake, treasurer; W. C. MacFadden, Fargo, secretary.

Valley City was selected as the 1919 convention city.

DEPOSITS OF 700 N. D. BANKS GUARANTEED.

State Examiner Waters has mailed to 700 North Dakota banks certificates showing that they have qualified to have their deposits guaranteed under the North Dakota state bank deposits guaranty act, which became effective July 1st. Under this act one-twentieth of one per cent of the average daily deposits of each state bank is levied to stand as a book credit to a fund not to exceed \$100,000 which will be used in guaranteeing depositors from loss against failure or defalcation. There are 805 state banks in North Dakota. The certificates of 100 have been held up temporarily owing to technical reasons.

North Dakota state banks deposits as shown by a report issued by the state examiner are \$95,596,469.54, an increase of \$4,303,872.62 over May, 1917, and an increase of \$45,000,000 over 1912. The showing is consid-

ered good in view of the large amounts which have been taken out of the state for various patriotic purposes.

NEW BANK AT SUTTON.

The recently organized Farmers Bank, of Sutton, N. D., is open for business.

L. P. Larson, of Binford, is president; H. P. Beckwith, of Fargo, vice president; Oscar F. Hoff, formerly treasurer of Griggs county, and later assistant cashier of the Farmers and Merchants Bank, of Aneta, is cashier of the new institution. The bank is capitalized at \$15,000.

PEMBINA COUNTY BANKERS CONVENTION.

The Pembina County Bankers Association held a very successful meeting at Walhalla, N. D., at the time of their annual meeting. The address of welcome was given by Mayor W. R. McMurray.

Among the speakers were C. R. Green, of Cavalier, president of the North Dakota Bankers Association; Geo. H. Johnson, Wales, president of the Northeastern Group of Bankers, and A. McLean, manager of the Bank of Hamilton, Morden, Manitoba.

The principal matters discussed were the future de-

YOUR BANK

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

**Service, Quality
and Right Prices
Always**

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

THE HOMESTEAD COMPANY
NINETEENTH AND GRAND
DES MOINES, IOWA

EDWIN J. BISHOP CERTIFIED PUBLIC ACCOUNTANT

*Member of American Institute and
Minnesota Society of Accountants*

Audits—Credit Investigations—Systems

ST. PAUL
Globe Building

FARGO, N. D.
Fargo National Bank Building

MINNEAPOLIS
Wilmae Building

WE MAKE RUBBER STAMPS

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

F. P. HOLLAR & SON

SIoux CITY Commercial Printing IOWA

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

mands for money to finance the government bonds and other expenses, the matter of Canadian exchange rates and trade acceptances.

The officers elected for the coming year are as follows: Ed Thompson, St. Thomas, president; Guy M. Jameson, Crystal, vice president; Robert M. Carson, secretary-treasurer.

ASSESSED VALUATION OF STATE BANKS.

North Dakota's state banks are worth \$1,350,000 more in assessed valuation than they were in 1917, according to a report by Tax Commissioner H. H. Steel. Under an act of 1917 investments in real estate only to the amount of 60 per cent may be deducted in assessing capital, surplus and undivided profits of banking institutions, and the exemption of five per cent of loans and discounts has been repealed. Under the new plan but \$263,000 is deductible from capital stock as realty exemption as compared with \$6,710,000 in 1917. The net assessment in 1918 is \$5,375,000, as compared with \$4,019,000 in 1917. In addition there is an increased assessment of \$1,350,000 on investments in real estate, made under an act of 1917.

NORTH DAKOTA NEWS AND NOTES.

Kenneth Fitch has resigned his position with the Bank of New Effington, N. D. He will enter the army.

A. W. Powell, who has been cashier at the State Bank, Bowman, N. D., the past two years, has resigned his position with that institution. Mr. Powell will move to Montana where he has purchased a bank.

H. P. Beckwith, of Fargo, N. D., was chosen as vice

president of the Farmers Bank, which has been recently organized at Sutton, N. D. L. P. Larson, of Binford, is president and Oscar F. Hoff, former treasurer of Griggs county and later cashier of the Farmers and Merchants Bank, at Aneta, is cashier. The bank is capitalized at \$15,000.

SERVICE THAT SATISFIES

Let us make your shirts to order. A card will bring you samples

Swigert-Howard Mfg. Co.

Des Moines, Iowa

JEWELRY

of the very finest—

QUALITY

—is always to be found here

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

FRANK SCHLAMPP CO.
JEWELERS DES MOINES, IA.

