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## PAINT AS AN ASSET.

Bankers Say They Lend More Money on Property When Buildings Are Well Painted.

### AN INDICATION OF THRIFT.

One Concern Advances 25 Per Cent. More if Repainting is Done Every Five Years.

Does it pay to paint carefully farm buildings? Does it add to the selling value of a farm when buildings are properly kept up and regularly painted? A careful inquiry of a number of leading bankers in the Mississippi valley, including such states as Iowa, Illinois, Michigan, Ohio, Indiana and Missouri, reveals the fact that in nearly every case the bankers did not hesitate to say that they would lend all the way from 5 to 50 per cent. more on land where farm buildings were well painted and kept in good condition. They maintain that well kept-up and well painted buildings and fences are an indication of thrift and that the thrifty farmer is a good client, and to him money can be safely loaned. An average of the returns from these bankers shows that the increased loan value because of painted buildings is around 22 per cent.

Some of these bankers make interesting comment. A Michigan concern says that, while not especially prepared to advise definitely in response to this inquiry, the officers would loan more money on farms where buildings were painted than where they were not so treated. This bank also finds that where houses, barns and fences are well taken care of the farm is a profitable proposition, and bankers in general consider the farmer a good client. Another Michigan bank says "farm buildings out of repair and needing paint indicate that the owner is slow pay." Such farms are rated at about one-third of the assessed value for loans. Where the farm buildings are in good shape the rating is one-half. The president of a middle western bank says that when real estate loans are considered, painted buildings are always taken into consideration in making an estimate. The general appearance of the property surrounding the house and barn and also the fields and fences would be carefully observed. He further says that he has no hesitancy in saying that he would absolutely refuse a loan on farms where the buildings were not kept up and well painted. In his judgment, unpainted farm buildings would reduce the loan value at least 25 per cent.

A Minnesota banker says that he is much more willing to loan money where the buildings are well painted. In his particular case he believes that he would loan 20 per cent. more than if the buildings were not properly taken care of. A farmer who will keep his buildings painted takes a much deeper interest in his work than one who does not. Another Minnesota bank says that well painted buildings have resulted in securing from his bank sometimes as high as 25 per cent. more money than where the buildings are not painted. An Ohio concern says that it will loan 25 per cent. more money on a well kept farm where buildings are painted at least once every five years. A southern Illinois bank says that it has no fixed rule about this, but it does make a decided difference when owners of farm lands apply for loans. If the buildings are well painted and thus well preserved the loan rate would not only be cheaper, but the amount of money borrowed would be larger. A northern Illinois bank does not hesitate to say that it would loan fully 50 per cent. more on a farm where buildings were well painted and in good order than where they were not. The vice president, who answers the inquiry, goes on to say: "There probably are many farmers good financially and morally who permit their buildings to remain unpainted, but as a rule the most substantial people who live in the country keep their buildings well painted."

An Iowa bank, through its vice president, states that it would make a difference of at least 25 per cent. in favor of the farm with painted buildings. Another Iowa concern says that it would make a difference of at least 20 per cent.

All this being true, it is perfectly evident that it is a good business proposition to keep the farm buildings well painted. They not only look better and are more pleasing to the owner, but the farm would sell to better advantage, the loan value of the property would be greatly increased and the buildings themselves would last much longer and need less repair.—The American Agriculturist.

### PAINT AND ILLITERACY.

Curious Fact Comes to Light That Littered Least Using Books Avoid Paint Also.

Washington, D. C.—A curious fact has been brought to light by the Educational Bureau and the Bureau of Industrial Research here. It is that in the states where illiteracy is most prevalent paint is least used. The paint referred to is the common or barn variety, of course, for the backwoods countries have no need for the finer pigments or facial adornments. It is true, though, that in the sections of all states where white illiteracy is highest painted homes are rare and painted outbuildings and barns are practically unknown. Probably the illiterates do not use paint on their buildings because they do not understand its value as a preservative.

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