The Chase National Bank

of the City of New York

57 Broadway

Capital \$ 10,000,000
Surplus and Profits 12,863,000
Deposits (June 29, 1918) 344,744,000

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

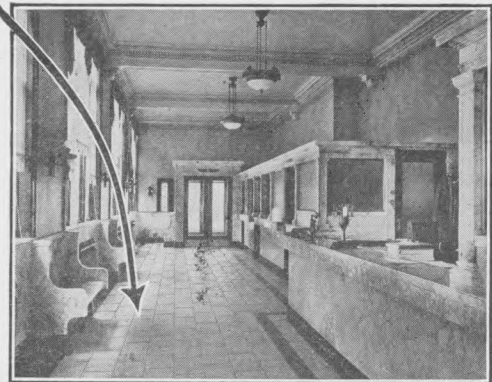
Henry W. Cannon	Samuel H. Miller
A. Barton Hepburn	Edward R. Tinker
Albert H. Wiggin	Henry B. Endicott
John J. Mitchell	Edward T. Nichols
Guy E. Tripp	Newcomb Carlton
James N. Hill	Frederick H. Ecker
Daniel C. Jackling	Eugene V. R. Thayer
Frank A. Sayles	Carl J. Schmidlapp
Charles M. Schwab	Gerhard M.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

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

FOREIGN EXCHANGE DEPARTMENT

Bank Floors

that look like marble---
cost no more than tile



Showing the elegance, strength and dignity of this flooring in bank interiors

Send for Samples and prices.

STANDARD MOSAIC TILE CO.

515-525 S. Peoria St. Chicago

C. R. Borchardt, Pres. Alex. H. Widiger, Sec'y-Treas.

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.

NORTH DAKOTA

NORTHWEST CROPS GOOD.

Ralph Van Vechten, of the Continental and Commercial National, has returned from a trip to the Northwest.

"I was in North and South Dakota and Montana and was most agreeably surprised at conditions there. The people are prosperous and the farmers especially appear to be making a great deal of money. Their farms are in excellent condition and the ranges were never so good. None but registered breeding stock is being raised and the results, of course, show in the improved grade of animals.

"The towns bear evidence of community prosperity in that the streets and pavements are excellent and good water works systems have been installed. The Northwest, indeed, is very much alive. The towns have none of the appearance of frontier settlements.

Your savings and my savings for your flag and my flag—buy Thrift Stamps.

HOW TO GET PROFITABLE DEPOSITORS.

(Continued from page 25.)

our appropriation for advertising was \$100 per month. Of that we used \$50 for newspapers, \$25 for circular letters and the other \$25 was spent in various ways.

Another means of advertising your bank is to extend your acquaintance. A banker should not stand back on his dignity, but should have a part in the life and interests of his community. He should take an interest in what his neighbors are doing and show that he is interested, and he will not only find that it makes life more worth while, but will bring many a customer to his bank.

My country customers, being principally live stock growers, are interested in the markets. If I lived in a territory where wheat was the big crop, I would post the grain markets during the shipping season; or, if in the cotton belt, I would post the cotton market each day. Remember that this does not apply to the town customers, but the farmer customers exclusively.

A banker can well afford to attend the big sales in his community. This is only an indirect way of advertising his bank. I try to attend the larger sales, particularly the "fine bred" stock sales, and arrange to say something for the breeders just as the sale opens.

The Des Moines National Bank

Des Moines, Iowa

The policy of this bank is to cultivate helpful business relations with its correspondents and to render at all times the service which their needs demand and which our equipment insures. An experience extending over thirty-five years in catering to such needs has provided a broad understanding of the requirements in this field. We cordially invite a share of your business.

Capital and Surplus \$ 900,000
Resources over - 10,000,000

Arthur Reynolds, President

John A. Cavanagh, Vice-President

C. A. Barr, Vice-President

John H. Hogan, Cashier

C. A. Diehl, Assistant Cashier

I always try to make truthful statements—but something favorable for the breeder and his stock.

The present era of thrift can be used to advantage by every banker. He can advertise thrift, talk thrift, and set an example of thrift. It will not only help his community, but will also help his bank.

Every bank is called on periodically to publish a statement. The form prescribed by law is simply Greek to the average citizen. But a plainly worded statement can be made a pulling ad for a bank.

Don't say anything or even insinuate anything in your ads about your competitor. If you do, you will advertise him. Remember the old adage, "If your competitor talks about you, put him on your pay roll."

We study every local incident to see if it can be used as the basis of an advertisement.

Let me tell you something, confidentially. When money is tight or a panic is on, don't stop advertising—rather double your advertising space. Most banks, as is true in other lines of business, either curtail their advertising or stop it entirely at such times. This is a great mistake. During the fall and winter of 1907, again when the war broke out in 1914—and conditions began to tighten—I increased my advertising. It counted for my business for two reasons: First, everybody else quit and my advertising had no competition and was, therefore, more effective. Second, my depositors felt closer to my bank, which made no bones about conditions being slow, but stated that it was prepared to meet just such conditions. Heart-to-heart letters and other advertising made people feel that they were a part of the bank and were well posted on the bank's condition.

There is one thing a banker must remember, and that is that his bank is no stronger than public patronage makes it. The banker does not make the public, but the public makes him; and the big idea in advertising a bank is to make the public have confidence in your bank and its service.

See What President Davis Says

in this issue—note that he has forty per cent of the deposits in his county—and that much of this business was built through letters—then write to "letter headquarters."

DES MOINES DUPLICATING CO. Des Moines, Iowa

WILL H. ZAISER SPECIALTY CO.

BANK EQUIPMENT

Originators "Zaiser's" self-indexed loose leaf bank ledgers. Any account found in four seconds. A full line of bank supplies and specialties. Shaw Walker steel and wood filing devices.

314 7th Street, DES MOINES, IOWA

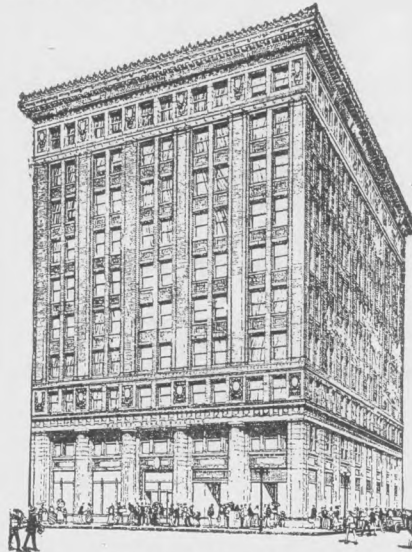
**Lawn Tents
Camping**

Tents, Awnings

**DES MOINES TENT
& AWNING CO.**



ESTABLISHED 1872



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

**New
and
Modern
Home
of the**

VALLEY NATIONAL BANK

and

VALLEY SAVINGS BANK

DES MOINES, IOWA

Combined Capital and Surplus, \$800,000.00

**Anxious to serve, Equipped to serve well—
We seek the opportunity.**



Twelve Months Service to Country Banks

Our season for service to country banks begins January 1st and ends December 31st. The first essential of our ability to serve you is answered by our capital of \$1,000,000 (deposits \$1,600,000)—the largest capital in proportion to deposits of any bank in the Middle West. The second and equally important essential to you is our desire to measure up, in every way, to your full requirements. Please write us, or call and get acquainted the next time you are in Des Moines.

BANKERS TRUST COMPANY

DES MOINES, IOWA

CAPITAL ONE MILLION DOLLARS

B. F. Kauffman, President
F. W. Sargent, Vice President
D. E. Alldredge, Asst. Cashier
C. H. Stephenson, 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. Sheurman	R. R. Rollins

ADVERTISING THRIFT FOR THE BANKER

Keep busy! Yourself and your advertising.

Make your advertising today do twice what it did yesterday. It can.

Advertising is the matchless messenger of war times. It speeds your message on wings fast as thought, and cries it in a breath from the house-tops and steeples of the nation.

Whenever the government must get quick word to our people, and an answer as quickly, it enlists advertising. The Liberty Loans, the Red Cross campaigns, the Y. M. C. A., Knights of Columbus, Smileage, all bear willing witness to the wonder work of advertising.

For it is the great time-saver, and time to do all we must do is the task of the times.

Time-thrift is war-thrift. And advertising is time-thrift.

It is the thrifty way to get your message to your country.

It is the quick educator, the sure inspirer.

Be thrifty with your advertising. Don't stint it. Make the most of it. First be sure of your message; then put the efficiency test to the means of spreading it. Scrutinize your space. Usefulness has the right of way over artistry.

Some advertisers are making their advertising do double duty, working for their country selling Liberty Bonds and Saving Stamps as it sells for themselves. Think how you can make your advertising a two-mouthed salesman.

Don't stop advertising. War time is no time to stop anything, except wasted time. Advertising has uses it never had before. Look into its new and special uses for yourself.

It will save time for you and your men in whatever you are doing.

Use advertising to be time-thrifty and war-thrifty.—W. H. Rankin.

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The INTER-STATE NATIONAL BANK

KANSAS CITY, MO.

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GEO. S. HOVEY

Vice Presidents
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Cashier
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Only Bank in Live Stock Exchange Building.

Twenty-seven years of dependable banking service under the same name and no consolidations.

Capital, Surplus, } **\$ 1,800,000**
Undivided Profits }

Cattle Loans

Our shareholders also own pro rata the stock of the Inter-State Cattle Loan Company with Capital and Surplus of \$750,000.

We will be glad to correspond with bankers interested in the purchase of cattle paper bearing our endorsement.

THE IOWA LOAN & TRUST COMPANY BANK OF DES MOINES, IOWA

"THE BANK FOR ALL THE PEOPLE"

Statement of Condition at the close of Business June 29, 1918

Call from the Superintendent of Banking

RESOURCES		LIABILITIES	
Real Estate Mortgage		Capital	\$ 500,000.00
Loans	\$3,134,328.77	Surplus and Profits.....	526,478.94
Collateral and Personal		Re-discounts	1,323,776.50
Loans	3,753,567.88	Deposits	
Bonds, Stocks, etc.....	1,156,566.33	" Banks	\$1,662,691.97
Stock in Federal Reserve		" Commercial	1,734,144.24
Bank	22,500.00	" Debentures	1,668,600.00
Real Estate	96,981.83	" Time	2,044,359.07
Furniture and Fixtures....	3,275.91		<u>7,109,795.28</u>
Cash and Due from Banks..	1,292,830.00		
	<u>\$9,460,050.72</u>		<u>\$9,460,050.72</u>

Call on us when in the city. Give us a chance to figure on some of your business. Submit your farm loan applications to us. We are always in the market for mortgages.

	G. B. Hippee, President	
D. H. McKee, Vice Pres.	B. B. Vorse, Cashier	Edwin Hult, Secretary
L. E. Stevens, Vice Pres.	J. E. Morton, Ass't Cashier	Simon Casady, Trustee
D. F. Witter, Vice Pres.	G. W. Gray, Treasurer	J. G. Rounds, Trustee

IOWA SECURITIES

Iowa Investment Corporation

Waterloo, Iowa

Capital, \$200,000.00; Surplus, \$60,000.00.

FOR AUGUST WE QUOTE

7% Gold Equipment Notes by Kansas City Northwestern Ry., denominations of \$2,000. Seven to 18 months guaranteed by ourselves.

Character of paper certified by President of Large Bank in Kansas City, who says, in referring to above line: "Were it not for exceeding heavy demand, I assure you we would be more than pleased to take the paper referred to."

Plenty of Iowa banks with idle funds. I want to hear from 12.

F. B. Dietrick, Asst. Treas.

Profits Assured

FOR IOWANS

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The Premier Security of the World

There have been loaned billions of dollars on corn belt land without the loss of a single dollar and mortgages on these lands have come to be regarded as one of the premier securities of the world and are held by the most conservative investors of the nation.

This bank is making loans on this same land and to the same farmer under every known safeguard with an added security of governmental inspection and approval of titles and values.

The five per cent bonds issued by this bank are based on mortgages on farmlands only in the corn belt of Illinois and Iowa. These bonds are instrumentalities of the government of the United States and as such, they and the income derived therefrom, are exempt from federal, state, municipal and local taxation. Any Federal Reserve Bank and any member bank of the Federal Reserve System may buy and sell farm loan bonds issued by this bank. Said bonds are a lawful investment for all fiduciary and trust funds, and may be accepted as security for all public deposits.

First Joint Stock Land Bank

OF CHICAGO

CAPITAL \$250,000.00

Continental-Commercial Bank Bldg., Chicago
Valley National Bank Bldg., Des Moines, Iowa

We invite inquiries for full information from Bankers, Trust Companies and Estates.

Drovers National Bank

OF CHICAGO

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FREDERICK N. MERCER, Cashier
HARRY P. GATES, Asst. Cashier
DALE E. CHAMBERLIN, Asst. Cashier
GEORGE A. MALCOLM, Asst. Cashier



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Capital and Surplus, \$1,000,000

Has for over thirty years rendered quick and efficient service to its correspondents